Accessible Report

Hastings Borough Council Local Plan Viability Assessment

Main Report

September 2026

Quality Assurance

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Non-Technical Summary

ES 1 AspinallVerdi have been reappointed by Hastings Borough Council to update the Local Plan Viability Assessment (LPVA) in support of the emerging Local Plan. The study was originally commissioned in 2020 and has been through various iterations as emerging policy requirements have been refined and consultations have been completed, resulting in a draft version of the LPVA being submitted to the Council in Summer 2024. The purpose of this updated assessment is to determine whether the latest policy requirements set out in the Pre-Submission Version (Regulation 19) Draft Local Plan are viable and deliverable.

ES 2 The assessment will also identify whether, in conjunction with the expanded policy requirements, there is scope to introduce a Community Infrastructure Levy (CIL) for different types of development across Hastings.

ES 3 Our viability assessment has been undertaken in accordance with the following:

- National Planning Policy Framework (NPPF)
- Planning Practice Guidance (PPG)
- RICS Financial Viability in Planning: Conduct and Reporting, Professional Standard, 1st Edition, May 2019
- RICS, Assessing viability in planning under the National Planning Policy Framework 2019 for England, Professional Standard, 1st Edition, March 2021

ES 4 This non-technical summary provides an overview of the approach adopted and the emerging results as of September 2026. Please note, the outcomes shared in this summary may be subject to change after further consultation is completed.

Local Plan Examinations: Letter to the Interim Chief Executive of PINS

ES 5 On 15th July 2026, Matthew Pennycook MP wrote to the Interim Chief Executive of the Planning Inspectorate to emphasise the importance of taking an appropriately pragmatic and proportionate approach in respect of deliverability and viability when examining local plans.

ES 6 The letter recognises the uncertainty that can arise from economic volatility which may change over the longer-term delivery of a plan. As such, it is encouraged that allocations are assessed against their prospects of delivery over the plan period as a whole, rather than solely against current market conditions. Inspectors should also distinguish between uncertainty arising from prevailing market conditions and evidence indicating fundamental obstacles to delivery.

ES 7 Whilst this is not a direct instruction to practitioners undertaking Local Plan Viability Assessments, we have nonetheless been mindful of how our assessment can align with the approach being encouraged in the Minister's letter.

Viability Assessment Principles

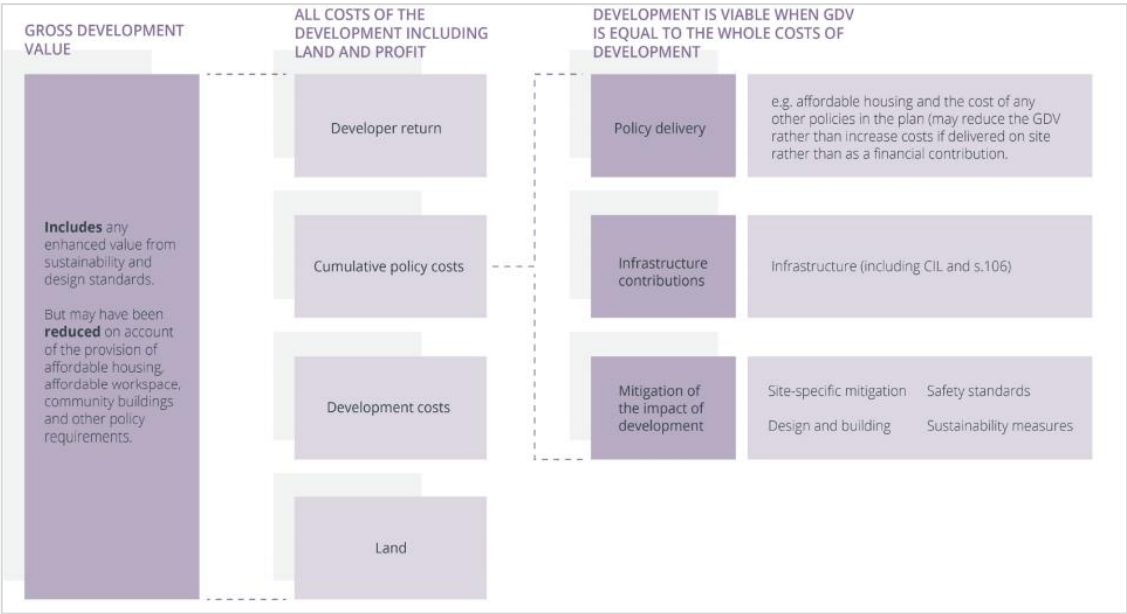
ES 8 Paragraph 010 of the Planning Practice Guidance sets out the principles of viability assessment in planning, as follows:

> *'Viability assessment is a process of assessing whether a site is financially viable, by looking at whether the value generated by a development is more than the cost of developing it. This includes looking at the key elements of gross development value, costs, land value, landowner premium, and developer return.'*

ES 9 This assessment therefore considers whether the costs of delivering new development in Hastings, including those associated with the updated policy requirements in the Local Plan and potential CIL obligations, are offset by the values generated upon completion. In turn, recommendations can be made on the extent of policy requirements sought from new development in Hastings.

ES 10 We have run a series of development appraisals using a bespoke Microsoft Excel model. The appraisals consider the expected costs and values associated with delivering different types of development across Hastings, including residential, employment and commercial uses. Figure ES 1 summarises the key components within the MS Excel Model that are required to assess viability.

Figure ES1 - Viability Assessment Components



Source: RICS, March 2021.

ES 11 The model calculates the viability surplus (where values meet or exceed the costs) or deficit (where costs exceed the values) for each development scenario. Each appraisal is also supported by a series of sensitivity tables demonstrating how the outcomes change in response to adjustments to the cost and value inputs, or levels of policy contributions (e.g. affordable housing / S106 / CIL).

ES 12 The cost and value inputs included within the appraisals have been informed by a robust review of market evidence, as well as industry-standard assumptions and our experience of undertaking site-specific viability assessments at the application stage. The assumptions have also been presented to stakeholders at a workshop to invite feedback and evidence to be submitted by the industry. We summarise the approaches taken for the key inputs below:

Gross Development Value (GDV)

ES 13 The residential and commercial values adopted within our appraisals are based on a detailed analysis of the local property markets in Hastings and supported by separate market reports. The market reports draw on published data from the Land Registry, marketing portals (Rightmove, Zoopla), CoStar (commercial property database) and market commentaries, as well as consultations with locally operating estate agents. This data has then been used to inform the value assumptions for the development typologies assumed in the testing, including market sale housing, build-to-rent, older persons housing, retail, office and employment uses.

ES 14 The GDV component also includes the values associated with the provision of on-site affordable housing, as sought by the Pre-Submission Version (Regulation 19) Draft Local Plan. The values applied to the affordable housing within each appraisal are based on the tenures sought by the Council and have been discounted accordingly.

Development Costs

ES 15 The base construction costs have been informed by data published on the RICS Building Cost Information Service[1] (BCIS) and by reference to other schemes being delivered across the Borough. Additional percentage-based allowances have then been made to reflect the costs of external works, professional fees and contingencies, along with a generic clearance / remediation cost for brownfield sites.

ES 16 Other non-construction related costs within the appraisals include disposal costs (marketing, agency & legal), development finance, planning fees (including surveys & reports), empty property costs, Building Safety Levy, land acquisition fees (SDLT, agency & legal) and a benchmark land value (discussed further below).

Cumulative Policy Costs

ES 17 We have reviewed the policy requirements proposed in the Pre-Submission Version (Regulation 19) Draft Local Plan. The primary policy requirements that will have a direct cost to development have been reflected in the appraisals, including the following:

- Strategic Policy 5: Meeting the Challenge of Climate Change
- Strategic Policy 8: Conserving and Enhancing the Natural Environment
- Strategic Policy 10: Transport Infrastructure
- Strategic Policy 13: Development Viability

[1] As recommended by the PPG and RICS Professional Standard. Data obtained in December 2025.

- Policy SC2: Housing mix, Accessibility and Adaptability
- Policy SC3: Sustainable Design and Construction
- Policy SC10: Habitat Protection, Biodiversity and Net Gain
- Policy SC13: Urban Greening Factor

ES 18 Affordable housing has been tested at a tenure split of 70% affordable / social rent and 30% intermediate. From this baseline tenure mix, we can make recommendations on the specific types of affordable tenures which are viable across Hastings.

ES 19 For all other policy requirements, we have included specific costs within our appraisals which have been informed by recognised sources, other local plan viability studies and publicly available data. As noted, these costs have also been consulted on as part of our stakeholder workshop, inviting feedback from landowners, developers and consultants. A full breakdown of these assumptions is included within the main body of this viability report.

CIL

ES 20 As noted in the introduction, a key output of this assessment is to identify the ability to introduce a CIL charge on certain types of development across Hastings. We have tested a range of residential and non-residential development scenarios (referred to as 'typologies') to establish the ability to introduce a levy whilst maintaining viability.

ES 21 The combined costs of the updated policy requirements and CIL contributions will need to be balanced to ensure that development in Hastings remains viable and deliverable. For example, if the Council wish to pursue the introduction of a CIL charge, then this may need to be balanced against a reduced package of policy requirements. Conversely, if the updated policy requirements within the emerging Local Plan substantially increase the costs of development, then CIL rates may need to be adjusted to maintain viability.

Developer's Return / Profit

ES 22 The testing reflects the range of developer's profit set out in the Viability PPG of between 15% - 20% on GDV. It is widely accepted that the risk profile on affordable housing is lower as developers have an end-user and benefit from a golden brick payment structure (i.e. income received during the construction period).

ES 23 Similarly, the target returns adopted for commercial uses and specialist residential accommodation (e.g. BTR & older persons housing) have been adjusted to ensure they reflect the specific type of development being tested and associated risk profiles. These risk profiles will vary from site-to-site and may need to be considered at the application stage.

Land Value

ES 24 The benchmark land values (BLVs) assumed in our testing have been determined using the Existing Use Value plus Premium method (EUV+) – as set out in the PPG. We have undertaken an updated assessment of land values across Hastings to inform

the BLVs adopted in the viability testing. A separate Land Market Paper has been prepared and is appended to the main report.

ES 25 For the land value calculation of greenfield sites, we have referred to transactions and listings of agricultural land across Hastings and the surrounding areas, and then applied a multiplier premium. For the brownfield sites, a bespoke approach has been adopted to reflect the variety of sites expected to come forward but has again referred to transactional evidence and listing data. Brownfield sites have also included a landowner premium which is applied on top of the EUV on a percentage basis.

ES 26 It is important to note that the BLV should not be expected to equate to the market value of land, nor the price expected to be paid in a marketplace. It is instead a mechanism against which the viability of developer contributions and policy requirements can be assessed.[2] Further, should any development incur additional site-specific or abnormal costs beyond those identified in this study, then it would be expected that these would be reflected in a reduced land value. This follows the approaches promoted in both the Viability PPG and RICS Professional Standard.

Approach

ES 27 The viability testing has considered both residential and non-residential growth identified in the emerging Local Plan, as follows:

Residential

ES 28 For plan-making, it is not necessary to individually test the viability of every site allocated within the plan, or expected to come forward over the plan period. Instead, the Viability PPG promotes a typology approach, which allows sites to be grouped based on similar characteristics such as location, size, density, value zone and whether they are brownfield or greenfield.

ES 29 The typologies adopted in this viability assessment are primarily based on the sites which are being considered as part of the plan-making process. We understand these sites have been through a preliminary assessment and screening process to consider those which have a higher prospect of coming forward for development over the plan period. To ensure the testing is reflective of other site sizes and capacities which are not accounted for within the list provided by the Council, we have also devised hypothetical typologies to ensure an even spread of site and development types across the Borough.

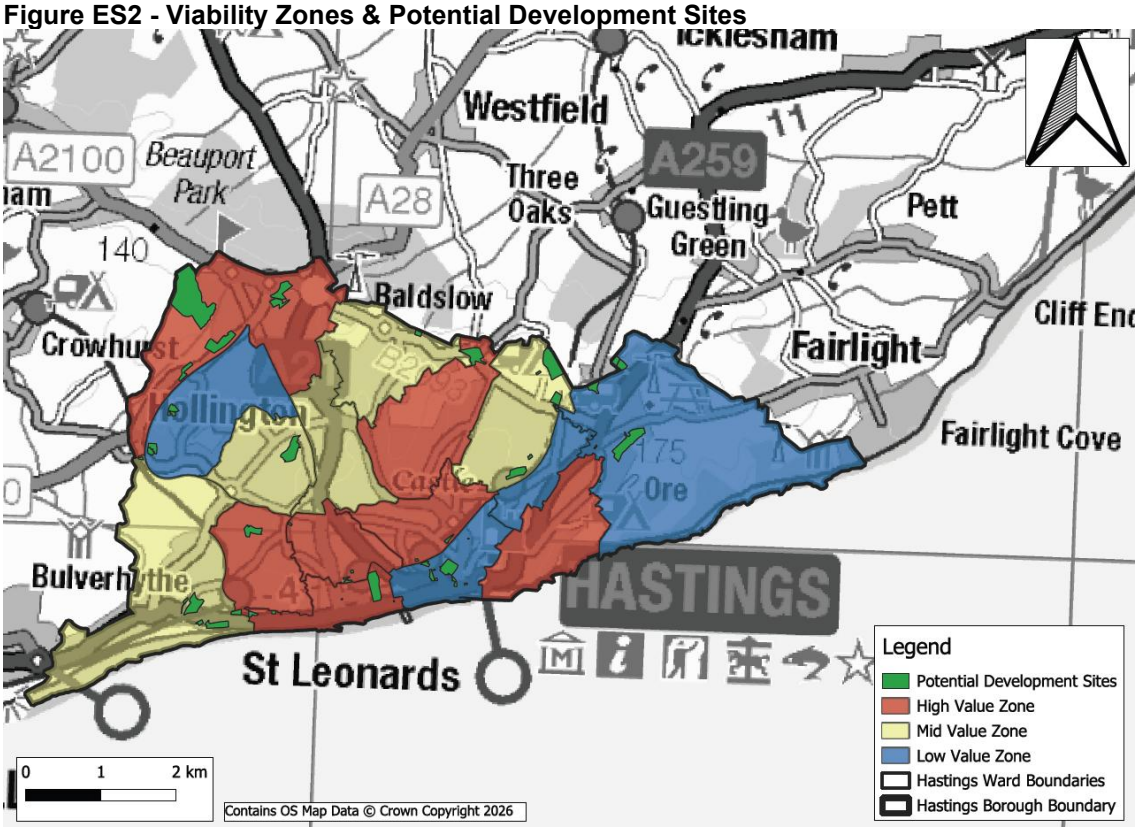
ES 30 Similarly, there are no specific allocations within the plan which require the provision of specialist types of residential accommodation, notably older persons' housing and build-to-rent. Accordingly, we have instead developed 'generic' typologies based on the typical expectations of these types of housing developer / provider.

ES 31 In determining the residential typologies, the guidance allows us to vary the testing by value zone. We have considered new-build sold prices of schemes across Hastings, including an analysis of individual unit prices, sizes and £ / psm rates. Based on our

[2] RICS, Assessing viability in planning under the National Planning Policy Framework 2019 for England, Professional Standard, 1st Edition, March 2021

residential market review, we have devised three value zones to use in the testing. We then overlaid the potential development sites onto a map showing the value zones to understand the pattern of development across Hastings, as shown in Figure ES2.

Figure ES2 - Viability Zones & Potential Development Sites



Source: AspinallVerdi, 2026.

ES 32 The guidance also allows us to vary the testing by greenfield and brownfield development. We have therefore analysed the pattern of proposed development in each of the value zones by land type. We have considered the gross and net densities of sites expected to come forward, along with the housing mixes set out in the latest Housing & Economic Development Needs Assessment (HEDNA).[3] A breakdown of the typologies is appended to the main report.

Employment & Non-residential

ES 33 The Council have provided data for specific employment sites which are expected to come forward for development. We have also developed 'generic' non-residential typologies based on the most common types of commercial development, which have been varied subject to size and location (i.e. greenfield or brownfield). These are referred to as 'non-residential typologies'.

ES 34 As with the residential testing, these models will identify whether the updated policy requirements for non-residential development in Hastings are viable, and also whether there is scope to introduce CIL on different types of non-residential development.

[3] DLP Research & Analysis, August 2026. Housing and Economic Development Needs Assessment Update (Draft for Review).

Stakeholder Consultation

ES 35 In July 2026, AspinallVerdi hosted a stakeholder consultation event which set out the approach, evidence base and working assumptions formed through our market research (residential, commercial, land). We also shared the proposed cost assumptions (including base build, fees, finance etc.) along with those for specific policy requirements in the Pre-Submission Version (Regulation 19) Draft Local Plan.

ES 36 The purpose of the workshop was to invite feedback, comments and representations which could then be considered as part of the viability testing, promoting a collaborative approach to the assessment. Observations were invited and shared during the event and we have since received a number of submissions sharing views on the assumptions. These have been reviewed and adjustments have been made to our inputs where relevant and justified.

Viability Testing Results

ES 37 The appraisals have been through an iterative process with the Council, which have been refined in light of feedback received and following the completion of our stakeholder workshop. This process has informed our recommendations on the extent of policy requirements sought by the Local Plan and introduction of a CIL charge.

ES 38 We have appraised the typologies using the baseline assumptions described above and included extensive sensitivity testing for each appraisal. The baseline appraisals are fully policy-compliant, in that all the policy costs are fixed inputs. In addition to the Hastings-specific policies above, we have also included allowances for the Future Homes Standard and Building Safety Levy in all relevant appraisals.

ES 39 Affordable housing has been tested incrementally to establish where the viability tipping point lies with each appraisal. We have then made a stand-back judgement across all appraisals to identify appropriate thresholds which allow the majority of unconsented land supply to come forward whilst balancing the viability of the policy asks in the updated Local Plan. In this respect, we have tested three scenarios:

- **Scenario A** – Baseline appraisals with all fixed policy costs, as described in Paragraph ES 17.
- **Scenario B** – All policy costs removed (including affordable housing) excluding those which are mandatory (i.e. Building Safety Levy, Biodiversity Net Gain & Future Homes Standard)
- **Scenario C** – Pragmatic appraisals with adjustments to policy requirements, base build costs, densities and benchmark land value.

ES 40 Below we summarise the emerging outcomes and recommendations from our viability appraisals. The appraisals are classified into one of three categories, as follows:

- **Viable** – the development can meet the full cost of the policy requirements and CIL contributions whilst also generating a positive residual land value which exceeds the benchmark land value;

- **Marginal** – the development can meet the full cost of the policy requirements and CIL contributions whilst generating a positive residual land value which falls below the benchmark land value; or,
- **Unviable -** the development cannot generate a positive residual land value with the full cost of policy requirements and CIL contributions.

Residential Typologies

ES 41 Our residential typology testing has shown that flexibility and pragmatism will be required in the application of policy requirements in the emerging Local Plan to ensure that development remains viable and deliverable in Hastings.

ES 42 The Scenario A baseline appraisals have shown that viability is challenging across all three value zones, with only two of the 32no. typologies shown as viable. These appraisals include all fixed policy costs sought in the Pre-Submission Version (Regulation 19) Draft Local Plan, Section 106 contributions and affordable housing at 40% on greenfield sites and 25% on brownfield.

ES 43 We then sought to identify the impact of removing the costs associated with policies in the Pre-submission Draft Local Plan. The Scenario B appraisals removed all policy costs, including affordable housing and S106 contributions, whilst retaining those which are mandated by national policy or building regulations (i.e. BSL, FHS, BNG). With the majority of policy requirements removed from the Scenario B appraisals, viability is shown to improve, however the majority of typologies remain unviable or marginal.

ES 44 Drawing on the methodologies established in the viability assessments supporting the Local Plans in The Wirral and Central Lancashire, and substantiated by the ministerial direction in Matthew Pennycook MP's July 2026 letter to the Planning Inspectorate, we then tested a third scenario which adopted a pragmatic approach to viability (Scenario C). This was also supported by recent Local Plan Monitoring Report (LPMR) data which demonstrated that, in spite of recent market conditions characterised by subdued house price growth and cost inflation, Hastings has shown continued and strengthened housing delivery in recent years (including both market sale and affordable housing).

ES 45 The Scenario C appraisals demonstrate that, in some instances, typologies could support affordable housing contributions in excess of the thresholds currently sought in the adopted Local Plan in Hastings. The outcomes were shown to vary subject to the location (value zone), development and land type, however viable greenfield typologies could support contributions ranging from 0 – 40%, whilst brownfield could support contributions equivalent to 2 – 25%.

ES 46 It is important to recognise that the viability challenges demonstrated across Scenarios A & B continued for certain typologies in Scenario C, in that some remained unviable without any affordable housing contributions. The viability of brownfield sites, which account for the majority of those being considered as part of the plan-making process, also remained challenging. This reinforces the need for the Council to allow for flexibility in their plan policies.

ES 47 In light of the above, Table ES1.1 sets out our recommendations arising from the residential typology testing. Across all typologies and scenarios, the testing has shown that it is not possible to introduce a viable CIL charge for residential development in Hastings at this time.

Table ES1.1 – Residential Typology Recommendations

Site Type	Recommendations
Greenfield	**Up to 40% affordable housing,** subject to the requirements of Policy SP13. Based on Scenario C pragmatic appraisals.
Brownfield	**Up to 25% affordable housing,** subject to the requirements of Policy SP13. Based on Scenario C pragmatic appraisals.

Source: AspinallVerdi, 2026.

ES 48 We highlight that the viability of brownfield sites is influenced by higher Benchmark Land Values, remediation costs and interest rates, as well as the increased build costs that most developments are experiencing, especially smaller schemes which incorporate median BCIS. Flatted development, which is expected to be more common on brownfield sites in Hastings, is also shown to be less viable than sites that deliver solely housing. Flatted development costs are higher on a £ / psm basis and also require an adjustment to account for common areas such as entrance halls, plant rooms and circulation space. It is expected that the combination of these higher / additional costs is the reason as to why flatted development on brownfield land is less viable.

ES 49 We note that, across the plan period, both land values and build costs are likely to experience changes, which may lead to a shift in the viability position. All things being equal, if costs increase due to (say) higher design standards, then the value of the land on a residual basis should reduce. To a certain extent this is an inevitable consequence of higher building standards. However, if the cost is too great or not phased in over an appropriate time frame, the impact on the land value could be too great and stymie development.

Older Persons' Housing

ES 50 Older persons' accommodation is less viable than general needs accommodation due to the higher marketing costs, longer sales periods, reduced building efficiency and higher base build costs. Our appraisals have shown that older persons' housing is unviable at the same thresholds identified for market sale housing. The majority of older persons' housing typologies remain unviable when the affordable housing contribution is reduced to 0%. The Council may therefore need to be more flexible in their approach to affordable housing and other policy contributions on this type of accommodation.

ES 51 Please note, none of the sites within the plan are expected to specifically deliver older persons housing developments, and hence the typologies developed within this assessment are hypothetical. In this respect, viability may improve subject to site-specific design and location within Hastings.

Build-to-Rent (BTR)

ES 52 The appraisals have tested both multifamily flatted BTR developments, as well as single family housing schemes. The results are mixed, with multifamily BTR showing a similar trend to other flatted typologies tested. Viability improves with the single family housing BTR typologies, however the fundamental outcome is the same in that the cumulative policy costs sought in the Pre-submission Draft Local Plan render development unviable.

ES 53 Build to Rent / Private Rented Sector development is a distinct asset class which differs from traditional housebuilding (i.e. speculative build to sell) and the assessment of viability can be adapted from the traditional approach to account for differences in how BTR development is operated, managed, funded, delivered and disposed. We understand that despite the appraisal outcomes, two BTR schemes have been delivered recently in Hastings. As such, it may be that the viability of any BTR development improves subject to how specific schemes or sites are delivered, funded and disposed of in Hastings.

ES 54 Given the variance in outcomes, coupled with the fact that no sites are specifically allocated for BTR development, the Council may wish to omit a BTR specific requirement in their affordable housing policy, or alternatively, mirror national policy in the Local Plan. In the absence of any BTR specific policy, the Council have assurance that affordable housing can be negotiated and secured on BTR developments in line with the NPPF and PPG (i.e. 20% affordable private rent, provided at a 20% discount to market rent).

Employment & Non-residential

ES 55 The policy asks for employment and non-residential development are reduced when compared with residential development. These appraisals have included the costs to meet 10% biodiversity net gain, net zero carbon, urban greening factor (where applicable) and Section 106 contributions.

ES 56 The employment typologies, which are based on sites being considered as part of the plan-making process, show mixed results. Employment development on greenfield is shown to be more viable than the brownfield sites, with all but one showing a surplus above the benchmark land value. The sole greenfield typology shown as marginal is the largest site and generates a relatively small deficit equivalent to less than 1% of the development costs. Hence, we expect that the majority of greenfield employment sites being considered as part of the plan-making process are capable of delivering the emerging policy requirements – namely BNG, net zero carbon and S106 contributions.

ES 57 Brownfield employment development is again challenging, with none of the sites shown as viable. The three smallest brownfield typologies are marginal, and are shown to become viable with a c. 10% reduction in build costs, or 10% increase in GDV. For the largest brownfield typology, which is shown as unviable with all policy requirements fixed in the appraisal, more substantial adjustments of +/- 30% are required to become viable.

ES 58 For the viable greenfield sites, we have sought to understand the maximum CIL charge which can be sought whilst remaining viable. This shows that maximum rates of

between c. £92 - £218 psm could be levied, although this does not allow for a buffer against market movements. A charge of c. £55-£60 psm could therefore be appropriate whilst retaining a minimum buffer of c. 35-40% on the maximum rate, however the administration of introducing CIL solely for specific employment developments may prove overly onerous when considering the wider factors (e.g. implementation, monitoring, enforcement, resourcing etc.).

ES 59 As with the residential appraisals, the Council may need to take a flexible approach to policy requirements concerning employment development to ensure sites remain deliverable.

ES 60 The non-residential typologies tested a series of different retail and office uses but were not based on any specific sites or allocations in the plan. The outcomes are shown to be variable, with most unviable. The two viable typologies are those designed to be reflective of a larger supermarket development. The remaining retail typologies across both greenfield and brownfield sites are shown to be unviable. Office uses are also unviable. This is not inconsistent with similar testing across other authority areas.

ES 61 The Council may also need to be flexible in their policy requirements for retail and office developments expected to come forward over the plan period. As with employment uses, it is not possible to introduce a viable CIL charge on most non-residential uses.

Summary

ES 62 The assessment has shown that Hastings presents a distinct case in terms of development economics and viability, diverging from the broader South East region. This is characterised by comparatively lower gross development values alongside elevated development cost data, which combine to compress residual land values and viability margins. However, local monitoring data clearly demonstrates that development continues to come forward in Hastings, evidenced by robust delivery of both market sale and affordable housing in recent years and in spite of recent market conditions.

ES 63 The variance in outcomes across the typologies, uses and appraisals tested demonstrates the importance of ensuring flexibility within the plan to ensure that development remains viable and deliverable in response to variable market conditions. This may mean that standards and requirements which go above those set out in national policy or building regulations are not made mandatory for all developments, allowing the Council to prioritise essential infrastructure where necessary to ensure development remains sustainable over the plan period.

Limitations

ES 64 The assessment has considered ‘buffers’ and sensitivity analyses to judge the margin of viability. We recommend that, in accordance with best practice, the plan-wide viability is reviewed as befits the plan-making process to reflect that property market cycles change. Furthermore, to facilitate the process of review, we recommend that the Council monitors or otherwise takes account of the development appraisal parameters herein, particularly data on land values across the area.

1 Introduction

1.1 AspinallVerdi have been reappointed by Hastings Borough Council to update the Local Plan Viability Assessment (LPVA) in support of the emerging Local Plan. The study was originally commissioned in 2020 and has been through various iterations as emerging policy requirements have been refined and consultations have been completed, resulting in a draft version of the LPVA being submitted to the Council in Summer 2024. The purpose of this updated assessment is to determine whether the latest policy requirements set out in the Pre-Submission Version (Regulation 19) Draft Local Plan are viable and deliverable.

1.2 The assessment will also identify whether, in conjunction with the expanded policy requirements, there is scope to introduce a Community Infrastructure Levy (CIL) for different types of development across Hastings. Hastings does not currently have a CIL Charging Schedule.

1.3 Our viability assessment has been undertaken in accordance with the following:

- National Planning Policy Framework (NPPF)
- Planning Practice Guidance (PPG)
- RICS Financial Viability in Planning: Conduct and Reporting, Professional Standard, 1st Edition, May 2019
- RICS, Assessing viability in planning under the National Planning Policy Framework 2019 for England, Professional Standard, 1st Edition, March 2021

1.4 Please note, the outcomes shared in this report are based on the emerging Local Plan policies as of September 2026 and may be subject to change.

RICS Practice Statement

1.5 Our viability assessment has been carried out in accordance with the RICS[4] Financial Viability in Planning: Conduct and Reporting Professional Standard (1st Edition, May 2019).

1.6 The study has also been carried out in accordance with the RICS Assessing Viability in Planning under the National Planning Policy Framework 2019 for England Professional Standard (1st edition, March 2021), having regard to the latest revisions to the National Planning Policy Framework (NPPF, last updated February 2025) and relevant Planning Practice Guidance (PPG).

Objectivity, Impartiality & Reasonableness

1.7 We have carried out our review in collaboration with the Council as the Local Planning Authority and in consultation with industry, including landowners, developers, promoters, consultants and agents. At all times we have acted with objectivity, impartiality and without interference when carrying out our viability assessment.

1.8 At all stages of the viability process, we have advocated reasonable, transparent and appropriate engagement between the parties.

[4] Royal Institution of Chartered Surveyors

Conflict of Interest

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

RICS Valuation – Global Standards

1.10 This report and the accompanying appraisals have been prepared in line with RICS valuation guidance. However, it is first and foremost an evidence base to support the emerging Hastings Borough Council Local Plan. The appraisals are not 'Red Book'[5] valuations and should not be relied upon as such.

Report Structure

1.11 The remainder of this report is structured as follows:

Section:	**Contents:**
Section 2 – National Policy Context	This section sets out the statutory requirements for the Local Plan and CIL viability, including the NPPF, CIL Regulations and PPG.
Section 3 – Local Plan Context	This section sets out the details of the policy requirements set out in the Local Plan and a summary of the impact they will have on viability.
Section 4 – Viability Assessment Method	This section describes our methodology for appraising the viability of development which is based on the residual approach, as required by guidance and best practice. Please note the Benchmark Land Value (BLV) caveats for future site-specific appraisals.
Section 5 – Residential Typologies & Assumptions	This chapter summarises the evidence base, property market context and assumptions for the residential sites.
Section 6 – Non-residential Typologies & Assumptions	This section summarises the approach and assumptions made to test the non-residential sites.
Section 7 – Residential Viability Results	This section sets out the detailed appraisal results for the residential typologies with our commentary.
Section 8 – Non-residential Viability Results	This section sets out the detailed appraisal results for the commercial typologies with our commentary.

[5] RICS Valuation, Global Standards 2022.

Section:	Contents:
Section 9 – Conclusions and Recommendations	Finally, we make our recommendations and discuss the implications of Plan viability, the potential for CIL, and delivery.

2 National Policy Context

2.1 Our financial viability assessment has been carried out in accordance with the statutory requirements, comprising primary legislation, planning policy, statutory regulations and guidance. Below, we identify the key references relevant to this assessment within the National Planning Policy Framework (NPPF) and Planning Practice Guidance (PPG). Please note that this is not meant to be exhaustive and direct reference should be made to the relevant sections of both publications.

2.2 We note that an updated version of the NPPF has been published during the preparation of this evidence (17th August 2026). However, this should not impact the progress of the emerging Local Plan in Hastings given the intention to adopt the plan through transitional arrangements set out in the December 2024 NPPF.

National Planning Policy Framework (2025)

2.3 The National Planning Policy Framework[6] (NPPF) confirms the Government's planning policies for England, setting out how they should be applied and providing a framework for local plans to sustainably provide for housing and other development.[7] It emphasises the primacy of the development plan in determining planning applications and must be considered when preparing plans, as well as being a material consideration in all planning decisions.

2.4 It is important to note that paragraph 173 of the original 2012 NPPF has been deleted in more recent versions. The old paragraph 173 referred to viability and required *'competitive returns to a willing land owner and willing developer to enable the development to be deliverable'.*

2.5 The updated NPPFs published since 2019 refer increasingly to deliverability as well as viability, which requires that infrastructure can be delivered to support schemes (with sustainable land values and profit margins).

2.6 We draw attention to the following key paragraphs (Table 2.1).

Table 2.1 - NPPF Key References

Paragraph Number - Item	Quote / Comments
Para 35 - Development contributions	Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure). Such policies should not undermine the deliverability of the plan.

[6] We note that a new NPPF has been released on 17th August 2026. The analysis herein is based on the previous NPPF. We are not aware of any implications currently for our approach and methodology herein.
[7] National Planning Policy Framework, 2025. Paragraph 1.

Paragraph Number - Item	Quote / Comments
Para 58 – Planning obligations [tests]	Planning obligations must only be sought where they meet all of the following tests: a) necessary to make the development acceptable in planning terms; b) directly related to the development; and c) fairly and reasonably related in scale and kind to the development. * Notwithstanding the latest changes to the CIL Regulations (2015) which do away with the requirements for a Regulation 123 list of infrastructure, these tests ensure that Local Authorities cannot charge S106 or CIL twice for the same infrastructure (as this would not be fair and reasonable).
Para 59 – Presumption of viability	Where up-to-date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.
Para 65 – Unit Threshold	Provision of affordable housing should not be sought for residential developments that are not major developments, other than in designated rural areas (where policies may set out a lower threshold of 5 units or fewer).
Para 65 – Vacant Building Credit (VBC)	To support the re-use of brownfield land, where vacant buildings are being reused or redeveloped, any affordable housing contribution due should be reduced by a proportionate amount.
Para 66 – Affordable Home Ownership	Where major development involving the provision of housing is proposed, planning policies and decisions should expect that the mix of affordable housing required meets identified local needs, across Social Rent, other

Paragraph Number - Item	Quote / Comments
	affordable housing for rent and affordable home ownership tenures.

Source: NPPF (last updated February 2025) & AspinallVerdi, 2026.

Planning Practice Guidance on Viability

2.7 The Planning Practice Guidance on Viability was first published in March 2014 and has subsequently been updated on numerous occasions, latterly December 2025. Table 2.2 summarises the key extracts from the PPG relevant to this assessment.

Table 2.2 - PPG Viability Key Cross-References

Paragraph Number - Item	Quote / Comments
Para 001 – Setting Policy requirements	Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure). These policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106. Policy requirements should be clear so that they can be accurately accounted for in the price paid for land. To provide this certainty, affordable housing requirements should be expressed as a single figure rather than a range. Different requirements may be set for different types or location of site or types of development. This confirms that Local Authorities can set different levels of CIL and/or affordable housing by greenfield or brownfield typologies (see below also).
Para 002 - Deliverability	It is the responsibility of plan makers in collaboration with the local community, developers and other stakeholders, to create realistic, deliverable policies. Drafting of plan policies should be iterative and informed by engagement with developers, landowners, and infrastructure and affordable housing providers. And, policy requirements, particularly for affordable housing, should be set at a level that takes account of affordable housing and infrastructure needs and allows for the planned types of sites and development to be

Paragraph Number - Item	Quote / Comments
	deliverable, without the need for further viability assessment at the decision-making stage. Also, it is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant.
Para 003/4 - Typologies	Plan makers can use site typologies to determine viability at the plan making stage. A typology approach is a process plan makers can follow to ensure that they are creating realistic, deliverable policies based on the type of sites that are likely to come forward for development over the plan period. Plan makers can group sites by shared characteristics such as location, whether brownfield or greenfield, size of site and current and proposed use or type of development. The characteristics used to group sites should reflect the nature of typical sites that may be developed within the plan area and the type of development proposed for allocation in the plan.
Para 005 – Strategic Sites testing	Plan makers can undertake site specific viability assessment for sites that are critical to delivering the strategic priorities of the plan. This could include, for example, large sites, sites that provide a significant proportion of planned supply, sites that enable or unlock other development sites or sites within priority regeneration areas.
Para 011 - Principles for carrying out a viability assessment (strike a balance)	Viability assessment is a process of assessing whether a site is financially viable, by looking at whether the value generated by a development is more than the cost of developing it. This includes looking at the key elements of gross development value, costs, land value, landowner premium, and developer return – i.e., a residual land value approach. In plan making and decision-making viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.
Para 012 – Gross Development Value	For residential development, this may be total sales and/or capitalised net rental income from developments.

Paragraph Number - Item	Quote / Comments
	Grant and other external sources of funding should be considered. For commercial development a broad assessment of value in line with industry practice may be necessary. For broad area-wide or site typology assessment at the plan making stage, average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data.
Para 013 – Development costs	Assessment of costs should be based on evidence which is reflective of local market conditions. Costs include: - build costs - e.g. Building Cost Information Service (BCIS) - abnormal costs* - site-specific infrastructure costs* - the total cost of all relevant policy requirements* - general finance - professional*, project management, sales, marketing and legal costs incorporating organisational overheads associated with the site - project contingency costs should be included in circumstances where scheme specific assessment is deemed necessary, with a justification for contingency relative to project risk and developers return *PPG suggests that these costs should be taken into account when defining benchmark land value.
Para 014 – Benchmark Land Value (BLV)	A benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner.
Para 015 - What factors should be considered to establish BLV?	Benchmark land value should: - be based upon existing use value (EUV) - allow for a premium to landowners - reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees.
Para 015 – Market evidence in BLV	Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of

Paragraph Number - Item	Quote / Comments
	benchmark land value. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.
Para 015 – Circularity of land values	[Market] evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.
Para 016 – Existing Use Value (EUV)	EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development).
Para 017 – Premium	[The premium] is the amount above existing use value (EUV) that goes to the landowner. The premium should provide a reasonable incentive for a landowner to bring forward land for development while allowing a sufficient contribution to fully comply with policy requirements. Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. Market evidence can include benchmark land values from other viability assessments. Land transactions can be used but only as a cross check to the other evidence.

Paragraph Number - Item	Quote / Comments
	Any data used should reasonably identify any adjustments necessary to reflect the cost of policy compliance (including for affordable housing), or differences in the quality of land, site scale, market performance of different building use types and reasonable expectations of local landowners. Policy compliance means that the development complies fully with up-to-date plan policies including any policy requirements for contributions towards affordable housing requirements at the relevant levels set out in the plan.
Para 017 – Price paid evidence	Local authorities can request data on the price paid for land (or the price expected to be paid through an option or promotion agreement). The PPG emphasises throughout (para 2, 3, 6, 11, 14, 18) that the price paid for land is not a relevant justification for failing to accord with relevant policies in the plan. However, data on actual price paid (or the price expected to be paid through an option or promotion agreement) is particularly relevant for strategic sites to ensure that they are deliverable over-time.
Para 018 – Alternative Use Value (AUV)	This is more at the decision-making stage as our site typologies herein are all for broadly defined uses.
Para 019 – Profit (return to developers)	For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development. A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types. In this respect we have assumed profit at the top end of the range (i.e. worst-case scenario) and provided sensitivities on the profit margin between 15 and 20%.
Para 020 – Build to rent (BTR)	The economics of build to rent schemes differ from build for sale as they depend on a long-term income stream. For build to rent, it is expected that the normal form of affordable housing provision will be affordable private

Paragraph Number - Item	Quote / Comments
	rent. Where plan makers wish to set affordable private rent proportions or discount levels at a level differing from national planning policy and guidance, this can be justified through a viability assessment at the plan making stage. See the separate PPG guidance for Build to Rent set out below.

Source: PPG Viability (last updated 16 December 2025) and AspinallVerdi, 2026.

Planning Practice Guidance on CIL

2.8 There is a separate section of the PPG for CIL (Community Infrastructure Levy). The CIL PPG was first published in June 2014 and last updated in April 2024. The PPG is intended to provide clarity on the CIL Statutory Regulations which were first introduced in April 2010 and amended on several subsequent occasions, most recently in April 2024. The Regulations have never been consolidated.

2.9 We draw your attention to the following key paragraphs (Table 2.3).

Table 2.3 - PPG CIL Key Cross-References

Paragraph Number - Item	Quote / Comments
Para 010 – Appropriate balance	When deciding the levy rates, an authority must strike an appropriate balance between additional investment to support development and the potential effect on the viability of developments.
Para 017 – Infrastructure Funding Statement	The infrastructure funding statement should identify infrastructure needs, the total cost of this infrastructure, anticipated funding from developer contributions, and the choices the authority has made about how these contributions will be used.
Para 019 – Proportionate evidence to support a levy charge	Viability assessments should be proportionate, simple, transparent and publicly available in accordance with the viability guidance. Viability assessments can be prepared jointly for the purposes of both plan making and preparing charging schedules. This evidence should be presented in a document (separate from the charging schedule) that shows the potential effects of the proposed levy rate or rates on the viability of development across the authority's area. Where the levy is introduced after a plan has been made, it may be appropriate for a local authority to supplement

Paragraph Number - Item	Quote / Comments
	plan viability evidence with assessments of recent economic and development trends, and through working with developers (e.g. through local developer forums), rather than by procuring new evidence.
Para 020 - How should development be valued for the purposes of the levy?	Charging authorities should use evidence in accordance with planning practice guidance on viability. (see Table 2.2 - PPG Viability Key Cross-References above)
Para 020 - 'Appropriate available evidence'	A charging authority must use 'appropriate available evidence' (as defined in the section 211(7A) of the Planning Act 2008) to inform the preparation of their draft charging schedule. It is recognised that the available data is unlikely to be fully comprehensive. Charging authorities need to demonstrate that their proposed levy rate or rates are informed by 'appropriate available' evidence and consistent with that evidence across their area as a whole.
Para 020 – Sampling [typologies]	A charging authority should directly sample an appropriate range of types of sites across its area. Charging authorities that decide to set differential rates may need to undertake more fine-grained sampling. The sampling exercise should provide a robust evidence base about the potential effects of the rates proposed, balanced against the need to avoid excessive detail.
Para 020 – Viability buffer	A charging authority's proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is room for some pragmatism. It would be appropriate to ensure that a 'buffer' or margin is included, so that the levy rate is able to support development when economic circumstances adjust. *Note that the PPG does not specify what the appropriate buffer should be.
Para 022 – Differential rates	Charging authorities should consider how they could use differential rates to optimise the funding they can receive through the levy. Differences in rates need to be justified by reference to the viability of development.

Paragraph Number - Item	Quote / Comments
	Differential rates should not be used as a means to deliver policy objectives. Differential rates may be appropriate in relation to: • geographical zones; • types of development; and/or; • scales of development. A charging authority that plans to set differential rates should seek to avoid undue complexity. Charging schedules with differential rates should not have a disproportionate impact on particular sectors or specialist forms of development. *In all cases, differential rates must not be set in such a way that they constitute a notifiable State aid [now referred to as subsidy control since leaving the EU].
Para 023 – Differential rates by use	Charging authorities may also set differential rates by reference to different intended uses of development. The definition of ”use” for this purpose is not tied to the classes of the Use Classes Order although that Order does provide a useful reference point. *Para 201 describes how changes to the Use Classes Order affect charging schedules that set differential rates according to use classes that no longer exist.
Para 024 – Differential rates by scale	Rates can be set by reference to either floor area or the number of units or dwellings in a development.
Para 025 – differential rates by land value uplift [greenfield / brownfield]	The uplift in land value that development creates is affected by the existing use of land and proposed use. For example, viability may be different if high value uses [e.g. residential] are created on land in an existing low value area [e.g. agricultural-greenfield area] compared to the creation of lower value uses or development on land already in a higher value area [e.g. urban brownfield area]. Charging authorities can take these factors into account in the evidence used to set differential levy rates, in order to optimise the funding received through the levy. *Given the increasing emphasis in the NPPF and PPG on certainty in respect of policy obligations; innovation in respect of best practice; and the wisdom of bringing Local Plan and CIL viability reviews into synchronisation, we have long advocated differentiating CIL (and affordable housing targets) by greenfield and brownfield

Paragraph Number - Item	Quote / Comments
	(previously developed land) typologies based on the evidence. *This, together with PPG Viability paragraph 001, therefore confirms that CIL and affordable housing can be differentiated by greenfield and brownfield existing site typologies. This should make the process of planning and development (land value capture) much simpler and more efficient.
Para 026 – Differential rates for zones	Differential rates for geographic zones can be used across a charging authority's area. Authorities may wish to align zonal rates for strategic development sites.
Para 026 – Differential rates for strategic sites	Charging authorities may want to consider how zonal rates can ensure that the levy complements plan policies for strategic sites. This may include setting specific rates for strategic sites that reflect the land value uplift their development creates. Low or zero rates may be appropriate where plan policies require significant contributions towards housing or infrastructure through planning obligations. See also the comments above in respect of the S106 tests and double-dipping. (NPPF Para 57 – Planning obligations)
Para 065 – Social Housing relief [inc. First Homes]	Social housing relief is a mandatory discount that can be applied to most social rent, affordable rent, and intermediate rent dwellings, provided by a local authority or private registered provider, and shared ownership dwellings. Subject to meeting specific conditions, social housing relief can also apply to discounted rental properties provided by bodies which are neither a local authority nor a private registered provider. Mandatory social housing relief can also apply to dwellings where the first and subsequent sales are for no more than 70% of their market value (First Homes). (our emphasis)
Para 128 - Can payment be made in instalments?	'Yes' – Where a charging authority wishes to allow payment by instalments, they must have published an instalment policy on their website. An instalment policy can assist the viability and delivery of development by taking account of financial restrictions, for example in areas

Paragraph Number - Item	Quote / Comments
	such as development of homes within the buy to let sector. *For the purposes of our appraisals herein, we have assumed that the payment of CIL is phased.

Source: PPG CIL (last updated 26 April 2024) and AspinallVerdi, 2026.

PPG on Housing for Older & Disabled People

2.10 Below we highlight the relevant extracts from the planning practice guidance on housing for older and disabled people.

Table 2.4 - PPG on Housing for Older & Disabled People Key Cross-References

Paragraph Number - Item	Quote / Comments
Para 002 – Why is it important to plan for the housing needs of disabled people?	The provision of appropriate housing for people with disabilities, including specialist and supported housing, is crucial in helping them to live safe and independent lives. Unsuitable or unadapted housing can have a negative impact on disabled people and their carers. It can lead to mobility problems inside and outside the home, poorer mental health and a lack of employment opportunities. Providing suitable housing can enable disabled people to live more independently and safely, with greater choice and control over their lives. Without accessible and adaptable housing, disabled people risk facing discrimination and disadvantage in housing. An ageing population will see the numbers of disabled people continuing to increase and it is important we plan early to meet their needs throughout their lifetime.
Para 009 – Minimum requirements for accessible housing	Where an identified need exists, plans are expected to make use of the optional technical housing standards (footnote 46 of the National Planning Policy Framework) to help bring forward an adequate supply of accessible housing. In doing so planning policies for housing can set out the proportion of new housing that will be delivered to the following standards: M4(1) Category 1: Visitable dwellings (the minimum standard that applies where no planning condition is given unless a plan sets a higher minimum requirement) M4(2) Category 2: Accessible and adaptable dwellings M4(3) Category 3: Wheelchair user dwellings

Paragraph Number - Item	Quote / Comments
	Planning policies for accessible housing need to be based on evidence of need, viability and a consideration of site specific factors.
Para 015 – How to assess viability?	Viability guidance sets out how plan makers and decision takers should take account of viability, including for specialist housing for older people. Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure. Plans can set out different policy requirements for different types of development. These policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies and local and national standards, including the cost implications of Community Infrastructure Levy and Section 106. Viability guidance states that where up to date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. Such circumstances could include types of development which may significantly vary from standard models of development for sale (for example housing for older people).

Source: PPG (last updated 26 June 2019) and AspinallVerdi, 2026.

Planning Practice Guidance on Build to Rent

2.11 There is a separate PPG for Build to Rent (published 13 September 2018). Table 2.5 highlights the extracts relevant to this assessment.

Table 2.5 - PPG on Build to Rent Key Cross-References

Paragraph Number - Item	Quote / Comments
Para 001 – Should authorities promote BTR?	Build to rent is a distinct asset class within the private rented sector, and has been defined in the National Planning Policy Framework glossary, in order to simplify its treatment within the planning system. As part of their plan making process, local planning authorities should use a local housing need assessment

Paragraph Number - Item	Quote / Comments
	to take into account the need for a range of housing types and tenures in their area including provisions for those who wish to rent. Specific demographic data is available on open data communities which can be used to inform this process. The assessment will enable an evidence-based planning judgement to be made about the need for build to rent homes in the area, and how it can meet the housing needs of different demographic and social groups. If a need is identified, authorities should include a plan policy setting out their approach to promoting and accommodating build to rent. This should recognise the circumstances and locations where build to rent developments will be encouraged – for example as part of large sites and/or a town-centre regeneration area.
Para 002 – Affordable Housing for BTR development	The National Planning Policy Framework states that affordable housing on build to rent schemes should be provided by default in the form of affordable private rent, a class of affordable housing specifically designed for build to rent. Affordable private rent and private market rent units within a development should be managed collectively by a single build to rent landlord. 20% is generally a suitable benchmark for the level of affordable private rent homes to be provided (and maintained in perpetuity) in any build to rent scheme. If local authorities wish to set a different proportion they should justify this using the evidence emerging from their local housing need assessment, and set the policy out in their local plan. Similarly, the guidance on viability permits developers, in exception, the opportunity to make a case seeking to differ from this benchmark. National affordable housing policy also requires a minimum rent discount of 20% for affordable private rent homes relative to local market rents. The discount should be calculated when a discounted home is rented out, or when the tenancy is renewed. The rent on the discounted homes should increase on the same basis as rent increases for longer-term (market) tenancies within the development.
Para 003 – How to calculate affordable private rent	Affordable private rent should be set at a level that is at least 20% less than the private market rent (inclusive of service charges) for the same or equivalent property. Build to rent developers should assess the market rent using the definition of the International Valuations

Paragraph Number - Item	Quote / Comments
	Standard Committee as adopted by the Royal Institution of Chartered Surveyors.

Source: PPG on BTR (last updated 28 September 2018) and AspinallVerdi, 2026.

Local Plan Examinations: Letter to the Interim Chief Executive of PINS

2.12 On 15th July 2026, Matthew Pennycook MP, Minister of State for Housing and Planning, wrote to the Interim Chief Executive of the Planning Inspectorate to emphasise the importance of taking an appropriately pragmatic and proportionate approach in respect of deliverability and viability when examining local plans.

2.13 The letter recognises the uncertainty that can arise from economic volatility which may change over the longer-term delivery of a plan. As such, it is encouraged that allocations are assessed against their prospects of delivery over the plan period as a whole, rather than solely against current market conditions. Inspectors should also distinguish between uncertainty arising from prevailing market conditions and evidence indicating fundamental obstacles to delivery.

2.14 Whilst this is not a direct instruction to practitioners undertaking Local Plan Viability Assessments, we have nonetheless been mindful of how our assessment can align with the approach being encouraged in the Minister's letter.

2.15 As practitioners specialising in regeneration as well as housing, we often work in Local Authority areas which have a lot of brownfield regeneration sites and a Brownfield first approach to the Local Plan strategy. We have pioneered the approach to pragmatic scenario testing and this approach has been tested at examination.

3 Local Policy Context

3.1 As part of our viability testing, we have reviewed the updated policies within the Pre-Submission Version (Regulation 19) Draft Local Plan. This is to ensure the cumulative policy requirements are captured in our testing and to identify the influence they have on viability.

3.2 Our full policy impact assessment is contained in Appendix 1. Table 3.1 sets out the policies which we have identified have a direct impact on viability. Further information on the costs assumed within our appraisals for these policies is contained in Chapters 5 and 6.

Table 3.1 – Emerging Local Plan Policies with Viability Implications

Policy	Implications and Assumptions for Viability Assessment
Strategic Policy 2: New and Affordable Housing	This policy seeks to determine the affordable housing thresholds sought from new development of varying sizes and site types over the plan period. It also states the expected tenure mix of 70% affordable / social rent and 30% affordable home ownership. The typologies devised for the purpose of this assessment are based on a list of sites provided by the Council which are being considered as part of the plan-making process. An output of our assessment is to advise on an appropriate level and mix of affordable housing, with consideration for all other policy requirements and the potential introduction of CIL. Our baseline appraisals have assumed the maximum existing affordable housing requirement in adopted policy of 25% for brownfield sites and 40% on greenfield. We have assumed the tenure mix in Policy SP2.
Strategic Policy 5: Meeting the Challenge of Climate Change	This policy requires that new buildings must be built to Net Zero Carbon standard. The appraisals include the costs for meeting Net Zero Carbon Standards as advised in the Net Zero Policy – Technical Evidence Base (August 2026) by Introba and Currie & Brown. This includes both residential and non-residential developments.
Strategic Policy 8: Conserving and Enhancing the Natural Environment	SP8 seeks to preserve and enhance landscape character and the natural environment through various mechanisms, including by delivering net gains for biodiversity. The appraisals include the costs for meeting 10% biodiversity net gain (BNG) in accordance with the Environment Act and Policy SC10 (see below).

Policy	Implications and Assumptions for Viability Assessment
Strategic Policy 10: Transport Infrastructure	This policy states that the Council will secure development contributions to enable the delivery of transport infrastructure and services. The appraisals have included allowances for Section 106 contributions which have been provided by the Council and varied by site / development size.
Strategic Policy 12: Infrastructure Delivery Strategy	Policy SP12 sets out the Council's strategy for infrastructure delivery to support the level of growth expected over the plan period. This includes requiring proposals to take account of existing infrastructure and provide / contribute to the provision of facilities, infrastructure and services. The appraisals include S106 contributions which have been informed by information provided by the Council and varied subject to the size of the site. The contributions include those sought by Hastings Borough Council, including transport, open space, playing pitch, built facilities and police. The appraisals also assumed SuDS are delivered through the external works budget, as well as suitable provision for open space on larger site through the net-to-gross adjustments.
Strategic Policy 13: Development Viability	SP13 acknowledges that it may be necessary to make commensurate, proposal-specific adjustments to affordable housing requirements to ensure development can be delivered with essential infrastructure. This includes meeting or exceeding the water efficiency standard, drainage strategies and SuDS, flood risk prevention (or adaptation / mitigation) and improvements to the strategic or local highways network. Our baseline appraisals include costs for all essential infrastructure with the exception of flood prevention, which is considered an abnormal cost and would therefore be reflected through an adjusted benchmark land value.
Policy H1: Specialist Housing for Older People	Policy H1 sets out the need and requirements for development proposals involving housing for older people. It states that where proposals contain C3 accommodation, affordable housing should be provided in line with Policy SP2. We have not been made aware of any specific sites which are expected to deliver older persons' accommodation, although one proposed site allocation indicates that the existing buildings may be suitable for conversion to this use. We have therefore developed generic typologies to test the viability of age-restricted accommodation and extra care facilities, including their ability to deliver affordable housing.

Policy	Implications and Assumptions for Viability Assessment
Policy SC1: Key Design Principles	Policy SC1 sets out how development should make a positive contribution by ensuring biodiversity, climate adaptation and mitigation measures are incorporated into design. The appraisals have included costs for 10% biodiversity net gain and the cost uplift advised in the Hastings Net Zero Policy evidence base.
Policy SC2: Housing mix, Accessibility and Adaptability	This policy sets out the requirement for new development to contribute to a mix of housing types and tenures to meet current and projected need. Proposals will be required to meet the Nationally Described Space Standards (NDSS), as well as certain thresholds for M4(2) and M4(3) accessibility standards. The typologies developed within the testing have been informed by the unit mixes set out in the latest HEDNA (2026), with NDSS compliant unit sizes. We have also included separate costs for compliance with M4(2) and M4(3) accessibility standards.
Policy SC3: Sustainable Design and Construction	SC2 sets out the approach to sustainable design and construction for new buildings, including connections to services, energy use and generation. It also requires proposals for residential development to be capable of achieving a maximum water usage of 100 litres per person per day. The appraisals include an additional cost of meeting the water efficiency standard on a per unit basis.
Policy SC10: Habitat Protection, Biodiversity and Net Gain	Policy SC10 states that development proposals will be required to demonstrate biodiversity net gain of 10%. As noted earlier, the appraisals include a fixed cost to meet this standard which has been varied by greenfield and brownfield sites.
Policy SC13: Urban Greening Factor	This policy requires that major development proposals must meet or exceed an Urban Greening Factor of 0.4 for residential proposals or 0.3 for commercial development. The appraisals have included a cost designed to meet the UGF requirements on relevant typologies.
Policy SC16: Flood Risk and Drainage	This policy sets out the need for risk assessments and management systems for flooding and drainage, including the need to incorporate Sustainable Drainage Systems (SuDS).

Policy	Implications and Assumptions for Viability Assessment
	It is assumed the cost of SuDS is captured within the external works allowance included in the appraisals.
Policy ID1: Planning Obligations (Section 106)	Policy ID1 seeks to ensure that the right infrastructure is in place at the right time to support development via planning obligations, S106 agreements, the use of the Infrastructure Delivery Plan and other mechanisms. The appraisals include S106 contributions which have been informed by information provided by the Council and varied subject to the size of the site. The contributions include those sought by Hastings Borough Council, including transport, open space, playing pitch, built facilities and police.

Source: HBC and AspinallVerdi, 2026.

Community Infrastructure Levy

3.3 Hastings does not currently have an adopted CIL Charging Schedule. In conjunction with the expanded policy requirements in the emerging Local Plan, the viability assessment will also identify whether there is scope to introduce a CIL across Hastings for different types of development.

3.4 The combined costs of the updated policy requirements and CIL contributions will need to be balanced to ensure that development remains viable and deliverable. For example, if the Council wish to introduce a CIL charge, then this may need to be balanced against a reduced package of policy requirements (e.g. carbon reduction, affordable housing etc.). Conversely, if the updated policy requirements within the New Local Plan substantially increase the costs of development, then CIL rates may need to be adjusted to maintain viability.

3.5 This process is iterative and requires consideration for whether there is reasonable ‘headroom’ for CIL rates to be adjusted after the costs of meeting the new policy requirements have been reflected within the appraisal.

4 Viability Assessment Method

4.1 In this section of the report, we set out our methodology to establish the viability of the various land uses and development typologies adopted in the testing. We also set out the professional guidance that we have had regard to in undertaking the appraisals.

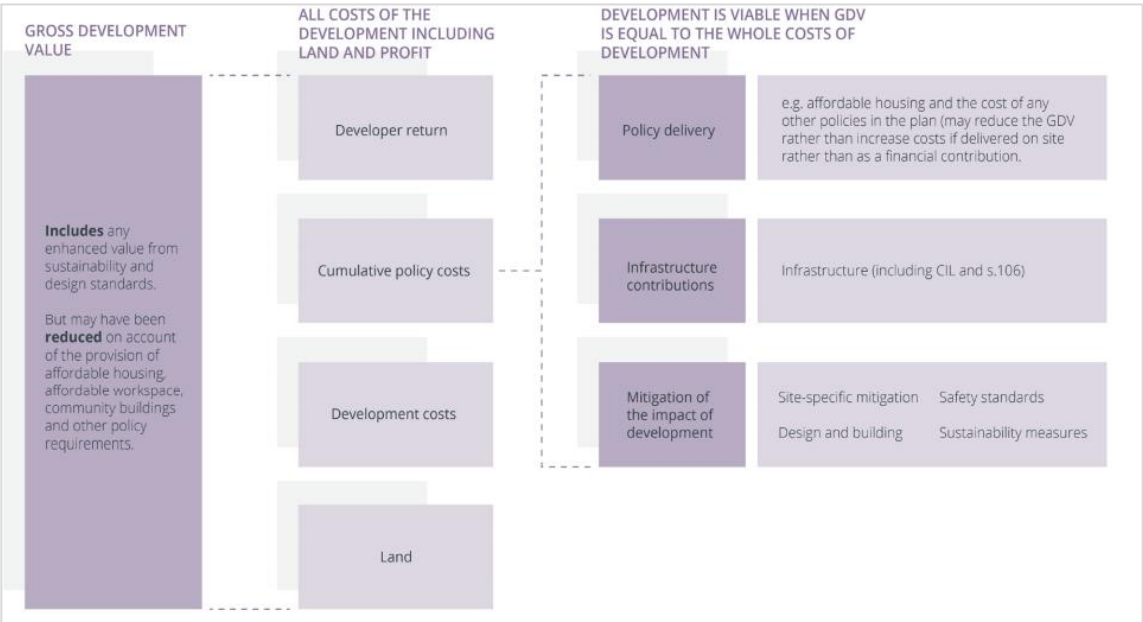
4.2 This section should be read in conjunction with the extracts highlighted in Section 2, specifically the Viability PPG and guidance in respect of the EUV, premium and profit.

Viability Modelling Best Practice

4.3 The general principle is that planning obligations including affordable housing (etc.) will be levied on the increase in land value resulting from the grant of planning permission. However, there are fundamental differences between the land economics of brownfield and greenfield sites and every development scheme is different. Therefore, in order to derive the potential planning obligations and determine the 'appropriate balance', it is important to understand the micro-economic principles which underpin the viability analysis.

4.4 The uplift in value is calculated using a residual land value (RLV) appraisal. The RLV is determined by deducting the total development costs from the gross development values generated on completion. Figure 4.1 illustrates the principles of an RLV appraisal.

Figure 4.1 - The Residual Land Valuation Framework

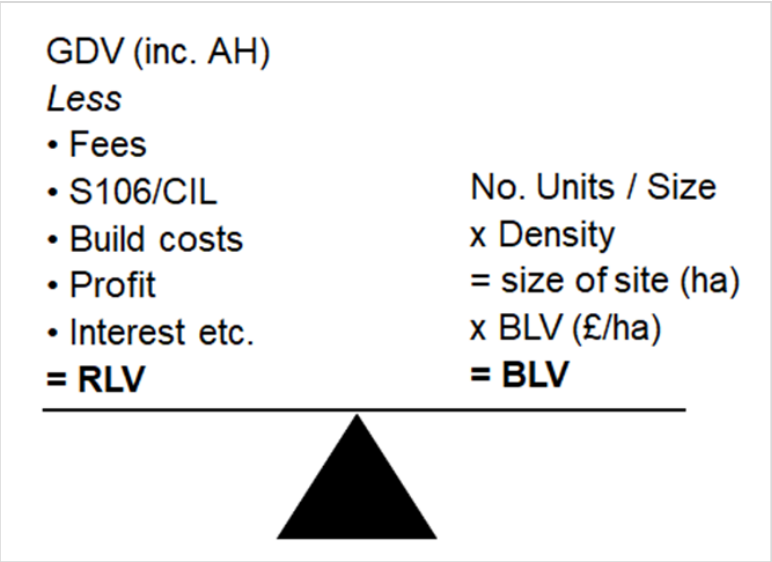


Source: RICS, April 2021.

4.5 In the diagram above, a scheme is viable if the Gross Development Value (GDV) is greater than the total of all the costs, including the land, development costs (base build costs, fees, contingencies), cumulative policy costs (inc. CIL) and a profit / return. Conversely, if the GDV is less than the total costs of development, the scheme will be unviable.

4.6 In circumstances where the GDV exceeds the total development costs, the resultant RLV is judged against a benchmark land value (BLV) to determine viability. This is illustrated in Figure 4.2.

Figure 4.2 - Balance between RLV and BLV



Source: AspinallVerdi ©.

4.7 If the balance is positive (i.e. the RLV meets or exceeds the BLV), then the cumulative policy requirements and CIL rates are viable. If the balance is negative (BLV > RLV), then the policies are not viable and may need to be reviewed.

What to Test?

4.8 For Local Plan viability assessments, it is not necessary to test every site expected to come forward for development. Instead, the testing can be based on collections of sites known as 'typologies' which are reflective of the development proposed over the plan period.

4.9 The typologies are to be based on the proposed development in the plan to ensure the testing represents the types of sites expected to come forward. In doing so, it is appropriate to consider:

> *'shared characteristics such as location, whether brownfield or greenfield, size of site and current and proposed use or type of development.'*[8]

4.10 Where there are key sites (strategic sites) that are fundamental to the delivery of the plan, these need to be considered separately. The PPG explains this as follows:

> *'Assessing the viability of plans* ***does not require individual testing of every site or assurance that individual sites are viable****. Plan makers can use site typologies to determine viability at the plan making stage. Assessment of samples of sites may be helpful to support evidence. In some circumstances a*

[8] Viability PPG, Paragraph 004.

> *more detailed assessment may be necessary* ***for particular areas or key sites on which the delivery of the plan relies.***[9]

4.11 The PPG considers key sites as those sites that are crucial to the delivery of the plan:

> *'…for example, large sites, sites that provide a significant proportion of planned supply, sites that enable or unlock other development sites or sites within priority regeneration areas.'*[10]

4.12 The process of how the typologies have been established is set out in Chapters 5 (residential) and 6 (non-residential). In this instance, we have been advised that there are no strategic sites expected to come forward during the emerging plan period.

Viability Appraisal Inputs

4.13 In devising the assumptions to adopt in the appraisals, the PPG explains it is acceptable to use standardised inputs, rather than relying on site-specifics:

> *'All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including* ***standardised inputs****, and should be made publicly available.'*[11]

Gross Development Value

4.14 The Gross Development Value (GDV) is the cumulative value of the completed development. This includes the sales or investment values generated by the disposal of completed market sale / build to rent units, transfer of affordable housing to registered providers, or income produced from the disposal of commercial uses. For plan-wide viability assessments:

> *'…****average figures*** *can be used,* ***with adjustment*** *to take into account land use, form, scale, location, rents and yields,* ***disregarding outliers in the data****.'*[12]

Development Costs

4.15 The PPG explains that development costs should also reflect local market conditions. It also emphasises the identification of development costs at the plan-making stage. Local market development costs could relate to dealing with local ground conditions, environmental mitigation, flood risk, design requirements, sustainability etc. The PPG states:

> *'As far as possible,* ***costs should be identified at the plan making stage****. Plan makers should identify where costs are unknown and identify where further viability assessment may support a planning application.'*[13]

[9] Viability PPG, Paragraph 003.
[10] Viability PPG, Paragraph 005.
[11] NPPF 2025, Paragraph 59.
[12] Viability PPG, Paragraph 012.
[13] Viability PPG, Paragraph 013.

4.16 In respect of the specific cost items, the PPG states:

'Costs include:

- ***build costs based on appropriate data, for example that of the Building Cost Information Service***
- *abnormal costs, including those associated with* ***treatment for contaminated sites*** *or listed buildings, or costs associated with brownfield, phased or complex sites.* ***These costs should be taken into account when defining benchmark land value***
- ***site-specific infrastructure costs,*** *which might include access roads, sustainable drainage systems, green infrastructure, connection to utilities and decentralised energy.* ***These costs should be taken into account when defining benchmark land value***
- *the* ***total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure****, Community Infrastructure Levy charges,* ***biodiversity net gain*** *(as required by Schedule 7A of the Town and Country Planning Act), and any* ***other relevant policies or standards****. These costs should be taken into account when defining benchmark land value*
- *general* ***finance costs*** *including those incurred through loans*
- *professional, project management, sales, marketing and legal costs incorporating organisational overheads associated with the site.* ***Any professional site fees*** *should also be taken into account when defining benchmark land value*
- *explicit reference to* ***project contingency costs*** *should be included in circumstances where scheme specific assessment is deemed necessary, with a justification for contingency relative to project risk and developers return'*

Benchmark Land Value (BLV) Approach

4.17 The benchmark land value (BLV), previously referred to as the threshold land value (TLV), has been the subject of much debate. The concept of TLV was adopted by Harman in the 2012 report 'Viability Testing Local Plans, Advice for planning practitioners' (Local Housing Delivery Group), but we use the PPG terminology BLV herein. This has primarily concerned which method is most appropriate for determining the BLV/TLV for planning purposes. The two most common approaches have been:

- the 'Existing Use Value Plus Premium (EUV+)'; and,
- the 'Market Value adjusted for policy'.

4.18 The latter, although a more market-facing approach, has been criticised because practitioners have not been adjusting land values to reflect the implications of full policy

compliance.[14] The PPG now provides a clear method (Existing Use Value plus premium) for determining land value:

> *'To define land value for any viability assessment, a benchmark land value should be established on the basis of the* ***existing use value (EUV) of the land, plus a premium*** *for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to fully comply with policy requirements. Landowners and site purchasers should consider policy requirements when agreeing land transactions. This approach is often called 'existing use value plus' (EUV+)'*[15]

4.19 The PPG also sets out the factors that should be considered when establishing the land value:

- *'be based upon existing use value*
- *allow for a premium to landowners (including equity resulting from those building their own homes)*
- ***reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees***

Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. ***Existing use value should be informed by market evidence of current uses****, costs and values.* ***Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value****. There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.*

This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. ***Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance****. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.*

In plan making, the landowner premium should be tested and balanced against emerging policies. *In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.'*[16]

4.20 The Royal Institute of Chartered Surveyors (RICS) also support the EUV+ method when determining land values for planning purposes. The RICS Assessing Viability in Planning under the National Planning Policy Framework, Professional Standard, March

[14] Sayce, S, et al, January 2017, Viability and the planning system: the relationship between economic viability testing, land values and affordable housing in London.
[15] Viability PPG, Paragraph 014.
[16] Viability PPG, Paragraph 015.

2021 states that *'the PPG is unambiguous that **EUV+ is the primary approach**.'* Land transaction evidence should only be used as a cross-check to the EUV plus premium.

4.21 The RICS Professional Standard emphasises Paragraph 016 of the Viability PPG, which states that:

> '*any data used should reasonably identify any adjustments necessary to reflect the cost of policy compliance (including for affordable housing), or differences in the quality of land, site scale, market performance of different building use types and reasonable expectations of local landowners'*[17].

4.22 The RICS defines the Existing Use Value as:

> '*… the value in the existing use, ignoring any prospect of future change to that use. This may however include permitted development or change of use within the same planning use class, but only where this does not necessitate any refurbishment or redevelopment works to the existing buildings or site works*.'[18]

4.23 The RICS International Valuation Standards, January 2022, defines EUV as:

> *'Current use/existing use is the current way an asset, liability, or group of assets and/or liabilities is used. The current use may be, but is not necessarily, also the highest and best use.'*[19]

Landowner Premiums

4.24 Despite the clarity the PPG and RICS Professional Standard bring, there is still uncertainty about how the premium element of the BLV is calculated. This was highlighted in the research report '*Viability and the planning system: the relationship between economic viability testing, land values and affordable housing in London'*[20], as set out below:

> *'Overall, the 'EUV plus' approach was favoured by the majority of respondents, despite the recognition that **the premium element can be difficult to assess** in some circumstances.'*

4.25 In this respect, the PPG explains:

> *'The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to fully comply with policy requirements.*
>
> *Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration.'*

4.26 In helping to inform the judgement, a balance needs to be struck between the competing interests (i.e. from developers, landowners and the aims of planning) *'to*

[17] Assessing viability in planning under the National Planning Policy Framework 2019 for England, Professional Standard, paragraph 5.7.6
[18] Ibid, paragraph B.1.2
[19] RICS Valuation – Global Standards Incorporating the IVSC International Valuation Standards Issued November 2019, effective from 31 January 2020, Paragraph 150.1
[20] Sayce, S, et al, January 2017, Viability and the planning system: the relationship between economic viability testing, land values and affordable housing in London.

secure maximum benefits in the public interest through the granting of planning permission.'

4.27 A number of reports have commented upon the critical issue of land value, as set out in Table 4.1. These inform the relationship between the 'premium' and 'hope value' (see below) in the context of market value. The PPG is explicit that hope value should be disregarded for the purposes of arriving at the EUV[21]. However, hope value is a fundamental part of the market mechanism and is therefore relevant in the context of the premium. In considering suitable premiums to apply, we are mindful of the sources and extracts set out in Table 4.1.

[21] Viability PPG, Paragraph: 015 Reference ID: 10-015-20190509, Revision date: 09 05 2019

Table 4.1 - Premium for BLV Considerations

Evidence / Source	Quote / Comments
RICS, Assessing Viability in Planning under the National Planning Policy Framework 2019 for England, March 2021 (effective from 01 July 2021)	The RICS acknowledge that *'there is no standard amount for the premium and the setting of realistic policy requirements that satisfy the reasonable incentive test behind the setting of the premium is a very difficult judgement'*.[22] The RICS guidance further explains that '*for a plan-making FVA, the EUV and the premium is likely to be the same for the same development typology, but it would be expected that a site that required higher costs to enable development would achieve a lower residual value. This should be taken account of in different site typologies at the plan-making stage*.'[23]
Local Housing Delivery Group Chaired by Sir John Harman, 20 June 2012, Viability Testing Local Plans, Advice for planning practitioners (The Harman Report)	The Harman Report was published in response to the introduction of viability becoming more prominent in the planning system following the introduction of the NPPF. The Harman report refers to the concept of 'Threshold Land Value' (TLV). Harman states that the '*Threshold Land Value should represent the value at which a typical willing landowner is likely to release land for development.*'[24] While this is an accurate description of the important value concept, we adopt the Benchmark Land Value (BLV) terminology throughout this report in line with that used in the PPG and RICS standards. Although the Harman Report pre-dates the current iteration of the PPG on viability, it does recommend the EUV plus approach to determine land value for planning purposes.

[22] RICS, March 2021 (effective from 01 July 2021), Assessing viability in planning under the National Planning Policy Framework 2019 for England, paragraph 5.3.3
[23] Ibid, paragraph 5.3.7
[24] Local Housing Delivery Group Chaired by Sir John Harman, 20 June 2012, Viability Testing Local Plans, Advice for planning practitioners, page 28

Evidence / Source	Quote / Comments
	The Harman report also advocates that when assessing an appropriate BLV, consideration should be given to '*the fact that future plan policy requirements will have an impact on land values and owners' expectations*.'[25] Harman does acknowledge that reference to market values will provide a useful 'sense check' on the BLV that are being used in the appraisal model; however, '*it is not recommended that these are used as the basis for input into a model*.'[26] It also acknowledges that for large greenfield sites, '*land owners are rarely forced or distressed sellers, and generally take a much longer term view over the merits or otherwise of disposing of their asset*.'[27] It refers to these 'prospective sellers' as '*potentially making a once in a lifetime decision over whether to sell an asset that may have been in the family, trust or institution's ownership for many generations*.'[28] In these circumstances, Harman states that '*the uplift to current use value sought by the landowner will invariably be significantly higher than in an urban context and requires very careful consideration.*'[29]
HCA Transparent Viability Assumptions (August 2010)	In terms of the EUV + premium approach, the Homes and Communities Agency (now Homes England) published a consultation paper on transparent assumptions for Area Wide Viability Modelling. This notes that *'typically, this gap or premium will be expressed as a percentage over EUV for previously developed land and as a multiple of agricultural value for greenfield land'.* It also notes that benchmarks and evidence from planning appeals tend to be in a range of '***10% to 30% above EUV*** *in urban areas. For greenfield land, benchmarks tend to be in a range of* ***10 to 20 times*** *agricultural value*'.[30]

[25] Ibid, page 29
[26] Ibid
[27] Ibid, page 30
[28] Ibid
[29] Ibid
[30] HCA, August 2010, Area Wide Viability Model (Annex 1 Transparent Viability Assumptions)

Evidence / Source	Quote / Comments
Inspector's Post-Hearing Letter to North Essex Authorities	The Inspector's letter is in relation to, amongst other things, the viability evidence of three proposed garden communities in North Essex. The three sites would provide up to 43,000 dwellings in total. The majority of land is in agricultural use, and the Inspector recognised that the EUV for this use would be around £10,000 per gross acre. In this case, the Inspector was of the opinion that around a **x10 multiple** (£100,000 per gross acre) would provide sufficient incentive for a landowner to sell. But given '*the necessarily substantial requirements of the Plan's policies', a price 'below £100,000/acre could be capable of providing a competitive return to a willing landowner'*.[31] The Inspector, however, judged that '*it is extremely doubtful that, for the proposed GCs, a land price below £50,000/acre – half the figure that appears likely to reflect current market expectations – would provide a sufficient incentive to a landowner. The margin of viability is therefore likely to lie somewhere between a price of £50,000 and £100,000 per acre*.'[32]
Parkhurst Road v SSCLG & LBI (2018)[33]	The High Court case between Parkhurst Road Limited (Claimant) and Secretary of State for Communities and Local Government and The Council of the London Borough of Islington (LBI / Defendant(s)) addresses the issue of land valuation and the circularity of values which are not appraised on a policy compliant basis. In this case, it was common ground that the existing use was redundant and so the existing use value ("EUV") was "negligible". There was no alternative form of development which could generate a higher value for an alternative use ("AUV") than the development proposed by Parkhurst. The site did not suffer from abnormal constraints or costs. LBI contended that there was considerable "headroom" in the valuation of such a site enabling it to provide a substantial amount of affordable housing in accordance with policy requirements. Furthermore, the achievement of that objective was being frustrated by Parkhurst's use of a 'greatly inflated' BLV for the site which failed properly to reflect those requirements. Mr Justice Holgate dismissed the challenge and agreed with LBI that what is to be regarded as comparable

[31] Planning Inspectorate,15 May 2020, Examination of the Shared Strategic Section 1 Plan - North Essex Authorities, Paragraph 204
[32] Ibid, Paragraph 205
[33] Parkhurst Road v SSCLG & LBI, Before MR JUSTICE HOLGATE Between: Parkhurst Road Limited Claimant - and - Secretary of State for Communities and Local Government and The Council of the London Borough of Islington Defendant/s, Case No: CO/3528/2017

Evidence / Source	Quote / Comments
	market evidence, or a "market norm", should "reflect policy requirements" to avoid the "circularity" problem[34].
Land Value Capture report (Sept 2018)[35]	The House of Commons - Housing, Communities and Local Government Committee has published a report on the principles of land value capture. This defines land value capture, the scope for capturing additional land value and the lessons learned from past attempts to capture uplifts in land value. It reviews improving existing mechanisms, potential legislative reforms and alternative approaches to land value capture. Paragraph 109 of the report states, *'[…] the extent to which the 'no-scheme' principle would reduce value "very much depends on the circumstances". For land in the middle of the countryside, which would not otherwise receive planning permission for housing, the entire development value could be attributed to the scheme. However, […] most work was undertaken within constrained urban areas—such as town extensions and redevelopments—where the hope value was much higher'*. Hence it is important to consider the policy context for infrastructure and investment when considering land values. For example, where existing agricultural land in the green belt is being considered for housing allocations, the entire uplift in value is attributable to the policy decision (without which there can be no development).
Land at Warburton Lane, Trafford (Appeal Ref: APP/Q4245/W/19/3243720)[36]	Planning appeal for up to 400 dwellings, appeal dismissed. The Inspector preferred the Council's approach to land value. The Council used an agricultural land value of £8,000 per acre. They applied a x10 premium to the net developable area of 33.75 acres and £8,000 per acre to the remainder of the site. The total BLV of £2,900,000. The total site area was 62 acres (25 hectares). The BLV equated to £116,000 per gross hectare (£46,945 per gross acre) / x5.87 multiplier on the agricultural land value of £8,000 per acre. In considering the premium the Inspector noted that, '*there is no evidence that I have seen that says the premium should be any particular value. The important point is that it should be sufficient to incentivise the*

[34] Ibid, paragraph 39
[35] House of Commons Housing, Communities and Local Government Committee Land Value Capture Tenth Report of Session 2017–19 HC 766 Published on 13 September 2018 by authority of the House of Commons
[36] Appeal Decision, Appeal Ref: APP/Q4245/W/19/3243720, Land at Warburton Lane, Trafford by Christina Downes BSc DipTP MRTPI an Inspector appointed by the Secretary of State for Communities and Local Government Decision date: 25th January 2021

Evidence / Source	Quote / Comments
	landowner to sell the land and should also be the minimum incentive for such a sale to take place'.[37] It was relevant to note that, '*in this case one of the two landowners had agreed in the option agreement to sell the land for whatever is left after a standard residual assessment'*[38] and therefore had accepted lower minimum / BLV requirements.
Mayor of London CIL (Jan 2012)	The impact on land value of future planning policy requirements e.g. CIL [or revised Affordable Housing targets] was contemplated in the Examiner's report to the Mayor of London CIL (January 2012).[39] Paragraph 32 of the Examiner's report states: *'the price paid for development land may be reduced. As with profit levels there may be cries that this is unrealistic, but a* ***reduction in development land value is an inherent part of the CIL concept****. It may be argued that such a reduction may be all very well in the medium to long term but it is impossible in the short term because of the price already paid/agreed for development land. The difficulty with that argument is that if accepted the prospect of raising funds for infrastructure would be forever receding into the future....'* It was recognised in 2012 (which was at a time of similarly challenging economic circumstances post-credit-crunch as it is currently) that land values would have to soften to allow the necessary infrastructure to be delivered in accordance with public policy.
Greater Norwich CIL (Dec 2012)	The Greater Norwich Development Partnership's CIL Examiner's report adds to this - *'Bearing in mind that the cost of* ***CIL needs to largely come out of the land value,*** *it is necessary to establish a threshold land value i.e. the value at which a typical willing landowner is likely to release land*

[37] Appeal Decision, Appeal Ref: APP/Q4245/W/19/3243720, Land at Warburton Lane, Trafford by Christina Downes BSc DipTP MRTPI an Inspector appointed by the Secretary of State for Communities and Local Government Decision date: 25th January 2021, para 118
[38] Ibid, para 119
[39] Holland, K (27 January 2012) Report on the Examination of the Draft Mayoral Community Infrastructure Levy Charging Schedule, The Planning Inspectorate, PINS/K5030/429/3

Evidence / Source	Quote / Comments
	for development. Based on market experience in the Norwich area the Councils' viability work assumed that ***a landowner would expect to receive at least 75% of the benchmark value.***[40]*'*
Sandwell CIL (Dec 2014)	Furthermore, the Examiner's report for the Sandwell CIL states - *'The TLV is calculated in the VAs [Viability Assessments] as being* ***75% of market land values*** *for each typology. According to the CA, this way of calculating TLVs is based on the conclusions of Examiners in the Mayor of London CIL Report January 2012 and the Greater Norwich Development Partnership CIL Report December 2012.* ***This methodology was uncontested***[41]***.'*** This VA was prepared by AspinallVerdi for Sandwell MBC which was predicated on a reduction in land values to accommodate the CIL [policy costs].

Sources: As referenced & AspinallVerdi, 2026.

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

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

4.28 In light of the conclusions of various Examiners' reports, such as those highlighted in Table 4.1, it becomes evident that landowners must revise their expectations of land value for schemes to be both viable and deliverable, particularly in the context of providing affordable housing.

4.29 Paragraph 32 of the Mayor of London CIL Examiner's report explicitly acknowledges that the price of development land may need to decrease, emphasising that this reduction is intrinsic to the land value capture concept. Similarly, the Greater Norwich Development Partnership's CIL Examiner's report underscores the necessity of establishing a threshold / benchmark land value, which is derived from a reasonable reduction in values to ensure viability - a factor crucial for meeting affordable housing targets. These findings collectively emphasise the importance of land value adjustments to facilitate the realisation of development schemes, including those aimed at providing policy-compliant levels of affordable housing.

Development Land Market in Practice

4.30 An important aspect when considering area-wide viability is an appreciation of how the development land market works in practice. Typically, developers secure sites in a competitive market and are required to match or exceed a landowner's perceived value or worth to release the site for development. The exact acquisition price can often be agreed via negotiations which take place many years before planning is granted and development has commenced. This approach means the developer assumes all the risk of acquiring the site, obtaining planning permission, funding the development, finding tenants / occupiers / end users, increases in construction costs, and changes to the economy and market demand etc. This is a significant amount of work for the developer to manage, and so the reward of assuming this risk is delivered by a profit at the back end.

4.31 To mitigate some of these risks, developers and landowners often enter into arrangements such as 'subject to planning' purchases, promotion agreements, and / or overage agreements, whereby the developer shares any 'super-profit' over the normal benchmark with the landowner.

4.32 From the landowners' perspective, they will have a preconceived concept of the value or worth of their site. This could be fairly straightforward, for example, in the case of greenfield agricultural land which is subject to price-per-hectare benchmarks. However, in the case of brownfield sites, the existing use value could vary substantially subject to:

- the previous use of the property;
- the condition of the premises;
- contamination and need for remediation; and/or,
- any income from temporary lets, car parking and advertising hoardings.

4.33 For brownfield sites, there may also be a reluctance from the landowner to accept / reconcile any discounts arising due to depreciation or obsolescence of a building which was originally purchased as a 'state of the art' facility. For example, a former manufacturing building may have reached the end of its economic lifespan, but the landowner may be reluctant to accept any depreciation as a result of changes in the

market. Accordingly, the existing use value is much more subjective in a brownfield context.

Brownfield / Greenfield Land Economics

4.34 The introduction of the Community Infrastructure Levy, as a mandatory development contribution, stems from the perceived windfall profit arising from the release of greenfield land by the planning system.[42] However, lessons from previous attempts to levy a tax on betterment / uplifts[43] show that this is difficult to achieve effectively without hindering development and housing delivery. It is even harder to apply the concept to brownfield redevelopment schemes with all attendant costs and risks. The difference between greenfield and brownfield scheme economics is important to understand when determining affordable housing targets; plan viability, and CIL rate setting.

4.35 The timing of redevelopment and regeneration of brownfield land is determined by the relationship between the value of the site in its current use ("Existing Use Value") and the value of the site in its redeveloped form – less the costs of redevelopment. Any planning gain which impacts these costs will affect the timing of redevelopment. This is relevant to consider when setting the 'appropriate balance'.

4.36 Fundamentally, S106, CIL etc. is a form of 'tax' on development as a contribution to infrastructure. By definition, any differential rate of CIL / S106 will have a distorting effect on the pattern of land uses. The question as to how this will distort the market will depend upon how the S106 / CIL is applied.

4.37 Also, consideration must be given to the incidence of the tax. Whilst it may be deemed the developer's responsibility to make contributions or payments to the Local Planning Authority, these may have been made feasible through negotiations with the landowner via a reduced land value (or shared between the two parties). This is particularly relevant in the context of brownfield sites in town centres and built-up areas. Any S106 / CIL on brownfield redevelopment sites will impact the timing and rate of redevelopment. This will have a direct effect on economic development, jobs and growth.

4.38 In the brownfield context, redevelopment takes place at a point in time when buildings are economically obsolete (as opposed to physically obsolete). Over time, the existing use values of buildings fall as the operating costs increase, depreciation kicks in and rents fall by comparison with modern equivalent buildings. In contrast, the value of the next-best alternative use of the site increases over time due to development pressure (assuming there is general economic growth in the economy). Physical obsolescence occurs when the decreasing existing use value crosses the rising alternative use value.

4.39 However, this is not the trigger for redevelopment. Redevelopment requires costs to be incurred such as on-site demolition, clearance, remediation, and new build construction costs. These costs have to be deducted from the alternative use value 'curve'. The effect is to extend the time to achieve the point where redevelopment is viable.

[42] See Barker Review (2004) and Housing Green Paper (2007)
[43] the 2007 Planning Gain Supplement, 1947 'Development Charge', 1967 'Betterment Levy' and the 1973 'Development Gains Tax' have all ended in repeal

4.40 This is fundamental for the viability and redevelopment of brownfield sites. Any tariff, tax or obligation which increases the costs of redevelopment will depress the net alternative use value and simply extend the timescale to when the alternative use value exceeds the existing use value to precipitate redevelopment.

4.41 Contrast this with the situation for development on greenfield land. Greenfield sites are constrained by the planning designation. Once a site is 'released' for development there is usually a significant step-up in development value, which makes the development economics much more accommodating than brownfield redevelopment. There is much more scope to capture development gain, without postponing the timing of development.

4.42 That said, there are some other important considerations to take into account when assessing the viability of greenfield sites. This is discussed in the Harman Report (albeit Harman is superseded by the PPG, the principles still stand)[44].

4.43 The existing use value may be only very modest in agricultural use, and the landowner may therefore appear to make a substantial windfall in the uplift to residential land values. This is particularly relevant where a landowner *'is potentially making a once in a lifetime decision over whether to sell an asset that may have been in the family, trust or institution's ownership for many generations.'*[45] Accordingly, the 'windfall' over the existing use value will have to be a sufficient incentive to release the land and forgo future investment returns.

4.44 Another consideration is the promotional cost of strategic greenfield sites. As an example, for larger-scale urban extension sites and garden communities, there will be a requirement for the investment of time and resources to promote these sites through the plan process. The BLV therefore needs to consider the often-substantial planning promotion costs, option fees, and the return required by the promoters of such sites. *'This should be borne in mind when considering the [benchmark] land value adopted for large sites and, in turn, the risks to delivery of adopting too low a [benchmark] that does not adequately and reasonably reflect the economics of site promotion…'* [46]

4.45 This difference between the development 'gain' in the context of a greenfield windfall site and the slow-burn redevelopment of brownfield sites is fundamental to the success of any regime to capture development gains such as affordable housing, other S106 or CIL. It is also key to the aforementioned incidence of the tax (e.g. who ultimately carries the cost burden).

4.46 In Hastings, the sites expected to come forward are a mix of both brownfield and greenfield, albeit there is a significantly higher proportion of the former. We have therefore appraised both greenfield and brownfield scheme typologies, but recognise that the delivery of policy requirements may be influenced by some of the development

[44] Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the 'Harman' report) pp 29-31
[45] Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the 'Harman' report) page 30
[46] Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC (20 June 2012) Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the 'Harman' report) page 31

land economics identified in this chapter, particularly those sites which are previously developed.

Hope Value

4.47 Where there is a possibility of development, the landowner will often have regard to 'hope value'. Hope value is the *element of* market value in excess of the existing use value, reflecting the prospect of a more valuable future use(s) or redevelopment. It takes account of the uncertainties 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, to enable the more valuable use to be implemented.

4.48 In a rising market, landowners may often have high aspirations of value beyond that which the developer can justify in terms of risk. In a falling market, the landowner may simply 'do nothing' and not sell the site in anticipation of a better market returning in the future.

4.49 Note that hope value is represented in the landowner premium in the EUV+ approach, and can never be in excess of policy-compliant market value (i.e. the RLV assuming all policy costs and contributions are delivered), given RICS guidance on the valuation of development sites (see Figure 4.1 - The Residual Land Valuation Framework above).

4.50 Hence land 'value' and 'price' are two very different concepts which need to be understood fully when formulating planning policy and CIL. The incidence of any S106 tariff or CIL depends on this relationship and the individual circumstances. For example, a farmer with a long-term greenfield site might have limited 'value' aspirations for agricultural land – but huge 'price' aspirations for residential development. Whereas an existing factory owner has a much higher value in terms of sunk costs and investment into the existing use, and the tipping point between this and redevelopment is much more marginal.

Vacant Building Credit (VBC)

4.51 The VBC policy is intended to incentivise brownfield development, including the reuse or redevelopment of empty and redundant buildings. The incentive is applied where a vacant building is brought back into any lawful use or is demolished to be replaced by a new building and where the building has not been abandoned.

4.52 For this viability assessment, we have not tested brownfield typologies which benefit from Vacant Building Credit as this is a site-specific consideration. The inclusion of VBC will however, reduce affordable housing requirements on some brownfield sites, consequently improving viability. This is therefore an additional level of contingency for brownfield typologies which should be considered in our recommendations.

Conclusions and Caveats on BLV

4.53 Current guidance is clear that the land value assessment needs to be based on the Existing Use plus Premium method and not a Market Value approach. Although the assessment of the Existing Use can be informed by comparable evidence, the uncertainty lies in how the premium is calculated. Whatever the resulting land value, the PPG is clear that this must reflect the cost of complying with policies:

> '*the total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure, Community Infrastructure Levy charges, and any other relevant policies or standards. These costs should be taken into account when defining benchmark land value.*'[47]

4.54 In support of this assessment, we have produced a Land Market Paper which provides detailed research and analysis in respect of land values. Please refer to Appendix 2 for further information.

4.55 It is important to note that the BLVs set out within this report are for 'high-level' plan / CIL viability purposes and the appraisals should be read in the context of the BLV sensitivity table (contained within the appraisals). The BLVs adopted in our assessment are generic and include premiums to provide a viability buffer for plan-making purposes.

4.56 In the majority of circumstances, we would expect the RLV of a scheme on a policy-compliant basis to be greater than the EUV (and also the BLV including premium) and therefore viable. However, there may be site-specific circumstances which result in an RLV which is less than the BLV (e.g. sites with challenging demolition, contamination or other constraints). It is important to emphasise that the adoption of a particular BLV in this assessment does not imply that this figure can be used by Applicants to negotiate site-specific planning applications where these constraints exist. In these circumstances, the site-specific BLV should be thoroughly evidenced having regard to the EUV of the site in accordance with the PPG. This report is for plan-making purposes and is without prejudice to future site-specific planning applications.

How to Interpret the Viability Appraisals

4.57 In development terms, the price of a site is determined by the residual land value (RLV). The RLV is calculated by taking the gross development value of the site (GDV) and deducting ALL costs, including planning policy requirements and developers' profit. If the RLV is positive, the scheme is viable. If the RLV is negative, the scheme is not viable.

4.58 Part of the skill of a developer is to identify sites that are in lower value economic uses and purchase these sites to develop them into higher value uses. The landowner then has a choice - to sell the site or not, depending on their circumstances. Historically (pre-credit-crunch and prior to the 2012 version of the NPPF), this would be left to 'the market' and there would be no role for planning in this mechanism.

4.59 However, since this time, planning policy has sought to intervene in the land market by requiring that a 'benchmark' land value (BLV) is achieved as a 'return to the landowner'. This left Local Authorities open to negotiations to reduce affordable housing and other contributions on viability grounds, which sets up a powerful force of escalating land values and is prejudicial to delivery in the long term. The latest iterations of the NPPF and PPG are seeking to redress this.

4.60 In planning viability terms, for a scheme to come forward for development, the RLV has to exceed the landowner's BLV. In development management terms, every scheme will be different (RLV) and every landowner's motivation will be different (BLV).

[47] MHCLG, 24 July 2018, PPG, Paragraph: 012 Reference ID: 10-012-20180724

4.61 For plan-making purposes, it is important to benchmark the RLVs from the viability analysis against the BLV – see Figure 4.2 for a visual representation of this concept. The results of the appraisals should therefore be interpreted as follows:

- If the 'balance' is positive (RLV > BLV), then the delivery of the cumulative policy requirements and CIL is viable. We describe this as **being 'viable for plan-making purposes herein'**.
- If the 'balance' is negative (RLV < BLV), then the delivery of the policy requirements and CIL is **'not viable for plan-making purposes**' and the planning obligations and / or affordable housing targets should be reviewed.
- Thirdly, if the RLV is positive, but the appraisal is not viable due to the BLV assumed – we refer to this as being **'marginal'**. In this case, more scrutiny may be required of the BLV, profit levels and policy requirements (through the sensitivity analysis).

4.62 We demonstrate the concepts above and interpretation of the appraisals by way of example. Please note that the appraisal shown and discussed in the following paragraphs / figures is hypothetical and for demonstration purposes only. For the avoidance of doubt, it does not show the outcome of any typologies tested as part of this viability assessment.

4.63 Figure 4.3 shows an extract from a development appraisal that generates an RLV of £2,441,938. This is also calculated on a per acre basis as £2,635,304, and can be seen in the two cells highlighted blue.

Figure 4.3 - Example Appraisal

RESIDUAL LAND VALUE (RLV)								
Residual Land Value (gross)								2,843,788
SDLT			2,843,788	@	HMRC formula			(131,689)
Acquisition Agent fees			2,843,788	@	1.0%			(28,438)
Acquisition Legal fees			2,843,788	@	0.5%			(14,219)
Interest on Land			2,843,788	@	8.00%			(227,503)
Residual Land Value								**2,441,938**
RLV analysis:	16,280	£ per plot	6,511,836	£ per ha (net)	2,635,304	£ per acre (net)		
			6,511,836	£ per ha (gross)	2,635,304	£ per acre (gross)		
					6.76%	% RLV / GDV		
BENCHMARK LAND VALUE (BLV)								
Residential Density			400.0	dph (net)				
Site Area (net)			0.38	ha (net)	0.93	acres (net)		
Net to Gross ratio			100%					
Site Area (gross)			0.38	ha (gross)	0.93	acres (gross)		
Density analysis:			28,235	sqm/ha (net)	122,996	sqft/ac (net)		
			400	dph (gross)				
Benchmark Land Value (net)	15,444	£ per plot	6,177,500	£ per ha (net)	2,500,000	£ per acre (net)		**2,316,563**
BLV analysis:			6,177,500	£ per ha (gross)	2,500,000	£ per acre (gross)		
BALANCE								
Surplus/(Deficit)			**334,336**	£ per ha (net)	**135,304**	£ per acre (net)		**125,376**

Source: AspinallVerdi BETA model.

4.64 The assumed BLV is £2,500,000 per acre and is highlighted in green. This equates to £2,316,563 based on the site area of 0.93 acres. As established earlier, the difference between the RLV and BLV will either be positive (surplus) or negative (deficit). In this example, a total surplus of £125,376 is generated (equivalent to £135,304 per acre - highlighted orange). Accordingly, in this particular example, the delivery of the policy contributions included within the model is viable, as the values exceed the costs (including the benchmark land value).

Sensitivity Analysis

4.65 In addition to the above, we have also prepared a series of sensitivity scenarios for each of the typologies. This is to assist in the analysis of our assessment and to demonstrate how the outcome may change in response to variable cost and value assumptions (e.g. sales values, rents, build costs, land values, profit etc.). An example of a sensitivity appraisal is shown below and will be found at the bottom of the appraisals undertaken for Hastings. As with the example appraisal above, the sensitivity analysis considered below does not show the outcome of any typologies tested as part of this viability assessment.

Figure 4.4 - Example Affordable Housing v CIL Sensitivity Analysis

Balance (RLV - BLV £ per acre (n))	135,304	10%	15%	20%	25%	30%	35%
	0.00	2,333,704	2,011,121	1,688,539	1,365,663	1,042,752	719,841
	10.00	2,244,520	1,926,892	1,609,111	1,291,166	973,222	655,277
CIL £ psm	20.00	2,155,337	1,842,626	1,529,648	1,216,670	903,692	590,713
90.39	30.00	2,066,154	1,758,197	1,450,185	1,142,173	834,162	526,150
	40.00	1,976,813	1,673,768	1,370,722	1,067,677	764,632	461,477
	50.00	1,887,417	1,589,338	1,291,259	993,180	695,102	396,747
	60.00	1,798,021	1,504,909	1,211,796	918,684	625,492	332,018
	70.00	1,708,626	1,420,480	1,132,334	844,188	555,783	267,289
	80.00	1,619,230	1,336,050	1,052,871	769,591	486,075	202,559
	90.00	1,529,834	1,251,621	973,408	694,903	416,367	137,830
	100.00	1,440,439	1,167,192	893,773	620,215	346,658	73,101
	110.00	1,351,043	1,082,684	814,106	545,528	276,950	8,372

Source: AspinallVerdi.

4.66 This sensitivity table shows how the viability surplus or deficit can change in response to variations in the affordable housing contribution (see horizontal rows across the top) and CIL contributions (see vertical rows to the left). This allows us to understand:

- The appraisal balance by looking up the base case AH% (e.g. 35%) and the base case CIL (e.g. £90.39 psm – between £90 and £100 psm).
- Higher % levels of CIL will reduce the 'balance'. If the balance is negative (i.e. BLV > RLV), then the scheme is 'not viable' for plan-making purposes.
- Similarly, higher levels of AH (%) will reduce the 'balance'.
- Conversely, we can see that if the affordable housing percentage is reduced then the balance increases. For example, a 10% affordable housing contribution with no CIL would increase the net difference between the RLV and BLV to £2.33m (red dotted line).

4.67 The sensitivity tables included within our appraisals consider how this balance changes in response to the following adjustments:

- Table 1 – CIL v Affordable Housing %
- Table 2 – Site Specific S106 v Affordable Housing %
- Table 3 – Profit v Affordable Housing %
- Table 4 – BLV v Affordable Housing %
- Table 5 – Net Zero Costs v Affordable Housing %
- Table 6 – Build Cost v Affordable Housing %
- Table 7 – Market Values v Affordable Housing %
- Table 8 – Grant v Affordable Housing %

Stakeholder Engagement

4.68 On the 24th July 2026, AspinallVerdi hosted a stakeholder consultation event which set out our approach to viability testing and the emerging assumptions for residential and commercial development respectively. The workshop was hosted online via Microsoft Teams, with invitations circulated amongst relevant departments of the Council, local developers, landowners, promoters, consultants and registered providers, with a total of 6 attendees. A copy of the slides is provided in Appendix 3.

4.69 Following the workshop, we invited further information and evidence to be submitted in writing. Feedback was received from 3 separate parties, which has since been reviewed and collated in our feedback matrix in Appendix 4. The submissions received have resulted in changes to the original appraisal assumptions, as set out below:

- **Sales Rates** – feedback was received with supporting evidence to demonstrate the sales rates which have been experienced at national and regional level in recent years. This has been considered and adjustments have been made so that the rates are commensurate with the averages, whilst also taking a broader view over a plan period.
- **Office Rents** – feedback and evidence were received in regards to the proposed commercial rental values for office uses. This has been reviewed and adjustments have been made to lower the originally proposed values.

4.70 Our full responses are provided in Appendix 4.

5 Residential Typologies & Assumptions

5.1 As established earlier, for plan-wide viability assessment it is not necessary to test every site expected to come forward for development. Instead, the testing can be based on groups of sites known as 'typologies' which are reflective of the development proposed over the plan period. Typologies can be formed by grouping sites with shared characteristics. In doing so, it is appropriate to consider:

> *'location, whether brownfield or greenfield, size of site and current and proposed use or type of development.'*[48]

5.2 This is supported in the RICS Professional Standard which explains that:

> *'development typologies should be representative of the development that is planned and reflect the characteristics of groups of sites identified in the proposed land supply. These typologies will be a combination of site typologies (e.g. greenfield or brownfield) and scheme typologies (e.g. houses or flats for sale or build to rent, other specialist housing, and commercial or mixed-use schemes).'*[49]

5.3 Where there are key sites (strategic sites) that are fundamental to the delivery of the plan, these need to be considered separately. The PPG explains this as follows:

> *'Assessing the viability of plans **does not require individual testing of every site or assurance that individual sites are viable**. Plan makers can use site typologies to determine viability at the plan making stage. Assessment of samples of sites may be helpful to support evidence. **In some circumstances a more detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies.**'*[50]

5.4 We understand that none of the sites being considered as part of the plan making process are deemed strategic, however owing to the characteristics of Hastings as an authority area and the nature of planned development sites, some larger sites have been tested individually by default. Similarly, due to the variation in some of the smaller sites submitted by the Council, some have been tested on an individual basis as they demonstrate unique characteristics which were not shared or common with other sites within the plan or appropriate for grouping into typologies.

5.5 To ensure the testing is reflective of other site sizes and capacities which are not accounted for within the list provided by the Council, we have also devised hypothetical typologies to ensure an even spread of site and development types across the Borough.

5.6 The following analysis is tabulated in our Typologies Matrix in Appendix 5.

Approach to setting Typologies

5.7 The residential typologies are developed through our analysis of the following characteristics / key factors:

[48] Viability PPG, Paragraph 004.
[49] RICS, March 2021. Assessing viability in planning under the National Planning Policy Framework 2019 for England, paragraph 3.3.6
[50] Viability PPG, Paragraph 005.

- **Variation of sales values across the Borough (Value Zones)** – based on the detailed analysis undertaken in the Residential Market Report in Appendix 6. This is to establish whether the testing can be varied to reflect different sales values / market areas. The RICS explain *'Since value is often highly location-dependent, assessors should identify the high- and low-value locations within a plan area. Area wide assessments should test typologies in different value bands to reflect value variations within an LPA area based on the available evidence.'*[51]
- **Pattern of proposed development within the plan** - referenced back to the analysis of sales values to assess whether sites are coming forward in single or multiple areas of value – this is to support the variance of testing by market areas.
- **Site characteristics** – greenfield/brownfield, number of units and development density cross-referenced with values. This is to allow the testing to be varied by land use type, size and density – all of which influence development economics.
- **Dwelling types and unit mix** – here we consider the Borough's need for market and affordable tenures and the type of housing, as well as the type of development that has been delivered in recent years (as per our market review).

5.8 Although we have set out the analysis in stages, in reality, there have been multiple iterations to determine and agree the final typologies used in the testing. In establishing the typologies, we have also been mindful that they represent the '*majority of the unconsented land supply that is likely to come forward for development during the policy period under consideration.*'[52]

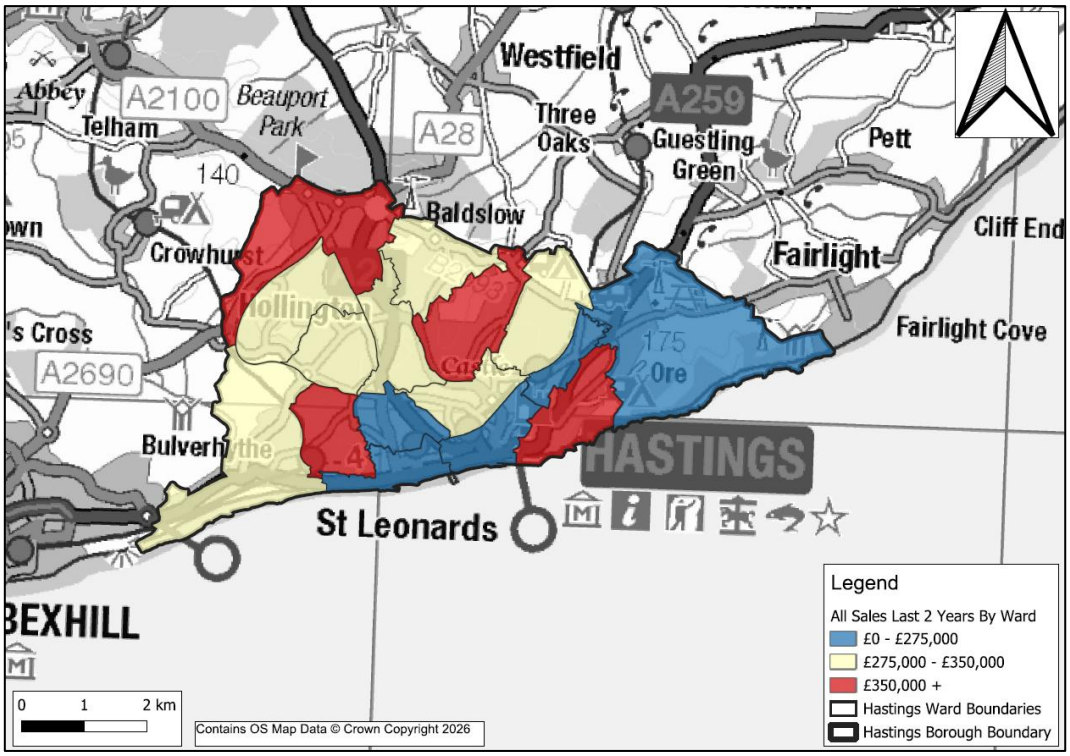
5.9 We note that there are no sites submitted for consideration as part of the plan-making process which specify the provision of specialist types of residential accommodation, notably older persons' housing and build-to-rent. Accordingly, we have instead developed 'generic' typologies based on the typical expectations of these types of housing developer / provider.

Establishing the Value Zones

5.10 In determining the residential typologies, the guidance allows us to vary the viability testing by value zone. We have considered new-build sold prices of schemes across Hastings including an analysis of individual unit prices, sizes and £ / psm rates (Figure 5.1). We have also sought second-hand achieved values and considered data from properties currently advertised for sale. Based on our residential market review, we have devised three value zones, as shown in Figure 5.2.

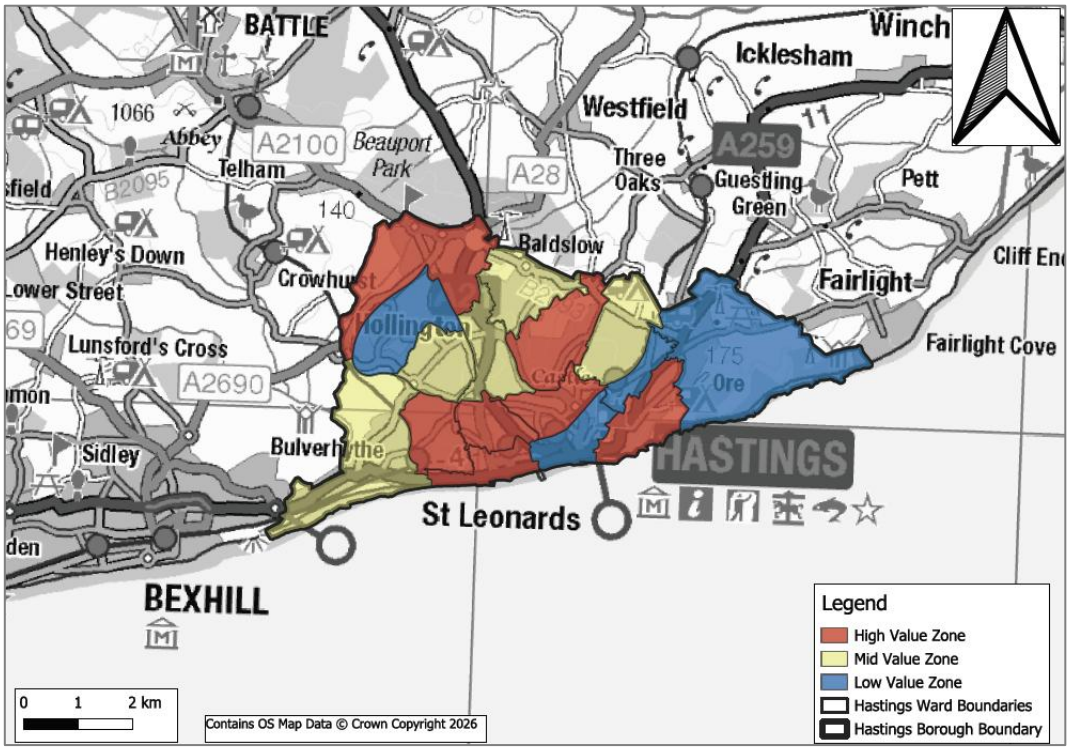
[51] RICS, March 2021. Assessing viability in planning under the National Planning Policy Framework 2019 for England, paragraph 4.2.8
[52] Local Housing Delivery Group Chaired by Sir John Harman, 20 June 2012. Viability Testing Local Plans, Advice for planning practitioners.

Figure 5.1 – Hastings Value Heat Map by Ward



Source: QGIS, 2026.

Figure 5.2 – Hastings Proposed Value Zones



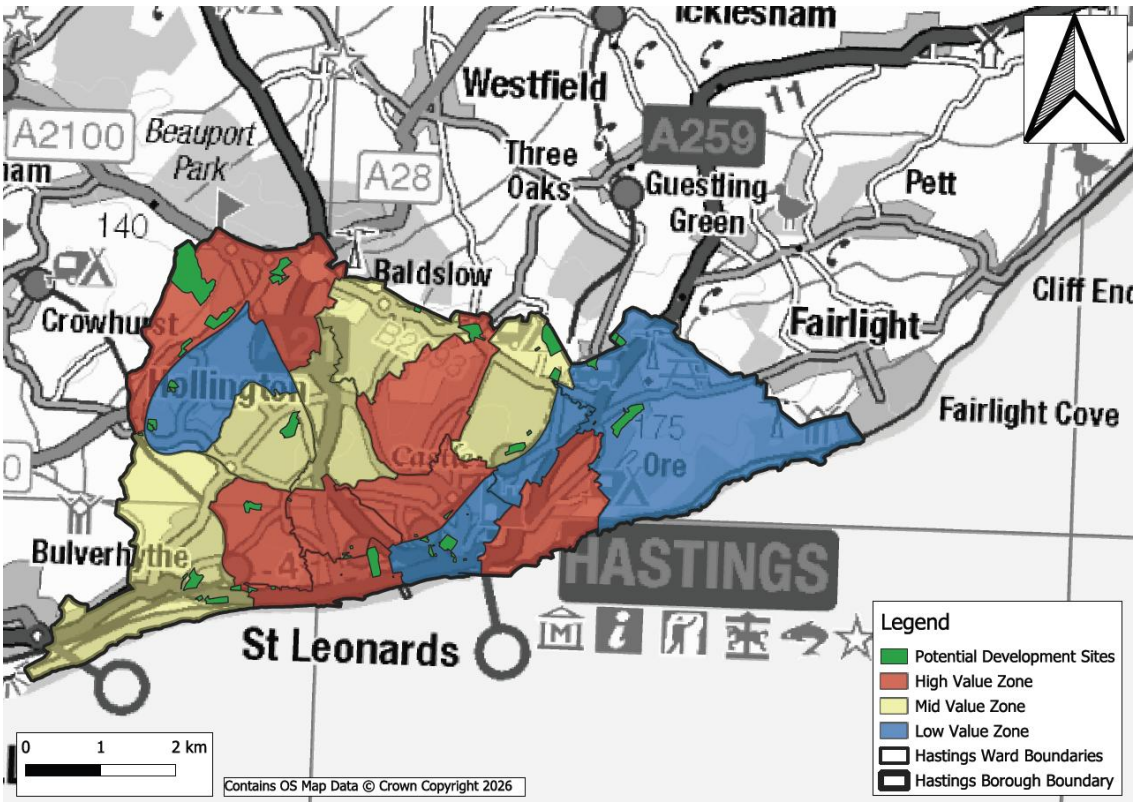
Source: QGIS, 2026.

5.11 The final value zones are a comprehensive analysis of achieved prices, £ / psf rates and the relative variation across ward boundaries. We have also been mindful of the type of accommodation that has been, and is likely to be, delivered in different locations across the authority area (e.g. flats vs. houses).

Pattern of Proposed Development

5.12 The starting point was to consider the list of sites provided by the Council, which have been overlaid onto the map showing the proposed value zones to ensure the typologies can be varied on this basis (i.e., higher / mid / lower value areas), as shown in Figure 5.3. Please note, this terminology is used to describe the variation in values within Hastings Borough, and does not consider how values compare more broadly at a regional or national scale. As a relatively small authority area, the variation in values is considered more limited in Hastings. The wards allocated within each value zone are summarised in Table 5.1.

Figure 5.3 – Pattern of Development



Source: QGIS, 2026.

Table 5.1 – Wards by Value Zone

HDC Zone	Wards
Lower Value	Hollington, Castle, Tressell and Ore
Middle Value	West St. Leonards, Wishing Tree, Silverhill, Conquest and Baird.

HDC Zone	Wards
Higher Value	Old Hastings, St. Helen's, Braybrooke, Gensing, Central St. Leonards, Maze Hill and Ashdown.

Source: AspinallVerdi, 2026.

5.13 The map shows that the majority of sites fall within the lower value zone. Those in the lower value zone generally appear smaller in size and capacity.

5.14 In the process of forming our typologies, we have distilled the analysis to identify whether the potential development sites are brownfield or greenfield, as summarised in Table 5.2. This table reflects a broader list of potential development sites under consideration as part of the plan-making process for residential-led development. This longlist has been, and will continue to be, progressively refined as the plan progresses, and therefore does not represent the finalised allocations or capacities. However, this consideration of the longer list of sites ensures that the typologies are representative of those which will ultimately be included in the final plan.

Table 5.2 – Hastings Borough Council Site List Analysis

Value Zone	Type	No. Sites	% Share	Dwelling Capacity	% Share
Lower	Greenfield	5	13%	190	8%
	Brownfield	12	30%	685	27%
Middle	Greenfield	2	5%	24	1%
	Brownfield	6	15%	769	31%
Higher	Greenfield	2	5%	395	16%
	Brownfield	13	33%	440	18%

Source: HBC, 2026.

5.15 The majority of sites are brownfield, with greenfield land accounting for 23 - 25% of the total number of prospective development sites and units. We have been mindful of this when forming the typologies and applying judgement to the outcomes of our appraisals, in that the conclusions drawn and recommendations made should not be disproportionately influenced by the distribution of site types.

Residential Typologies

5.16 Based on our assessment of the list of sites provided by the Council, along with the outcomes of our property market analysis and adopted value zones, we have devised the following residential typologies.

5.17 The tables below use the following abbreviations:

- BF = Brownfield
- GF = Greenfield
- LV = Lower value zone
- MV = Middle value zone
- HV = Higher value zone
- F = Flats
- M = Mixed (flats & houses)
- H = Houses

Table 5.3 – Residential Typologies

Appraisal REF	Typology REF	No. Units	Type	Gross Site Area (ha)	Gross Density (dph)	Net-to-Gross	Net Site Area (ha)	Net Density (dph)
A	LV_GF_1	9	H	0.45	20.00	95%	0.43	21.05
B	LV_GF_2	12	H	0.52	23.00	95%	0.50	24.21
C	LV_GF_3	25	M	1.14	22.00	90%	1.02	24.44
D	LV_GF_4	20	H	1.70	11.77	90%	1.53	13.07
E	LV_GF_5	40	M	1.00	40.0	85%	0.85	47.06
F	LV_GF_6	100	H	6.25	16.00	75%	4.69	21.33
G	LV_BF_1	5	F	0.02	250.00	100%	0.02	250.00
H	LV_BF_2	7	H	0.08	90.00	100%	0.08	90.00
I	LV_BF_3	15	F	0.10	150.00	100%	0.10	150.00
J	LV_BF_4	20	M	0.24	85.00	100%	0.24	85.00
K	LV_BF_5	40	F	0.10	410.00	95%	0.09	431.58
L	LV_BF_6	100	M	1.18	85.00	90%	1.06	94.44
M	MV_GF_1	6	H	0.30	20.00	95%	0.29	21.05
N	MV_GF_2	22	M	0.40	55.00	90%	0.36	61.11
O	MV_GF_3	50	M	1.25	40.00	85%	1.06	47.06
P	MV_GF_4	100	M	2.50	40.00	75%	1.88	53.33
Q	MV_BF_1	9	H	0.18	50.00	100%	0.18	50.00
R	MV_BF_2	13	H	0.24	55.00	100%	0.24	55.00
S	MV_BF_3	50	F	3.33	15.00	95%	3.17	15.79
T	MV_BF_4	60	F	0.37	162.31	90%	0.33	180.35
U	MV_BF_5	100	M	2.20	45.45	90%	1.98	50.51
V	MV_BF_6	450	F	4.29	105.00	80%	3.43	131.25
W	HV_GF_1	9	H	0.45	20.00	95%	0.43	21.05
X	HV_GF_2	25	H	1.19	21.00	90%	1.07	23.33

Appraisal REF	Typology REF	No. Units	Type	Gross Site Area (ha)	Gross Density (dph)	Net-to-Gross	Net Site Area (ha)	Net Density (dph)
Y	HV_GF_3	50	M	1.00	50.00	85%	0.85	58.82
Z	HV_GF_4	95	H	3.90	24.36	80%	3.12	30.45
AA	HV_BF_1	7	F	0.02	350.00	100%	0.02	350.00
BB	HV_BF_2	9	H	0.36	25.00	100%	0.36	25.00
CC	HV_BF_3	10	F	0.11	90.00	100%	0.11	90.00
DD	HV_BF_4	25	F	0.16	155.00	100%	0.16	155.00
EE	HV_BF_5	30	M	0.67	45.00	95%	0.63	47.37
FF	HV_BF_6	150	M	3.33	45.00	85%	2.83	52.94

Source: AspinallVerdi, 2026.

5.18 We are conscious that in some instances, the site sizes and capacities provided by the Council fall below the density requirements set out in Figure 8 of the Pre-submission Local Plan. Further, where sites have been combined to form typologies, this can also influence the gross and net density. For the purpose of the baseline appraisals, and to ensure consistency with the data provided by the Council, we have left the densities unchanged, however further testing has explored where density could be improved and how this impacts viability.

Unit Mix

5.19 To determine an appropriate mix of dwelling types to adopt in the appraisals, we have had regard to Policy SC2: Housing mix, Accessibility and Adaptability of the Local Plan, which states:

> *'Over the lifetime of the Plan new housing development needs to provide an appropriate mix of housing types and tenures which are capable of meeting the needs of occupiers at different stages of their lives. New homes need to be future proofed in terms of accessibility and adaptability. The Hastings and Rother Strategic Housing and Economic Needs Assessment (HEDNA) identifies a need for all housing types and tenures within Hastings to address demand for housing.'*

5.20 The Council, along with surrounding Rother District, commissioned DLP Planning and Edge Analytics to produce an addendum to their original HEDNA (August 2026). This sets out the updated need for market and affordable dwellings by property size and type, as shown in Figure 5.4.

Figure 5.4- HEDNA Unit Mix by Bedroom

Mix by Bedroom Need	Bedrooms				Total
	1 bed	2 bed	3 bed	4 bed	
Market	18%	34%	33%	15%	100%
Affordable Home Ownership	39%	39%	18%	5%	100%
Social/Affordable Rent	40%	31%	20%	9%	100%
Total	23%	34%	30%	13%	100%

Source: DLP Planning and Edge Analytics, 2026.

5.21 Through further discussions with the Council, we understand the following unit mix should be sought for affordable housing:

- 1-bed homes – 30%
- 2-bed homes – 35%
- 3-bed homes – 30%
- 4-bed homes – 5%

5.22 We are conscious that some sites are expected to deliver houses only, for which we would not expect there to be any / many 1-bed units, whilst others are evidently higher-density flatted developments which are typically less likely to deliver 3 & 4-bed units. Where necessary, we have made pro-rata adjustments to ensure the unit mixes tested are reflective of the type of development and densities expected to be delivered. For example, on flatted-only sites, the market housing unit mix has been divided amongst the 1- and 2-bed units alone. For completeness, we have rounded the splits to the nearest whole figure.

Unit Size & Values

5.23 The unit sizes and values adopted in each of the value zones are set out in Table 5.4, Table 5.5 and Table 5.6. The evidence supporting these assumptions is contained within our property market report appended to this study.

5.24 The market evidence informing the residential market research was collected in July 2026, drawing on achieved sales, new-build pricing and agent consultations. We have also considered the comments, feedback and evidence received as part of our stakeholder workshop.

Table 5.4 - Proposed Residential Sales Values (Lower Value Zone)

Property type	Value	Size (sqm)	£ / psm	£ / psf
1 Bed Flat	£192,500	50	£3,850	£358
2 Bed Flat	£245,000	65	£3,769	£350
2 Bed House	£315,000	75	£4,200	£390
3 Bed House (w/ Garage)	£350,000	90	£3,889	£361
4Bed House (w/ Garage)	£425,000	115	£3,696	£343

Source: AspinallVerdi, 2026.

Table 5.5 – Proposed Residential Sales Values (Middle Value Zone)

Property type	Value	Size (sqm)	£ / psm	£ / psf
1 Bed Flat	£200,000	50	£4,000	£372
2 Bed Flat	£255,000	65	£3,923	£364
2 Bed House	£325,000	75	£4,333	£403
3 Bed House (w/ Garage)	£365,000	90	£4,056	£377
4Bed House (w/ Garage)	£440,000	115	£3,826	£355

Source: AspinallVerdi, 2026.

Table 5.6 - Proposed Residential Sales Values (Higher Value Zone)

Property type	Value	Size (sqm)	£ / psm	£ / psf
1 Bed Flat	£210,000	50	£4,200	£390
2 Bed Flat	£265,000	65	£4,077	£379
2 Bed House	£337,500	75	£4,500	£418
3 Bed House (w/ Garage)	£372,500	90	£4,139	£385
4Bed House (w/ Garage)	£450,000	115	£3,913	£364

Source: AspinallVerdi, 2026.

5.25 For the flatted unit types, we have made a net-to-gross adjustment of 85%. Please note this has been varied for the older persons housing typologies which are set out later in this chapter.

5.26 The unit sizes have been informed by the findings from our property market review and the nationally described space standards, as summarised in Figure 5.5.

Figure 5.5 – Nationally Described Space Standards

Number of bedrooms(b)	Number of bed spaces (persons)	1 storey dwellings	2 storey dwellings	3 storey dwellings	Built-in storage
1b	1p	39 (37) *			1.0
	2p	50	58		1.5
2b	3p	61	70		2.0
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6p	95	102	108	
4b	5p	90	97	103	3.0
	6p	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6p	103	110	116	3.5
	7p	112	119	125	
	8p	121	128	134	
6b	7p	116	123	129	4.0
	8p	125	132	138	

Source: DLUHC, March 2015.

Affordable Housing Transfer Values

5.27 We have assumed the following transfer values for the affordable housing. These replicate the prices a Registered Provider may pay to acquire affordable housing and are applied as a percentage of the open market value (OMV).

Table 5.7 - Affordable Housing Transfer Values

Tenure	% OMV	Comments
Social Rent	40%	In accordance with the Government's Policy Statement on Rents for Social Housing. Weekly formula rents are based on a combination of January 1999 property valuations, relative county earnings, and bedroom weightings, in line with the prescribed rent-setting methodology.
Affordable Rent	60%	Based on Local Housing Allowance weekly rental rates. Gross rental income has been adjusted to reflect allowances for management, maintenance, voids and bad debts before being capitalised into perpetuity to derive value.
Shared Ownership	70%	Based on an initial sale of 25%, with an equity rent of 2.75% on the unsold share and management costs of 20% per annum. The net rent is capitalised and then combined with the price of the initial sale.

Source: AspinallVerdi, 2026.

Older Persons' Housing Typologies

5.28 Policy H1 (Specialist Housing for Older People) and the supporting text recognises the need to deliver specialist housing for older people or groups with particular housing needs, subject to certain conditions. Whilst there are no specific sites within the list provided by the Council which are expected to deliver older persons' housing, we have sought to test the potential for this type of accommodation to deliver the relevant policy requirements sought by the Local Plan, including affordable housing.

5.29 In the absence of any specific sites from which we can form typologies, we have instead based our testing on our experience of assessing the viability of older persons' housing at a site-specific level. We have expanded the typologies previously tested to include a range of different types of older persons' housing, including age-restricted retirement living and extra care.

5.30 We have adopted a single value zone approach across the Borough as this type of accommodation does not typically vary as much as general needs housing. The typologies developed are summarised in Table 5.8.

Table 5.8 – Older Persons' Housing Typologies

Appraisal REF	Typology REF	Type	No. Units	Size Site (ha)	Net Density (dph)
GG	OP_GF_1	Retirement / age-restricted	75no. Flats	0.48	156.25
HH	OP_GF_2	Extra Care	60no. Flats	0.38	156.25
II	OP_BF_1	Retirement / age-restricted	75no. Flats	0.54	138.89
JJ	OP_BF_2	Extra Care	60no. Flats	0.43	138.89

Source: AspinallVerdi, 2026.

5.31 The unit mix has been adjusted for this type of accommodation to reflect what the market tends to deliver. We have assumed 40% 1-Bed and 60% 2-Bed.

5.32 Based on our review of available evidence, we have made the following assumptions in respect of the unit sizes and values.

Table 5.9 – Older Persons' Housing Unit Values & Sizes

Typology	Unit Type	Size (sqm)	Value	£ / psm	£ / psf
Retirement	1-Bed Flat	55	£275,000	£5,000	£464
	2-Bed Flat	80	£340,000	£4,250	£395
Extra Care	1-Bed Flat	55	£295,000	£5,364	£498
	2-Bed Flat	80	£360,000	£4,500	£418

Source: AspinallVerdi, 2026.

5.33 We have assumed the following net-to-gross assumptions for the older persons' housing typologies:

- Retirement = 80%
- Extra Care = 75%

Build-to-Rent (BTR) Typologies

5.34 As with the older persons' housing typologies, we have included 'generic' BTR scenarios to test the capacity to support the emerging policy requirements.

5.35 From previous consultations with established BTR providers and our experience of assessing the viability of BTR schemes at a site-specific level, we understand that the minimum unit threshold required is usually around 150no. units. This was described by one operator as the 'industry-standard' target. Based on our analysis of the private rental market, we have tested the following BTR scenarios.

Table 5.10 – Build-to-Rent Typologies

REF	BTR Type	Site Type	No. Units	Size Site (ha)	Density
BTR_GF_1	Multifamily	Greenfield	150	0.68	176 dph
BTR_GF_2	Single family	Greenfield	150	2.62	43 dph
BTR_BF_1	Multifamily	Brownfield	150	0.77	176 dph
BTR_BF_2	Single family	Brownfield	150	2.79	43 dph

Source: AspinallVerdi, 2026.

5.36 The unit mixes follow those adopted in the market sale residential appraisals, informed by the HEDNA and feedback from HBC.

5.37 We have assumed operating expenses at 25% for multifamily and 20% for single family. This is defined as the difference between the gross rent and the costs attributable to the provision of services at the BTR development, including maintenance and management. Table 5.11 summarises the sources referred to when informing our leakage deduction.

Table 5.11 – BTR Leakage Costs

Source	OpEx
JLL [53]	21 – 35%
Turner & Townsend [54]	20 – 35%
Blackstock Consulting [55]	30%

Sources: As referenced.

5.38 Table 5.12 summarises the value assumptions adopted for the BTR typologies.

Table 5.12 - BTR Unit Values & Sizes

Type	Size (sqm)	Rent (pcm)	Yield	Leakage / OpEx
1-Bed Flat	50	£1,100	5.0%	25%
2-Bed Flat	70	£1,300	5.0%	25%
2-Bed House	75	£1,425	5.0%	20%
3-Bed House	90	£1,750	5.0%	20%
4-Bed House	115	£1,950	5.0%	20%

Source: AspinallVerdi, 2026.

[53] JLL, 2018. Build to Rent performance.
[54] Turner & Townsend, 2017. Build to rent: hitting the sweet spot.
[55] Blackstock Consulting, 2019. Paying for the long term BTR model.

Residential Cost Assumptions

5.39 The development costs adopted within our appraisals are evidenced (where necessary) and set out below.

Initial Payments

5.40 The table below sets out our initial development cost assumptions. These are generally payments in respect of site feasibility and planning before start-on-site.

Table 5.13 - Initial Payments Cost Assumptions

Item	Baseline Assumption
Statutory Planning Fees	Based on the national formula.
Planning Application Professional Fees & Reports	Assumed at 3-5x the statutory planning fees. Covers costs for consultants and advice required for certain evidence at the application stage.

Source: AspinallVerdi, 2026.

Section 106 & Infrastructure Contributions

5.41 For the residential typologies, we have assumed S106 contributions of £3,000 per unit for sites of 1 – 14no. units, and £6,700 per unit for sites larger than 15no. units. This is based on data provided by Hastings Borough Council and reflects contributions for transport, open space / play, playing pitches, built facilities and police.

Construction Cost Assumptions

5.42 The table below sets out our construction cost assumptions for the residential typologies.

Table 5.14 - Construction Cost Assumptions

Item	Baseline Assumption	Comments
Site Clearance, Demolition & Remediation	£123,500 per hectare	Brownfield site clearance / remediation allowance (as for local plan viability). Based on the accepted assumption in other LPVAs.
Estate Housing	£2,107 psm (< 100 units) £1,892 psm (>100 units)	BCIS Estate Housing (Generally), 5yr sample. Rate varied in response to BCIS data, showing decrease in £ / psm rate for larger schemes, with data for those between 5,000 – 10,000

Item	Baseline Assumption	Comments
		sqm ranging from c. £1,000 - £2,000 psm. (Note – copies of all BCIS cost data are provided in Appendix 7).
Flats (new-build)	£2,522 psm (< 100 units) £2,064 psm (>100 units)	BCIS Estate Housing (Generally), 5yr sample. Rate varied in response to BCIS data, showing decrease in £ / psm rate for larger schemes (as above).
Older Persons (inc. retirement, extra care)	£2,367 psm	Blended rate (median) between BCIS Supported Housing and Care Homes for the Elderly, 10 yr sample.
Garages	£600 psm	Consistent with costs assumed in other LPVAs. Sizes range from 16 sqm (single) to 32 sqm (double). Applied to 3-4-bed housing unit types only.
External Works	10 - 15%	Inc. SUDS / drainage; estate roads, landscaping, external furnishings etc. Lower rate expected on brownfield sites.
Future Homes Standard	£4,350 per unit	Weighted average of increase in capital costs from 2025 standard, set out in 'Final stage impact assessment: Future Homes Standard (FHS)' – March 2026.
Building Safety Levy	£15.11 psm (brownfield) £30.21 psm (greenfield)	As per the rates published by MHCLG in July 2025.[56]
Contingency	3.0 - 5.0%	Applied to the base construction costs, external works and all policy costs (see Table 5.15). Applied to both brownfield and greenfield sites.

Sources: As referenced.

[56] MHCLG, 2025. Building Safety Levy: Guidance, Section 2: Levy rates and calculations

Policy Cost Assumptions

5.43 Table 5.15 summarises the costs included within the appraisals to meet the policy requirements specified in the New Local Plan, along with the sources from which these costs have been informed.

Table 5.15 – Policy Cost Assumptions

Item	Baseline Assumption	Comments
Biodiversity Net Gain (10%)	£400 per unit (brownfield) £1,000 per unit (greenfield)	'Biodiversity net gain (BNG) area-based exemption evidence annex' – DEFRA, April 2026. Typologies of 0.2ha or less are exempt.
Net Zero Carbon	£72 psm (flats) / £105 psm (housing)	Blended rates for housing and flats as set out in Hastings Council Net Zero Policy – Technical Evidence Base (August 2026) by Introba and Currie & Brown. This is the extra-over cost above FHS allowance in Table 5.14.
Category M4(2) Accessibility Standard (houses & flats)	£1,400 per unit	Based on costs advised in DLUHC consultation paper, published July 2022 – 'Raising accessibility standards for new homes: summary of consultation responses and government response'.
Category M4(3)b Accessibility Standard (houses & flats)	£22,000 per unit	Based on costs advised in 'The social and economic value of wheelchair user homes' study undertaken by Habinteg and the London School of Economics, September 2023. Assumes dwellings are wheelchair accessible (i.e. M4(3)(2)(b)).
Water Efficiency	£20 per unit	Reflects cost required to achieve <=100 litres per person per day.
Urban Greening Factor	£127.50 psm	Based on the City of London Corporation's Urban Greening Study (July 2018) which assumed £100 psm for green roofs which achieved a UGF of 0.4. Index

Item	Baseline Assumption	Comments
		linked to present day using BCIS TPI. UGF has been applied to higher density brownfield developments only, as it is assumed that greenfield developments and housing only sites at lower densities or on lessen plot ratios on brownfield land will meet the relevant UGF through the external works, landscaping, BNG allowances, densities and net-to-gross developable areas.
CIL	None	We have sought to identify any 'headroom' for CIL as part of our instructions.

Sources: As referenced.

5.44 Some of the assumptions above are considered to overlap, allowing scope for flexibility and pragmatism in the application of the policies in the Plan. For example, the external works allowance may overlap with the costs included to achieve biodiversity net gain, urban greening factor, as well as the net-to-gross site area adjustments applied to the typologies (i.e. undeveloped areas). Similarly, for older persons housing, the costs for meeting M4(2) or M4(3) accessible housing are expected to be implicit within the BCIS base build costs. The overlaps provide an additional buffer to viability, which is considered as part of the overall judgement of the appraisal outcomes and subsequent recommendations.

5.45 The appraisals do not currently capture the potential for enhanced scheme value or reduced operating costs that can be created by low-energy homes and emerging markets driven by regeneration masterplans, as well as savings in construction costs achieved as low-carbon and energy-efficient building technologies become embedded within the industry. It is therefore likely that the model's cost assumptions already incorporate implicit viability buffers. These should be considered when assessing the overall outcomes of the viability testing.

Other Cost Assumptions

5.46 Table 5.16 sets out the remaining costs and fees assumed for the residential typologies.

Table 5.16 - Other Cost Assumptions

Item	Baseline Assumption	Comments
Professional Fees	10.0% of construction costs	Increased from 8.0% in the 2024 assessment to reflect technical assessments required in policies.

Item	Baseline Assumption	Comments
Marketing & Promotion	1.0% of GDV (market sale) 3.0% of GDV (older persons' housing)	In line with typical assumptions used for viability testing, varied for different residential uses.
Residential Sales Agent	1.0% of GDV	In line with typical assumptions used for viability testing.
Residential Sales Legal	0.5% of GDV	As above.
Empty Property Costs	£500 per unit	For older persons' housing, applied to affordable units.
Letting Agent	10.0% of annual ERV	In line with typical assumptions used for viability testing.
Letting Legal	5.0% of annual ERV	As above.
Investment Sale Agent	1.0%	As above.
Investment Sale Legal	0.5%	As above.
Marketing & promotion (BTR)	0.5%	As above.
Debit Interest	7.5%	Appraisals assume the developments are 100% debt-financed.

Sources: As referenced.

Profit Assumptions

5.47 We have adopted a baseline profit of 17.5% on the Gross Development Value of the market sale housing, with a sensitivity analysis which shows the impact of profit between 15-20%. This is consistent with the PPG (May 2019) which refers to a range of 15-20%[57] being '*considered a suitable return to developers in order to establish the viability of plan policies*.' For affordable housing, we have adopted a lower return of 6.0% on GDV. It is widely accepted that returns for affordable housing are lower, and the return assumed in the testing is broadly accepted as an industry-standard level.

5.48 For BtR typologies, we have adopted a profit on cost of 15.0%. This reflects the level of risk associated with these developments and is made on the basis it is delivered speculatively and then disposed of as a stabilised asset. If BtR schemes are instead to

[57] Paragraph: 018 Reference ID: 10-018-201 90509, Revision date: 09 05 2019

be delivered using forward funding, the profit and finance rate should be adjusted accordingly to reflect the risk, along with the yield. Such matters should be considered at the decision-making stage.

5.49 The profit assumptions for older persons housing typologies are consistent with those adopted for the market sale residential appraisals (i.e. 17.5% on GDV private & 6.0% affordable).

5.50 It is good practice for policy obligations not to be set at the margins of viability. However, in certain circumstances, developers will agree lower profit margins to secure planning permission and generate turnover. The sensitivity analyses within the appendices show the 'balance' (i.e., RLV – BLV) for developer's profit from 20.0% on private housing down to 15.0%. This clearly shows the significant impact of profit on viability, especially for larger schemes. It may also be appropriate to consider the profit in gross monetary terms for such developments.

Residential Land Value Assumptions

5.51 Land value is one of the key variables (together with profit) which determines the viability and deliverability of a scheme. The Land Market paper (see Appendix 2) sets out our approach and analysis of available evidence. This section outlines the findings and the key assumptions made for the purpose of this assessment. These are the benchmark values that we would assume for our hypothetical viability appraisals, and they act as the benchmark to test the RLVs of schemes to determine whether sites would come forward for development. Please see the BLV Conclusions and Caveats section (at the end of chapter 4) concerning site-specific negotiations and premiums.

5.52 Within the post-2019 versions of the NPPF, government policy has changed to ensure that policies are tested and viable at the plan-making stage; the developer has planning certainty to agree the land price with the landowner; and the scheme is delivered on a policy-compliant basis.

5.53 For greenfield typologies, we adopt a bottom-up approach based on the net existing use value per acre / hectare of agricultural land. This EUV is 'grossed up' to reflect a net developable to gross site area ratio. Based on existing evidence, we have upheld the greenfield land values adopted in the 2024 assessment of £170,000 per acre. This reflects a multiplier premium of between 12 – 18x EUV when assuming the averages arising from the market report (Appendix 2).

5.54 For the residential typologies on brownfield land, the BLV is based on comparable evidence of sales for previously developed sites. Note that EUVs for brownfield sites are sensitive to the particular use (i.e. the EUV could be lower if the site is not in existing lawful use for industrial / commercial) and any legacy costs of contamination, site remediation and demolition. The working assumption is that most, if not all, of the brownfield land is redeveloped (90 - 100% net to gross). The uplift multiplier, expressed as a percentage, is 10% - 25% depending on several factors.

5.55 In this instance, we have increased the value assumption from the 2024 assessment (£350,000 per acre) to £400,000 per acre, inclusive of a landowner premium.

5.56 It is important to reiterate that the BLV should not be expected to equate to the market value, nor the price to be paid in the marketplace. As set out in the RICS professional standard, the BLV is a mechanism to assess the viability of a site to provide developer contributions. It should be set at a level that provides the minimum return at which a

reasonable landowner would be willing to sell.[58] As set out in our market report, our BLVs have considered the minimum prices at which land has been sold for across Hastings and the surrounding areas.

5.57 Part of the planning process is to access 'land value capture' for the provision of infrastructure, affordable housing and other policy objectives (e.g. emissions reductions). In the absence of other funding opportunities, it may be that landowners have to accept lower values to deliver the required objectives. It is recognised that landowners need to achieve a premium to sell their land for development, but it must also be acknowledged that there are a range of motivations for selling – including forced sales when a bank forecloses and / or where redundant sites become liabilities. This enables some opportunities for land to be acquired below the headline BLVs.

Timescales & Phasing

5.58 For each of the typologies, we have assumed a pre-construction, construction and sales period which are then reflected in the appraisals through the cash flow. The sections below summarise the assumptions made for each typology.

Residential Typologies

5.59 Our residential appraisals assume the affordable housing is acquired during the construction period, in line with how the market operates on a 'golden brick' basis. For those typologies which deliver housing (i.e. not solely flatted schemes), the sales period may commence before the end of the construction period (depending on the size of the site / proposals). For flatted typologies, we have generally assumed sales commence upon completion of construction, however for those delivering a higher number of units, we have assumed that this may be across a number of different blocks which may commence in advance of practical completion of the site as a whole (i.e. as a phased development).

Table 5.17 – Residential Typology Timescales

Appraisal REF	Typology REF	Units	Pre-construction	Construction	Sales
A	LV_GF_1	9	3-months	6-months	6-months
B	LV_GF_2	12	3-months	6-months	6-months
C	LV_GF_3	25	6-months	12-months	9-months
D	LV_GF_4	30	6-months	12-months	9-months
E	LV_GF_5	40	6-months	18-months	15-months
F	LV_GF_6	100	6-months	30-months	24-months
G	LV_BF_1	5	3-months	6-months	3-months
H	LV_BF_2	7	3-months	6-months	3-months
I	LV_BF_3	15	3-months	9-months	6-months

[58] RICS, 2019. Assessing viability in planning under the National Planning Policy Framework 2019 for England. Paragraph 5.1.3.

Appraisal REF	Typology REF	Units	Pre-construction	Construction	Sales
J	LV_BF_4	20	6-months	12-months	9-months
K	LV_BF_5	40	6-months	18-months	12-months
L	LV_BF_6	100	6-months	30-months	24-months
M	MV_GF_1	6	3-months	6-months	3-months
N	MV_GF_2	22	6-months	12-months	9-months
O	MV_GF_3	50	6-months	18-months	15-months
P	MV_GF_4	100	6-months	30-months	24-months
Q	MV_BF_1	9	3-months	6-months	6-months
R	MV_BF_2	13	3-months	6-months	6-months
S	MV_BF_3	50	6-months	18-months	15-months
T	MV_BF_4	60	6-months	24-months	18-months
U	MV_BF_5	100	6-months	30-months	24-months
V	MV_BF_6	450	12-months	72-months	60-months
W	HV_GF_1	9	3-months	6-months	6-months
X	HV_GF_2	25	6-months	12-months	9-months
Y	HV_GF_3	50	6-months	18-months	15-months
Z	HV_GF_4	95	6-months	24-months	18-months
AA	HV_BF_1	7	3-months	6-months	3-months
BB	HV_BF_2	9	3-months	6-months	6-months
CC	HV_BF_3	10	3-months	6-months	6-months
DD	HV_BF_4	25	6-months	12-months	9-months
EE	HV_BF_5	30	6-months	12-months	9-months
FF	HV_BF_6	150	6-months	36-months	30-months

Source: AspinallVerdi, 2026.

Older Persons' Housing Typologies

5.60 Table 5.18 summarises the timescales adopted in the older persons' housing appraisals.

Table 5.18 – Specialist Residential Typology Timescales

Appraisal REF	Typology REF	Units	Pre-construction	Construction	Sales
GG	OP_GF_1	75 Flats	6-months	18-months	24-months
HH	OP_GF_2	60 Flats	6-months	18-months	24-months
II	OP_BF_1	75 Flats	6-months	18-months	24-months
JJ	OP_BF_2	60 Flats	6-months	18-months	24-months

Source: AspinallVerdi, 2026.

Build-to-Rent Typologies

5.61 We have assumed the following timescales in the BTR appraisals:

- Pre-construction: 6-months
- Construction: 24-months
- Sales: 1-month (after 6-month stabilisation).

6 Non-residential Typologies & Assumptions

6.1 This section summarises the approach to testing the non-residential uses, including the employment allocations.

Employment Site Typologies

6.2 The Council have provided a list of employment sites being considered as part of the plan-making process. As with the residential list, we have sought to group the sites based on shared characteristics, considering the following:

- **Site characteristics** – we have considered the size of the sites (ha/ac) and site coverage.
- **Type of development** – the sites have been described / categorised as employment (i.e. B2, B8, E(g)(iii) and Class E offices). The differences have been reflected in the cost and value assumptions made for each site.
- **Allocation capacity** – we have considered the amount of floorspace stipulated by the Council and any similarities between different sites.

6.3 Through further discussions with the Council, we understand that the plan is seeking to achieve a plot ratio of 0.4 on employment sites for single-storey B2/B8/E(g)(iii) development. From a review of the minimum indicative capacities against the site areas, it is evident that some sites have plot ratios which fall below the 0.4 target, although we understand some are as a result of site-specific circumstances (e.g. ecology, SSSI, buffers etc.). Hence, we have taken the indicative capacities in the plan and ensured that the plot ratio target of 0.4 is maintained across all typologies.

6.4 Based on our analysis of the above criteria, together with feedback from the Council, we have tested the following uses / sites.

Table 6.1 – Employment Site Typology Summary

REF	Land	Type	Gross Site Size (ha)	Capacity (sqm)
EMP 1	Greenfield	B2 / B8 / E(g)(iii) Mixed use	0.08	300
EMP 2	Greenfield	B2 / B8 / E(g)(iii) Mixed use	0.16	620
EMP 3	Greenfield	B2 / B8 / E(g)(iii) Mixed use	0.55	2,200
EMP 4	Greenfield	B2 / B8 / E(g)(iii) Mixed use	1.40	5,600
EMP 5	Brownfield	B2 / B8 / E(g)(iii) Mixed use	0.08	300
EMP 6	Brownfield	B2 / B8 / E(g)(iii) Mixed use	0.16	620
EMP 7	Brownfield	B2 / B8 / E(g)(iii) Mixed use	0.55	2,200
EMP 8	Brownfield	B2 / B8 / E(g)(iii) Mixed use	1.40	5,600

Source: AspinallVerdi & HBC, 2026.

Employment Typology Cost & Value Assumptions

6.5 Table 6.2 summarises the cost and value inputs adopted in the appraisals testing the non-residential sites.

Table 6.2 – Employment Typology Cost & Value Assumptions

Item	Baseline Assumption	Comments
Industrial Rent & Yield	Small - £13.50 psf / 7.50% Large - £11.00 psf / 7.25%	Based on the outcomes of our commercial market report (Appendix 8).
Office Rent & Yield	Small- £20.00 psf / 8.50% Large- £15.00 psf / 8.00%	As above.
Purchaser's Costs	6.80%	Industry-standard assumption. Deducted from gross capital value to reflect acquisition costs, agency fees, SDLT etc.
Statutory Planning Fees	Variable	Based on the national formula.
Planning Application Fees	3.0x – 5.0x statutory fees	Costs for surveys, consultants, advice etc. up to cap of £250,000.
Site Clearance & Remediation	£123,500 per hectare	Same rate adopted for residential testing. Brownfield sites only.
Industrial Construction Cost	£1,037 psm / £935 psm	BCIS 284. Warehouses/stores, 10yr sample, median rate, rebased to Hastings. Adjusted based on unit size (min 2,000 sqm threshold for lower cost)
Office Construction Cost	£2,949 psm	BCIS 320. Offices, 10yr sample, median rate, rebased to Hastings.[59]
External Works	10.0%	Percentage of construction costs. In keeping with typical assumptions used for viability testing.
Net Zero Carbon	£31 psm (industrial) / £40 psm (office & retail)	As advised in Hastings Council Net Zero Policy – Technical Evidence Base (August 2026) by Introba and Currie & Brown. No

[59] BCIS Location Factor for Hastings = 116 as of July 2026

Item	Baseline Assumption	Comments
		specific rate for retail so assumed at same uplift for office.
Biodiversity Net Gain	£6,600 per hectare (GF) / £3,300 per hectare (BF)	Viability Assessment of Biodiversity Net Gain in Essex, SQW – August 2024. Based on averages included in testing for on-site BNG on greenfield and brownfield employment / commercial sites. Crude discount of 50% on brownfield sites. Sites of 0.2ha or less are exempt.
Contingency	3.0 - 5.0%	Percentage of construction costs. In keeping with typical assumptions used for viability testing and 2024 study.
Professional Fees	10.0%	As above.
Letting Agent	10.0% of annual ERV	In keeping with typical assumptions used for viability testing.
Letting Legal	5.0% of annual ERV	As above.
Sales Agent	1.0% of GDV	As above.
Sales Legal	0.5% of GDV	As above.
Marketing	0.5% of GDV	As above.
Finance	7.5%	Consistent with the finance rate adopted for residential testing.
Developer Profit	15.0% on cost	Lower margins typically sought on non-residential development.
CIL	None	We have sought to identify any 'headroom' for CIL as part of our instructions.
S106	£2.00 psm	In line with assumptions adopted in other LPVAs.

Sources: As referenced.

Other Non-residential Scheme Typologies

6.6 To ensure the testing is also considerate of other non-residential uses outside of those being considered for employment use (B2/B8/ Eg(iii) Mixed use), we have also created a number of non-residential typologies which seek to establish the viability of common commercial uses (e.g. retail and office). As with the other typologies, these are varied

by type, size and whether they are delivered on greenfield or brownfield sites. From this, we are able to make recommendations on whether these uses can support the extent of policy requirements stipulated in the Local Plan, and / or if a viable CIL charge can be introduced. We summarise the uses and typologies tested in Table 6.3.

Table 6.3 – Non-residential Typologies

REF	Use	GIA (sqm)	Site Size (ha)	Plot Ratio
NR_GF_1	Small Retail	200	0.03	75%
NR_GF_2	Medium Retail	500	0.10	50%
NR_GF_3	Large Retail / Supermarket	4,000	1.00	40%
NR_GF_4	Small Office	400	0.05	75%
NR_GF_5	Medium Office	1000	0.10	100%
NR_GF_6	Large Office	3,000	0.40	75%
NR_BF_1	Small Retail	200	0.03	75%
NR_BF_2	Medium Retail	500	0.10	50%
NR_BF_3	Large Retail / Supermarket	4,000	1.00	40%
NR_BF_4	Small Office	400	0.05	75%
NR_BF_5	Medium Office	1000	0.10	100%
NR_BF_6	Large Office	3,000	0.40	75%

Source: AspinallVerdi, 2026.

Other Non-residential Typology Cost & Value Assumptions

6.7 The non-residential typologies adopt a number of the cost and value assumptions set out in Table 6.2 for the employment sites. Table 6.4 and Table 6.5 therefore summarise the components where the cost and value assumptions differ from those in Table 6.2. Please refer to our commercial market report for further information relating to the assumptions adopted.

Table 6.4 - Non-residential Typology Value Assumptions

REF	Use	Rent (£ / psf)	Yield	Incentive
NR_GF_1	Small Retail	£21.00	7.25%	6-months
NR_GF_2	Retail - Express	£21.00	6.50%	6-months
NR_GF_3	Large Retail	£19.00	7.25%	6-months
NR_GF_4	Supermarket	£19.00	5.50%	6-months
NR_GF_5	Small Office	£20.00	8.50%	6-months
NR_GF_6	Large Office	£15.00	8.00%	6-months

REF	Use	Rent (£ / psf)	Yield	Incentive
NR_BF_1	Small Retail	£21.00	7.25%	6-months
NR_BF_2	Retail - Express	£21.00	6.50%	6-months
NR_BF_3	Large Retail	£19.00	7.25%	6-months
NR_BF_4	Supermarket	£19.00	5.50%	6-months
NR_BF_5	Small Office	£20.00	8.50%	6-months
NR_BF_6	Large Office	£15.00	8.00%	6-months

Source: AspinallVerdi, 2026.

6.8 There has been limited evidence for any rent-free incentives or void periods. We have assumed a combined rent free / void period of 6-months within our testing.

Table 6.5 - Non-residential Typology Cost Assumptions

REF	Construction Cost	BCIS Category / Comments
Retail	£1,849 psm	BCIS 3245. Shops, default sample, median rate, rebased to Hastings.
Supermarkets	£2,043 psm	344. Hypermarkets, supermarkets, Generally, default period, median

Source: BCIS, 2026.

6.9 The remaining costs included in the non-residential typology appraisals are consistent with those set out in Table 6.2, including:

- Application fees / surveys
- Site clearance & demolition
- External works
- Biodiversity net gain
- Contingency
- Professional fees
- Disposal costs – lettings, agency, legal, marketing
- Development finance
- Profit

Timescales & Phasing

6.10 Below, we summarise the phasing assumptions adopted in the employment and mixed-use typologies.

Employment Typology Timescales

6.11 We have adopted the following phasing for the non-residential sites provided by the Council.

Table 6.6 – Employment Typology Timescales

REF	Pre-construction	Construction	Sales
EMP_1	3-months	6-months	1-month
EMP_2	3-months	6-months	1-month
EMP_3	3-months	12-months	4 x 1-month
EMP_4	3-months	16-months	4 x 1-month
EMP_5	3-months	12-months	1-month
EMP_6	3-months	15-months	1-month
EMP_7	3-months	6-months	4 x 1-month
EMP_8	3-months	6-months	4 x 1-month

Source: AspinallVerdi, 2026.

6.12 Further information provided by the Council from recent employment developments across the Borough has indicated that some larger sites have been delivered in phases, with the units disposed upon completion of each phase. As such, for the larger typologies (EMP 3, 4, 7 & 8), we have assumed that the developments will be delivered in four stepped phases.

Non-residential Typology Timescales

6.13 Table 6.7 shows the phasing adopted for the non-residential typologies.

Table 6.7 – Mixed-Use Typology Timescales

REF	Pre-construction	Construction	Sales
NR_GF_1	3-months	6-months	1-month
NR_GF_2	3-months	6-months	1-month
NR_GF_3	6-months	18-months	1-month
NR_GF_4	3-months	6-months	1-month
NR_GF_5	6-months	12-months	1-month
NR_GF_6	6-months	24-months	1-month
NR_BF_1	3-months	6-months	1-month
NR_BF_2	3-months	6-months	1-month
NR_BF_3	6-months	18-months	1-month
NR_BF_4	3-months	6-months	1-month
NR_BF_5	6-months	12-months	1-month

REF	Pre-construction	Construction	Sales
NR_BF_6	6-months	24-months	1-month

Source: AspinallVerdi, 2026.

6.14 The income from the disposal of the commercial units is assumed to be received within the first 6-months after practical completion.

7 Residential Viability Results

7.1 This section sets out the results of the residential, older persons housing and build-to-rent typology testing. The appraisals have been through an iterative process with the Council, which have been refined in light of feedback received and following the completion of our stakeholder workshop. This process has informed our recommendations on the extent of policy requirements sought by the Local Plan and introduction of a CIL charge.

7.2 We have appraised the typologies using the baseline assumptions described above and included extensive sensitivity testing for each appraisal. As described in Section 4, the baseline appraisals are fully policy-compliant, in that all the policy costs are fixed inputs. For the residential sites, this includes the following (subject to thresholds / applicability):

- Strategic Policy 5 – Net Zero Carbon
- Strategic Policy 8 & Policy SC10 – 10% biodiversity net gain
- Strategic Policy 10 & Policy ID1 – S106 contributions
- Policy SC2 – M4(2) & M4(3)(b) accessibility
- Policy SC3 – 100 litres / person / day water efficiency
- Policy SC13 – Urban Greening Factor

7.3 In addition to the Hastings-specific policies above, we have also included allowances for the Future Homes Standard and Building Safety Levy in all appraisals.

7.4 Affordable housing has been tested incrementally to establish where the viability tipping point lies with each appraisal. We have then made a stand-back judgement across all appraisals to identify appropriate thresholds which allow the majority of unconsented land supply to come forward whilst maintaining the viability of the policy asks in the updated Local Plan. In this respect, we have tested three scenarios:

- **Scenario A** – Baseline appraisals with all fixed policy costs, as described in Paragraph 7.2.
- **Scenario B** – All policy costs removed (including affordable housing) excluding those which are mandatory (i.e. Building Safety Levy, Biodiversity Net Gain & Future Homes Standard)
- **Scenario C** – Pragmatic appraisals with adjustments to tenure split, base build costs, policy costs and benchmark land value.

7.5 Particular attention should be paid to the sensitivity tables across all typologies. These are shown at the bottom of each appraisal and are listed below. It is important to note that the tables are 2-way sensitivities based on various parameters and affordable housing.

- Table 1 – CIL v Affordable Housing %
- Table 2 – Site Specific S106 v Affordable Housing %
- Table 3 – Profit v Affordable Housing %
- Table 4 – BLV v Affordable Housing %

- Table 5 – Density v Affordable Housing %
- Table 6 – Build Cost v Affordable Housing %
- Table 7 – Market Values v Affordable Housing %
- Table 8 – BNG v Affordable Housing %
- Table 9 – Grant v Affordable Housing %

7.6 The summary tables presented in the following sections of this chapter summarise the viability results from our appraisals. The tables indicate viability using a RAG rating system as indicated below.

Table 7.1 - Viability RAG Rating

VIABLE	if RLV > BLV
MARGINAL	if RLV < BLV, but RLV is positive
UNVIABLE	if RLV < BLV, and RLV is negative

Source: AspinallVerdi, 2026.

Scenario A – Baseline Appraisal Outcomes

7.7 The subsections below present the outcomes of the baseline appraisals which include fixed policy costs in accordance with those sought in the Pre-Submission Version (Regulation 19) Draft Local Plan. For affordable housing, we have assumed a starting point which is consistent with the upper end of the thresholds currently sought in the adopted plan policy of 40% on greenfield sites and 25% on brownfield.

7.8 Please note that tables which contain numbers in brackets denote negative amounts.

Lower Value Zone Residential Typologies (A – L)

7.9 The following tables summarise the viability results of the typologies in the lower value zone, as set out in Table 7.2.

Table 7.2 – Lower Value Zone Typologies

Appraisal REF	Typology REF	Land Type	No. Units	Development Type
A	LV_GF_1	Greenfield	9	Houses
B	LV_GF_2	Greenfield	12	Houses
C	LV_GF_3	Greenfield	25	Houses & Flats
D	LV_GF_4	Greenfield	20	Houses
E	LV_GF_5	Greenfield	40	Houses & Flats
F	LV_GF_6	Greenfield	100	Houses
G	LV_BF_1	Brownfield	5	Flats
H	LV_BF_2	Brownfield	7	Houses

Appraisal REF	Typology REF	Land Type	No. Units	Development Type
I	LV_BF_3	Brownfield	15	Flats
J	LV_BF_4	Brownfield	20	Houses & Flats
K	LV_BF_5	Brownfield	40	Flats
L	LV_BF_6	Brownfield	100	Houses & Flats

Source: AspinallVerdi, 2026.

7.10 For context, the lower value zone accounts for 43% of the potential development sites included in the list provided by the Council and 36% of the total dwellings. The majority of sites in the lower value zone are brownfield (30%) which account for 27% of the total number of dwellings. The greenfield lower value zone sites account for 13% of the total and an 8% share of the dwelling capacity. As noted, this is the long list of potential development sites being considered as part of the plan making process and not the finalised allocations.

7.11 Copies of the full appraisals are provided in Appendix 9.

Table 7.3 – Lower Value Zone Greenfield Typologies Appraisal Summary

Appraisal Ref:	**A**	**B**	**C**	**D**	**E**	**F**
Scheme Typology:	Houses	Houses	Houses and Flats	Houses	Houses and Flats	Houses
No Units:	9	12	25	20	40	100
Location / Value Zone:	Lower	Lower	Lower	Lower	Lower	Lower
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes/Comments:	0	0	0	0	0	0
Total GDV (£)	2,564,424	3,419,232	6,215,700	5,698,720	9,945,120	28,493,600
Policy Assumptions	-	-	-	-	-	-
AH Target %	40%	40%	40%	40%	40%	40%
Max CIL (£ psm)	-	-	-	-	-	-
Max CIL (£ per unit)	-	-	-	-	-	-
Site Specific S106 (£ per unit)	3,000	3,000	6,700	6,700	6,700	6,700
Sub-total CIL+S106 (£ per unit)	3,000	3,000	6,700	6,700	6,700	6,700
Site Infrastructure (£ per unit)	-	-	-	-	-	-
Sub-total CIL+S106+Infra. (£ per unit)	3,000	3,000	6,700	6,700	6,700	6,700
Profit KPI's	-	-	-	-	-	-
Developers Profit (% on OMS)	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%

Appraisal Ref:	**A**	**B**	**C**	**D**	**E**	**F**
Developers Profit (% blended)	14.45%	14.45%	14.58%	14.45%	14.58%	14.45%
Developers Profit (% on costs)	14.85%	14.87%	12.90%	14.57%	12.51%	15.41%
Developers Profit Total (£)	370,470	493,960	906,140	823,267	1,449,823	4,116,336
Land Value KPI's	-	-	-	-	-	-
RLV (£/acre (net))	(284,455)	(323,416)	(677,767)	(205,439)	(1,474,130)	(201,849)
RLV (£/ha (net))	(702,887)	(799,161)	(1,674,762)	(507,639)	(3,642,576)	(498,769)
RLV (% of GDV)	-11.72%	-11.58%	-27.56%	-13.63%	-31.13%	-8.21%
RLV Total (£)	(300,522)	(396,114)	(1,713,136)	(776,801)	(3,096,112)	(2,338,346)
BLV (£/acre (net))	170,000	170,000	170,000	170,000	170,000	170,000
BLV (£/ha (net))	420,070	420,070	420,070	420,070	420,070	420,070
BLV Total (£)	189,055	219,172	477,439	714,223	420,059	2,625,848
Surplus/Deficit (£/acre) [RLV-BLV]	(463,402)	(502,363)	(866,656)	(394,328)	(1,674,130)	(428,516)
Surplus/Deficit (£/ha)	(1,145,066)	(1,241,340)	(2,141,506)	(974,384)	(4,136,776)	(1,058,862)
Surplus/Deficit Total (£)	(489,577)	(615,286)	(2,190,575)	(1,491,023)	(3,516,172)	(4,964,193)
Outcome	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**

Source: 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4.

Table 7.4 - Lower Value Zone Brownfield Typologies Appraisal Summary

Appraisal Ref:	**G**	**H**	**I**	**J**	**K**	**L**
Scheme Typology:	Flats (Conversion)	Houses	Flats	Houses and Flats	Flats (Conversions)	Houses and Flats
No Units:	5	7	15	20	40	100
Location / Value Zone:	Lower	Lower	Lower	Lower	Lower	Lower
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes/Comments:	0	0	0	0	0	0
Total GDV (£)	1,004,439	2,772,595	3,013,316	5,426,100	8,035,510	27,130,500
Policy Assumptions	-	-	-	-	-	-
AH Target %	25%	25%	25%	25%	25%	25%
Max CIL (£ psm)	-	-	-	-	-	-
Max CIL (£ per unit)	-	-	-	-	-	-
Site Specific S106 (£ per unit)	3,000	3,000	6,700	6,700	6,700	6,700
Sub-total CIL+S106 (£ per unit)	3,000	3,000	6,700	6,700	6,700	6,700
Site Infrastructure (£ per unit)	-	-	-	-	-	-
Sub-total CIL+S106+Infra. (£ per unit)	3,000	3,000	6,700	6,700	6,700	6,700
Profit KPI's	-	-	-	-	-	-
Developers Profit (% on OMS)	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%

Appraisal Ref:	**G**	**H**	**I**	**J**	**K**	**L**
Developers Profit (% blended)	15.73%	16.13%	15.73%	15.83%	15.73%	15.83%
Developers Profit (% on costs)	19.09%	18.47%	11.73%	15.06%	17.84%	16.37%
Developers Profit Total (£)	157,998	447,140	473,995	858,764	1,263,987	4,293,818
Land Value KPI's	-	-	-	-	-	-
RLV (£/acre (net))	349,467	(497,196)	(6,082,037)	(1,952,851)	(1,364,215)	(1,296,809)
RLV (£/ha (net))	863,532	(1,228,572)	(15,028,714)	(4,825,494)	(3,370,976)	(3,204,414)
RLV (% of GDV)	1.72%	-3.45%	-49.87%	-20.92%	-3.89%	-12.51%
RLV Total (£)	17,271	(95,556)	(1,502,871)	(1,135,410)	(312,431)	(3,393,069)
BLV (£/acre (net))	400,000	400,000	400,000	400,000	400,000	400,000
BLV (£/ha (net))	988,400	988,400	988,400	988,400	988,400	988,400
BLV Total (£)	19,768	76,876	98,840	232,565	96,429	1,162,878
Surplus/Deficit (£/acre) [RLV-BLV]	(50,533)	(897,196)	(6,482,037)	(2,352,851)	(1,785,268)	(1,741,253)
Surplus/Deficit (£/ha)	(124,868)	(2,216,972)	(16,017,114)	(5,813,894)	(4,411,397)	(4,302,636)
Surplus/Deficit Total (£)	(2,497)	(172,431)	(1,601,711)	(1,367,975)	(408,860)	(4,555,947)
Outcome	**MARGINAL**	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**

Source: 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Lower Value Zone Appraisal Summary

7.12 Table 7.3 and Table 7.4 show that of the 12no. typologies tested in the lower value zone, 1no. is marginal and the remaining 11no. are unviable. The sole marginal typology is a small flatted conversion scheme, which benefits from lower construction costs when compared with new-build development, and primarily explains the uplift in viability.

7.13 Evidently, the extent of policy requirements sought in the Pre-Submission Version (Regulation 19) Draft Local Plan increases development costs and presents a significant viability challenge in the lower value zone (assuming existing affordable housing thresholds are maintained). The sensitivity analyses accompanying the unviable typologies show that reasonable adjustments would be required to both the base build costs and sales values in order for the policy requirements to become viable, with some requiring improvements of up to +/-40%. Alternatively, the inclusion of grant funding between £10,000 - £100,000 per unit enables sites in the lower value zone to become viable with all fixed policy requirements.

7.14 Flatted development is shown to be more challenging than sites that deliver solely housing. This type of development is more common on brownfield sites in the lower value zone. In addition to the higher BLV adopted for brownfield sites, flatted development costs are higher on a £ / psm basis and also require an adjustment to account for common areas such as entrance halls, plant rooms and circulation space. It is expected that the combination of these higher / additional costs is the reason as to why flatted development is less viable.

7.15 Nonetheless, the appraisals show the challenges faced by schemes in the lower value zone. As such, the Council may need to take a more flexible approach to the emerging policy requirements in order to maintain viability and ensure development remains deliverable.

Middle Value Zone Residential Typologies (M – V)

7.16 The following tables summarise the results of the middle value zone residential typologies, which are set out in Table 7.5.

Table 7.5 – Middle Value Zone Typologies

Appraisal REF	Typology REF	Land Type	No. Units	Development Type
M	MV_GF_1	Greenfield	6	Houses
N	MV_GF_2	Greenfield	22	Houses & Flats
O	MV_GF_3	Greenfield	50	Houses & Flats
P	MV_GF_4	Greenfield	100	Houses & Flats
Q	MV_BF_1	Brownfield	9	Houses
R	MV_BF_2	Brownfield	13	Houses
S	MV_BF_3	Brownfield	50	Flats
T	MV_BF_4	Brownfield	60	Flats
U	MV_BF_5	Brownfield	100	Houses & Flats
V	MV_BF_6	Brownfield	450	Flats

Source: AspinallVerdi, 2026.

7.17 For context, 8no. potential development sites within the list provided by the Council for consideration in this assessment are in the middle value zone. These are split as follows:

- Greenfield = 2no. sites (5%) / 24no. unit capacity (1%)
- Brownfield = 6no. sites (15%) / 769no. unit capacity (31%)

7.18 Accordingly, we have attached more weight to the outcomes of the brownfield appraisals as these sites account for the vast majority of development expected to come forward in this value zone.

7.19 Copies of the full appraisals are provided in Appendix 10.

Table 7.6 – Middle Value Zone Greenfield Typologies Appraisal Summary

Appraisal Ref:	**M**	**N**	**O**	**P**
Scheme Typology:	Houses	Houses and Flats	Houses and Flats	Houses and Flats
No Units:	6	22	50	100
Location / Value Zone:	Mid	Mid	Mid	Mid
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield
Notes/Comments:	0	0	0	0
Total GDV (£)	1,772,856	5,681,764	12,913,100	25,826,200
Policy Assumptions	-	-	-	-
AH Target %	40%	40%	40%	40%
Max CIL (£ psm)	-	-	-	-
Max CIL (£ per unit)	-	-	-	-
Site Specific S106 (£ per unit)	3,000	6,700	6,700	6,700
Sub-total CIL+S106 (£ per unit)	3,000	6,700	6,700	6,700
Site Infrastructure (£ per unit)	-	-	-	-
Sub-total CIL+S106+Infra. (£ per unit)	3,000	6,700	6,700	6,700
Profit KPI's	-	-	-	-
Developers Profit (% on OMS)	17.5%	17.5%	17.5%	17.5%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%

Appraisal Ref:	**M**	**N**	**O**	**P**
Developers Profit (% blended)	14.45%	14.58%	14.58%	14.58%
Developers Profit (% on costs)	15.49%	13.41%	13.01%	14.57%
Developers Profit Total (£)	256,115	828,260	1,882,409	3,764,817
Land Value KPI's	-	-	-	-
RLV (£/acre (net))	(193,609)	(1,485,464)	(1,307,636)	(813,863)
RLV (£/ha (net))	(478,408)	(3,670,583)	(3,231,168)	(2,011,056)
RLV (% of GDV)	-7.69%	-23.26%	-26.59%	-14.60%
RLV Total (£)	(136,363)	(1,321,434)	(3,433,030)	(3,770,966)
BLV (£/acre (net))	170,000	170,000	170,000	170,000
BLV (£/ha (net))	420,070	420,070	420,070	420,070
BLV Total (£)	126,037	168,031	525,074	1,050,241
Surplus/Deficit (£/acre) [RLV-BLV]	(372,557)	(1,674,353)	(1,507,636)	(1,040,530)
Surplus/Deficit (£/ha)	(920,587)	(4,137,327)	(3,725,368)	(2,571,149)
Surplus/Deficit Total (£)	(262,400)	(1,489,465)	(3,958,104)	(4,821,206)
Outcome	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**

Source: 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Table 7.7 – Middle Value Zone Brownfield Typologies Appraisal Summary

Appraisal Ref:	**Q**	**R**	**S**	**T**	**U**	**V**
Scheme Typology:	Houses	Houses	Flats	Flats	Houses and Flats	Flats
No Units:	9	13	50	60	100	450
Location / Value Zone:	Mid	Mid	Mid	Mid	Mid	Mid
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes/Comments:	0	0	0	0	0	0
Total GDV (£)	2,882,790	4,164,030	10,448,525	12,538,230	28,180,750	94,036,725
Policy Assumptions	-	-	-	-	-	-
AH Target %	25%	25%	25%	25%	25%	25%
Max CIL (£ psm)	-	-	-	-	-	-
Max CIL (£ per unit)	-	-	-	-	-	-
Site Specific S106 (£ per unit)	3,000	3,000	6,700	6,700	6,700	6,700
Sub-total CIL+S106 (£ per unit)	3,000	3,000	6,700	6,700	6,700	6,700
Site Infrastructure (£ per unit)	-	-	-	-	-	-
Sub-total CIL+S106+Infra. (£ per unit)	3,000	3,000	6,700	6,700	6,700	6,700
Profit KPI's	-	-	-	-	-	-
Developers Profit (% on OMS)	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%

Appraisal Ref:	**Q**	**R**	**S**	**T**	**U**	**V**
Developers Profit (% blended)	15.74%	15.74%	15.73%	15.73%	15.83%	15.73%
Developers Profit (% on costs)	18.01%	18.03%	11.47%	11.79%	16.95%	13.84%
Developers Profit Total (£)	453,737	655,398	1,643,583	1,972,300	4,459,901	14,792,250
Land Value KPI's	-	-	-	-	-	-
RLV (£/acre (net))	(201,618)	(218,010)	(706,184)	(7,499,946)	(530,779)	(3,260,734)
RLV (£/ha (net))	(498,199)	(538,702)	(1,744,982)	(18,532,366)	(1,311,554)	(8,057,274)
RLV (% of GDV)	-3.11%	-3.06%	-52.88%	-49.17%	-9.21%	-29.38%
RLV Total (£)	(89,676)	(127,330)	(5,525,592)	(6,165,467)	(2,596,623)	(27,624,940)
BLV (£/acre (net))	400,000	400,000	400,000	400,000	400,000	400,000
BLV (£/ha (net))	988,400	988,400	988,400	988,400	988,400	988,400
BLV Total (£)	177,912	233,622	3,294,557	365,364	2,174,267	4,236,000
Surplus/Deficit (£/acre) [RLV-BLV]	(601,618)	(618,010)	(1,127,237)	(7,944,390)	(975,223)	(3,760,734)
Surplus/Deficit (£/ha)	(1,486,599)	(1,527,102)	(2,785,403)	(19,630,589)	(2,409,777)	(9,292,774)
Surplus/Deficit Total (£)	(267,588)	(360,951)	(8,820,149)	(6,530,831)	(4,770,890)	(31,860,940)
Outcome	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**

Source: 260915 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Middle Value Zone Appraisal Summary

7.20 All typologies representative of sites located in the middle value zone are unviable. The appraisals assume 40% affordable housing on greenfield sites and 25% on brownfield, along with all other fixed policy costs and S106 contributions. As with the lower value zone typologies, the extent of policy requirements in the Pre-Submission Version (Regulation 19) Draft Local Plan presents a significant viability challenge.

7.21 The sensitivity analyses accompanying the middle value zone typologies show that adjustments similar to those in the lower value zone would be required for the full suite of policy asks to become viable (i.e. +/- 30%). In terms of grant funding, most brownfield appraisals show that subsidies of £50,000 - £100,000 per unit are required in order for developments to become viable.

7.22 Flatted development is again shown to be more challenging than those sites which deliver housing. One of the largest sites within the plan proposes 450no. flatted units on previously developed land, although we have been informed that this is expected to deliver 100% affordable housing. As such, we have attached less weight to the outcome of this particular appraisal given the differences.

7.23 Overall, and as with the results of the lower value zone baseline appraisals, the Council may need to take a more flexible approach to the emerging policy requirements in order to maintain viability and ensure development remains deliverable.

Higher Value Zone Residential Typologies (W – FF)

7.24 The following tables summarise the results of the higher value zone residential typologies, which are set out in Table 7.8.

Table 7.8 – Higher Value Zone Residential Typologies

Appraisal REF	Typology REF	Land Type	No. Units	Development Type
W	HV_GF_1	Greenfield	9	Houses
X	HV_GF_2	Greenfield	25	Houses
Y	HV_GF_3	Greenfield	50	Houses & Flats
Z	HV_GF_4	Greenfield	95	Houses
AA	HV_BF_1	Brownfield	7	Flats
BB	HV_BF_2	Brownfield	9	Houses
CC	HV_BF_3	Brownfield	10	Flats
DD	HV_BF_4	Brownfield	25	Flats
EE	HV_BF_5	Brownfield	30	Houses & Flats
FF	HV_BF_6	Brownfield	150	Houses & Flats

Source: AspinallVerdi, 2026.

7.25 For context, 15no. of the potential development sites within the list provided by the Council are located within the higher value zone. The sites are split as follows:

- Greenfield = 2no. sites (5%) / 395no. unit capacity (16%)
- Brownfield = 13no. sites (33%) / 440no. unit capacity (18%)

7.26 As with the middle value zone, we have attached more weight to the outcomes of the brownfield appraisals in the higher value zone, given the significant proportion of sites and unit capacity.

7.27 Copies of the full appraisals are provided in Appendix 11.

Table 7.9 – Higher Value Zone Greenfield Typologies Appraisal Summary

Appraisal Ref:	**W**	**X**	**Y**	**Z**
Scheme Typology:	Houses	Houses	Houses and Flats	Houses and Flats
No Units:	9	25	50	95
Location / Value Zone:	High	High	High	High
Greenfield/Brownfield:	Greenfield	Greenfield	Greenfield	Greenfield
Notes/Comments:	0	0	0	0
Total GDV (£)	2,734,067	7,594,630	13,309,600	28,859,594
Policy Assumptions	-	-	-	-
AH Target %	40%	40%	40%	40%
Max CIL (£ psm)	-	-	-	-
Max CIL (£ per unit)	-	-	-	-
Site Specific S106 (£ per unit)	3,000	6,700	6,700	6,700
Sub-total CIL+S106 (£ per unit)	3,000	6,700	6,700	6,700
Site Infrastructure (£ per unit)	-	-	-	-
Sub-total CIL+S106+Infra. (£ per unit)	3,000	6,700	6,700	6,700
Profit KPI's	-	-	-	-
Developers Profit (% on OMS)	17.5%	17.5%	17.5%	17.5%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	14.44%	14.44%	14.57%	14.44%

Appraisal Ref:	**W**	**X**	**Y**	**Z**
Developers Profit (% on costs)	15.84%	15.55%	13.53%	15.15%
Developers Profit Total (£)	394,901	1,096,947	1,939,319	4,168,397
Land Value KPI's	-	-	-	-
RLV (£/acre (net))	(145,919)	(211,062)	(1,410,156)	(299,975)
RLV (£/ha (net))	(360,567)	(521,534)	(3,484,496)	(741,239)
RLV (% of GDV)	-5.64%	-7.36%	-22.25%	-9.76%
RLV Total (£)	(154,162)	(558,866)	(2,961,999)	(2,816,708)
BLV (£/acre (net))	170,000	170,000	170,000	170,000
BLV (£/ha (net))	420,070	420,070	420,070	420,070
BLV Total (£)	189,055	500,155	420,095	1,995,333
Surplus/Deficit (£/acre) [RLV-BLV]	(324,867)	(399,951)	(1,610,156)	(512,475)
Surplus/Deficit (£/ha)	(802,746)	(988,278)	(3,978,696)	(1,266,326)
Surplus/Deficit Total (£)	(343,217)	(1,059,021)	(3,382,094)	(4,812,040)
Outcome	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**

Source: 260915 sHastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Table 7.10– Higher Value Zone Brownfield Typologies Appraisal Summary

Appraisal Ref:	**AA**	**BB**	**CC**	**DD**	**EE**	**FF**
Scheme Typology:	Flats (Conversion)	Houses	Flats (Conversion)	Flats	Houses and Flats	Flats
No Units:	7	9	10	25	30	150
Location / Value Zone:	High	High	High	High	High	Mid
Greenfield/Brownfield:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes/Comments:	0	0	0	0	0	0
Total GDV (£)	1,525,094	2,963,448	2,178,705	5,446,763	8,710,913	43,554,563
Policy Assumptions	-	-	-	-	-	-
AH Target %	25%	25%	25%	25%	25%	25%
Max CIL (£ psm)	-	-	-	-	-	-
Max CIL (£ per unit)	-	-	-	-	-	-
Site Specific S106 (£ per unit)	3,000	3,000	3,000	6,700	6,700	6,700
Sub-total CIL+S106 (£ per unit)	3,000	3,000	3,000	6,700	6,700	6,700
Site Infrastructure (£ per unit)	-	-	-	-	-	-
Sub-total CIL+S106+Infra. (£ per unit)	3,000	3,000	3,000	6,700	6,700	6,700
Profit KPI's	-	-	-	-	-	-
Developers Profit (% on OMS)	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%

Appraisal Ref:	AA	BB	CC	DD	EE	FF
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	15.73%	15.74%	15.73%	15.73%	15.82%	15.82%
Developers Profit (% on costs)	20.58%	18.27%	20.47%	12.54%	15.85%	17.27%
Developers Profit Total (£)	239,877	466,378	342,682	856,704	1,378,212	6,891,058
Land Value KPI's	-	-	-	-	-	-
RLV (£/acre (net))	2,201,175	(62,703)	537,045	(5,623,229)	(871,856)	(462,487)
RLV (£/ha (net))	5,439,103	(154,939)	1,327,038	(13,894,999)	(2,154,355)	(1,142,806)
RLV (% of GDV)	7.13%	-1.88%	6.77%	-41.15%	-15.66%	-7.43%
RLV Total (£)	108,782	(55,778)	147,449	(2,241,129)	(1,364,380)	(3,238,022)
BLV (£/acre (net))	400,000	400,000	400,000	400,000	400,000	400,000
BLV (£/ha (net))	988,400	988,400	988,400	988,400	988,400	988,400
BLV Total (£)	19,768	355,824	109,822	159,419	658,911	3,294,740
Surplus/Deficit (£/acre) [RLV-BLV]	1,801,175	(462,703)	137,045	(6,023,229)	(1,292,908)	(933,075)
Surplus/Deficit (£/ha)	4,450,703	(1,143,339)	338,638	(14,883,399)	(3,194,776)	(2,305,629)
Surplus/Deficit Total (£)	89,014	(411,602)	37,626	(2,400,548)	(2,023,291)	(6,532,762)
Outcome	**VIABLE**	**UNVIABLE**	**VIABLE**	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**

Source: 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Higher Value Zone Appraisal Results Summary

7.28 Of the 10no. typologies representative of sites located in the higher value zone, 2no. are viable and the remaining 8no. are unviable. As with typologies in other value zones, these include 40% affordable on greenfield sites and 25% on brownfield.

7.29 The viable typologies are similar to the sole marginal typology in the lower value zone – all being flatted schemes which are proposed to be converted from existing buildings, thus incurring a lower base build cost. Evidently, the lower cost associated with conversion schemes demonstrates some potential for affordable housing delivery, although this may be more likely in the form of financial contributions in lieu of on-site provision.

7.30 The remaining typologies in the higher value zone demonstrate similar outcomes to those tested in the lower and middle zones, in that the combination of policy requirements renders development with affordable housing unviable. Some greenfield typologies require favourable adjustments to the base build costs of -20 to -30% to become viable, or alternatively grant funding of between £40,000 - £100,000 per unit. For brownfield sites, particularly those which include flatted development, larger adjustments are required. Accordingly, and as noted in previous sections, flexibility in the application of policy requirements that go beyond the standards set out in building regulations will be important to ensure the plan does not render development undeliverable.

Scenario A – Baseline Appraisal Summary

7.31 Table 7.11 summarises the outcomes of all Scenario A appraisals.

Table 7.11 – Scenario A Baseline Appraisal Summary

REF:	Scheme Typology	No Units	Value Zone	Greenfield / Brownfield	Surplus / Deficit (£)	Outcome
A	Houses	9	Lower	Greenfield	(489,577)	UNVIABLE
B	Houses	12	Lower	Greenfield	(615,286)	UNVIABLE
C	Houses & Flats	25	Lower	Greenfield	(2,190,575)	UNVIABLE
D	Houses	20	Lower	Greenfield	(1,491,024)	UNVIABLE
E	Houses & Flats	40	Lower	Greenfield	(3,516,171)	UNVIABLE
F	Houses	100	Lower	Greenfield	(4,964,194)	UNVIABLE
G	Flats (Conversion)	5	Lower	Brownfield	(2,497)	MARGINAL
H	Houses	7	Lower	Brownfield	(172,432)	UNVIABLE
I	Flats	15	Lower	Brownfield	(1,601,711)	UNVIABLE
J	Houses & Flats	20	Lower	Brownfield	(1,367,975)	UNVIABLE
K	Flats (Conversion)	40	Lower	Brownfield	(408,860)	UNVIABLE
L	Houses & Flats	100	Lower	Brownfield	(4,555,947)	UNVIABLE
M	Houses	6	Mid	Greenfield	(262,400)	UNVIABLE
N	Houses & Flats	22	Mid	Greenfield	(1,489,465)	UNVIABLE
O	Houses & Flats	50	Mid	Greenfield	(3,958,104)	UNVIABLE
P	Houses & Flats	100	Mid	Greenfield	(4,821,207)	UNVIABLE
Q	Houses	9	Mid	Brownfield	(267,588)	UNVIABLE
R	Houses	13	Mid	Brownfield	(360,952)	UNVIABLE
S	Flats	50	Mid	Brownfield	(8,820,149)	UNVIABLE
T	Flats	60	Mid	Brownfield	(6,530,831)	UNVIABLE
U	Houses & Flats	100	Mid	Brownfield	(4,770,890)	UNVIABLE
V	Flats	450	Mid	Brownfield	(31,860,940)	UNVIABLE
W	Houses	9	Higher	Greenfield	(343,217)	UNVIABLE
X	Houses	25	Higher	Greenfield	(1,059,021)	UNVIABLE
Y	Houses & Flats	50	Higher	Greenfield	(3,382,094)	UNVIABLE
Z	Houses & Flats	95	Higher	Greenfield	(4,812,041)	UNVIABLE
AA	Flats (Conversion)	7	Higher	Brownfield	89,014	VIABLE
BB	Houses	9	Higher	Brownfield	(411,602)	UNVIABLE

REF:	Scheme Typology	No Units	Value Zone	Greenfield / Brownfield	Surplus / Deficit (£)	Outcome
CC	Flats (Conversion)	10	Higher	Brownfield	37,627	VIABLE
DD	Flats	25	Higher	Brownfield	(2,400,548)	UNVIABLE
EE	Houses & Flats	30	Higher	Brownfield	(2,023,291)	UNVIABLE
FF	Flats	150	Higher	Brownfield	(6,532,762)	UNVIABLE

Source: 260915 Hastings WPV Residential Appraisal Summary Sheet_v1.1

7.32 Evidently, viability is challenging across all three value zones, with only two typologies shown as viable and one as marginal. As before, these include all fixed policy costs sought in the emerging Local Plan, S106 contributions and affordable housing at 40% on greenfield sites and 25% on brownfield.

7.33 For clarity, the outcomes also demonstrate that, based on the extent of policy requirements sought, it is not possible to introduce a viable CIL charge for residential development in Hastings.

Scenario B – Policy Costs Removed

7.34 Owing to the outcomes demonstrated from the baseline appraisals in Scenario A, we have sought to identify the impact of removing the costs associated with policies in the Pre-submission Draft Local Plan. This includes policies which are considered more fundamental to the ambitions of the plan, such as affordable housing and S106 contributions, as well as those which go beyond building regulations. The latter is in accordance with Policy PM13, Paragraph 1b, Part iii of the NPPF (2026), which states:

> *'Energy efficiency, for which any standards that go beyond the current or proposed Building Regulations should have a clear and robustly costed rationale which shows that there will not be an adverse impact on the viability and deliverability of development.'*

7.35 We have therefore removed the following costs and contributions from the appraisals in Scenario B:

- Affordable housing
- Section 106 contributions
- M4(2) & M4(3) accessibility
- Net zero carbon
- Water efficiency
- Urban Greening Factor

7.36 For the avoidance of doubt, we have retained the costs for the Building Safety Levy (BSL), biodiversity net gain (BNG) and Future Homes Standard (FHS) in the Scenario B appraisals. All other cost and value inputs remain unchanged from the Scenario A appraisals. Table 7.12 summarises the outcomes of the Scenario B appraisals.

Table 7.12 - Scenario B Appraisal Summary

REF:	Scheme Typology	No Units	Value Zone	Greenfield / Brownfield	Surplus / Deficit (£)	Outcome
A	Houses	9	Lower	Greenfield	(124,995)	MARGINAL
B	Houses	12	Lower	Greenfield	(129,614)	MARGINAL
C	Houses & Flats	25	Lower	Greenfield	(1,075,251)	UNVIABLE
D	Houses	20	Lower	Greenfield	(683,849)	MARGINAL
E	Houses & Flats	40	Lower	Greenfield	(1,775,594)	UNVIABLE
F	Houses	100	Lower	Greenfield	(877,761)	MARGINAL
G	Flats (Conversion)	5	Lower	Brownfield	123,331	VIABLE
H	Houses	7	Lower	Brownfield	35,068	VIABLE
I	Flats	15	Lower	Brownfield	(1,068,586)	UNVIABLE
J	Houses & Flats	20	Lower	Brownfield	(563,802)	UNVIABLE
K	Flats (Conversion)	40	Lower	Brownfield	715,728	VIABLE
L	Houses & Flats	100	Lower	Brownfield	(832,390)	MARGINAL
M	Houses	6	Mid	Greenfield	(16,173)	MARGINAL
N	Houses & Flats	22	Mid	Greenfield	(478,469)	UNVIABLE
O	Houses & Flats	50	Mid	Greenfield	(1,719,558)	UNVIABLE
P	Houses & Flats	100	Mid	Greenfield	(473,613)	MARGINAL
Q	Houses	9	Mid	Brownfield	24,471	VIABLE
R	Houses	13	Mid	Brownfield	57,050	VIABLE
S	Flats	50	Mid	Brownfield	(7,141,374)	UNVIABLE
T	Flats	60	Mid	Brownfield	(4,532,449)	UNVIABLE
U	Houses & Flats	100	Mid	Brownfield	(1,104,977)	MARGINAL
V	Flats	450	Mid	Brownfield	(14,813,369)	UNVIABLE
W	Houses	9	Higher	Greenfield	25,477	VIABLE
X	Houses	25	Higher	Greenfield	43,811	VIABLE
Y	Houses & Flats	50	Higher	Greenfield	(1,101,827)	UNVIABLE
Z	Houses & Flats	95	Higher	Greenfield	(423,548)	MARGINAL
AA	Flats (Conversion)	7	Higher	Brownfield	268,691	VIABLE
BB	Houses	9	Higher	Brownfield	(116,085)	MARGINAL
CC	Flats (Conversion)	10	Higher	Brownfield	290,522	VIABLE
DD	Flats	25	Higher	Brownfield	(1,503,000)	UNVIABLE
EE	Houses & Flats	30	Higher	Brownfield	(816,002)	UNVIABLE
FF	Flats	150	Higher	Brownfield	(1,055,347)	MARGINAL

Source: 260915 Hastings WPV Residential Appraisal Summary Sheet_v1.1.

7.37 With the policy requirements removed from the appraisals, viability is shown to improve, however the majority of typologies remain unviable or marginal.

7.38 As with the outcomes of the baseline appraisals in Scenario A, those typologies with the most headroom for policy requirements are generally smaller sites, or those which are to be formed from the conversion of existing buildings. Larger developments are shown to be less viable, particularly those involving the delivery of flatted units which incur higher development costs.

7.39 Table 7.13 summarises the range in adjustments required to the Scenario B appraisals for the typologies to become viable, as identified from the sensitivity tables accompanying each appraisal. Please note that the adjustments are independent of one another and do not reflect the collective changes required. Accordingly, it may be that a combination of lower levels of cost engineering, value appreciation and grant may result in schemes becoming viable.

7.40 Please note that, as affordable housing has been removed from these appraisals, the adjustments required to those typologies which are either marginal or unviable are for entirely private market sale schemes to generate a residual land value which meets or exceeds the benchmark.

Table 7.13 – Scenario B Sensitivity Adjustments to Achieve Viability

Value Zone	Site Type	Cost Adjust (-%)	Value Adjust (+%)	Grant (£ / unit)
Lower	Greenfield	10 – 20%	5 – 20%	£10,000 - £50,000
	Brownfield	10 – 30+%	5 – 30%	£10,000 - £100,000
Middle	Greenfield	10 – 20%	5 – 15%	£10,000 - £40,000
	Brownfield	10 – 40+%	5 – 20+%	£20,000 - £100,000+
Higher	Greenfield	10%	5 – 10%	£10,000 - £30,000
	Brownfield	10 – 30%	5 – 20+%	£20,000 - £100,000

Source: AspinallVerdi, 2026.

7.41 Table 7.13 shows that, at the lower end of the ranges, relatively modest adjustments are required in order for the Scenario B appraisals to become viable. For example, it is not considered unrealistic that average values in Hastings could increase by c. 5% over a plan period. Similarly, BCIS cost data in Hastings shows that developments have been delivered at rates 10-18% lower than those assumed in the baseline appraisals (discussed further in next section). However, it is acknowledged that for other typologies, more substantial adjustments are required which have not previously been demonstrated in house price or cost indices over a plan period.

7.42 Copies of the Scenario B appraisals are provided in Appendix 12.

Scenario C – Pragmatic Appraisals

7.43 The Scenario A & B appraisals show that viability is challenging in Hastings, and the policy requirements sought in the Pre-submission Draft Local Plan further reduce margins in a market when recent conditions have presented difficulties (i.e. subdued

house price growth and cost inflation). However, despite this backdrop, data provided by HBC from the most recent Local Plan Monitoring Report (2025/26) presents a contrasting view, with continued and strengthened housing delivery across the authority area in recent years, as shown in Table 7.14.

Table 7.14 – HBC Net New Dwellings by Monitoring Year

Year	Total Net New Dwellings After HDT	Annual Change (No. Dwellings)	Annual Change (%)
2021/22	167	+104	+160%
2022/23	116	-51	-31%
2023/24	127	+11	+9%
2024/25	402	+275	+217%
2025/26	520	+118	+29%

Source: HBC, 2026.

7.44 There has been a significant uplift in the net new dwellings delivered in Hastings over the past 2 years, with a combined total of 922no. net dwellings following the Housing Delivery Test adjustment. The two most recent monitoring years also show net annual completions which are comfortably above the longer-term average of 200no. demonstrated since 2004/05. Further interrogation of the data shows that 2- and 3-bed houses have the highest level of delivery, along with 1- and 2-bedroom flats – the latter being in spite of the emerging outcomes of the viability evidence.

7.45 Alongside market sale dwellings, there has also been an increase in affordable housing deliveries, as summarised in Table 7.15.

Table 7.15 – Affordable Housing Completions by Monitoring Year

Year	Gross AH Dwellings Completed	Annual Change (No. Dwellings)	Annual Change (%)	% of Total Completions
2021/22	23	-13	-36.1%	13.8%
2022/23	21	-2	-8.7%	18.1%
2023/24	28	+7	+33.3%	22.0%
2024/25	131	+103	+367.9%	32.6%
2025/26	177	+46	+35.1%	34.0%

Source: HBC, 2026.

7.46 The increase in the number of net dwellings has brought a corresponding uplift in the proportion of affordable housing delivered across Hastings, with substantial annual changes observed in 2024/25 and 2025/26. Both years exceed the long-term annual average of 29% observed since 2006/07.

7.47 Accordingly, and despite the backdrop of challenging market conditions, residential sites are continuing to come forward for development in the borough, delivering a mix of both market sale tenures and affordable housing. This suggests that there may be a disconnect between the assumptions and approaches adopted for the purposes of

assessing viability in planning (i.e. in accordance with the PPG & RICS Standards) and those experienced by developers, housebuilders and landowners in the marketplace.

7.48 In this respect, we have sought to understand how sites and affordable housing could be delivered in Hastings subject to adjustments to the extent of policy requirements, development costs and / or landowner / developer expectations. Whilst Scenario B demonstrates the impact of viability if Hastings concede on all policy requirements, this pragmatic approach (Scenario C) seeks to 'strike a balance' between public interest through the delivery of essential infrastructure and affordable housing, and the interests of developers and landowners (i.e., returns against risk).[60]

7.49 Scenario C follows a similar approach to that adopted in the viability assessments supporting the Wirral Local Plan, which has been through examination and is now adopted, as well as more recently as part of the examination of Central Lancashire's emerging plan. In the interest of clarity, both these assessments were undertaken in advance of Matthew Pennycook's July 2026 letter, although the purpose and intention of the pragmatic scenario are considered to show alignment with those recently encouraged by Central Government.

7.50 The pragmatic appraisals prioritise the essential infrastructure stipulated in Paragraph 1, parts a-d of Strategic Policy 13. This means that there are fixed costs to meet the water efficiency standard in Policy SC3 (1a), and index-linked contributions towards improvements to the strategic or local highways network in Policy SP10 (1d). The drainage strategy and SuDS (1b) are considered implicit within the external works allowance, whilst flood risk prevention, adaptation or mitigation (1c) would be deemed site-specific abnormal costs (and therefore expected to be compensated through a reduced land value at the decision-taking stage).

7.51 Policy SP13 continues to state that, in instances where the essential infrastructure requirements would result in less affordable housing delivery, a cascade adjustment to the affordable housing requirement will be acceptable (subject to a viability review mechanism). As such, we have first tested the pragmatic scenarios assuming no on-site affordable housing delivery to understand the impact of the essential infrastructure on viability. Thereafter, we have then sought to identify the maximum viable levels of affordable housing which can be delivered whilst prioritising the delivery of the essential infrastructure in Paragraph 1 of Strategic Policy 13.

7.52 All other policy contributions have been removed as per Scenario B, save for those which are sought by national policy or building regulations (i.e. BSL, BNG and FHS).

7.53 The pragmatic appraisals therefore present multidimensional scenarios which build upon the one-way sensitivity analyses in Scenarios A & B, making the following adjustments:

- **Lower Quartile BCIS Costs** – Further interrogation of the most recent cost data published by BCIS for Hastings shows a substantial increase in the past 12-24 months, and also when compared with neighbouring authority areas. The median rates published within a 5-year sample are observably higher than the equivalent rates published for East Sussex, as well as those for Lewes, Wealden, Eastbourne and Rother.

  It is not possible to interrogate the individual developments which have informed the 5-year sample in Hastings to understand why the rates are higher than those in the surrounding areas. It may be that the cost information submitted to BCIS

[60] Viability PPG, 2025. Paragraph: 011 Reference ID: 10-011-20180724.

includes allowances for site-specific abnormal costs to overcome constraints which are a consideration in Hastings, such as ground stability, coastal defence and flooding. As promoted in the PPG and RICS Standards, any such costs should then be reflected in the Benchmark Land Value.

On balance, the lower quartile rates published in the most recent sample for Hastings are more aligned with the median rates observed across neighbouring authorities and East Sussex. Hence, the pragmatic appraisals instead replace the median BCIS costs with the lower quartile rates for consistency with other, larger data samples.

As a further sense check, we have also index-linked the previous cost data used to inform the base build costs assumed in the Summer 2024 draft viability assessment. We have referred to the BCIS All-in Tender Price Index, which indicates that base build costs could be lower than the median rates published in the most recent BCIS sample for Hastings, and more aligned with the latest rates published for neighbouring authorities.

- **Benchmark Land Value** – historically, average property prices in Hastings for all types have trended below those observed nationally. Over the past 5-years, the gap between the averages has widened. It is therefore a reasonable expectation that the premiums required to incentivise landowners to release sites in Hastings should be lower when compared with areas which achieve higher average property values. We have therefore sought to adjust the BLVs to promote a more viable balance between developer contributions, infrastructure costs and landowner expectations, particularly in areas where market values are more constrained.

  For greenfield sites, the pragmatic appraisals assume lower BLVs of £100,000 per acre in the lower value zone and £135,000 per acre in the mid value zone. This stepped adjustment aligns with the findings of our residential market research whilst retaining landowner premiums within the commonly quoted range of 10 – 20x EUV, assuming existing use values of c. £10,000 per acre (as observed in our land market paper).

  For brownfield sites, we have undertaken a more detailed review of the sites being considered for allocation within the plan, including the existing uses, condition and obsolescence. This has shown that a reasonable proportion of the sites lack an existing use from which a BLV can be informed, including a number of derelict or vacant buildings, cleared sites and those with temporary operations. In turn, the baseline assumption of £400,000 per acre, which is higher than that stated by MHCLG for land in industrial use in Hastings (i.e., EUV), may artificially overstate the existing use value of some of these sites.

  Instead, it is expected that the value of these sites lies in the development potential to an alternative use – namely, residential. The Viability PPG allows for BLVs to be informed using the Alternative Use Value approach, which is commonly determined by adopting undertaking a residual appraisal which captures all relevant policy requirements, however this presents a circular viability argument for plan-making purposes. Accordingly, we have referred back to the evidence obtained from our market review for residential development land. Whilst limited, this has shown minimum incentives to release brownfield land for development in Hastings of c. £135,000 per acre. This is lower than the greenfield BLVs adopted in our pragmatic approach, so we have instead adopted

a reduced brownfield BLV of £200,000 per acre – balancing the lack of existing use and obsolescence of sites against the minimum incentives demonstrated in our land value review.

This approach is supported by the extracts from examiners' reports referred to in Table 4.1, along with the observations made in Paragraphs 4.28 - 4.29. We would also reiterate that BLVs should not be assumed to equate to market values. BLV is based on PPG requirements and a prescribed method that may not accord with assumptions and methods used to assess the price to be paid for land in the marketplace at any particular point in time. The BLV is a benchmark value against which the developer contributions can be assessed.

- **Density** – The list of sites provided by the Council includes information on the expected capacity and gross site area. Whilst informed assumptions regarding net-to-gross adjustments have been made, some sites result in densities which fall below those sought in the Pre-Submission Draft Local Plan. Where this is the case, densities have been increased so they are consistent with those demonstrated in Figure 7 of the emerging Local Plan. This includes minimum assumed densities of 30 dph for housing sites, 50 dph for housing and flats, and 70 dph for flatted schemes.
- **Affordable Housing Tenure Mix** – We have assumed the 70% rented contingent is delivered exclusively as affordable rent, removing the 35% share of social rent assumed in the baseline appraisals. The remaining 30% is retained as shared ownership.

7.54 The remaining cost and value assumptions remain unchanged from both the Scenario A and B appraisals, including the profit thresholds.

7.55 It is important to reiterate that plan-wide viability assessments operate at a strategic, authority-wide level. Using a typology approach, sites are grouped by shared characteristics, with cost and value assumptions adjusted by value zone. At the planning application stage, more granular detail becomes available to account for site-specific factors, such as abnormal costs, existing use values and densities. Therefore, while this pragmatic assessment considers overall viability across Hastings, any site-specific deviations from Scenario C's assumptions can be fully considered at the decision-making stage.

7.56 Table 7.16 summarises the outcomes of the Scenario C pragmatic appraisals. For clarity, these include costs for the essential infrastructure in Policy SP13, but no on-site affordable housing.

Table 7.16 – Scenario C Appraisal Summary

REF:	Scheme Typology	No Units	Value Zone	Greenfield / Brownfield	Surplus / Deficit (£)	Outcome
A	Houses	9	Lower	Greenfield	192,388	VIABLE
B	Houses	12	Lower	Greenfield	256,933	VIABLE
C	Houses & Flats	25	Lower	Greenfield	2,604	VIABLE
D	Houses	20	Lower	Greenfield	335,927	VIABLE
E	Houses & Flats	40	Lower	Greenfield	(321,772)	UNVIABLE

REF:	Scheme Typology	No Units	Value Zone	Greenfield / Brownfield	Surplus / Deficit (£)	Outcome
F	Houses	100	Lower	Greenfield	398,060	VIABLE
G	Flats (Conversion)	5	Lower	Brownfield	133,110	VIABLE
H	Houses	7	Lower	Brownfield	226,996	VIABLE
I	Flats	15	Lower	Brownfield	(408,193)	UNVIABLE
J	Houses & Flats	20	Lower	Brownfield	111,167	VIABLE
K	Flats (Conversion)	40	Lower	Brownfield	667,451	VIABLE
L	Houses & Flats	100	Lower	Brownfield	(510,945)	MARGINAL
M	Houses	6	Mid	Greenfield	175,426	VIABLE
N	Houses & Flats	22	Mid	Greenfield	178,240	VIABLE
O	Houses & Flats	50	Mid	Greenfield	(51,000)	MARGINAL
P	Houses & Flats	100	Mid	Greenfield	(510,713)	MARGINAL
Q	Houses	9	Mid	Brownfield	308,470	VIABLE
R	Houses	13	Mid	Brownfield	454,464	VIABLE
S	Flats	50	Mid	Brownfield	(1,649,792)	UNVIABLE
T	Flats	60	Mid	Brownfield	(1,681,338)	UNVIABLE
U	Houses & Flats	100	Mid	Brownfield	(267,353)	MARGINAL
V	Flats	450	Mid	Brownfield	(14,171,376)	UNVIABLE
W	Houses	9	Higher	Greenfield	281,627	VIABLE
X	Houses	25	Higher	Greenfield	658,720	VIABLE
Y	Houses & Flats	50	Higher	Greenfield	338,373	VIABLE
Z	Houses & Flats	95	Higher	Greenfield	1,626,172	VIABLE
AA	Flats (Conversion)	7	Higher	Brownfield	278,431	VIABLE
BB	Houses	9	Higher	Brownfield	293,141	VIABLE
CC	Flats (Conversion)	10	Higher	Brownfield	345,227	VIABLE
DD	Flats	25	Higher	Brownfield	(376,943)	UNVIABLE
EE	Houses & Flats	30	Higher	Brownfield	332,288	VIABLE
FF	Flats	150	Higher	Brownfield	202,661	VIABLE

Source: 260915 Hastings WPV Residential Appraisal Summary Sheet_v1.1

7.57 With the adjusted inputs outlined in Paragraph 7.50, the Scenario C appraisals show an improvement in viability, with most typologies capable of delivering the essential infrastructure requirements of Policy SP13. The challenges remain evident in some instances, in that some typologies remain unviable without any affordable housing contributions. The viability of brownfield sites, which account for the majority of those

being considered as part of the plan-making process, also remains challenging. This reinforces the need for the Council to allow for flexibility in their plan policies.

7.58 In line with the affordable housing cascade set out in Policy SP13, we have then sought to identify the maximum viable on-site affordable housing contribution which can be made on typologies which are shown as viable in Table 7.16, up to the existing policy requirements of 40% on greenfield sites and 25% on brownfield. The outcomes are summarised in Table 7.17.

Table 7.17 – Max. Viable Affordable Housing (Scenario C)

REF:	Scheme Typology	No Units	Value Zone	Greenfield / Brownfield	Max. Viable AH%
A	Houses	9	Lower	Greenfield	>40%
B	Houses	12	Lower	Greenfield	>40%
C	Houses & Flats	25	Lower	Greenfield	0%
D	Houses	20	Lower	Greenfield	>40%
F	Houses	100	Lower	Greenfield	25%
G	Flats (Conversion)	5	Lower	Brownfield	>25%
H	Houses	7	Lower	Brownfield	>25%
J	Houses & Flats	20	Lower	Brownfield	15%
K	Flats (Conversion)	40	Lower	Brownfield	>25%
M	Houses	6	Mid	Greenfield	>40%
N	Houses & Flats	22	Mid	Greenfield	23%
Q	Houses	9	Mid	Brownfield	>25%
R	Houses	13	Mid	Brownfield	>25%
W	Houses	9	Higher	Greenfield	>40%
X	Houses	25	Higher	Greenfield	>40%
Y	Houses & Flats	50	Higher	Greenfield	21%
Z	Houses & Flats	95	Higher	Greenfield	>40%
AA	Flats (Conversion)	7	Higher	Brownfield	>25%
BB	Houses	9	Higher	Brownfield	>25%
CC	Flats (Conversion)	10	Higher	Brownfield	>25%
FF	Flats	150	Higher	Brownfield	2%

Source: AspinallVerdi, 2026.

7.59 In some instances, the pragmatic appraisals can support affordable housing contributions in excess of those which are currently targeted by the adopted policy. The Greenfield typologies range from 0 – 40%, whilst the viable brownfield typologies can support contributions equivalent to 2 – 25%. It is noted that a number of the smaller typologies of less than 10no. units can support affordable housing contributions in excess of the current policy requirement, which may support the

Council's intention to seek contributions on smaller sites (i.e. below the major development threshold).

7.60 As with the Scenarios A & B, the pragmatic appraisals show that it is not possible to introduce a viable CIL charge for residential development in Hastings.

7.61 Copies of the Scenario C pragmatic appraisals are provided in Appendix 13.

Older Persons' Housing Typologies (GG-JJ)

7.62 The following tables summarise the viability results of the older persons' housing typologies. As explained earlier, we have adopted a single value zone approach across Hastings as this type of accommodation does not typically vary as much as general needs market housing. The following scheme types and sizes have been appraised.

Table 7.18 - Older Persons' Housing Appraisals

Appraisal REF	Typology REF	Land Type	Development Type	No. Units
GG	OP_GF_1	Greenfield	Retirement / age-restricted	75no. Flats
HH	OP_GF_2	Greenfield	Extra Care	60no. Flats
II	OP_BF_1	Brownfield	Retirement / age-restricted	75no. Flats
JJ	OP_BF_2	Brownfield	Extra Care	60no. Flats

Source: AspinallVerdi, 2026.

7.63 As noted earlier, there are no sites within the list used to inform the typologies which are specifically expected to deliver older persons' housing. Hence, the appraisals contained within this section are based on hypothetical development scenarios informed by schemes delivered elsewhere, our experience of site-specific viability assessments and feedback received from our stakeholder consultations.

7.64 Copies of the full appraisals are provided in Appendix 14.

Table 7.19 – Older Persons' Housing Appraisal Summary

Appraisal Ref:	**GG**	**HH**	**II**	**JJ**
Scheme Typology:	Retirement / Age Restricted	Extra Care	Retirement / Age Restricted	Extra Care
No Units:	75	60	75	60
Location / Value Zone:	n/a	n/a	n/a	n/a
Greenfield/Brownfield:	Greenfield	Greenfield	Brownfield	Brownfield
Total GDV (£)	17,709,600	15,070,080	21,136,125	17,985,900
Policy Assumptions	-	-	-	-
AH Target %	40%	40%	25%	25%
Max CIL (£ psm)	-	-	-	-
Max CIL (£ per unit)	-	-	-	-
Site Specific S106 (£ per unit)	6,700	6,700	6,700	6,700
Sub-total CIL+S106 (£ per unit)	6,700	6,700	6,700	6,700
Site Infrastructure (£ per unit)	-	-	-	-
Sub-total CIL+S106+Infra. (£ per unit)	6,700	6,700	6,700	6,700
Profit KPI's	-	-	-	-
Developers Profit (% on OMS)	17.5%	17.5%	17.5%	17.5%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	15.18%	15.18%	15.61%	15.61%
Developers Profit (% on costs)	10.44%	10.44%	13.13%	13.11%
Developers Profit Total (£)	2,687,526	2,286,965	3,299,355	2,807,604
Land Value KPI's	-	-	-	-
RLV (£/acre (net))	(7,224,625)	(7,694,989)	(4,919,193)	(5,261,805)
RLV (£/ha (net))	(17,852,049)	(19,014,318)	(12,155,326)	(13,001,919)

Appraisal Ref:	GG	HH	II	JJ
RLV (% of GDV)	-60.48%	-60.56%	-34.51%	-34.70%
RLV Total (£)	(10,711,229)	(9,126,873)	(7,293,195)	(6,240,921)
BLV (£/acre (net))	170,000	170,000	400,000	400,000
BLV (£/ha (net))	420,070	420,070	988,400	988,400
BLV Total (£)	315,053	252,042	658,933	527,147
Surplus/Deficit (£/acre)	(7,437,125)	(7,907,489)	(5,363,637)	(5,706,249)
Surplus/Deficit (£/ha)	(18,377,136)	(19,539,406)	(13,253,548)	(14,100,141)
Surplus/Deficit Total (£)	(11,026,282)	(9,378,915)	(7,952,129)	(6,768,068)
Outcome	UNVIABLE	UNVIABLE	UNVIABLE	UNVIABLE

Source: 260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Older Persons' Housing Results Summary

7.65 Table 7.19 shows that the development of older persons' accommodation is unviable with the updated policy requirements. The starting point was to assume the same affordable housing thresholds sought in the market sale appraisals (i.e. 40% on greenfield, 25% on brownfield), however this was shown to be unviable. We then incrementally adjusted the amount of affordable housing to establish the viability tipping point, however in most appraisals this did not influence the fundamental outcome / RAG rating of the typologies tested. As such, the Council may need to take a flexible approach to policy requirements for this type of development. It is also not possible to introduce a viable CIL charge for this type of development.

7.66 The development of older persons' housing includes a number of additional costs and adjustments to the appraisals which reduce viability when compared with conventional market sale development, including:

- Longer sales periods, which in turn negatively impact the cash flow and increase development finance costs as income takes longer to realise;
- A liability for the developer to pay empty property costs on the unsold units;
- The buildings are typically less efficient, with a reduced net-to-gross adjustment applied to flatted units to account for common areas, larger circulation space, and other amenities. This means there is less income-generating floorspace;
- The base construction costs are higher than market sale flatted accommodation, which is then further compounded by the net-to-gross adjustment;
- Disposal costs are higher (marketing, agency, legal etc.);

7.67 Whilst the viability of older persons' housing is shown to be more challenging, we note that there are no specific sites which are designated exclusively for this use. Instead, the typologies are based on hypothetical schemes informed by reference to capacities and sizes which have been delivered by the market elsewhere. Accordingly, it may be that viability is improved subject to specific design and location within Hastings Borough.

7.68 We are also mindful of the observations made in Paragraph 5.44 in respect of the layered costs and potential overcompensation. This is relevant for older persons' housing, as the base build cost may already include the additional requirements to meet certain design, access or space standards, and may therefore overcompensate in areas such as circulation space and plant rooms.

7.69 Nonetheless, the appraisal outcomes are not inconsistent with our recent experience of undertaking independent viability reviews for older persons' housing schemes at the decision-taking stage, albeit in areas outside of Hastings. It is noted that in many instances, developers have been willing to make off-site affordable housing contributions in lieu of on-site provision for this type of accommodation. We also understand that this type of development has been delivered in the surrounding areas in recent years, which suggests that viability may not be as significant a concern as demonstrated through the typologies tested. Accordingly, the Council may wish to allow for flexibility in their policy wording regarding affordable contributions for Older Persons' Housing but with the ability to negotiate site-specific contributions at the application stage (i.e. on a case-by-case basis).

Build to Rent Appraisals (KK – NN)

7.70 Table 7.20 summarises the build-to-rent typologies assumed in the testing.

Table 7.20 - Build to Rent Typologies

Appraisal REF	Typology REF	BTR Type	Site Type	No. Units	Size Site (ha)	Density
KK	BTR_GF_1	Multifamily	Greenfield	150	1.0	150 dph
LL	BTR_GF_2	Single family	Greenfield	150	5.0	30 dph
MM	BTR_BF_1	Multifamily	Brownfield	150	0.9	168 dph
NN	BTR_BF_2	Single family	Brownfield	150	4.1	36 dph

Source: AspinallVerdi, 2026.

7.71 As with the older persons' housing typologies, we understand there are no sites being considered as part of the plan making process which are expected to come forward for BTR development specifically. The typologies developed are therefore designed to be representative of typical developments, but may change subject to exact type, design and location within Hastings.

7.72 Copies of the full appraisals are provided in Appendix 15.

Table 7.21 – Build to Rent Appraisal Summary

Appraisal Ref:	**KK**	**LL**	**MM**	**NN**
Scheme Typology:	BTR - Multifamily Flats	BTR - Single Family Housing	BTR - Multifamily Flats	BTR - Single Family Housing
No Units:	150	150	150	150
Location:	Specialist - single value zone	Specialist - single value zone	Specialist - single value zone	Specialist - single value zone
Greenfield/Brownfield:	Greenfield	Greenfield	Brownfield	Brownfield
Total GDV (£)	29,006,543	42,163,322	30,042,671	42,955,284
Policy Assumptions	-	-	-	-
AH Target %	40%	40%	25%	25%
CIL (£ psm)	-	-	-	-
CIL (£ per unit)	-	-	-	-
Site Specific S106 (£ psm)	91.68	73.08	85.83	74.14
Site Specific S106 (£ per unit)	6,700	6,700	6,700	6,700
Sub-Total CIL + S106 (£ per unit)	6,700	6,700	6,700	6,700
Profit KPI's	-	-	-	-
Developers Profit (% on costs)	15.0%	15.0%	15.0%	15.0%
Total Developers Profit (£)	5,672,553	6,604,003	5,887,781	6,380,876
Land Value KPI's	0.0%	0.0%	0.0%	0.0%
RLV (£/acre (net))	(6,877,145)	(982,319)	(7,168,673)	(691,987)
RLV (£/ha (net))	(16,993,426)	(2,427,311)	(17,713,792)	(1,709,900)
RLV (£ net)	(14,483,034)	(8,467,365)	(15,096,982)	(5,964,766)
RLV (% of GDV)	-49.93%	-20.08%	-50.25%	-13.89%
RLV Total (£)	(14,483,034)	(8,467,365)	(15,096,982)	(5,964,766)
BLV (£/acre (net))	170,000	170,000	400,000	400,000
BLV (£/ha (net))	420,070	420,070	988,400	988,400
BLV Total (£)	447,518	1,953,814	935,985	4,309,884

Appraisal Ref:	KK	LL	MM	NN
Surplus/Deficit (£/acre) [RLV-BLV]	(7,089,645)	(1,208,986)	(7,613,118)	(1,191,987)
Surplus/Deficit (£/ha)	(17,518,514)	(2,987,405)	(18,812,014)	(2,945,400)
Surplus/Deficit Total (£)	(14,930,552)	(10,421,179)	(16,032,966)	(10,274,650)
RAG Rating	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**

Source: 260807 Hastings WPV_Hastings Borough Council_BTR Appraisals_v0.1

Build to Rent Appraisal Summary

7.73 The build-to-rent appraisals assume the full suite of policy requirements as set out in the Pre-submission Draft Local Plan, along with affordable housing at 40% on greenfield sites and 25% on brownfield. It is assumed that these units will be delivered as affordable private rent at a discount of 20%, in line with the Build to Rent PPG,

7.74 Table 7.21 shows that all BTR typologies are unviable across both greenfield and brownfield sites. The multifamily typologies are less viable, as they are effectively blocks of flatted units with adjustments for on-site resident facilities and amenities. Much like the market sale flatted typologies, these appraisals are subject to higher base build costs and net-to-gross adjustments which make viability more challenging.

7.75 The single family BTR typologies are also unviable with reduced deficits. The uplift when compared with the multifamily BTR typologies is explained by the reduced base build costs, improvement in net-to-gross (i.e. as houses) and reduced management costs, however this is still unable to support the emerging policy requirements in the Pre-submission Draft Local Plan.

7.76 Build to Rent / Private Rented Sector development is a distinct asset class which differs from traditional housebuilding (i.e. speculative build to sell). As such, the assessment of viability can be adapted from the traditional approach to account for differences in how BTR development is operated, managed, funded, delivered and disposed.

7.77 BTR developments are often forward-funded / forward sold, meaning investors provide capital upfront to fund the development. The landowner / developer will develop proposals for the scheme, often working closely with an investor partner and then will deliver the scheme on a development management basis. Upon completion, the investor purchases the completed development, assuming ownership and long-term rental income. This offers several advantages, including reduced financial risk for the developer, accelerated project timelines, and a more predictable return for the investor, and has become increasingly popular in the UK's build-to-rent sector.

7.78 For the purpose of this assessment, we have assumed that the developments are delivered speculatively and hence the appraisals do not reflect the benefits of a forward funded scheme. Instead, they have assumed that they will be delivered as a stabilised asset, which incurs higher finance costs, a stabilisation period, higher profit and a yield adjustment when compared with a forward-funded scheme. As such, it may be that the viability of any BTR development improves subject to how specific schemes or sites are delivered, funded and disposed of in Hastings.

7.79 The South East of England is experiencing an emergence of Single Family Housing (SFH) BTR developments, representing a shift from the sector's traditional focus on urban apartment schemes. This is driven by higher regional house prices and elevated mortgage rates, which have pushed professional families and middle-income households into the rental market. Investors are capitalising on this demand by delivering purpose-built, high-quality, professionally managed rental houses in commuter towns and suburban locations, offering stable long-term tenancies and modern, energy-efficient homes, thereby expanding the BTR model to cater to the family demographic.

7.80 As such, it may be prudent for the Council to ensure it is possible to negotiate affordable housing on certain sites, should they come forward. It may be practical to rely on the national policy requirement set out in the BTR PPG as opposed to setting a Borough-specific threshold.

8 Non-residential Viability Results

8.1 This section sets out the results of the non-residential typologies, including employment, retail and office uses. The policy ask for employment development is less onerous than that for residential but still retains costs for S106 contributions, biodiversity net gain, net zero carbon and urban greening factor. The appraisals have also considered the potential to introduce a CIL charge on non-residential uses.

Employment Typology Appraisals

8.2 The typologies tested are as follows.

Table 8.1 – Employment Typology Appraisals

REF	Land	Type	Capacity (sqm)
EMP 1	Greenfield	B2 / B8 / E(g)(iii) Mixed use	300
EMP 2	Greenfield	B2 / B8 / E(g)(iii) Mixed use	620
EMP 3	Greenfield	B2 / B8 / E(g)(iii) Mixed use	2,200
EMP 4	Greenfield	B2 / B8 / E(g)(iii) Mixed use	5,600
EMP 5	Brownfield	B2 / B8 / E(g)(iii) Mixed use	300
EMP 6	Brownfield	B2 / B8 / E(g)(iii) Mixed use	620
EMP 7	Brownfield	B2 / B8 / E(g)(iii) Mixed use	2,200
EMP 8	Brownfield	B2 / B8 / E(g)(iii) Mixed use	5,600

Source: AspinallVerdi, 2026.

8.3 Copies of the full appraisals are provided in Appendix 16.

Table 8.2 – Employment Typology Appraisal Summary (1)

Scheme Ref:	**EMP 1**	**EMP 2**	**EMP 3**	**EMP 4**
No Units:	300 sqm	620 sqm	2,200 sqm	5,600 sqm
Location / Value Zone:	n/a - single value zone	n/a - single value zone	n/a - single value zone	n/a - single value zone
Development Scenario:	Greenfield	Greenfield	Greenfield	Greenfield
Notes:	B2/B8/ Eg(iii) Mixed use	B2/B8/ Eg(iii) Mixed use	B2/B8/ Eg(iii) Mixed use	B2/B8/ Eg(iii) Mixed use
Total GDV (£)	544,243	1,124,768	3,991,113	6,850,646
Policy Assumptions	-	-	-	-
Max CIL (£ psm)	-	-	-	-
Site Specific CIL (£)	-	-	-	-
Site Specific S106 (£ psm)	2	2	2	2
Site Specific S106 (£)	600	1,240	4,400	8,960
Sub-Total Policy Costs (£ psm)	2	2	2	2
Sub-Total Policy Costs (£)	600	1,240	4,400	8,960
Site Infrastructure	-	-	-	-
Sub-Total CIL + S106 + Infrastructure Costs (£)	600	1,240	4,400	8,960
Profit KPI's	-	-	-	-
Total Developers Profit (£)	64,720	133,701	426,088	862,784
Developers Profit (% on costs)	15.0%	15.0%	15.0%	15.0%

Scheme Ref:	**EMP 1**	**EMP 2**	**EMP 3**	**EMP 4**
Land Value KPI's	-	-	-	-
RLV (£/acre)	279,678	251,339	466,148	77,119
RLV (£/ha)	691,084	621,058	1,151,852	190,562
RLV (£ net)	51,831	96,264	633,519	213,430
BLV (£/acre)	100,000	100,000	100,000	100,000
BLV (£/ha)	247,100	247,100	247,100	247,100
BLV (£ net)	18,533	38,301	135,905	276,752
Surplus/Deficit (£/acre) [RLV-BLV]	179,678	151,339	366,148	(22,881)
Surplus/Deficit (£/ha)	443,984	373,958	904,752	(56,538)
Surplus/Deficit Total (£)	33,299	57,964	497,614	(63,322)
Recommended CIL (£ psm)	**VIABLE**	**VIABLE**	**VIABLE**	**MARGINAL**

Source: 260916 Hastings WPV_Hastings Borough Council_EmploymentAppraisals_v1.1

Table 8.3 – Employment Typology Appraisal Summary (2)

Scheme Ref:	EMP 5	EMP 6	EMP 7	EMP 8
No Units:	300 sqm	620 sqm	2,200 sqm	5,600 sqm
Location / Value Zone:	n/a - single value zone	n/a - single value zone	n/a - single value zone	n/a - single value zone
Development Scenario:	Brownfield	Brownfield	Brownfield	Brownfield
Notes:	B2/B8/ Eg(iii) Mixed use	B2/B8/ Eg(iii) Mixed use	B2/B8/ Eg(iii) Mixed use	B2/B8/ Eg(iii) Mixed use
Total GDV (£)	544,243	1,124,768	3,991,113	6,850,646
Policy Assumptions	-	-	-	-
Max CIL (£ psm)	-	-	-	-
Site Specific CIL (£)	-	-	-	-
Site Specific S106 (£ psm)	2	2	2	2
Site Specific S106 (£)	600	1,240	4,400	8,960
Sub-Total Policy Costs (£ psm)	2	2	2	2
Sub-Total Policy Costs (£)	600	1,240	4,400	8,960
Site Infrastructure	-	-	-	-
Sub-Total CIL + S106 + Infrastructure Costs (£)	600	1,240	4,400	8,960
Profit KPI's	-	-	-	-
Total Developers Profit (£)	65,797	135,927	494,752	1,005,672
Developers Profit (% on costs)	15.0%	15.0%	15.0%	15.0%

Scheme Ref:	EMP 5	EMP 6	EMP 7	EMP 8
Land Value KPI's	-	-	-	-
RLV (£/acre)	241,359	213,020	133,030	(310,569)
RLV (£/ha)	596,398	526,372	328,718	(767,416)
RLV (£ net)	44,730	81,588	180,795	(859,506)
BLV (£/acre)	330,000	330,000	330,000	330,000
BLV (£/ha)	815,430	815,430	815,430	815,430
BLV (£ net)	61,157	126,392	448,487	913,282
Surplus/Deficit (£/acre) [RLV-BLV]	(88,641)	(116,980)	(196,970)	(640,569)
Surplus/Deficit (£/ha)	(219,032)	(289,058)	(486,712)	(1,582,846)
Surplus/Deficit Total (£)	(16,427)	(44,804)	(267,691)	(1,772,787)
Recommended CIL (£ psm)	**MARGINAL**	**MARGINAL**	**MARGINAL**	**UNVIABLE**

Source: 260916 Hastings WPV_Hastings Borough Council_EmploymentAppraisals_v1.1

Employment Typology Results Summary

8.4 The employment typology results are mixed. Employment development on greenfield is shown to be more viable than the brownfield sites, with all but one showing a surplus above the benchmark land value. The sole greenfield typology shown as marginal is the largest site and generates a relatively small deficit equivalent to less than 1% of the development costs. Hence, we expect that the majority of greenfield employment sites being considered within the plan are capable of delivering the emerging policy requirements – namely BNG, net zero carbon and S106 contributions.

8.5 Brownfield employment development is again challenging, with none of the sites shown as viable. The three smallest brownfield typologies are marginal, and are shown to become viable with a c. 10% reduction in build costs, or 10% increase in GDV. For the largest brownfield typology, which is shown as unviable with all policy requirements fixed in the appraisal, more substantial adjustments of +/- 30% are required to become viable.

8.6 The deficits generated in the brownfield appraisals represent the funding gap required to be bridged for the emerging policies to become viable. These range from £16,427 - £1,772,787, or £55 - £317 psm.

8.7 For the viable greenfield sites, we have sought to understand the maximum CIL charge which can be sought whilst remaining viable. This shows that maximum rates of between c. £92 - £218 psm could be levied, although this does not allow for a buffer against market movements. A charge of c. £55-£60 psm could therefore be appropriate whilst retaining a buffer of c. 35-40% on the maximum rate, however the administration of introducing CIL solely for specific employment developments may prove overly onerous when considering the wider factors (e.g. implementation, monitoring, enforcement, resourcing etc.).

8.8 As with the residential appraisals, the Council may need to take a flexible approach to policy requirements concerning employment development on brownfield sites to ensure they remain deliverable.

Non-residential Typology Appraisals

8.9 The following tables summarise the outcomes of the non-residential typologies. Table 8.4 summarises the uses tested.

Table 8.4 - Non-residential Typology Appraisals

REF	Land	Use	GIA (sqm)
NR_GF_1	Greenfield	Small Retail	200
NR_GF_2	Greenfield	Medium Retail	500
NR_GF_3	Greenfield	Large Retail / Supermarket	4,000
NR_GF_4	Greenfield	Small Office	400
NR_GF_5	Greenfield	Medium Office	1,000
NR_GF_6	Greenfield	Large Office	3,000
NR_BF_1	Brownfield	Small Retail	200
NR_BF_2	Brownfield	Medium Retail	500
NR_BF_3	Brownfield	Large Retail / Supermarket	4,000
NR_BF_4	Brownfield	Small Office	400
NR_BF_5	Brownfield	Medium Office	1,000
NR_BF_6	Brownfield	Large Office	3,000

Source: AspinallVerdi, 2026.

8.10 Copies of the full appraisals are provided in Appendix 17.

Table 8.5 - Non-residential Typologies Greenfield Appraisal Summary

Scheme Ref:	**NR_GF_1**	**NR_GF_2**	**NR_GF_3**	**NR_GF_4**	**NR_GF_5**	**NR_GF_6**
No Units:	1 (200 sqm)	1 (500 sqm)	1 (4,000 sqm)	1 (400 sqm)	1 (1,000 sqm)	1 (3,000 sqm)
Location / Value Zone:	n/a - single value zone	n/a - single value zone	n/a - single value zone	n/a - single value zone	n/a - single value zone	n/a - single value zone
Development Scenario:	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield	Greenfield
Notes:	Small Retail	Medium Retail	Large Retail / Supermarket	Small Office	Medium Office	Large Office
Total GDV (£)	478,292	1,260,131	13,543,762	653,945	1,499,202	4,353,941
Policy Assumptions	-	-	-	-	-	-
Max CIL (£ psm)	0	0	0	0	0	0
Site Specific CIL (£)	0	0	0	0	0	0
Site Specific S106 (£ psm)	2	2	2	2	2	2
Site Specific S106 (£)	400	1,000	8,000	800	2,000	6,000
Sub-Total Policy Costs (£ psm)	2	2	2	2	2	2
Sub-Total Policy Costs (£)	400	1,000	8,000	800	2,000	6,000
Site Infrastructure	0	0	0	0	0	0
Sub-Total CIL + S106 + Infrastructure Costs (£)	400	1,000	8,000	800	2,000	6,000
Profit KPI's	-	-	-	-	-	-
Total Developers Profit (£)	75,246	188,117	1,637,092	233,657	572,689	1,712,922

Scheme Ref:	**NR_GF_1**	**NR_GF_2**	**NR_GF_3**	**NR_GF_4**	**NR_GF_5**	**NR_GF_6**
Developers Profit (% on costs)	0	0	0	0	0	0
Land Value KPI's	-	-	-	-	-	-
RLV (£/acre)	-1,496,209	-736,955	349,753	-8,630,831	-11,701,379	-8,881,490
RLV (£/ha)	-3,697,132	-1,821,016	864,239	-21,326,783	-28,914,107	-21,946,161
RLV (£ net)	-98,590	-182,102	864,239	-1,137,428	-2,891,411	-8,778,464
BLV (£/acre)	100,000	100,000	100,000	100,000	100,000	100,000
BLV (£/ha)	247,100	247,100	247,100	247,100	247,100	247,100
BLV (£ net)	6,589	24,710	247,100	13,179	24,710	98,840
Surplus/Deficit (£/acre) [RLV-BLV]	-1,596,209	-836,955	249,753	-8,730,831	-11,801,379	-8,981,490
Surplus/Deficit (£/ha)	-3,944,232	-2,068,116	617,139	-21,573,883	-29,161,207	-22,193,261
Surplus/Deficit Total (£)	-105,180	-206,812	617,139	-1,150,607	-2,916,121	-8,877,304
RAG	**UNVIABLE**	**UNVIABLE**	**VIABLE**	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**

Table 8.6 - Non-residential Typologies Brownfield Appraisal Summary

Scheme Ref:	**NR_BF_1**	**NR_BF_2**	**NR_BF_3**	**NR_BF_4**	**NR_BF_5**	**NR_BF_6**
No Units:	1	0	1	1	1	0
Location / Value Zone:	n/a - single value zone	n/a - single value zone	n/a - single value zone	n/a - single value zone	n/a - single value zone	n/a - single value zone
Development Scenario:	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:	Small Retail (200 sqm)	Medium Retail (500 sqm)	Large Retail / Supermarket (4,000 sqm)	Small Office (400 sqm)	Medium Office (1,000 sqm)	Large Office (3,000 sqm)
Total GDV (£)	478,292	1,260,131	13,543,762	653,945	1,499,202	4,353,941
Policy Assumptions	-	-	-	-	-	-
Max CIL (£ psm)	0	0	0	0	0	0
Site Specific CIL (£)	0	0	0	0	0	0
Site Specific S106 (£ psm)	2	2	2	2	2	2
Site Specific S106 (£)	400	1,000	8,000	800	2,000	6,000
Sub-Total Policy Costs (£ psm)	2	2	2	2	2	2
Sub-Total Policy Costs (£)	400	1,000	8,000	800	2,000	6,000
Site Infrastructure	0	0	0	0	0	0
Sub-Total CIL + S106 + Infrastructure Costs (£)	400	1,000	8,000	800	2,000	6,000
Profit KPI's	-	-	-	-	-	-

Scheme Ref:	**NR_BF_1**	**NR_BF_2**	**NR_BF_3**	**NR_BF_4**	**NR_BF_5**	**NR_BF_6**
Total Developers Profit (£)	81,677	204,809	1,629,286	242,727	591,751	1,766,542
Developers Profit (% on costs)	0	0	0	0	0	0
Land Value KPI's	0	-	-	-	-	-
RLV (£/acre)	-2,244,546	-1,254,851	370,582	-9,158,481	-12,292,822	-9,297,398
RLV (£/ha)	-5,546,274	-3,100,737	915,708	-22,630,607	-30,375,564	-22,973,871
RLV (£ net)	-147,901	-310,074	915,708	-1,206,966	-3,037,556	-9,189,548
BLV (£/acre)	330,000	330,000	330,000	330,000	330,000	330,000
BLV (£/ha)	815,430	815,430	815,430	815,430	815,430	815,430
BLV (£ net)	21,745	81,543	815,430	43,490	81,543	326,172
Surplus/Deficit (£/acre) [RLV-BLV]	-2,574,546	-1,584,851	40,582	-9,488,481	-12,622,822	-9,627,398
Surplus/Deficit (£/ha)	-6,361,704	-3,916,167	100,278	-23,446,037	-31,190,994	-23,789,301
Surplus/Deficit Total (£)	-169,645	-391,617	100,278	-1,250,455	-3,119,099	-9,515,720
RAG	**UNVIABLE**	**UNVIABLE**	**VIABLE**	**UNVIABLE**	**UNVIABLE**	**UNVIABLE**

Non-residential Typology Results Summary

8.11 The outcomes of the non-residential typologies are variable, with most appraisals shown as unviable. As with the employment appraisals, these include costs for S106 contributions, biodiversity net gain, net zero carbon and urban greening factor.

8.12 The two viable typologies are those designed to be reflective of a larger supermarket development. These benefit from stronger investment yields which increase the GDV to a level where the policy requirements can be sought. The remaining retail typologies across both greenfield and brownfield sites are shown to be unviable.

8.13 Office uses are also unviable. This is not inconsistent with similar testing across other authority areas, where the base build costs are higher and recent market conditions have weakened investment yields.

8.14 The Council may also need to be flexible in their policy requirements for retail and office developments expected to come forward over the plan period. As with employment uses, it is not possible to introduce a viable CIL charge on most non-residential uses.

9 Conclusions and Recommendations

9.1 In this section, we draw together the recommendations from the viability testing.

Residential

9.2 Our residential typology testing has shown that flexibility and pragmatism will be required in the application of policy requirements in the emerging Local Plan to ensure that development remains viable and deliverable in Hastings.

9.3 The Scenario A baseline appraisals have shown that viability is challenging across all three value zones, with only two of the 32no. typologies shown as viable. These appraisals include all fixed policy costs sought in the Pre-Submission Version (Regulation 19) Draft Local Plan, Section 106 contributions of between £3,000 - £6,700 per unit, and affordable housing at 40% on greenfield sites and 25% on brownfield.

9.4 The Pre-Submission Draft Local Plan introduces a number of additional policy requirements which are not sought in the adopted development plan, including those for M4(2)/M4(3) accessibility requirements, net zero, water efficiency standards and urban greening factor. The introduction of these policies reduces viability margins by increasing development costs. When coupled with the mandatory requirements of the Building Safety Levy (BSL), biodiversity net gain (BNG) and Future Homes Standard (FHS), the development costs increase further, and this provides some explanation as to why there is a lack of viability in the Scenario A appraisals.

9.5 We then sought to identify the impact of removing the costs associated with policies in the Pre-submission Draft Local Plan. The Scenario B appraisals removed all policy costs, including affordable housing and S106 contributions, whilst retaining those which are mandated by national policy or building regulations (i.e. BSL, FHS, BNG). With the majority of policy requirements removed from the Scenario B appraisals, viability is shown to improve, however the majority of typologies remain unviable or marginal.

9.6 Drawing on the methodologies established in the viability assessments supporting the Local Plans in The Wirral and Central Lancashire, and substantiated by the ministerial direction in Matthew Pennycook MP's July 2026 letter to the Planning Inspectorate, we then tested a third scenario which adopted a pragmatic approach to viability (Scenario C). This was also supported by LPMR data which demonstrated that, in spite of recent market conditions characterised by subdued house price growth and cost inflation, Hastings has shown continued and strengthened housing delivery in recent years (including both market sale and affordable housing).

9.7 The pragmatic appraisals prioritise the essential infrastructure stipulated in Strategic Policy 13 as fixed costs, whilst allowing for lower affordable housing contributions to be sought where viability margins are reduced as a result. As with the Scenario B appraisals, all other policy contributions were removed save for those sought by national policy or in building regulations. In addition to the policy flexibility, adjustments were also made to the base build costs, benchmark land values, densities and affordable housing tenure mix as part of the pragmatic approach.

9.8 The Scenario C appraisals demonstrate that, in some instances, typologies could support affordable housing contributions in excess of the thresholds currently sought in the adopted Local Plan in Hastings. The outcomes were shown to vary subject to the location (value zone), development and land type, however viable greenfield typologies

could support contributions ranging from 0 – 40%, whilst brownfield could support contributions equivalent to 2 – 25%.

9.9 It is important to recognise that the viability challenges demonstrated across Scenarios A & B remained for certain typologies in Scenario C, in that some remained unviable without any affordable housing contributions. The viability of brownfield sites, which account for the majority of those being considered as part of the plan-making process, also remained challenging. This reinforces the need for the Council to allow for flexibility in their plan policies.

9.10 In light of the above, Table 9.1 sets out our recommendations arising from the residential typology testing. Across all typologies and scenarios, the testing has shown that it is not possible to introduce a viable CIL charge for residential development in Hastings at this time.

Table 9.1 - Residential Viability Results Summary

Site Type	Recommendations
Greenfield	**Up to 40% affordable housing,** subject to the requirements of Policy SP13. Based on Scenario C pragmatic appraisals.
Brownfield	**Up to 25% affordable housing,** subject to the requirements of Policy SP13. Based on Scenario C pragmatic appraisals.

Source: AspinallVerdi, 2026.

9.11 We highlight that the viability of brownfield sites is influenced by higher Benchmark Land Values, remediation costs and interest rates as well as the increased build costs that most developments are experiencing, especially smaller schemes which incorporate median BCIS. Flatted development, which is expected to be more common on brownfield sites in Hastings, is also shown to be less viable than sites that deliver solely housing. Flatted development costs are higher on a £ / psm basis and also require an adjustment to account for common areas such as entrance halls, plant rooms and circulation space. It is expected that the combination of these higher / additional costs explains why flatted development on brownfield land is less viable.

9.12 We note that, across the plan period, both land values and build costs are likely to experience changes, which may lead to a shift in the viability position. All things being equal, if costs increase due to (say) higher design standards, then the value of the land on a residual basis should reduce. To a certain extent this is an inevitable consequence of higher building standards. However, if the cost is too great or not phased in over an appropriate time frame, the impact on the land value could be too great and stymie development.

9.13 Additionally, on brownfield land, Vacant Building Credit will occasionally apply where vacant buildings are cleared to make way for new development. This generates a reduction in the affordable housing requirement for these sites, making them more viable. Where “in use” existing buildings are redeveloped, this also generates relief against affordable housing which can also increase the viability of brownfield development. These aspects cannot be factored into typology appraisals which means they often represent the “worst case” in viability terms. This has been considered as part of our recommendations.

9.14 The above-recommended Affordable Housing targets are based upon a holistic assessment which considers:

- the detailed research and analysis here-in;
- consultation with Hastings Borough Council;
- the appraisal results and three scenarios tested;
- the series of sensitivity tables which we have prepared for each of the typologies; and,
- the interpretation of advice received by Hastings Borough Council from Counsel.

9.15 In particular, the sensitivity tables (see Viability Modelling Best Practice and 'How to Interpret the Viability Appraisals' in Section 4 above) assist in the analysis of viability and to appreciate the sensitivity of the appraisals to key variables such as: Affordable Housing %; S106 Costs; BLV and profit; and, to consider the impact of rising construction costs. This is to de-emphasise the BLV in each typology and help consider viability 'in-the-round' i.e., in the context of sales values, development costs, contingency, and developer's profit which make up the appraisal inputs. One has to appreciate that the typologies cannot possibly model every single actual development scheme that may come forward, and the sensitivity tables show where the margins of viability are (based on the baseline appraisal assumptions) and where buffers can be found e.g., developer profit, BLV, contingency etc.

Older Persons' Housing

9.16 Older persons' accommodation is less viable than general needs accommodation due to the higher marketing costs, longer sales periods, reduced building efficiency and higher base build costs. Our appraisals have shown that older persons' housing is unviable at the same thresholds identified for market sale housing. The majority of older persons' housing typologies remain unviable when the affordable housing contribution is reduced to 0%. The Council may therefore need to be more flexible in their approach to affordable housing and other policy contributions on this type of accommodation.

9.17 The appraisal outcomes are not considered inconsistent with our recent experience of undertaking independent viability reviews for older persons' housing schemes at the decision-taking stage, albeit in areas outside of Hastings. It is noted that in many instances, developers have been willing to make an off-site affordable housing contribution in lieu of on-site provision for this type of accommodation. Accordingly, the Council may wish to allow for flexibility in their policy wording regarding affordable contributions for Older Persons' Housing but with the ability to negotiate site-specific contributions at the application stage (i.e. on a case-by-case basis).

9.18 Please note, none of the sites within the plan are expected to specifically deliver older persons housing developments, and hence the typologies developed within this assessment are hypothetical. In this respect, viability may improve subject to site-specific design and location within Hastings.

Build-to-Rent

9.19 The PPG acknowledges that the economics of BTR schemes differ from build for sale in that they are less viable. Our appraisals have tested both multifamily flatted BTR

developments, as well as single family housing schemes. The results are mixed, with multifamily BTR showing a similar trend to other flatted typologies tested. Viability improves with the single family housing BTR typologies, however the fundamental outcome is the same in that the cumulative policy costs sought in the Pre-submission Draft Local Plan render development unviable.

9.20 Build to Rent / Private Rented Sector development is a distinct asset class which differs from traditional housebuilding (i.e. speculative build to sell). As such, the assessment of viability can be adapted from the traditional approach to account for differences in how BTR development is operated, managed, funded, delivered and disposed. It may be that the viability of any BTR development improves subject to how specific schemes or sites are delivered, funded and disposed of in Hastings. As suggested in the PPG, for individual schemes, developers may propose alternatives to the policy such as variations to the discount and proportions of affordable private rent units across a development.

9.21 Given the variance in outcomes, coupled with the fact that no sites are specifically allocated for BTR development, the Council may wish to omit a BTR-specific requirement in their affordable housing policy, or alternatively, mirror national policy in the Local Plan. In the absence of any BTR specific policy, the Council have assurance that affordable housing can be negotiated and secured on BTR developments in line with the NPPF and PPG (i.e. 20% affordable private rent, provided at a 20% discount to market rent).

Employment & Non-residential

9.22 The policy asks for employment and non-residential development are reduced when compared with residential development. These appraisals have included the costs to meet 10% biodiversity net gain, net zero carbon, urban greening factor (where applicable) and Section 106 contributions.

9.23 The employment typologies, which are based on sites being considered as part of the plan-making process, show mixed results. Employment development on greenfield is shown to be more viable than the brownfield sites, with all but one showing a surplus above the benchmark land value. The sole greenfield typology shown as marginal is the largest site and generates a relatively small deficit equivalent to less than 1% of the development costs. Hence, we expect that the majority of greenfield employment sites being considered as part of the plan-making process are capable of delivering the emerging policy requirements – namely BNG, net zero carbon and S106 contributions.

9.24 Brownfield employment development is again challenging, with none of the sites shown as viable. The three smallest brownfield typologies are marginal, and are shown to become viable with a c. 10% reduction in build costs, or 10% increase in GDV. For the largest brownfield typology, which is shown as unviable with all policy requirements fixed in the appraisal, more substantial adjustments of +/- 30% are required to become viable.

9.25 For the viable greenfield sites, we have sought to understand the maximum CIL charge which can be sought whilst remaining viable. This shows that maximum rates of between c. £92 - £218 psm could be levied, although this does not allow for a buffer against market movements. A charge of c. £55-£60 psm could therefore be appropriate whilst retaining a buffer of c. 35-40% on the maximum rate, however the administration of introducing CIL solely for specific employment developments may

prove overly onerous when considering the wider factors (e.g. implementation, monitoring, enforcement, resourcing etc.).

9.26 As with the residential appraisals, the Council may need to take a flexible approach to policy requirements concerning employment development to ensure sites remain deliverable.

9.27 The non-residential typologies tested a series of different retail and office uses but were not based on any specific sites or allocations in the plan. The outcomes are shown to be variable, with most unviable. The two viable typologies are those designed to be reflective of a larger supermarket development. The remaining retail typologies across both greenfield and brownfield sites are shown to be unviable.

9.28 Office uses are also unviable. This is not inconsistent with similar testing across other authority areas, where the base build costs are higher and recent market conditions have weakened investment yields.

9.29 The Council may also need to be flexible in their policy requirements for retail and office developments expected to come forward over the plan period. As with employment uses, it is not possible to introduce a viable CIL charge on most non-residential uses.

Best Practice

9.30 We recommend that, in accordance with best practice, the plan viability is reviewed on a regular basis to ensure it remains relevant as the property market cycle(s) change.

9.31 Furthermore, to facilitate the process of review, we recommend that the Council monitor the development appraisal parameters herein, particularly data on land values/value zones, delivery rates and grant funding within their area.

Appendix 1 – Policy Matrix

Hastings Borough Council Draft Local Plan Pre-submission Version (Regulation 19) – Policies Matrix

This matrix sets out the policies set out in the Hastings Borough Council Draft Local Plan Pre-submission Version (Regulation 19) and describes how we have incorporated the cumulative impact of the policies into the viability assessment. The matrix signposts the reader to particular cost and value evidence which reads across into the financial appraisals.

- Those policies with a **Direct impact** on viability include policies such as affordable housing, minimum housing standards, carbon reduction, accessibility etc. These are the policies that have a quantifiable impact on viability and have been explicitly factored into our viability appraisals through policy-specific cost and value assumptions or fees etc.
- Those policies with an **Indirect impact** have been incorporated into the viability study indirectly through other assumptions adopted e.g. market values, benchmark land value, BICS costs, percentage-based allowances, professional reports / studies, planning evidence etc.

It is important to note that the majority of typical plan policies have an indirect impact on viability. The Draft New Local Plan sets the 'framework' for the property market to operate within. All the spatial policies have an indirect impact on viability through the operation of the property market (price mechanism).

Some policies are for very narrow, specific circumstances of Development Management. These policies have no material impact on the value and cost assumptions for the viability Plan-making viability assessment.

Policy	Relevant Extracts / Summary	Notes	Impact
Strategic Policy 1 (SP1): Directing Growth	• The Council will prioritise sites for development which are brownfield and offer regeneration opportunities. The Council will allocate greenfield sites where these are sustainably located and well-related to the existing urban area. • The delivery of at least 2,970 net new homes over the plan period. • The Council will allocate land to provide for additional employment floorspace with the aim to actively protect and intensify industrial land. • Protected green, open and recreational spaces will be safeguarded from development. • The primary location for a range of uses including larger scale office functions, leisure offers, visitor accommodation, cultural and retail development, and appropriate education facilities should be Hastings Town Centre. Whilst smaller scale development, appropriate to its context and the character of area, are directed to District and Local Centres.	• The typologies developed within the testing are based on the list of sites provided by HBC and have been varied by land type. • Employment typologies have also been developed based on the sites included within the plan. • We have developed generic typologies which are not informed by specific sites expected to come forward but are instead based on our experience of testing a range of conventional commercial uses including retail and office. • The testing has been varied by value zone to capture different market areas demonstrated across the settlement hierarchy.	Direct
Strategic Policy 2 (SP2): New and Affordable Housing	• Between 2023-2041 the net new homes target will be at least 2,970 • There is potential for additional new homes to be delivered through Regeneration Areas and the Development Potential Area • Windfall housing development will be supported where it is consistent with other Local Plan policies. • Development proposals will be expected to maximise site potential having regard to the Council's Density Zones. There is no maximum density unless justified, and under-development of sites will be resisted. • The council will require affordable housing as part of new residential developments unless agreed otherwise. - 25% affordable housing on Brownfield Sites - 40% affordable housing on Greenfield Sites	• As above, the typologies developed within the testing have been primarily informed by the list of sites provided by HBC which are expected to come forward for development. • To ensure breadth in the testing, we have also developed generic typologies to ensure a variety of site types and sizes are considered. • Our residential appraisals have sought to establish the maximum viable affordable housing contribution which can be sought amongst all other policy requirements and developer contributions. The starting point has	Direct

Policy	Relevant Extracts / Summary	Notes	Impact

	• Where affordable housing is a policy requirement, the council will expect a tenure mix in line with the requirements set out in Table 3:
	  ○ 70% affordable rent / social rent
	  ○ 30% affordable home ownership
	• The required dwelling mix for rented affordable homes is set out in Table 4 of Policy SP2.
	• The Council will encourage schemes that exceed the minimum affordable housing requirements, subject to an appropriate housing and tenure mix.
	• Eight permanent pitches for Gypsy and Travellers are required over the Plan period.
	• Where specialist housing for older people is provided as private provision, including within a residential care home setting, the council will take in to account the characteristics of the scheme in determining a proposal, and where the proposal is considered to be, or to contain Class C3 accommodation, then affordable housing or a financial contribution will be expected to be provided in accordance with the requirements set out above.
		been to assume the levels in the draft policy of between 25 – 40%.
		• The tenure mix adopted in the appraisal is consistent with that specified in SP2.
		• The affordable housing unit mix adopted in the appraisals is consistent with that specified in SP2.
		• The testing has included typologies which are representative of older persons housing development.	

Strategic Policy 3 (SP3): Business Development – Office and Industrial	• The Plan identifies a need for 70,400 sqm of business floorspace by 2041, of which 19,830 sqm will be delivered through employment allocations located within Strategic Industrial Employment Areas. • The Council will support the protection, intensification and expansion of employment land and premises and seeks to deliver 4,750 new jobs by 2041. • Hastings Town Centre is the primary location for new office development, including flexible and shared workspace.	• The viability testing includes employment typologies based on the proposed allocations in the Draft Local Plan.	Direct

Policy	Relevant Extracts / Summary	Notes	Impact
Strategic Policy 4 (SP4): Business Development – Town Centres	• Hastings Town Centre is the primary focus for larger-scale town centre development, with district and local centres retained and enhanced according to their role and function. • Proposals for retail development which are greater than 300 sqm (Convenience retail) and 200 sqm (Comparison retail), will be required to carry out an impact assessment. Other main town centre uses will be required to carry out impact assessments in line with the requirements of the NPPF.	• Retail impact assessments are assumed to be covered by a combination of planning costs and professional fees allowances (where required / on qualifying sites).	Indirect
Strategic Policy 5 (SP5): Meeting the Challenge of Climate Change	• Proposals must contribute to the council's aim to make Hastings carbon neutral ahead of the UK target of 2050. Development will be supported where it can be demonstrated that it would not contribute towards climate change and that it incorporates adequate adaptation and mitigation measures to ensure future resilience. • Proposals involving existing buildings must prioritise retrofit over re-build, thoroughly exploring the potential for refurbishment and improvements in performance. • Proposals for new buildings must be designed and built to be Net Zero Carbon. They must be ultra-low energy buildings, be fossil fuel free, generate renewable energy on-site, and report embodied carbon. • Where feasible and viable, new development should deliver 100% of operational energy demand through on-site renewable energy, minimise water consumption and calculate/report whole-life carbon.	• The typologies included within the testing include sites where the council have specified that retrofit / refurbishment of the existing premises is expected over new-build development. We have therefore included typologies based on existing conversions and adjusted the cost and value inputs as necessary. • The appraisals include costs advised in the Net Zero Policy – Technical Evidence Base (July 2026) by Introba and Currie & Brown.	Direct
Strategic Policy 6 (SP6): Renewable and Low Carbon Technologies	• The Council will take a positive approach to proposals for new development which are either for or include renewable energy generation, zero carbon technologies and their supporting infrastructure.	• This policy is regarding low-carbon Renewable Energy infrastructure for the production of energy. There is no impact on plan viability (the availability of energy	Indirect

Policy	Relevant Extracts / Summary	Notes	Impact
	• The Council will support decentralised energy networks, community energy initiatives and area-wide low carbon heating solutions where environmental impacts are minimised and energy affordability can be demonstrated. • The Council will support improvements to utilities infrastructure to facilitate the adoption of low and zero carbon technologies.	is a matter for national government policy). • We have included the cost uplift advised by Introba and Currie & Brown, which is expected to include the technologies required to meet net zero carbon.	
Strategic Policy 7 (SP7): Protecting and Enhancing the Historic Environment	• Importance will be placed on development proposals making a positive contribution to the architectural quality, historic character, local distinctiveness, and sense of place of historic buildings and areas. Heritage assets should be conserved in a manner appropriate to their significance. This means that the higher the value of the heritage asset the more consideration will be given to maintaining its heritage significance. • The Council will protect designated and non-designated heritage assets, support the sensitive restoration and reuse of historic buildings, and give great weight to avoiding harm to heritage significance.	• Heritage assets (e.g. conservation areas) tend to have bespoke/higher values which offset some of the design enhancements. • Conservation and restoration projects would be subject to site-specific appraisal e.g. for Optimal Viable Use (under the NPPF). This is referenced in the Policy. • Site-specific assessment will determine the extent of policy contributions that can be made and balance this against the interests of preserving or restoring heritage assets – see NPPF Para 212.	Indirect

Strategic Policy 8 (SP8): Conserving and Enhancing the Natural Environment	• The council will protect and enhance the town's distinctive landscape character and natural environment and increase opportunities for people to engage with nature. This will be achieved by:…
	  ○ Providing net gains for biodiversity including establishing coherent ecological networks that are more resilient to current and future pressures.
	  ○ Supporting projects that protect and enhance the network of green and blue infrastructure across the Borough, including publicly accessible open spaces and 'urban fringe' areas
		• The appraisals include the costs of meeting 10% biodiversity net gain as stipulated in Policy SC10.
		• The typologies have made adjustments to reflect the difference in net developable area and gross site area. External works allowances are also included alongside the BNG costs. The combination of these adjustments and costs is expected to mean that some
			Direct

Policy	Relevant Extracts / Summary	Notes	Impact
	which capitalise on the benefits to health and wellbeing and mitigating climate change.	protection and enhancement of open spaces are implicit within the appraisals. • The appraisals also include contributions to open space in line with Policy ID1 (on qualifying sites).	
Strategic Policy 9 (SP9): Managing Coastal Erosion and Flood Risk	• The development and improvement of flood defence infrastructure and drainage assets in Hastings will be supported, including Natural Flood Management measures for the management of fluvial flooding subject to appropriate environmental impact assessment.	• Sites in areas subject to coastal erosion and flood risk would be reflected in adjustments to the land value. Where reinforcement or upgrades are required, it is expected that this will be deducted from the land value as an abnormal cost. • Environmental impact assessments are assumed to be covered by a combination of planning costs and professional fees allowances (where required / on qualifying sites).	Indirect
Strategic Policy 10 (SP10): Transport Infrastructure	• Over the lifetime of the Plan, in order to deliver sustainable development, the council will work proactively with transport providers and partners to enable the delivery of infrastructure and services which supports development growth, economic connectivity including through the prioritisation of active travel and public transport to support carbon neutral objectives. This will include the council securing development contributions to help meet these objectives. • The Council will support improvement to rail, bus, walking, wheeling and cycling infrastructure, the uptake of ultra-low and zero-emission vehicles, and also highway improvements that support sustainable growth.	• S106 contributions in the appraisals have been advised by HBC and include allowances for transport.	Direct

Policy	Relevant Extracts / Summary	Notes	Impact
Strategic Policy 11 (SP11): Healthy and Safe Communities	• All development should be designed to promote health and wellbeing. To achieve this outcome, the council will require the delivery of healthy homes and communities for people to live, work and thrive to achieve improved education, health, employment and quality of life. • Major development proposals will be required to demonstrate through a Health Impact Assessment (HIA) screening how they will result in an inclusive, healthy and sustainable place that improves health and wellbeing outcomes for everyone. • A HIA screening is required for developments of 40+ dwellings and/or 1,000sqm or more of commercial floorspace, with mitigation measures incorporated where adverse health impacts are identified.	• The costs of the Health Impact Assessment are assumed to be accounted for across the application / survey fees allowance and the increased professional fees.	Indirect
Strategic Policy 12 (SP12): Infrastructure Delivery Strategy	• Development proposals will be required to take into account existing infrastructure and to provide and/ or contribute to the provision, and where appropriate maintenance, of facilities, infrastructure and services where development gives rise to a need for additional or improved infrastructure • The delivery of relevant infrastructure will be secured either through direct provision by the developer or financial contributions, such as s106 and/ or planning obligations. In most cases, infrastructure requiring maintenance and management will require a clear and deliverable plan to be in place for the lifetime of the asset. Contributions towards infrastructure maintenance will also be secured where relevant	• S106 contributions in the appraisals have been advised by HBC	Direct
Strategic Policy 13 (SP13): Development Viability	• In order for development to come forward with sufficient essential infrastructure, it may be necessary to make commensurate, proposal-specific adjustment to affordable housing policy	• Our viability testing has included three scenarios which vary the extent of policy contributions sought and the impact on viability. Notably, Scenario C (Pragmatic	Direct

Policy	Relevant Extracts / Summary	Notes	Impact
	requirements. The following priorities must be worked through where proposal specific viability assessments are necessary: ○ All development proposals will be required to deliver the following obligations: ▪ a. Meeting or exceeding the minimum water efficiency standard as set out in Policy SC3; ▪ b. A drainage strategy, and resulting SuDS; ▪ c. Any necessary flood risk prevention, adaptation and/or mitigation measures, as set out in Policy SC16; ▪ d. Improvements to the Strategic or Local highways network that are critical by reason of capacity and/or safety. • Where the requirements of 1 or 3 or a combination of the two would result in delivery of less than the full affordable housing obligations as set out in SP2, a commensurate cascade5 adjustment to affordable housing will be acceptable subject to the applicant consenting to the use of the viability review mechanism as set out in SP2.	Appraisals) considers the impact of prioritising the requirements of SP13 1a-d before considering the maximum viable amount of affordable housing which can be sought.	
Chapter 5 - Development Potential Areas and Regeneration Areas	• This section introduces one Development Potential Area and three regeneration areas.	• The typologies have considered the sites included in Chapter 5	Direct
Chapter 6 - Site Allocation Policies	• This section sets out the housing and employment allocations within the Local Plan.	• The residential and non-residential typologies have considered the sites included in Chapter 6	Direct

Policy	Relevant Extracts / Summary	Notes	Impact
Policy H1: Specialist Housing for Older People	• Development proposals should have regard to meeting the housing needs of older people. The housing needs of older people can range from accessible and adaptable general needs housing to specialist housing with high levels of care and support. Regard should be had to good practice design principles and proposals should show how these have been adhered to. • New care homes and specialist accommodation should be accessible by sustainable and active travel and provide appropriate amenity space for residents. • Where proposals contain Class C3 accommodation affordable housing should be provided in accordance with the affordable housing Policy, Policy SP2: New and Affordable Housing.	• We have not been made aware of any specific sites within the plan that are expected to deliver housing for older people. Separate hypothetical typologies have been developed based on our experience and the typical expectations of this type of developer. • The appraisals have investigated the potential for this type of accommodation to provide affordable housing in line with Policy SP2.	Direct
Policy H2: Shared Housing	• This policy sets the requirement for applications involving the conversion of existing buildings to non-self-contained accommodation. • Applications must provide an acceptable standard of accommodation, adequate communal facilities, cycle/storage and waste provision, and must not harm neighbouring amenity. • Appropriate management and supervision arrangements will be required for HMOs where necessary.	• We have not tested this type of accommodation	None
Policy H3: Conversion of Existing Dwellings	• To support the provision of quality homes and dwelling mix, planning permission will be granted for the conversion of all or part of a dwelling into multiple self-contained dwellings, provided that… • a high standard of accommodation is provided that complies with requirements set out in Policy SC2: Design - Housing Mix, Accessibility and Adaptability;	• Some of the sites included as part of the plan making process are expected to involve conversion of existing buildings. Our typologies have distinguished where this is proposed and make appropriate adjustments to the inputs.	Indirect

Policy	Relevant Extracts / Summary	Notes	Impact
Policy H4: Self build and Custom housebuilding	• Proposals for self and custom housebuilding will be supported in appropriate locations where there is demonstrable demand for plots and all other relevant planning policies are satisfied.	• We have not appraised any self-build schemes explicitly. All our residential typologies are based on the premise that land can be acquired and developed into a new unit (including appropriate allowance for profit). • Where self-building involves plot sales and/or part-completed units (e.g. foundations, or 'wind and watertight'), the working assumption is that the developers' profit is commensurate with the development work undertaken and therefore there is sufficient development surplus to incentivise the self-builder to complete the unit.	None
Policy H5: Accommodation for Traveller Communities	• This policy sets out the circumstances where proposals for gypsy and traveller accommodation will be supported.	• We have not appraised this type of development, nor been made aware of any sites expected to deliver this type of development.	None
Policy H6: Housing Renewal	• Proposals for housing renewal will normally be supported where they result in improvements to the housing mix, quality of design, deliver other public benefits and align with other policies of this plan, including those on retrofit.	• We have not appraised this type of development, nor been made aware of any sites expected to deliver this type of development.	None
Policy H7: Temporary Residential Uses	• This policy sets out the circumstances where proposals for Temporary Residential Uses will be supported	• No implication on plan viability	None
Policy E1: Protecting and Enhancing Employment sites,	• This policy sets out the circumstances where proposals within Strategic or Local Employment Areas will be supported	• Our employment and non-residential typologies are based on the uses set out in Policy E1.	Indirect

Policy	Relevant Extracts / Summary	Notes	Impact
areas and allocations.		• The allocation of employment land has an indirect impact on the wider land market. As land is a finite resource, land that is allocated for employment cannot be used for residential and vice versa – this may have supply / demand implications, putting upward pressure on land values in the area which in turn will affect the benchmark land values used for plan viability testing purposes. This will manifest indirectly through the price mechanism for land and property values – including residential development land.	
Policy E2: Skills, Employment and Supply Chain	• Proposals incorporating 1,000sqm or more gross new commercial floorspace and/ or 40 dwellings or bed spaces should include: a. Local labour and procurement agreements setting out how local employment and goods will be secured where possible; b. A local skills development plan; c. A project completion statement for a and b above.	• It is assumed that any costs associated with agreements and skills plans are covered through the planning fees and increased professional fees allowances. • BCIS costs are rebased to Hastings to reflect local labour costs.	Indirect
Policy E3: Primary Shopping Areas	• Primary Shopping Areas are defined for all town centres, as set out on the Policies Map. Within the Primary Shopping Areas, the council will support proposals for retail and main town centre uses and commercial, business and services falling within Planning Use Class E, where proposals… (continues to set out conditions)	• The policy does not impose any specific requirements/contributions from development. However, it may influence the type, location, and form of retail schemes that come forward. • We have tested a range of non-residential uses including Class E to understand the impact of other policy requirements on viability and also the ability to introduce CIL for these uses.	Indirect

Policy	Relevant Extracts / Summary	Notes	Impact
Policy E4: Food, Drink, Entertainment and the Night-time Economy	• Development proposals for new Cafes, Restaurants, Drinking Establishments and Hot-Food Take Aways will be supported in Town, District and Local Centres where… (continues to set out conditions)	• No implication on plan viability	None
Policy E5: The Visitor Economy	• This policy sets out the conditions for new or extended visitor accommodation, as well as those for proposals involving the loss of existing visitor accommodation. • The loss of existing visitor accommodation will only be supported where there is no reasonable prospect of its retention, shown through evidence and marketing.	• No implication on plan viability	None
Policy E6: Outdoor Visitor Accommodation	• Policy concerning the provision of new, expansion of or improvement to existing lawful caravan, chalet and camping sites and other forms of outdoor visitor accommodation.	• No implication on plan viability	None
Policy SC1: Key Design Principles	• Development should make a positive contribution to the quality, character, local distinctiveness and sense of place in Hastings. • Ensures that biodiversity, climate adaptation and mitigation measures have been incorporated into the design, including through the delivery of multifunctional green and blue infrastructure within the public realm and transport corridors.	• Both the residential and non-residential appraisals include the costs required to meet Net Zero Carbon standards, as advised by Introba & Currie & Brown. • Costs for 10% biodiversity net gain have also been fixed in all appraisals.	Direct
Policy SC2: Housing mix, Accessibility and Adaptability	• The council will require new residential development to make provision for a mix of housing types and tenures to support a range of household sizes, ages and incomes to meet both current and projected housing needs • Proposals for new residential development will be required to… meet the Nationally Described Space Standards.	• The residential typologies consider the market housing unit mix advised in the latest HEDNA (August 2026). • The preferred affordable housing mix has been advised by the Council. We understand the policy allows for	Direct

Policy	Relevant Extracts / Summary	Notes	Impact
	• Proposals for residential development will be required to…Ensure all new homes meet M4(2) Accessible and Adaptable standards and where there is an identified need on the council Housing Register, sites that provide affordable housing in line with Strategic Policy SP2 will, as part of the affordable housing requirement, need to provide 10% of the total housing requirement to meet M4(3): Category 3 - Wheelchair Accessible Dwellings.	appropriate flexibility with the affordable unit mix. • All units meet the nationally described space standards. • The appraisals include costs for the accessibility requirements set out in SC2. We understand the M4(2) requirements is to be relaxed from a mandatory requirement to an advisory / preferential one.	
Policy SC3: Sustainable Design and Construction	• Proposals for major development must be supported by an Energy Strategy Report. • Minor and major proposals for residential development must be capable of achieving a maximum water use of 100litres per person per day as built. • The Council operates a presumption in favour of retrofit and re-use of existing buildings over demolition, unless demolition can be robustly justified.	• The cost for an Energy Strategy Report is assumed to be embedded across the planning and / or professional fees allowances. • The standards set out for energy use, heating, embodied carbon and renewables are expected to be captured in the Net Zero advice from Introba and Currie & Brown. • All appraisals include fixed costs to reflect the water efficiency requirement.	Direct
Policy SC4: Alteration and Extension of Dwellings	• No implication on plan viability	• No implication on plan viability	None
Policy SC5: Proposals Affecting the Significance and Setting of Heritage Assets	• This policy sets out the conditions for proposals that would affect the significance or setting of designated or non-designated heritage assets.	• Heritage assets (e.g. conservation areas) tend to have bespoke/higher values which offset some of the design enhancements. • Conservation and restoration projects would be subject to site-specific	Indirect

Policy	Relevant Extracts / Summary	Notes	Impact
		appraisal e.g. for Optimal Viable Use (under the NPPF). This is referenced in the Policy. • Site-specific assessment will determine the extent of policy contributions that can be made and balance this against the interests of preserving or restoring heritage assets – see NPPF Para 212.	
Policy SC6: Sustainable Development and Heritage Protection	• The council will support development that achieves a sensitive balance between reducing carbon emissions locally and the statutory requirement to give special weight to preserving significance and securing the long-term survival of our heritage assets.	• As above, site-specific assessment will determine the extent of policy contributions that can be made and balance this against the interests of preserving or restoring heritage assets – see NPPF Para 212.	Indirect
Policy SC7: Changes to building elevations and roofs in Conservation Areas	• In conservation areas, the council will seek to maintain the form and appearance of original features including windows, doors, roofs, and other significant architectural elements where these contribute to the character of the building and the significance of the wider conservation area. • Historic architectural features should be retained and repaired. Where this is not possible, and where appropriate, they should be reinstated to match existing features.	• Site-specific assessment will capture the costs and values involved with development in conservation areas.	None
Policy SC8: Shopfronts, Advertisements and Commercial Frontages	• No implication on plan viability	• No implication on plan viability	None
Policy SC9: The High Weald	• Where development could impact the High Weald National Landscape or other areas of landscape value, a Landscape	• The cost for a Landscape Assessment is assumed to be embedded across the	Indirect

Policy	Relevant Extracts / Summary	Notes	Impact
National Landscape and Other Areas of Landscape Value	Assessment will be required and development must conserve and enhance landscape character and natural beauty.	planning and / or professional fees allowances. • Any broader impact of Policy SC9 on development can be reflected at the site-specific stage and through the inclusion of abnormal costs.	
Policy SC10: Habitat Protection, Biodiversity and Net Gain	• Development proposals (other than where loss or degradation of habitat would be negligible such as a change of use or building alteration) will be required to demonstrate biodiversity net gain and will be accompanied by appropriate ecological appraisals showing the potential impact of the proposed development on habitats and species.	• Our appraisals include the costs for meeting 10% biodiversity net gain in line with the Environment Act on both residential and non-residential sites. • S106 contributions include allowances advised by the Council for BNG monitoring.	Direct
Policy SC11: Trees, and Woodland and Hedgerows	• No implication on plan viability	• No implication on plan viability • Where there are particularly mature trees (TPOs) and hedgerows to be protected, this is known to the developer as part of their site due diligence and the costs of mitigation are factored into the price paid for the land. I.e., one cannot pay the same price for land which is cleared as a developer platform, compared to land which is constrained by mature trees and hedgerows.	Indirect
Policy SC12: Green and Blue Infrastructure	• Development within the core GBI network must retain, restore, protect, and enhance existing GBI on-site to support climate change adaptation and mitigation, and deliver benefits to wildlife, habitats, ecosystem services and the health and wellbeing of the local community. Schemes should form part of a wider connected, innovative multifunctional green and blue infrastructure network	• Matters such as blue/green infrastructure are accounted for through standard allowances in external works and site coverage assumptions. • Costs of 10% biodiversity net gain are included within the appraisals.	Indirect

Policy	Relevant Extracts / Summary	Notes	Impact
	which includes, sustainable drainage as well as urban cooling. Any new or enhanced GBI must be multifunctional in nature, and Schemes should be designed in accordance with recognised standards such as the Building with Nature Standards.		
Policy SC13: Urban Greening Factor	• All major development proposals must, and any minor development proposals within the key connecting corridors and their 500m buffer should, demonstrate that: a. The proposal will meet or exceed an Urban Greening Factor of 0.4 (for residential) or 0.3 (for commercial development*) and; b. There should be no net loss against the baseline undeveloped site score. • Minor development proposals outside of the key connecting corridors and their 500m buffer should seek to incorporate elements of high scoring urban greening appropriate to the site. • Onsite Urban Greening should be maintained for the lifetime of the UGF measures. Major development proposals must demonstrate this through an agreed maintenance and management plan. This may be secured by condition.	• Higher density brownfield appraisals have included costs for UGF which are designed to cover the provision of Green Roofs which meet the necessary factor in Policy SC13. • It is assumed UGF is not required on greenfield sites or lower density housing proposals on brownfield sites, as the external works and gardens may be sufficient to meet the UGF. • All brownfield non-residential appraisals include costs for UGF.	Direct
Policy SC14: Provision, Enhancement and Retention of Sports and Recreation Facilities	• Sports and recreation facilities are identified in the most up-to-date Open Space and Play Strategic Assessment and the Playing Pitch and Built Facilities Strategy. • Development which seeks to maintain or enhance existing sports and recreation spaces will be supported. • Development resulting in the loss of sports, recreation, play facilities or playing fields will only be permitted where suitable replacement or enhanced provision is secured, or where the benefits clearly outweigh the loss.	• The s106 allowances advised by the Council include contributions for sports pitches and open space.	Direct

Policy	Relevant Extracts / Summary	Notes	Impact
Policy SC15: Ground Behaviour, Geodiversity and Land Stability	• Development proposals for major and minor applications will be supported in areas with the potential for poor ground conditions or slope instability, and within Landslide Activity Risk Areas where the proposal demonstrates that… (continues to state conditions).	• Ground instability and the necessary remediation would constitute abnormal costs and therefore be reflected in the BLV assessment. Such matters should be considered at the site-specific stage. • The costs for any assessments and management plans would be picked up in the planning and / or professional fees allowances.	Indirect
Policy SC16: Flood Risk and Drainage	• A Flood Risk Assessment will be required as part of a planning application for any development in flood risk zones 2 and 3. Sequential and Exception Tests may also be applied where required by national policy. • Proposals must incorporate Sustainable Drainage Systems (SuDS) and manage surface water run off to ensure there is no increase to runoff rates and flood risk is not increased elsewhere.	• Costs of SuDS are accounted for within the external works allowance. • The FRA should identify which development sites are at the highest risk and may therefore bear a higher cost. • We have assumed that most of the sites that are allocated do not flood, and that flooding of allocated sites is the exception. • Also, where sites have particular flood risk issues, the cost of mitigation (including fees) should be discounted from the value of the land. Site-specific viability can address any abnormal or exceptional costs at the planning application stage.	Direct
Policy SC17: Coastal Change Management	• This policy seeks to prevent development in the Glyne Gap Coastal Change Management Area, unless certain evidence and criteria can be met.	• No implication on plan viability. Any abnormal costs associated with proposals in this location should be considered at the decision taking stage.	None

Policy	Relevant Extracts / Summary	Notes	Impact
Policy SC18: Pollution and Hazards	• Development will minimise and mitigate pollution and hazards and seek to improve air and water quality during both the construction and operation phases of development. • To protect and enhance air quality, an Air Quality Impact Assessment (AQiIA) must be provided alongside proposals • Development proposals should undertake site investigation for contaminants • To protect water quality, development proposals must…. Incorporate SuDS • All major and minor development proposals must provide a construction management plan • All major and minor development must provide a maintenance and management plan in relation to any pollution mitigation measures for the lifetime of the system.	• This policy requires applicants to provide evidence and specialist assessments to justify the pollution impacts of development. This is expected to be captured through the combination of the planning application fees and professional fees allowances in the appraisals. • This should identify which development sites are at the highest risk and may therefore bear a higher cost. Where sites have particular air quality issues, the cost of mitigation (including fees) should be discounted from the value of the land • Impact assessments and management plans will be covered through a combination of the planning fees and / or professional fees. • Our appraisals assume the costs for SuDS are included within the external works allowances.	Direct
Policy SC19: Environmental Nuisance	• This policy aims to protect human health, wildlife, and local amenity by ensuring that new developments minimise and mitigate environmental nuisances during both construction and operational phases.	• As per Policy SC18 above.	Direct
Policy SC20: Community Facilities	• To safeguard opportunities for sufficient early years provision, day nurseries permitted in line with this Policy will be secured through a planning condition. This will have the effect of removing changes to other uses within the same planning use class without a planning consent.	• S106 contributions are included in the appraisal for a range of different uses. • Contributions will not be required for all sites, and any specific requirements will be considered at the decision taking stage.	Direct

Policy	Relevant Extracts / Summary	Notes	Impact
	• Proposals for the provision, enhancement and extension of community facilities will be supported where they are appropriately located and accessible. • The loss of community facilities will only be permitted where they are no longer needed/replaced or (for commercial facilities) can be demonstrated as no longer viable. • Proposals involving the loss of a shop or service outside the defined commercial areas will not usually be supported.		
Policy ID1: Planning Obligations (Section 106)	• The council will seek to ensure that the right infrastructure is in place at the right time support new development through using planning obligations including Section 106 agreements. • Where the full affordable housing contribution cannot be delivered, the Council will require a viability review. • Affordable housing contributions from small sites of 9 dwellings or fewer will be delivered through a commuted sum rather than on-site provision.	• The Council have provided costs for various contributions including transport, open space / play, playing pitches, built facilities, police and rail. • Our assessment considers the maximum viable level of affordable housing which can be delivered whilst balancing other policy requirements and CIL.	Direct
Policy ID2: Access, Services and Parking	• Access, Services and Parking seeks to ensure that access, parking, and servicing infrastructure are efficiently integrated into new developments without compromising safety, aesthetics, or active travel. • Development should prioritise walking and cyclin, minimise land used for parking and avoid car development dominating the design of development. • Residential development should generally provide no more than one parking space per dwelling, with further restrictions applying in the Low Car Parking Area near Hastings Stations.	• This policy may have an indirect impact on viability where site-specific parking requirements result in land take, design amendments, or abnormal costs (e.g. undercroft or multi-storey provision in constrained sites). • It is assumed that standard parking provision is accounted for within the development typologies through density assumptions + any cost considered to be covered through external works allowance.	Indirect

Policy	Relevant Extracts / Summary	Notes	Impact
		• Any exceptional parking-related costs would be considered on a site-specific basis at the planning application stage.	
Policy ID3: Open space, Sports and Recreation	• Open space, Sports and Recreation seeks to ensure that new developments compensate for the additional pressure they place on local infrastructure by enhancing community recreational assets and securing developer funding through legal agreements. • Development will be required to contribute towards the capacity, quality, usability and accessibility of existing open space, sports and recreation facilities where development increases demand.	• S106 contributions include costs for open space, play and playing pitches.	Direct
Policy ID4: Utilities Infrastructure and New Connections	• This policy seeks to ensure that utilities infrastructure is sufficient, protected, sustainable, and properly integrated to support both new developments and existing communities.	• Utilities connections expected to be picked up through external works allowances. • Where reinforcement or upgrades are required that require contributions, it is expected that this will be deducted from the land value as an abnormal cost.	Indirect

Appendix 2 – Land Market Paper

Aspinall Verdi

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Accessible Report

Land Market Paper

Hastings Borough Council

July 2026

Quality Assurance

Date of Report	July 2026
Version	V1
Filename and path	"L:_Client Projects\1909 Horsham Local Plan Viability Study_Horsham District Council\2604 Extension of 1910\2604 Market Reports\2604 Land Market Paper\260422 Horsham WPV 2026 Update, Land Market Report_HDC_v0.1.docx".
Prepared by	Matthew Olive MRICS, Associate Director July 2026
Checked by	Matthew Olive MRICS, Associate Director
Date	July 2026
Authorised by	Parminder Dosanjh MRICS MRTPI, Executive Director
Date	July 2026

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Aspinall Verdi

1 Introduction

1.1 AspinallVerdi have been reappointed by Hastings Borough Council to update the Local Plan Viability Study (LPVS) in support of the emerging Local Plan. The study was originally commissioned in 2020 and has been through various iterations as emerging policy requirements have been refined and consultations have been completed, resulting in a draft version of the assessment being submitted in Summer 2024. Owing to the time which has passed, and in support of the latest version of the emerging Local Plan, we have prepared an updated land market report, which will inform the Benchmark Land Value (BLV) assumptions adopted within our updated viability testing. This paper will sit as an Appendix to the main Viability Report.

1.2 As part of an area-wide viability study, we make high-level assumptions in respect of the land value in order to appraise a representative sample of hypothetical development typologies. The BLV does not represent the values at which land will, or has to, transact across Hastings – it is simply the benchmark for plan viability purposes. This is consistent with the Royal Institute of Chartered Surveyors (RICS) Professional Standard[1], which states the following:

> *'The BLV is not a price to be paid in the marketplace; it is a mechanism by which the viability of the site to provide developers' contributions can be assessed.'*

1.3 The subsequent sections of this report are separated as follows:

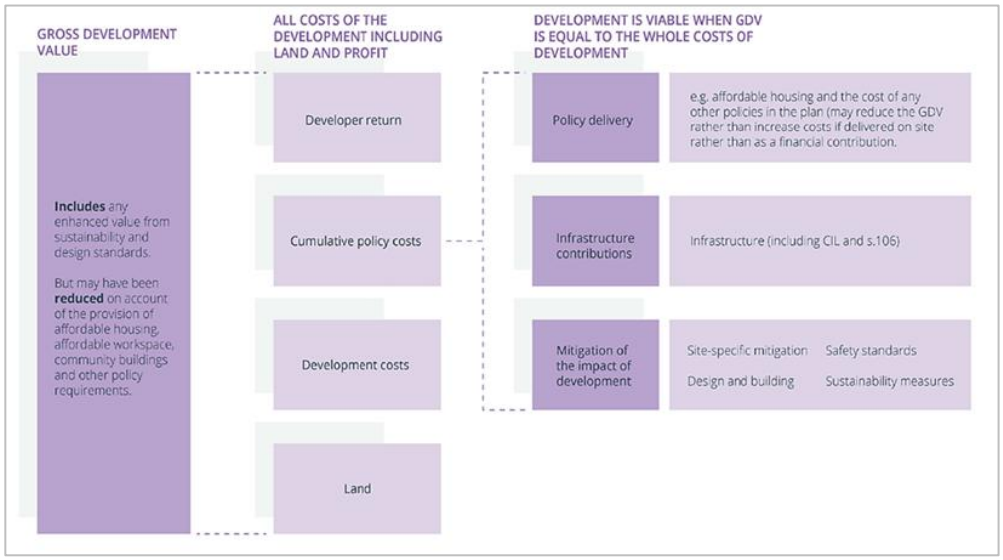
Section 2 – Land Value Approach	This section summarises our approach to the BLV. It should be read in conjunction with the more detailed discussion and analysis in the main Viability Report.
Section 3 - UK Land Context	This section provides an overarching context to land values at a national and regional level, calling on published research and market reports for greenfield and brownfield land.
Section 4 - Greenfield Land Values	This section sets out the market information for greenfield land values across the Borough.
Section 5 - Brownfield Land Values	This section sets out brownfield land value evidence.
Section 6 - Benchmark Land Value Assumptions	Within this section, we set out our BLV assumptions derived from the above research and interrogation of our confidential land value database.

[1] RICS, 2021. Assessing viability in planning under the National Planning Policy Framework 2019 for England, Paragraph 5.1.3.

2 Land Value Approach

2.1 In a development context, the land value is calculated using a residual approach – the Residual Land Value (RLV). The RLV is calculated by deducting the development costs (including the developer's return, policy costs and land value) from the gross development value of the development. This is illustrated in Figure 2.1.

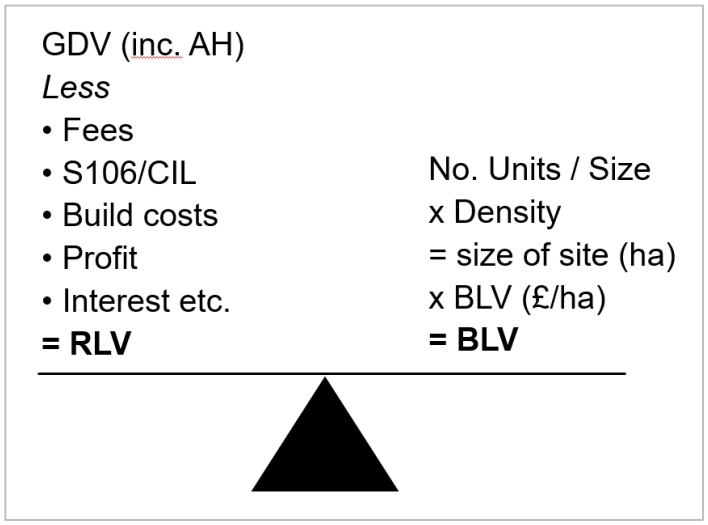
Figure 2.1 – Viability Assessment Components



Source: RICS, April 2023.

2.2 As above, a development is deemed viable if the cumulative policy costs have sufficient headroom. If the GDV equals the costs of development on a policy-compliant basis, then the development is viable, as the necessary element of policy compliance has been included. Hence, for plans and schemes to be viable, the RLV has to be tested against the 'benchmark', which would enable sites to come forward – known as the Benchmark Land Value (BLV). This is illustrated in Figure 2.2.

Figure 2.2 - Balance between RLV and BLV



Source: AspinallVerdi (© Copyright)

2.3 The fundamental question is, 'What is the appropriate BLV?' for viability testing. The NPPF (December 2024) simply states that 'all viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available'. [2] The Planning Practice Guidance on Viability provides information on land values for the purpose of assessing viability in planning, as set out below:

- Paragraph: 014 - How should land value be defined for the purpose of viability assessment? – 'a benchmark land value should be established on the basis of the existing use value (EUV) of the land, plus a premium for the landowner'.
- Paragraph: 015 – 'In plan making, the landowner premium should be tested and balanced against emerging policies.'
- Paragraph: 016 – What is meant by existing use value in viability? 'EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information, such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development)'.
- Paragraph: 017 – 'The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements'.

2.4 The guidance is clear that the land value assessment needs to be based on the Existing Use plus Premium approach (EUV+). The Royal Institute of Chartered Surveyors also supports the EUV+ method when determining land values for planning purposes, stating the following:

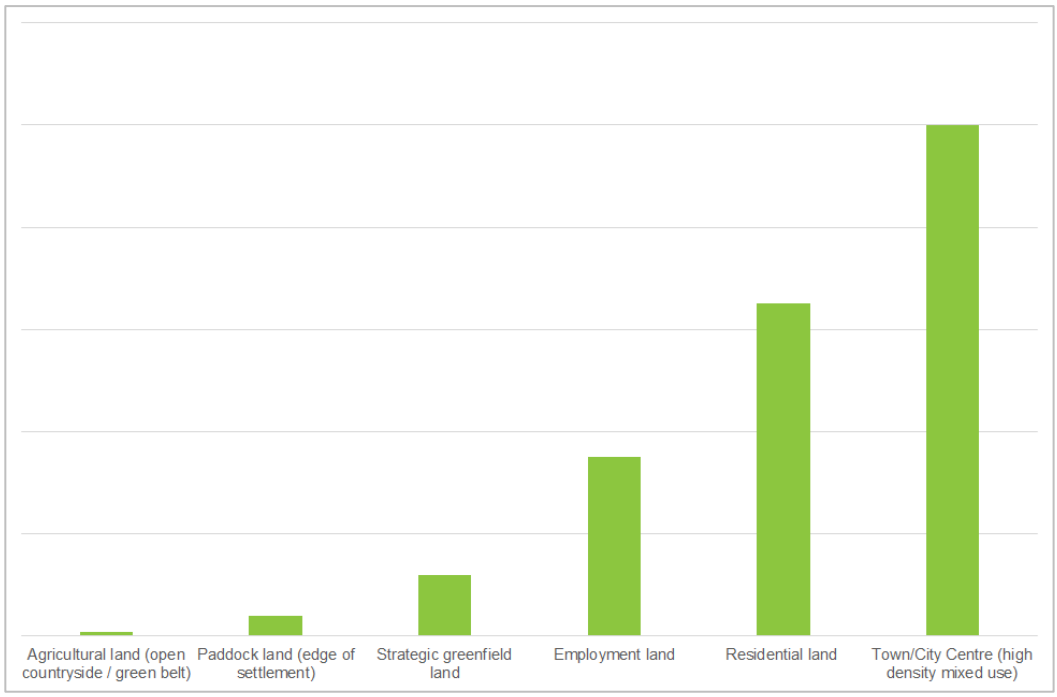
> 'The PPG is unambiguous that EUV+ is the primary approach.'[3]

2.5 Land transaction evidence should only be used as a cross-check to the EUV plus premium. The RICS guidance emphasises the PPG paragraph 016, which states that 'any data used should reasonably identify any adjustments necessary to reflect the cost of policy compliance (including for affordable housing), or differences in the quality of land, site scale, market performance of different building use types and reasonable expectations of local landowners'.[4]

2.6 The land market is not perfect, but there is a generally accepted hierarchy of values based on the supply and demand for different uses. This is illustrated on an indicative basis in Figure 2.3.

[2] Paragraph 59, National Planning Policy Framework
[3] RICS, March 2021 (effective from 01 July 2021), Assessing viability in planning under the National Planning Policy Framework 2019 for England, paragraph 5.7.7
[4] Ibid, paragraph 5.7.6

Figure 2.3 - Indicative Land Value Hierarchy



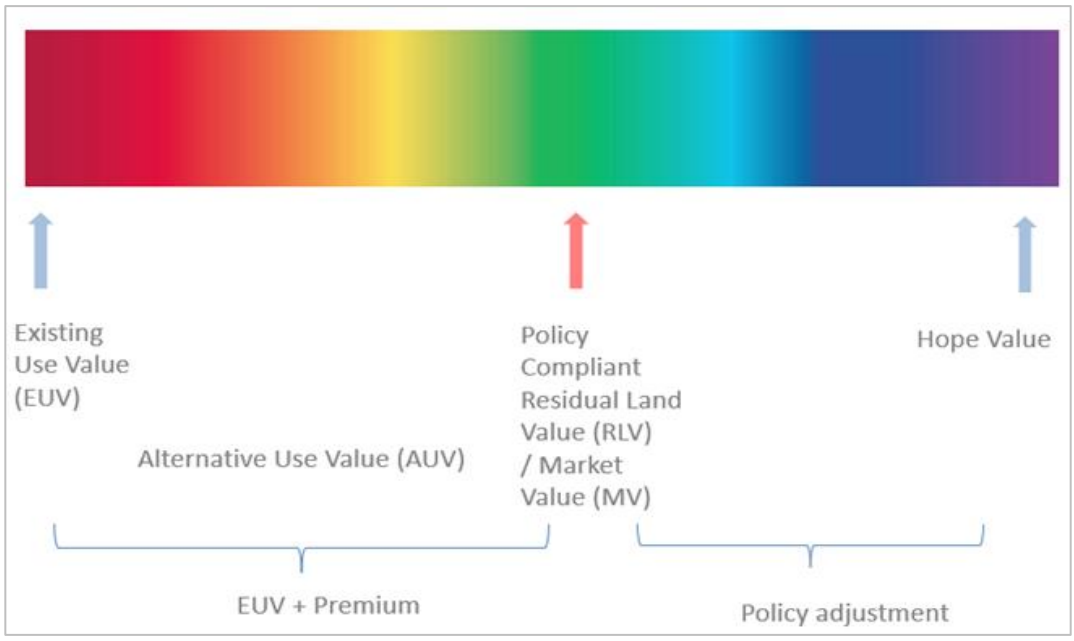
Source: AspinallVerdi (© Copyright)

2.7 Note that the value of individual sites depends on the specific location and characteristics. For development to take place (particularly in the brownfield land context), the value of the alternative land use has to be significantly above the existing use value to cover the site acquisition, the full cost of redevelopment (including demolition and construction costs) and developer's profit / return for risk. In an area-wide context, we can only be broad-brush in terms of the BLV as the approach requires that a representative sample of hypothetical development typologies be appraised – see Paragraph 004 of the Viability PPG.

2.8 The assessment of the existing use is made more easily in the context of greenfield agricultural land, where the values are well established; however, there is less certainty in urban areas, where there is competition for land among a range of alternative uses. It begs the question EUV "for what use?". It is impossible to appraise every potential permutation of the existing use (having regard to any associated legacy) and development potential, and hence a more inclusive and practical approach needs to be taken.

2.9 When considering transactional evidence, it is important to acknowledge the influence that 'hope value' has on land prices. Hope value is the element of value in excess of the existing use value, reflecting the prospect of some more valuable future use or development. The PPG specifically states that hope value (and the price paid for land) should be disregarded from the EUV. However, hope value is a fundamental part of the market mechanism and therefore is relevant in the context of the premium. Figure 2.4 illustrates these concepts.

Figure 2.4 - Benchmark Land Value Approaches



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2.10 It is acknowledged that there has to be a premium over EUV to incentivise the landowner to sell. Although the assessment of the Existing Use Value can be informed by comparable evidence, the uncertainty lies in how the premium or 'plus' element is determined. In this context, the Harman report 'allows realistic scope to provide for policy requirements and is capable of adjusting to local circumstances by altering the percentage-based premium used in the model. The precise figure that should be used as an appropriate premium above the current use value should be determined locally. But there must be [Market Value] evidence that it represents a sufficient premium to persuade landowners to sell'. [5]

2.11 The HCA Area Wide Viability Model (Annex 1 Transparent Viability Assumptions) is the only source of specific guidance on the size of the premium. The guidance states:

> 'There is some practitioner convention on the required premium above EUV, but this is some way short of consensus and the views of Planning Inspectors at Examination of Core Strategy have varied. Benchmarks and evidence from planning appeals tend to be in a range of 10% to 30% above EUV in urban areas. For greenfield land, benchmarks tend to be in a range of 10 to 20 times agricultural value.'[6]

2.12 Greater emphasis is now being placed on the existing use value (EUV) + premium approach to break the circularity of ever-increasing land values. As a result of these increases (partly driven by developers negotiating a reduction in policy obligations on grounds of 'viability'), we are finding that the range between existing use value (EUV) and 'Market Values' (including aspirational asking prices) is getting larger. Therefore (say) 20 x EUV and (say) 25% reduction from 'Market Value' may not 'meet in the

[5] Viability Testing Local Plans Advice for planning practitioners - Local Housing Delivery Group - Chaired by Sir John Harman (June 2012), page 29.
[6] HCA Area Wide Viability Model (Annex 1 Transparent Viability Assumptions), August 2010, Transparent Assumptions v3.2 06/08/10

middle', meaning it is instead a matter of professional judgement what the BLV should be, based on the evidence.

2.13 In order to provide a comprehensive analysis, we have undertaken a variety of sensitivity analyses within our viability appraisals, including changes to the BLV. These are shown for each of the typologies, with an explanation of how to interpret the sensitivities in the Main Viability Assessment report.

3 UK Land Market Context

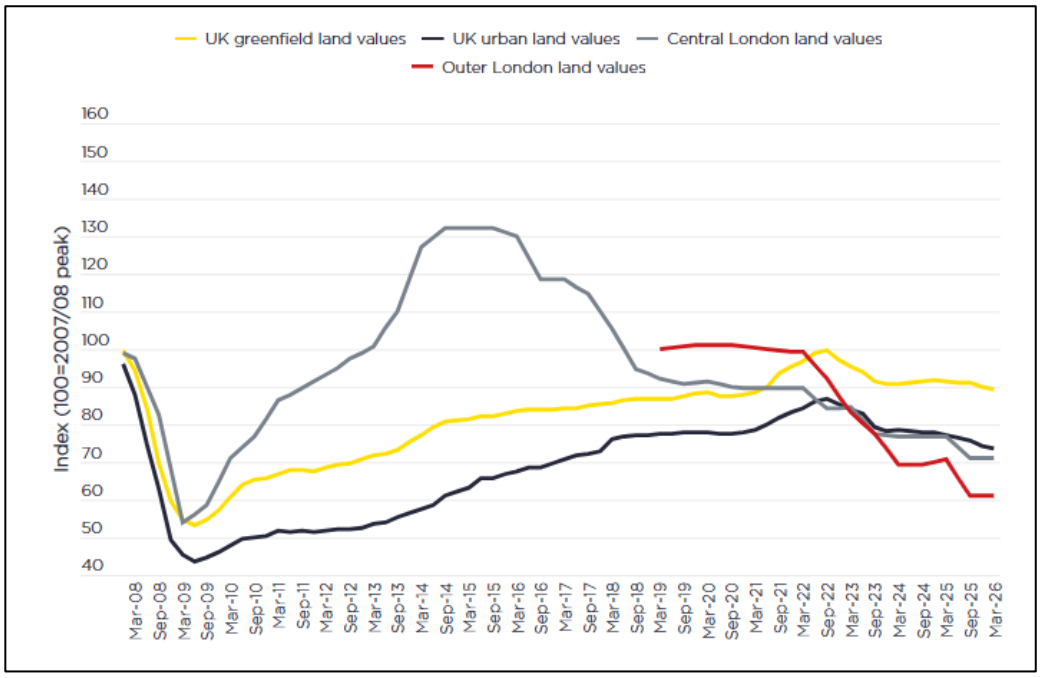
3.1 This section provides background context to land values at a national and regional level.

Overview

3.2 In their most recent research into the Residential Development Land Market, Savills report that there has been a mixed start to 2026, characterised by regional divergence between the north and south of the country. Land sales remain subdued across the majority of the South East and East of England, resulting in a more cautious sentiment from housebuilders, whilst a more robust housing market in the North has demonstrated continued activity and competition. This divergence is evident when looking at the change in greenfield land values, with those in the south-east falling by -2.1% compared with positive growth in the North. Overall, greenfield values fell by an average of 0.9% across the UK during Q1 2026.[7]

3.3 Headwinds continue to face the market for brownfield / previously developed sites, with a declining appetite for flatted developments owing to ongoing viability challenges caused by increased build costs and building safety regulations. This is with the exception of values in both Outer and Central London, which remained steady. Across the country, brownfield land values declined by -1.4% during the first quarter, bringing the total annual change to -5.8%. The quarterly decrease was higher in the South East at -2.6%.[8]

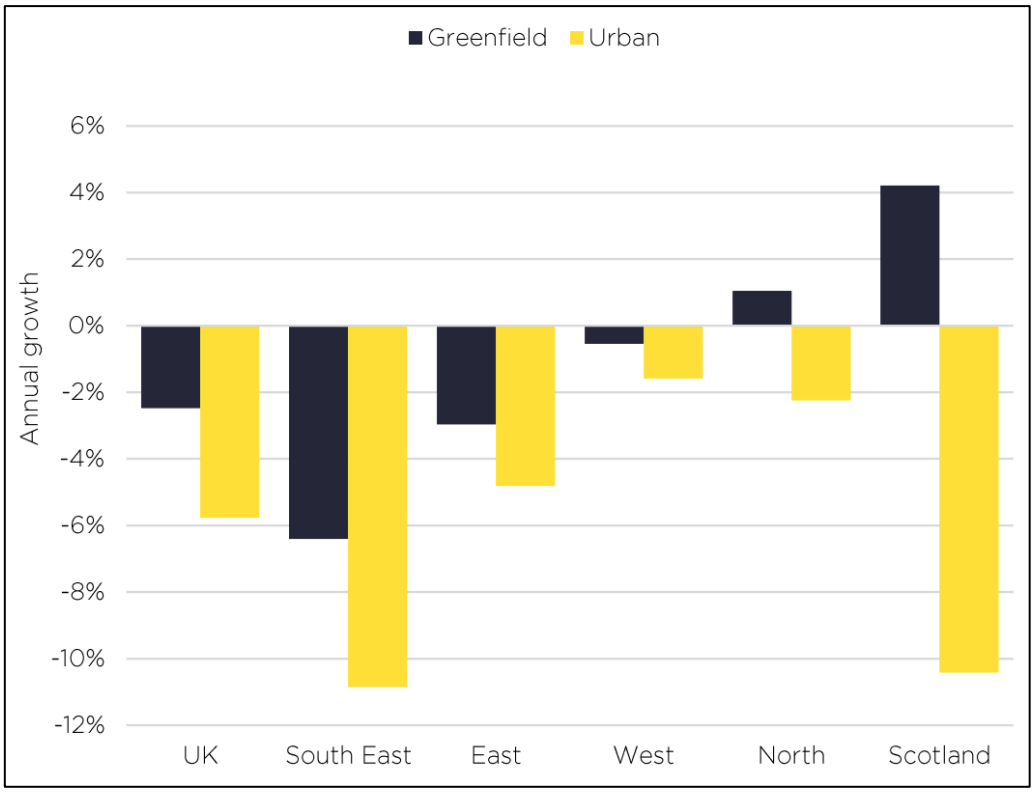
Figure 3.1 – UK Greenfield and Urban Residential Land Value Index



Source: Savills, Market in Minutes – Residential Development Land, Q1 2026.

[7] Savills, 2026. Market in Minutes – Residential Development Land – Q1 2026.
[8] Ibid

Figure 3.2 – Annual Change in Land Values by Region



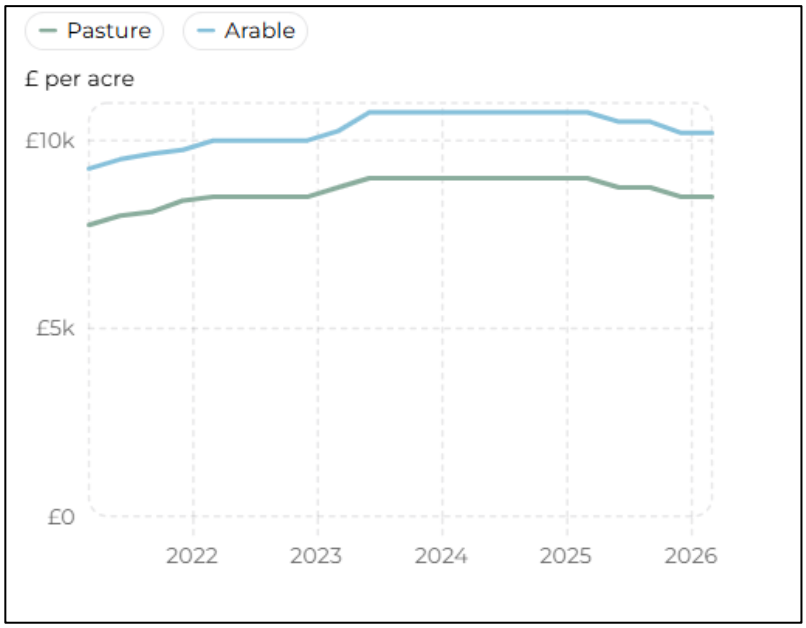
Source: Savills, 2026.

3.4 Figure 3.1 and Figure 3.2 demonstrate the fall in both greenfield and brownfield land values over the past year, with sites in the South East demonstrating the most significant changes.

Greenfield & Agricultural Land

3.5 Figure 3.3 displays average agricultural land values in the South East between 2022 and the start of 2026. At regional level, agricultural land values have remained relatively stable in recent years, with Carter Jonas reporting that there has been a marginal decrease over the past 12-months of 2.2% for average pasture land and 3.2% for arable land. The more recent increase in the rate of annual decline is expected to be related to the war in Iran and the impact of energy and fertiliser prices on UK farming. The reliance on imports leaves the UK vulnerable to disruption and, in turn, decreases the prospects of improvements in interest rates and inflation.

Figure 3.3 – South East Average Agricultural Land Values (£/acre)



Source: Carter Jonas, 2026.

3.6 Table 3.1 displays South East agricultural land values by type, as of Q1 2026.

Table 3.1 – South East Agricultural Land Values (by type)

Land Type	Low £ / ac	Low £ / ha	Prime £ / ac	Prime £ / ha	Avg. £ / ac	Avg. £ / ha
Arable	£9,000	£22,239	£12,250	£30,270	£10,200	£25,205
Pasture	£7,750	£19,151	£9,250	£22,857	£8,500	£21,004

Source: Carter Jonas, 2026.

3.7 Figure 3.3 and Table 3.1 show that arable land is typically valued higher than pasture land. There is also a larger difference in the value of low and prime arable land, when compared to pasture land. Similar observations are made by Strutt & Parker in their Spring 2026 English Estates & Farmland Market Review, where average arable land values remain close to record levels at £11,200 per acre, and pasture at £8,800 per acre. Knight Frank report a marginally lower average of £8,622 per acre in their Farmland Index for Q1 2026.

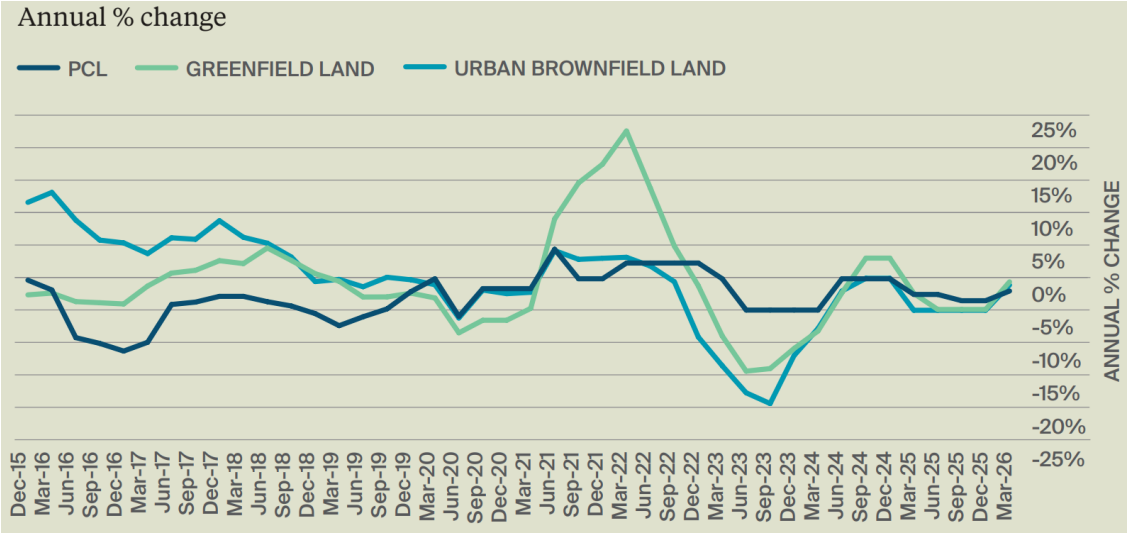
3.8 In terms of supply, both Carter Jonas and Strutt & Parker report declines over the year of between c. 35 – 45%. Both commentators attribute this to persistent wet weather over January and February which in turn delayed launches to the market. Carter Jonas note a slight uptick in the supply towards the end of Q1 2026, with expectations that the market will remain balanced as opposed to oversupplied.

3.9 Farmland can be seen as an attractive, safe investment that could stimulate demand and result in price growth akin to that post-Global Financial Crisis. However, there are still serious challenges concerning the supply of farm workers (as a consequence of global inflationary pressures and the conflicts in Ukraine and the Middle East). Strutt & Parker expect that the market will perform similarly to 2025, with variable pricing which is more consistent in certain regions and localities than others.

Brownfield Land

3.10 In their UK Residential Development Land Index Q1 2026, Knight Frank report that residential land values weakened early in the year as renewed geopolitical uncertainty and persistent viability pressures weighed on demand. This followed a brief period of stability at the turn of the year, with urban brownfield land values subsequently falling by 2.5% in the first quarter, leaving the annual decline at 2.0%. While pricing appears close to a floor, fragile developer confidence, higher borrowing costs and a restrictive planning and regulatory environment continue to present significant headwinds, keeping development activity and start volumes subdued, particularly in urban markets.[9]

Figure 3.4 – Residential Development Land



Source: Knight Frank, 2026.

3.11 Following a brief period of stability at the turn of the year, developer confidence has softened moving into 2026 as forward-looking indicators point to a more cautious outlook. According to the Knight Frank Index, just 8% of survey respondents expect reservation volumes to improve over the course of the year, while 44% anticipate weaker performance. While planning delays remain the most prominent challenge alongside fragile buyer sentiment and the short-term UK economic outlook, broader delivery expectations have also moderated, with nearly half of housebuilders anticipating a decline in construction start volumes over the next quarter.

3.12 This outlook aligns with the Montagu Evans Residential Land Survey[10], which indicates a major shift in developer priorities. While building safety was the primary concern last year, buyer demand and lack of confidence are now cited as the biggest barriers to new development. The survey found that a meaningful increase in developer appetite is now more likely to be driven by mortgage rate cuts and First-Time Buyer support rather than a fall in land values.

3.13 Regarding regulatory hurdles, the Building Safety Act remains a critical factor, though operational efficiency is improving. In early 2026, the Building Safety Regulator

[9] Knight Frank, 2025. Res Dev Land Index Q4 2025.
[10] Montagu Evans, 2026. The Residential Land Survey (2026).

successfully reduced Gateway 2 approval times for higher risk buildings from the 2024 peak of 48 weeks down to an average of 13–14 weeks. Despite this progress, the Montagu Evans survey highlights a continued shift in product mix, with 72% of respondents now preferring medium-rise developments (below 18m) to avoid the heightened costs and regulatory scrutiny associated with taller towers.

3.14 High land values for immediately deliverable sites remain a core challenge, although the majority of respondents noted that land prices are decreasing. With this, Montagu Evans observe a shift in how land is being secured with option agreements, overtaking subject to planning as the preferred method for accessing land, as developers seek to mitigate risk. While there is a strong appetite for 'oven-ready' deliverable sites with planning certainty, unconsented land without clear potential is attracting fewer bids.

3.15 The Bidwells Summer 2026 Market Update[11] takes a slightly more positive approach, suggesting the market is stabilising but also becoming increasingly polarised. This is tempered by persistent inflationary pressures, elevated mortgage rates and a cautious Bank of England. While prime sites in strong economic centres continue to command stable pricing and competitive bidding, secondary locations are facing downward value adjustments and declining interest. To mitigate risks and protect cash flow, housebuilders are prioritising 'oven-ready' sites with reserved planning approvals, smaller plots and deferred payment structures. This challenging environment has created a sharp divergence between large PLC housebuilders and under-pressure SMEs, driving an increase in parcel sales between developers to sustain outlet volumes in a market showing resilience but lacking momentum.

[11] Bidwells, June 2026. Summer 2026 Market Update: Land Market Remains Selective.

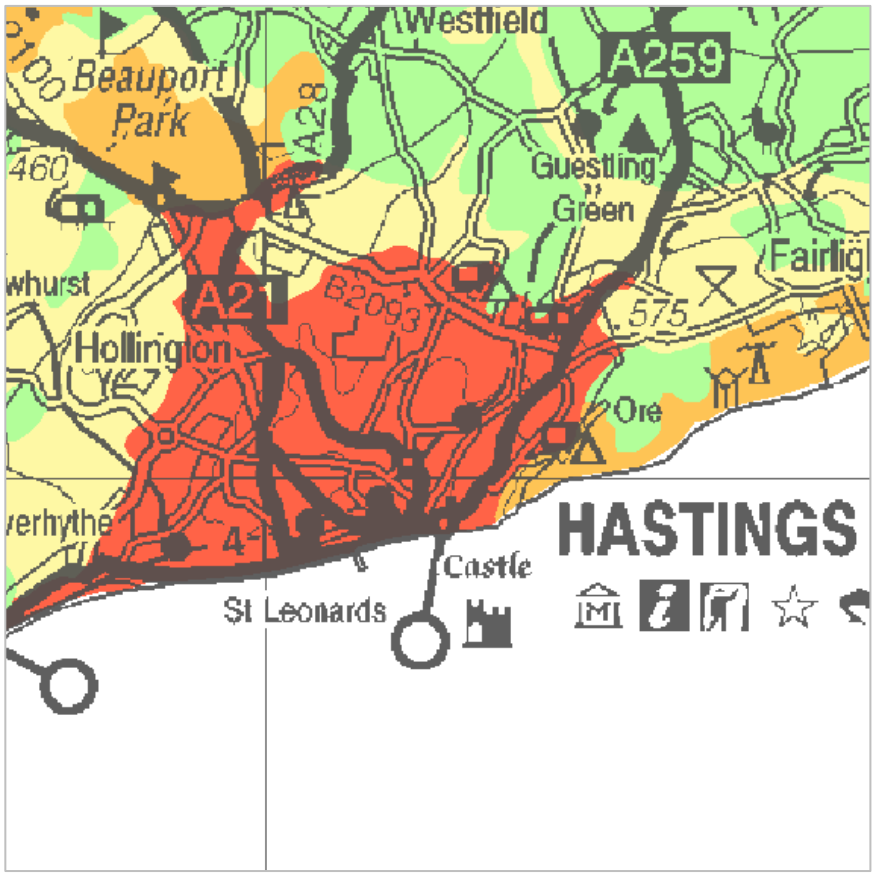
4 Greenfield Land Values

4.1 To inform our existing use values for greenfield sites, we have reviewed asking prices from listings advertised on Rightmove, CoStar, UK Land & Farms and local agent websites. We have also considered the most recent publication of the Agricultural Land Directory undertaken by the Royal Institute of Chartered Surveyors and Royal Agricultural University (RAU), which collates data from a number of greenfield land transactions across the country.

4.2 Figure 4.1 displays the Agricultural Land Classification Map for Hastings Borough and the surrounding areas, as produced by Natural England. The map displays the location of agricultural land within the Borough and assigns a land quality grade to each parcel, as below:

- **Excellent to Very Good Quality** – as indicated by the colour blue;
- **Good to Moderate Quality** – as indicated by the colour green;
- **Very Poor to Poor Quality** – as indicated by the colours yellow and brown; and,
- **Non-Agricultural** – as indicated using the colours orange and red.

Figure 4.1 - Agricultural Land Classification Map for Hastings



Source: Natural England, South East Region, 2011[12].

[12] We would note that the most up-to-date version of this map was published in 2011 therefore some land uses may have changed since the date of publishing.

4.3 As shown in Figure 4.1, the majority of land across Hastings Borough is considered non-agricultural, with some areas of poor / very poor grade land inclined towards the northern and western borough boundaries. We have considered this in our assessment of land values and BLV.

Market Evidence

4.4 This section sets out the evidence identified in our review of greenfield land values. Unlike the residential sales market, evidence from completed land transactions is not publicly available. In the absence of this, we have instead sought information from market reports and current listings for greenfield and agricultural sites.

4.5 The RICS, in conjunction with the Royal Agricultural University, publish a Farmland Market Directory of Land Sales which is generated from information provided by land agents across the country. Whilst this information does not disclose the exact purchase price, it does provide an indication as to how closely aligned the asking price was to the eventually-agreed sales value. Hence, this is considered the starting point for greenfield land value evidence.

4.6 Our review of the latest survey (H2 2025) has shown that there were no transactions recorded across East Sussex during the sample period. To provide a broader indication, we have considered the sales recorded across neighbouring West Sussex and Kent, noting that both have historically achieved higher values on average by comparison.

4.7 We have also obtained transactional data and listing prices on CoStar and Rightmove to support our understanding of greenfield land values in Hastings and the surrounding areas. Table 4.1 summarises the achieved and asking price data obtained in our search.

Table 4.1 – Agricultural Land Achieved and Asking Prices Summary

Address	Source/Type	Site Area (ac)	Site Area (ha)	Value (£)	Value (£/ac)	Value (£/ha)
62 Burton Rd Eastbourne East Sussex BN21 2RU	CoStar - Completed Transaction (Mar 26)	0.33	0.82	£14,000	£42,424	£104,832
Herbrand Walk, Bexhill-On-Sea	On the Market - Listing Price	1.54	3.81	£60,000	£38,961	£96,275
Junction Road, Staplecross TN32	On the Market - Listing Price (Under Offer)	2.60	6.42	£55,000	£21,154	£52,272
Worsham Lane, Bexhill-On-Sea, TN40	On the Market - Listing Price	3.30	8.15	£125,000	£37,879	£93,600
Whatlington TN33	On the Market - Listing Price	4.50	11.12	£200,000	£44,444	£109,824
Riccards Lane, Whatlington, TN33	On the Market - Listing Price	5.00	12.36	£100,000	£20,000	£49,421
The Forstal, Staplehurst	RICS & RAU Farmland Directory - H2 2025	5.35	13.22	£120,000	£22,430	£55,425
Land at Underriver House Road, Underrive	RICS & RAU Farmland Directory - H2 2025	5.52	13.64	£120,000	£21,739	£53,718
Stonehurst Wood, near Rye TN31	On the Market - Listing Price (SSTC)	6.66	16.46	£98,000	£14,715	£36,361
Beckley TN31	On the Market - Listing Price (Under Offer)	6.79	16.78	£99,000	£14,580	£36,029
Land at Shermanbury, West Sussex	RICS & RAU Farmland Directory - H2 2025	7.50	18.53	£175,000	£23,333	£57,658

Address	Source/Type	Site Area (ac)	Site Area (ha)	Value (£)	Value (£/ac)	Value (£/ha)
Woodland at Blackhurst Lane, Tunbridge Wells	RICS & RAU Farmland Directory - H2 2025	8.08	19.97	£75,000	£9,282	£22,937
Land At Wilting Farm, Crowhurst, East Sussex, TN38	Rightmove - Listing Price (SSTC)	8.24	20.36	£225,000	£27,306	£67,474
Beckley TN31	On the Market - Listing Price (Under Offer)	8.67	21.42	£130,000	£14,994	£37,051
Mountfield, Robertsbridge	On the Market - Listing Price (SSTC)	9.00	22.24	£280,000	£31,111	£76,877
Hancox Wood, Broad Oak, Beckley TN31	On the Market - Listing Price	9.26	22.88	£129,500	£13,985	£34,557
Upper Coghurst, Butchers Lane, Battle, East Sussex, TN35	On the Market - Listing Price (SSTC)	9.44	23.33	£159,950	£16,944	£41,869
Rosemary Lane, Fairlight, Hastings	On the Market - Listing Price	9.50	23.47	£160,000	£16,842	£41,618
Furnace Lane, Rye TN31	On the Market - Listing Price	11.25	27.80	£170,000	£15,111	£37,340
Land at Fulking, West Sussex	RICS & RAU Farmland Directory - H2 2025	11.67	28.84	£220,000	£18,852	£46,584
Kingsdown Road Land, St Margaret's at Cliffe, Dover, CT15 6BB	RICS & RAU Farmland Directory - H2 2025	12.00	29.65	£150,000	£12,500	£30,888
Land at Bolney, West Sussex	RICS & RAU Farmland Directory - H2 2025	14.00	34.59	£220,000	£15,714	£38,831

Address	Source/Type	Site Area (ac)	Site Area (ha)	Value (£)	Value (£/ac)	Value (£/ha)
Forge Lane, Staplecross TN32	On the Market - Listing Price	15.00	37.07	£210,000	£14,000	£34,595
Land to the rear of Picketts Meadow Farm Uckfield East Sussex TN22 3EB	CoStar - Completed Transaction	15.43	38.13	£305,000	£19,767	£48,844
Hurst Lane, Sedlescombe TN33	On the Market - Listing Price	15.70	38.80	£95,000	£6,051	£14,952
Lodge Orchard, Mill Lane, Preston, Canterbury, CT3 1HD	RICS & RAU Farmland Directory - H2 2025	17.23	42.58	£200,000	£11,608	£28,683
Land at Crook Farm, Brenchley	RICS & RAU Farmland Directory - H2 2025	20.96	51.79	£250,000	£11,927	£29,473
Lovehurst Manor Farm, Staplehurst - Lot 6	RICS & RAU Farmland Directory - H2 2025	23.90	59.06	£200,000	£8,368	£20,678
Lovehurst Manor Farm, Staplehurst - Lot 5	RICS & RAU Farmland Directory - H2 2025	24.00	59.31	£225,000	£9,375	£23,166
Jarvis Brook Crowborough East Sussex TN6 2EP	CoStar - Completed Transaction (Feb 2025)	24.21	59.82	£230,000	£9,500	£23,475
Land on Minster Marshes, Marsh Farm Road, Minster, Ramsgate, CT12 4DD	RICS & RAU Farmland Directory - H2 2025	28.00	69.19	£240,000	£8,571	£21,180
Land at Sheepcote Farm, Orpington	RICS & RAU Farmland Directory - H2 2025	44.15	109.10	£485,000	£10,985	£27,145

Address	Source/Type	Site Area (ac)	Site Area (ha)	Value (£)	Value (£/ac)	Value (£/ha)
Longlands, Harrietsham	RICS & RAU Farmland Directory - H2 2025	52.99	130.94	£490,000	£9,247	£22,850
The Midley Land, Lydd	RICS & RAU Farmland Directory - H2 2025	69.76	172.38	£600,000	£8,601	£21,253
Oldridge Wood, Swanton Lane, Littlebourne, Canterbury, CT3 4AX	RICS & RAU Farmland Directory - H2 2025	71.26	176.09	£350,000	£4,912	£12,137
Watermill Lane, Bexhill-on-Sea TN39	On the Market - Listing Price	114.97	284.10	£650,000	£5,654	£13,970
Buckholt Lane, Bexhill-on-Sea, East Sussex, TN39	On the Market - Listing Price (SSTC)	117.41	290.13	£650,000	£5,536	£13,680
Land East and West of Upper Hardres Wood Upper Hardres, Canterbury, CT3 1LP	RICS & RAU Farmland Directory - H2 2025	118.54	292.92	£1,720,000	£14,510	£35,855

Sources: As referenced.

4.8 Our search identified a total of 38no. transactions or listings (including the data obtained from the RICS / RAU), comprising a mix of agricultural and paddock land, with some sites also including areas of woodland. We have specifically omitted any sites which have either permanent or semi-permanent structures, or agricultural buildings (i.e. barns, stores, stables etc.). The transactions and listings range from £4,912 - £44,444 per acre (£12,137 - £109,824 per hectare), with an average of £17,182 per acre / £42,457 per hectare.

4.9 We typically classify paddock land as small-scale (i.e. generally less than 5-acres) agricultural / 'pony paddock' greenfield land which is on the edge of an existing settlement. In our experience, paddock land typically transacts at a premium above agricultural land, and this trend is evident within the sample. When isolating those up to 5-acres in size, the range in values increases to £20,000 - £44,444 per acre, with an average of £34,144 per acre / £84,371 per hectare.

4.10 On this basis, omitting the paddock land value from the sample produces a range of agricultural land values from £4,912 - £31,111 per acre (£12,137 to £76,877 per hectare). This equates to an average of £14,002 per acre (£34,599 per hectare) across the remaining sample.

4.11 The majority of the sample comprises sites which are currently advertised for sale, a number of which were not shown as 'SSTC' or 'Under Offer'. This may indicate that the listing prices have not been at a level to attract and agree a sale, although that is not to say that circumstances will remain the same. Given the proportion of the sample obtained from property marketing portals, we are also conscious of the potential for hope value to have been included within some of the listing prices.

4.12 We are also mindful that the average arising from the sample is higher than those reported for greenfield / agricultural sites in our review of market reports and commentaries, which were observed to range between c. £8,000 - £12,000 per acre. Given the limitations associated with greenfield land across Hastings (as identified in the Natural England classification map), coupled with recent decreases reported in land prices across the south-east, we would expect prices in Hastings to be lower than some of those identified in Table 4.1.

5 Brownfield Land Values

5.1 In this section, we review values for development land across Hastings and the surrounding areas. As with agricultural land, we have called upon transactional evidence and listing prices for sites advertised for sale on various property portals. This process attempts to establish existing use values for previously developed land.

5.2 We recognise that it is difficult to generalise what brownfield land is 'typically' worth across an area, given that all sites are unique. For plan-wide viability studies, identifying an appropriate BLV can be challenging given the high number of variables which influence the value of brownfield development (e.g. the exact use, obsolescence, buildings / structures for demolition, contamination, site remediation, neighbouring uses and restrictions etc.). Further considerations, such as existing planning consents or the potential for a change of use, compound this difficulty and can result in a wide range of values.

5.3 In light of the above, careful consideration has to be given to whether the values are aspirational and also if they represent policy-compliant market values. Where possible, we have carried out research into any consents attached to sites and whether they are policy compliant (i.e. inclusive of affordable housing and other 106 contributions as required by current planning policies). More weight is given to evidence which is policy-compliant. However, it is difficult to be certain that developers have not offered values (and / or landowners have not asked for values) which are not sustainable in planning policy terms and therefore challenge viability at development management stage. This practice is contrary to the NPPF / PPG, and we have been mindful of the potential for this in our assessment of the evidence.

5.4 Our approach seeks to cross-reference different types of brownfield land data to inform our BLV assumptions, including:

- Transactions and listings of previously developed sites which benefit from residential planning permission;
- Transactions and listings of commercial land;
- Review of land assumptions adopted by MHCLG for policy appraisal;
- Transactions and listing of industrial land;
- Review of BLVs adopted in area-wide viability studies for neighbouring authorities;

5.5 It is important to reiterate that this is a plan-wide study and thus the purpose of our research is to establish a suitable BLV for the development typologies to be appraised. As set out earlier, the BLV does not mean that all land will, or has to, transact at a similar level across Hastings – it is simply the benchmark for viability purposes.

Residential Development Land

5.6 We have first sought to identify brownfield sites across Hastings with planning permission for residential development, as summarised in Table 5.3.

Table 5.1 – Brownfield Land with Residential Planning Permission

Address	Source/Type	Area (ac)	Area (ha)	Value (£)	Value (£/ac)	Value (£/ha)	Comments
Land at 2 Filsham Road, St. Leonards-on-Sea, TN38 0AU	Rightmove – Listing Price	0.11	0.05	£15,000	£133,096	£328,947	HS/OA/25/00469 – Outline permission for 1no. detached house.
Battle Road, St. Leonards-On-Sea	Rightmove – Listing Price	0.08	0.03	£90,000	£1,174,682	£2,903,226	HS/FA/24/00050 – Full permission for 1no. dwelling
Chambers Road, St. Leonards-On-Sea	Rightmove – Listing Price	0.27	0.11	£500,000	£1,876,682	£4,638,219	HS/FA/24/00239 – Permission for 5no. dwellings (appeal allowed).
West Hill Road, St Leonards, East Sussex, TN38	Rightmove – Listing Price	1.71	0.69	£795,000	£466,184	£1,152,174	HS/FA/24/00710 – Full permission for 37no. dwellings (0% AH)

Source: As referenced.

5.7 Information on brownfield sites with planning permission across Hastings is scarce. The majority of listings with planning permission were shown to be on greenfield sites. Most listings identified are for minor developments and are therefore below the threshold for affordable housing contributions. Developers of these sites will not encounter the same financial burdens as those which trigger the policy requirements and require additional developer contributions, which may in turn mean that more capital is available to fund the acquisition (i.e. land value). Applying these inflated small-site benchmarks to an entire area is therefore likely to distort the viability testing for larger schemes that are subject to other policy requirements.

5.8 Further, developers pursuing a single-dwelling scheme often operate with a distinct set of drivers that can justify paying higher land values. Unlike institutional volume builders who may prioritise profit margins and scalable returns, an individual or small-scale developer may intend to occupy the home themselves as a bespoke principal residence, or they may possess personal ties to a specific area or neighbourhood (i.e. special value / special purchaser – see RICS Valuation Global Standards). Consequently, this difference in development objective can lead to higher upfront land costs that a profit-driven developer would reject.

5.9 Our search identified a single brownfield site with a consent which exceeds the existing affordable housing policy threshold and would therefore be expected to deliver units on-site. However, further interrogation of the permission shows that the application was accompanied by a site-specific viability assessment which demonstrated that the provision of on-site affordable housing would be unviable – a conclusion which was agreed by the Council's independent review. Despite this, the £ / acre rate at which the site is listed is towards the lower end of the sample identified, suggesting a policy-compliant land value should be less than this amount.

Commercial Land Transactions

5.10 The use of commercial land value evidence is an established means of informing brownfield land values for policy appraisal.[13] Accordingly, we have obtained data from sales of land in commercial use over the past 2 years where the plot size has been disclosed. Our initial search did not reveal any transactions within Hastings Borough, so we have expanded the radius across East Sussex, as summarised in Table 5.2.

Table 5.2 – Commercial Land Values

Address	Date Sold	Size (ac)	Price	£ / ac
Penfolds, Wealden, BN27 3SS	Sep 25	2.00	£1,500,000 (asking)	£750,000
Pilgrims' house, Brighton, BN2 0GB	Jun 25	0.62	£2,900,000	£4,677,419
Averys Nursery, Lewes, BN8 5RU	Dec 24	7.26	£5,600,000	£771,349
Beach Road, Lewes, BN9 0BX	Nov 24	1.50	£1,640,000	£1,093,333

Source: CoStar, 2026.

5.11 The data shows that sales of commercial land on a £ / acre basis are broad. This is not unexpected, as there will be several different variables which will influence the prices

[13] MHCLG, 2019. Land value estimates for policy appraisal 2019.

(e.g. location, condition, size, access, transport, purchase type, tenant covenant etc). For this reason, whilst the data provides a range of achieved values (£750,000 - £4.68m per acre) which can be used to steer the assumptions, it is not possible to reconcile the 'typical' values associated with commercial land across East Sussex or Hastings Borough.

5.12 In its 2026 publication, 'Land value estimates for policy appraisal', the Ministry for Housing, Communities and Local Government (MHCLG) estimate industrial land values in Hastings to be approximately £303,514 per acre (£750,000 per hectare). These 2023 baseline estimates are designed for use by MHCLG, its agencies, and local authorities when conducting economic appraisals of projects and policies. The estimate sits below the range identified in Table 5.1 and Table 5.2, albeit some of the sites identified above are from different authority areas in East Sussex.

5.13 In this respect, we have also obtained data from transactions across Hastings Borough which are designated by CoStar as being in industrial or light industrial use and where the land area is disclosed. The sales identified are summarised in Table 5.3.

Table 5.3 – Hastings Industrial Land Values

Address	Date Sold	Size (ac)	Price	£ / ac
Drury Lane, St Leonards on Sea, TN38 9BA	Jul 25	0.50	£400,000	£800,000
Units 10-12, Burgess Road, Hastings, TN35 4NR	Jun 25	0.15	£252,000	£1,680,000
Menzies Road, St Leonards on Sea, TN38 9BG	Sep 24	0.21	£1,030,000	£4,904,762
10 Menzies Road, St Leonards on Sea, TN38 9BB	Jul 24	0.40	£700,000	£1,750,000

Source: CoStar, 2026.

5.14 The industrial transactions show a similar wide range to the commercial land value evidence and a significant uplift on the MHCLG data.

Brownfield BLV Evidence from Neighbouring Authorities

5.15 The final dataset considered in our assessment of brownfield land values collates the BLVs adopted in plan-wide viability assessments undertaken in neighbouring authority areas, as set out in Table 5.4.

Table 5.4 – BLVs from Neighbouring Authorities

Local Authority	Consultant	Date	BLV £ / ac	BLV £ / ha
Eastbourne Borough Council	HDH Planning & Development	Oct 2022	£730,000	£1.80m
Wealden District Council	BNP Paribas	Jan 2026	£350,000	£865,000

Local Authority	Consultant	Date	BLV £ / ac	BLV £ / ha
Rother District Council	Porter Planning Economics	Oct 2018	£316,000 - £392,000	£780,000 - £960,000
Ashford Borough Council	Three Dragons	May 2017	£182,000 - £526,000	£450,000 - £1.30m
Folkestone & Hythe District Council	Chilmark Consulting	Sep 2017	£202,000	£500,000
Tunbridge Wells Borough Council	Dixon Searle Partnership	Aug 2019	£344,000 - £1.42m	£850,000 - £3.50m

Sources: As referenced.

5.16 The evidence again shows a wide-ranging set of assumptions for brownfield BLVs adopted in neighbouring authority areas. It is noted that those BLVs at the lower end of the respective ranges are observed to fall below any of the market evidence collated from transactions and listings, which is consistent with the rationale set out in the RICS Professional Standards in that the BLV should not be expected to equate to the market value, or the price to be paid in the marketplace. As such, it may be appropriate to adjust the evidence identified to ensure it provides an appropriate benchmark for plan viability testing.

6 Benchmark Land Value Assumptions

6.1 This chapter sets out the BLV assumptions to be adopted within the viability testing.

Greenfield Land Values

6.2 Table 6.1 summarises the greenfield land evidence identified in our review.

Table 6.1 – Greenfield Land Value Evidence Summary

Source	Sample	Min. £ / ac	Max. £ / ac	Avg. £ / ac
Market Reports	9	£7,750	£12,250	£9,508
Larger Sites (>5 ac)	33	£4,912	£31,111	£14,183
Smaller Sites (<5 ac)	5	£21,154	£44,444	£36,972

Source: AVL, 2026.

6.3 The data arising from market reports and commentaries shows the most consistency, with all values falling within a relatively confined range of c. £5,000 per acre. When isolating the sales and listings of sites providing over 5-acres, this range expands to c. £26,000 per acre, although the average remains within a reasonable tolerance of that calculated from the market report data. It is clear that smaller sites of less than 5-acres show values or listing prices which are higher than the other two data sets, which is consistent with trends observed in other local authority areas.

6.4 It is important to recognise that small agricultural sites require planning to be used as paddocks and hence we cannot conclude that all small sites within Hastings will command values akin to those identified in our review. Instead, cases will need to be considered on an individual basis to reflect the site-specific circumstances. We are also conscious of the size of the sample, and potential for outliers to influence the data.

6.5 For greenfield typologies, the bottom-up approach is based on the net value per acre / hectare for agricultural land (existing use value (EUV). This EUV is ‘grossed up’ to reflect the difference in net-developable areas to gross-site areas of the sites. There is a relationship between the quantum of land (size of development opportunity), the net-to-gross ratio and the net BLV expressed as £ per net developable area. If the net-to-gross ratio increases, then the multiplier increases and vice versa.

6.6 The BLV divided by the (higher) value per acre / hectare gives an uplift multiplier or premium. These are the minimum values that we would assume for the purpose of our hypothetical viability appraisals, and they act as the benchmark to test the RLVs of schemes to determine whether sites would come forward for development.

6.7 Note that the premium assumptions reflect the likelihood of residential development coming forward on greenfield sites. We also account for the size of the site, as it is likely purchasers of larger sites can benefit from economies of scale, thus slightly reducing the premium above the EUV.

6.8 In previous iterations of the viability testing, we adopted a Benchmark Land Value of £170,000 per acre for greenfield sites. This reflects a multiplier premium of between 12 – 18x EUV when assuming the averages arising from the market reports and larger site data set out in Table 6.1 (excluding smaller sites for aforementioned limitations)

i.e. £9,500 per acre. We are satisfied this remains a reasonable uplift to incentivise landowners to release sites for development and have upheld this rate in our updated testing.

Brownfield Land Values

6.9 Table 6.2 summarises the brownfield land evidence identified in our review.

Table 6.2 – Brownfield Land Value Evidence Summary

Source	Sample	Min. £ / ac	Max. £ / ac	Avg. £ / ac
Residential Dev. Land	4	£133,096	£4,638,219	£2,255,642
Commercial Land	4	£750,000	£4,677,419	£1,823,025
Industrial Land	4	£800,000	£4,904,762	£2,283,691
Neighbouring WPVs	6	£182,000	£1,420,000	£466,500

Source: AVL, 2026.

6.10 We are mindful of our earlier comments in respect of brownfield land values, both in terms of the wide variance in the £ / acre rates and how this can be influenced subject to a number of different factors – including the potential hope value attached to a prospective change of use. Overall, the evidence demonstrates the difficulty in using market evidence to inform BLVs for the purpose of plan testing.

6.11 As a means of comparison, previous iterations of the testing have assumed a brownfield BLV of £350,000 per acre. This falls within the range of market evidence obtained and summarised in Table 6.2, albeit towards the lower end. The evidence suggests that values equivalent to c. £135,000 - £4.90m per acre have previously provided the minimum incentive for landowners to release brownfield sites, although some of these are based on development potential.

6.12 It is noted that the evidence from viability assessments undertaken in neighbouring authority areas demonstrates the most confined range as well as the lowest average. This may demonstrate the divergence between the prices paid for land in the marketplace (i.e. as shown through review of transactions and listings) and the BLVs adopted for the purpose of policy appraisal. We have been mindful of this when determining the brownfield BLV.

6.13 Adopting a stand-back judgment, we believe that the evidence justifies an increase to the BLV assumed in earlier versions of the viability assessment. We consider it a reasonable expectation that brownfield BLVs could fall between the baseline estimate published by MHCLG for Hastings (c. £305,000 per acre), which are noted to date back to 2023, and the West Hill Road listing (£470,000 per acre), which demonstrates the incentive required to deliver a site without any affordable housing contributions. The majority of brownfield BLVs in neighbouring areas are also shown to fall within this range.

6.14 In light of the above, we are proposing to adopt a brownfield BLV of £400,000 per acre. This reflects an uplift on the previous rate assumed of £350,000 per acre in light of the evidence identified, but remains consistent with the rates adopted in neighbouring authority areas.

Conclusion

6.15 The BLVs attempt to strike a balance between the competing interests (developers, landowners and the aims of the planning system) whilst still securing the maximum benefits in the public interest through the granting of planning permission – therefore meeting the aims of the PPG.

6.16 Should the RLV exceed the BLV once all abnormal and policy costs are taken into account in the appraisal, then there is scope for the landowner to secure a higher premium. Should any site-specific assessments incur any additional costs that have not been allowed for in our BLV assessments then these costs need to be reflected in a reduced land value as per the PPG. In this respect, these brownfield BLVs are considered to be conservative and provide an inherent 'buffer' as sites which are the most obsolete are likely to come forward more quickly and at conceivably lower values.

6.17 It is important to note that the BLVs contained herein are for 'high-level' district-wide viability purposes, and the appraisals should be read in the context of the BLV sensitivity table (contained within the appraisals).

6.18 It is important to emphasise that the adoption of a particular BLV in the base-case appraisal typologies in no way implies that this figure can be used by applicants to negotiate site-specific planning applications.

6.19 Where sites have obvious abnormal costs, these costs should be deducted from the value of the land. The land value for site-specific viability appraisals should be thoroughly evidenced, having regard to the EUV of the site (as is best practice in the PPG). This report is for plan-making purposes and is 'without prejudice' to future site-specific planning applications.

6.20 Furthermore, we are not saying that land can *only* be acquired in the Borough for these BLVs. As the appraisals show, there is often a surplus between the RLV and BLV, which could be put to a stronger land bid or retained as profit. Furthermore, the sensitivity scenarios show the impact on the surplus (i.e., the difference between RLV and BLV) for various levels of BLV and profit %.

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Property | Infrastructure | Planning
Development | Regeneration

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Aspinall Verdi
property
regeneration
consultants

Appendix 3 – Stakeholder Consultation Slides

Aspinall Verdi
property regeneration consultants

Hastings.gov.uk
Borough Council

Local Plan Viability Assessment

Stakeholder Consultation

24th July 2026

Structure

Aspinall Verdi

1. Introductions
2. Background & Objective
3. Purpose of today
4. Viability overview
5. Emerging assumptions
6. Feedback & next steps

1. Introductions

Matthew Olive MRICS
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1. About AspinallVerdi

- Specialist Property Development Consultants
- RICS GP and P&D Surveyors / RTPI
- RTPI England Policy Panel / RICS FVIP Panel
- Homes England Property Panel
- London | Leeds | Liverpool | Newcastle | Birmingham | Manchester

1. What we do (viability)…

- Site-specific FVAs for S106 (private & public)
- **Local Plan & CIL Viability Studies**
- Heritage - Conservation deficit / enabling development
- Contribution to industry guidance – RICS & RTPI

2. Background & Objectives

Aspinall Verdi

"Hastings Borough Council wishes to commission a viability assessment to support the production of a new local plan and to assess the potential for a Community Infrastructure Levy."

"The Council will be reliant upon the Local Plan viability assessment to ensure that developer contributions being required from strategic sites allocated in the Plan are not only viable, but also seek to maximise the potential for contributions from new developments.

"The purpose of this project is to ensure that the local plan is deliverable, and that local plan policy and infrastructure requirements do not make development in the borough unviable.

2. Background & Objectives

Aspinall Verdi

2020 - 2021

Original commission, assessment of Reg. 18 policies, potential for CIL, viability assessment submitted Jan 2021.

2022 - 2025

Updates / iterations, sensitivity testing, updated draft assessment (Summer 2024), Executive Summary (Dec 2025).

June - July 2026

Updated market research, cost review, revised typologies, **stakeholder workshop.**

August 2026

Feedback, amends & finalise appraisals

3. Purpose of today

How should plan makers and site promoters ensure that policy requirements for contributions from development are deliverable?

The role for viability assessment is primarily at the plan making stage. Viability assessment should not compromise sustainable development but should be used to ensure that policies are realistic, and that the total cumulative cost of all relevant policies will not undermine deliverability of the plan.

It is the responsibility of plan makers in collaboration with the local community, developers and other stakeholders, to create realistic, deliverable policies. Drafting of plan policies should be iterative and informed by engagement with developers, landowners, and infrastructure and affordable housing providers.

Source: PPG, 2025.

4. Viability Overview

Aspinall Verdi

Ministry of Housing, Communities & Local Government

National Planning Policy Framework

GOV.UK

Collection

Planning practice guidance

Assessing viability in planning under the National Planning Policy Framework 2019 for England

England

1st edition, March 2021

Effective from July 2021

RICS

Financial viability in planning: conduct and reporting

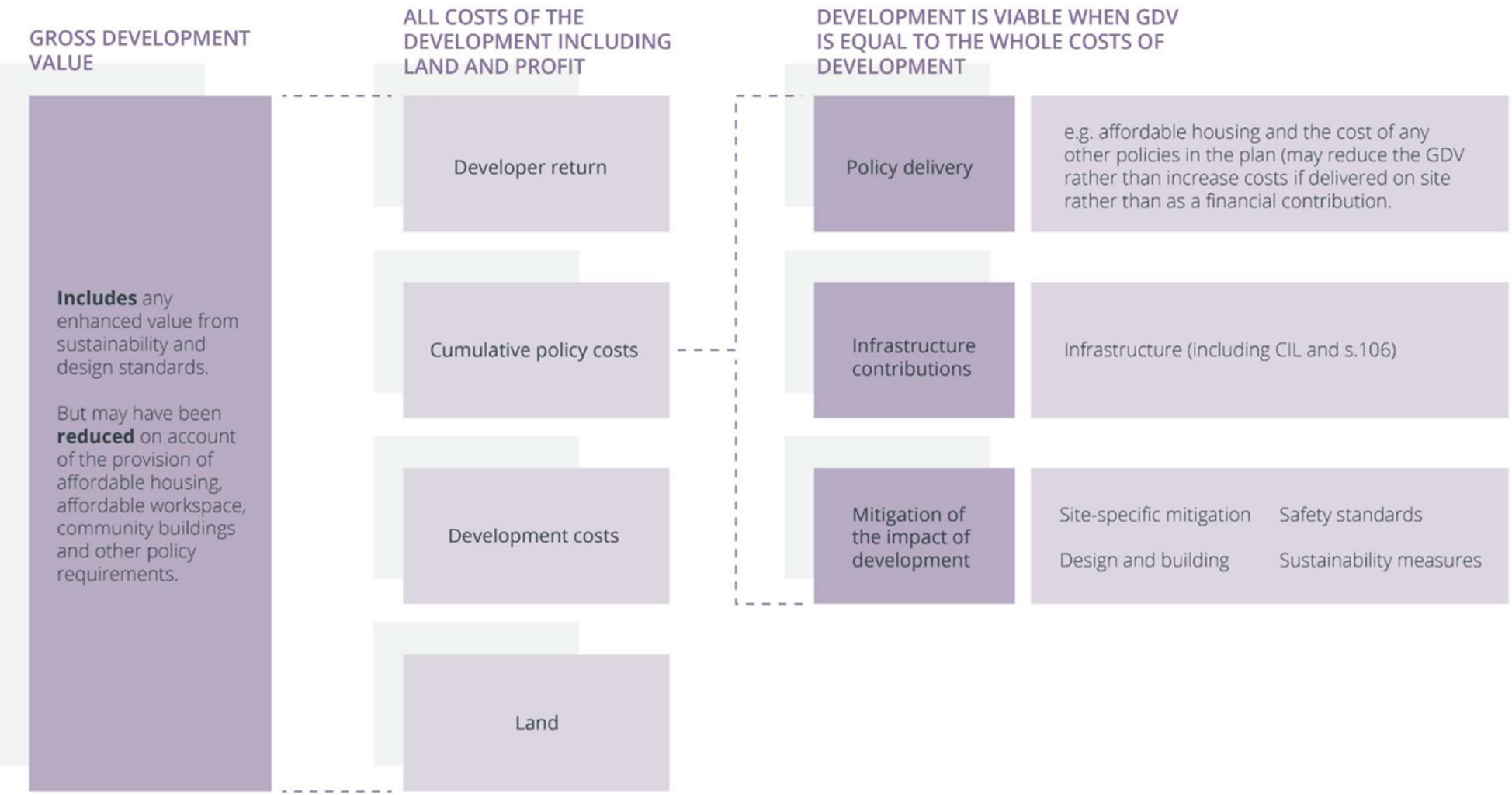
England

1st edition, May 2019

Effective from 1 September 2019

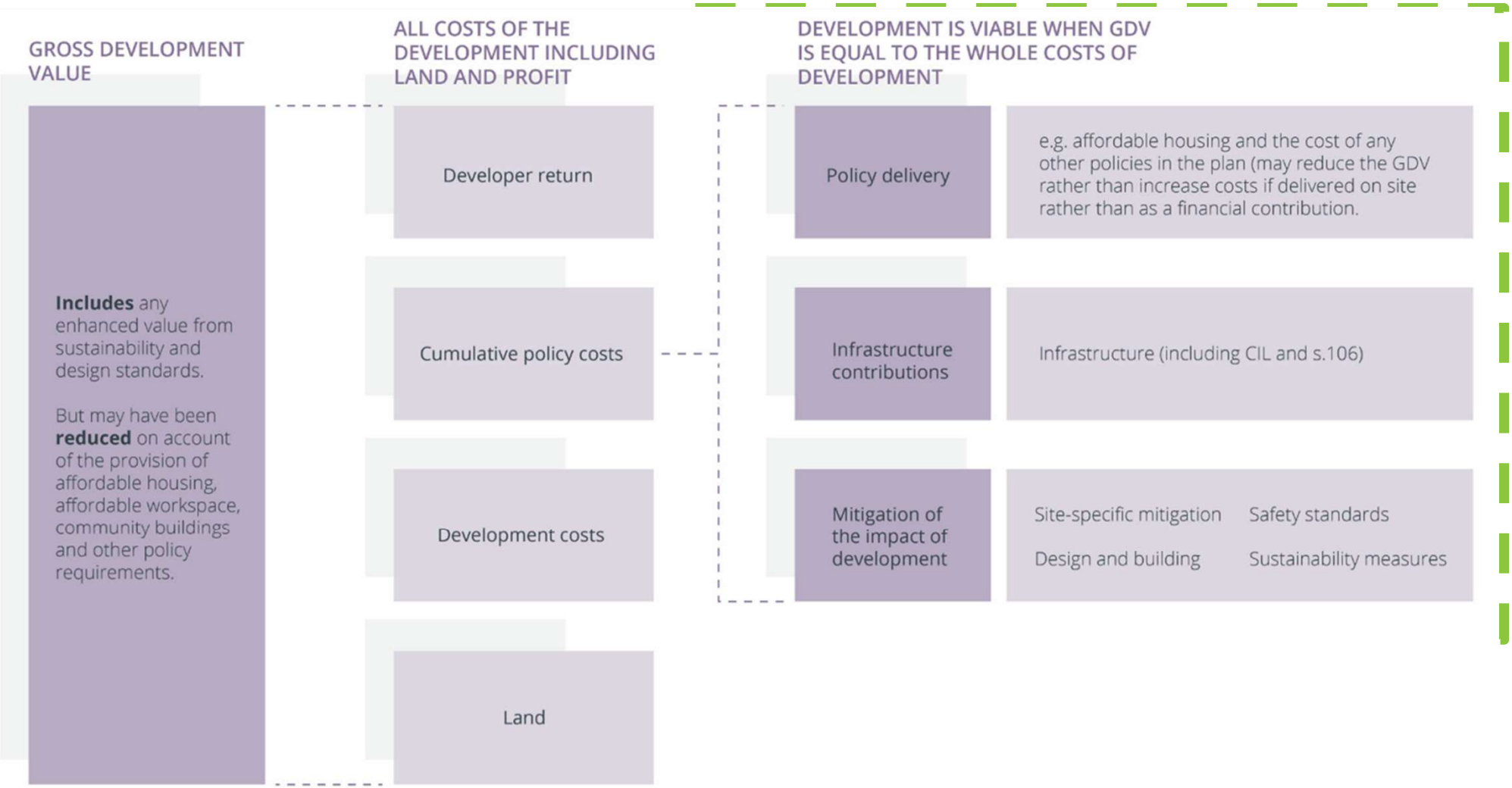
RICS

4. Viability Overview



Source: RICS, 2019.

4. Viability Overview



Source: RICS, 2019.

4. Viability Overview

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The government's approach shifts the focus of viability assessment to plan making. The purpose of viability assessment in the plan-making stage is to test, on an area-wide basis, whether the planning policies in a plan are realistic, and that the total cost of the policies will not undermine the deliverability of the plan. This is necessarily at a more strategic level, and the PPG indicates that testing should be proportionate – for instance, not all sites need to be assessed for viability in plan making, assurance is not required that all sites are viable, and site typologies can be used. Estimates across site typologies are inherently broader, and a balance needs to be struck: the viability assessment should be sufficiently detailed to provide a fair assessment but not so detailed that it makes the plan-making process overly complicated or expensive.

Source: RICS, 2019.

- Key takeaways:
  - Are policies realistic & deliverable?
  - Proportionality – typology approach
  - Balanced assessment (strategic level, not overly complicated)

4. Viability Overview

Aspinall Verdi

Ministry of Housing, Communities & Local Government

Matthew Pennycook MP
Minister of State for Housing and Planning
2 Marsham Street
London
SW1P 4DF

Graham Stallwood
Interim Chief Executive
The Planning Inspectorate

15 July 2026

Dear Graham,

Local Plan examinations: deliverability and viability

The plan-led approach is, and must remain, the cornerstone of our planning system. This government remains determined to drive local plans to adoption as quickly as possible in order to achieve our ambition of universal plan coverage and to ensure that plans contribute positively to increasing rates of housebuilding and infrastructure delivery.

In light of the December 2026 submission deadline for legacy system local plans, you will be acutely aware that we are approaching a period of higher demand for local plan examination services. That forthcoming rise in demand obviously takes place against a backdrop of volatile economic conditions, largely owing to current geopolitical tensions, which is likely to impact on local plan preparation.

My letters to your predecessor of 8 October and 27 November 2025 concerning examination flexibilities, green belt reviews and the duty to co-operate, focussed on ensuring that the Planning Inspectorate could better support the government's objective of achieving universal plan coverage. I am writing further to those letters to emphasise the importance of taking an appropriately pragmatic and proportionate approach in respect of deliverability and viability when examining local plans.

As you know, the benefits of an up-to-date local plan are significant. Local plans are the best way for communities to shape decisions about how to deliver the housing and wider development their areas need. They enable local areas to set their strategy for future growth and their approach to protecting and enhancing the environment, and they provide the certainty and confidence required to bring development forward across the country. In the absence of an up-to-date plan, there is a high likelihood that development will come forward on a piecemeal and speculative basis, with reduced public engagement and fewer guarantees that it will make the most of an area's potential.

While deliverability and viability must remain important considerations in plan making, substantial economic volatility can generate uncertainty which may not reflect the longer-term prospects for delivery over the life of plan. With the benefits of up-to-date local plans firmly in mind, it is important that local plan deliverability and viability challenges be considered in a broad context, especially

*".. emphasise the importance of taking an appropriately **pragmatic and proportionate approach** in respect of deliverability and viability…"*

*"…it is important that local plan deliverability and viability challenges be **considered in a broad context**…when economic conditions are volatile and are causing fluctuations.."*

*"…allocations should generally be assessed against their prospects of **delivery over the plan period as a whole**, rather than solely against current market conditions."*

*"Inspectors should **distinguish between uncertainty** arising from prevailing market conditions and evidence indicating a **fundamental obstacle** to delivery."*

https://assets.publishing.service.gov.uk/media/6a57b25531fb6daf3141378b/Minister_Pennycook_letter_ot_PINS_on_local_plans_and_viability_July_2026.pdf

5. Emerging assumptions

- Key components:
  1. Typologies
  2. Value assumptions
  3. Development cost assumptions
  4. Policy requirements & costs
  5. Non-residential assumptions
  6. Benchmark land value

5. Emerging assumptions - Typologies

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- Site list provided by HBC (resi, mixed use, commercial)
- Grouped based on:
  - Site size (ac/ha)
  - Unit capacity
  - Density
  - Type – houses / flats / mixed / new-build / conversion
  - Value zone
  - New-build / conversion
- Includes ‘hypothetical’ typologies to ensure balanced & varied assessment
- Unit mix – HEDNA
- Unit Sizes – NDSS

5. Emerging assumptions - Typologies

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- Generic development scenarios for different uses:
  - BTR – single family housing & multifamily
  - Older persons' housing:
    - Age restricted / retirement living
    - Extra care

- Outcome:
  - 32no. residential typologies
  - 4no. BTR
  - 4no. OP housing
  - 24no. non-resi (employment & commercial)

5. Emerging assumptions - Values

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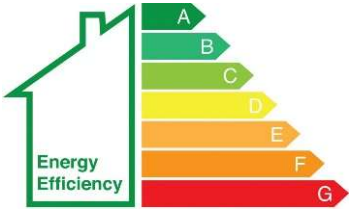
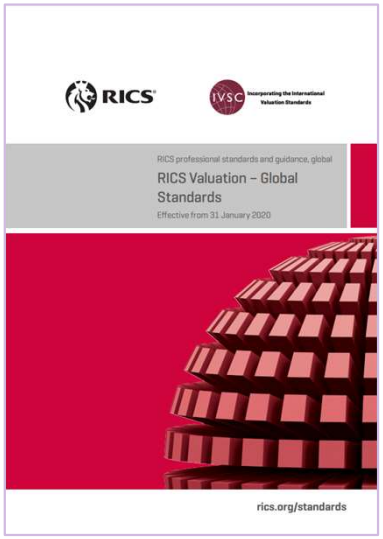
HM Land Registry

CoStar™

rightmove



Zoopla



EC

COMMON SENSE

5. Emerging assumptions - Values

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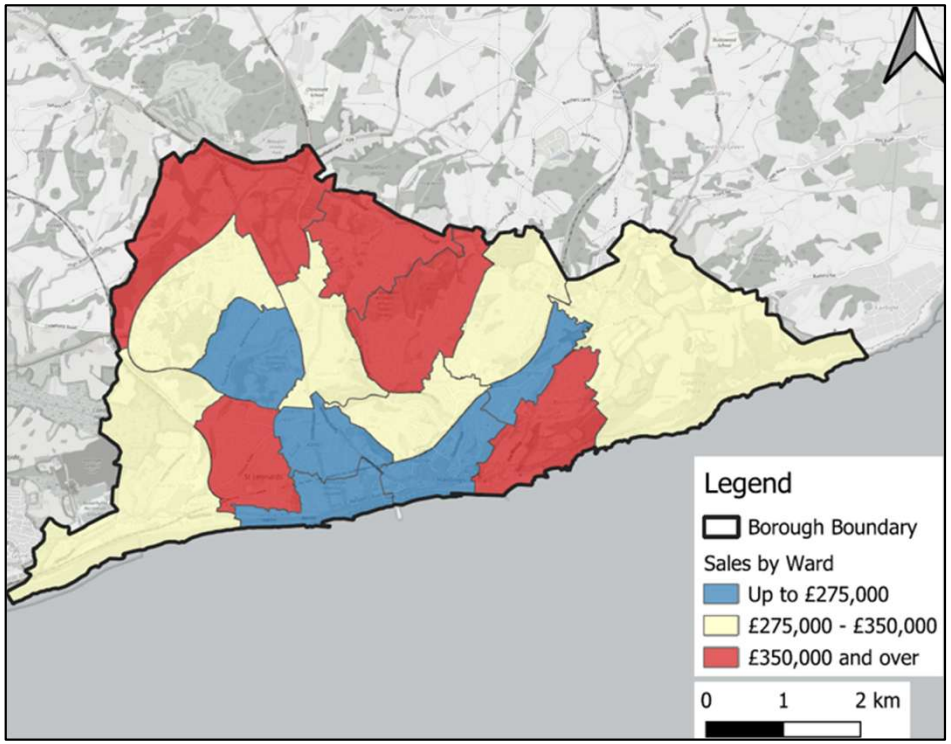
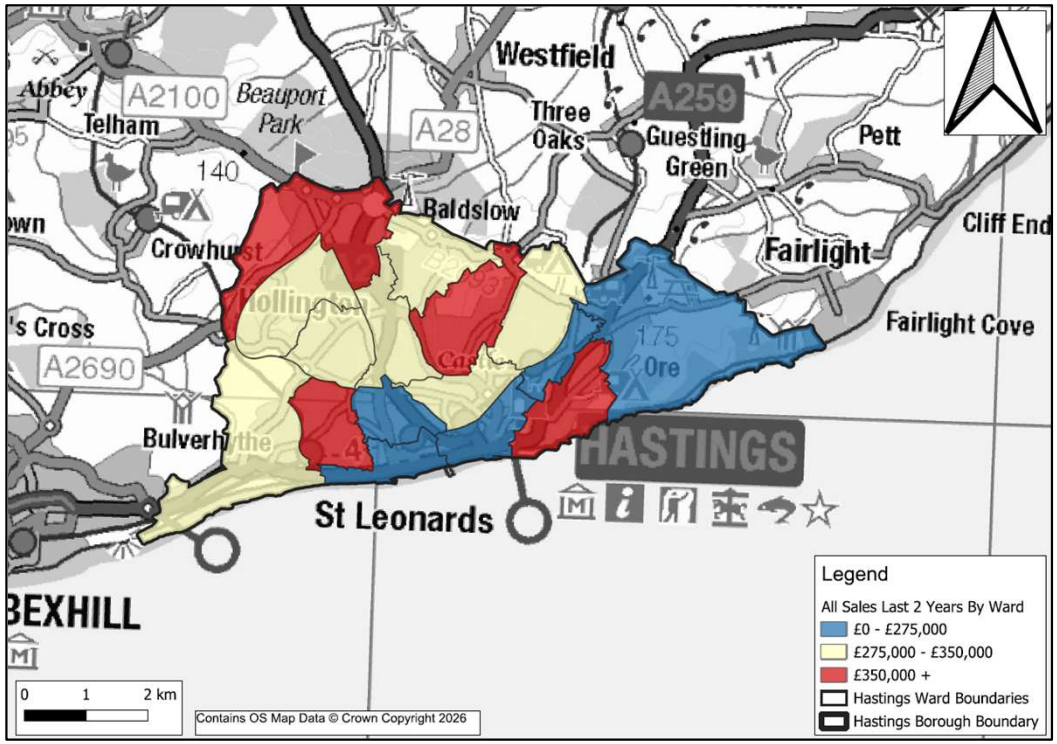
Figure 5.1 - Average All Property Prices (June / July 2024)



Source: AspinallVerdi, 2024

Figure 5.2 - Average All Property Prices (July 2026)



Source: AspinallVerdi, 2026

5. Emerging assumptions - Values

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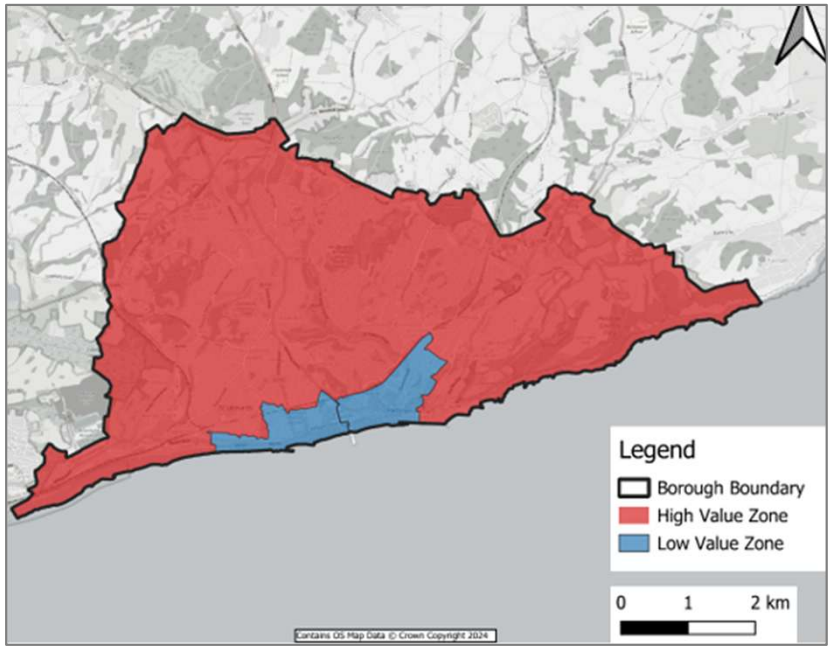
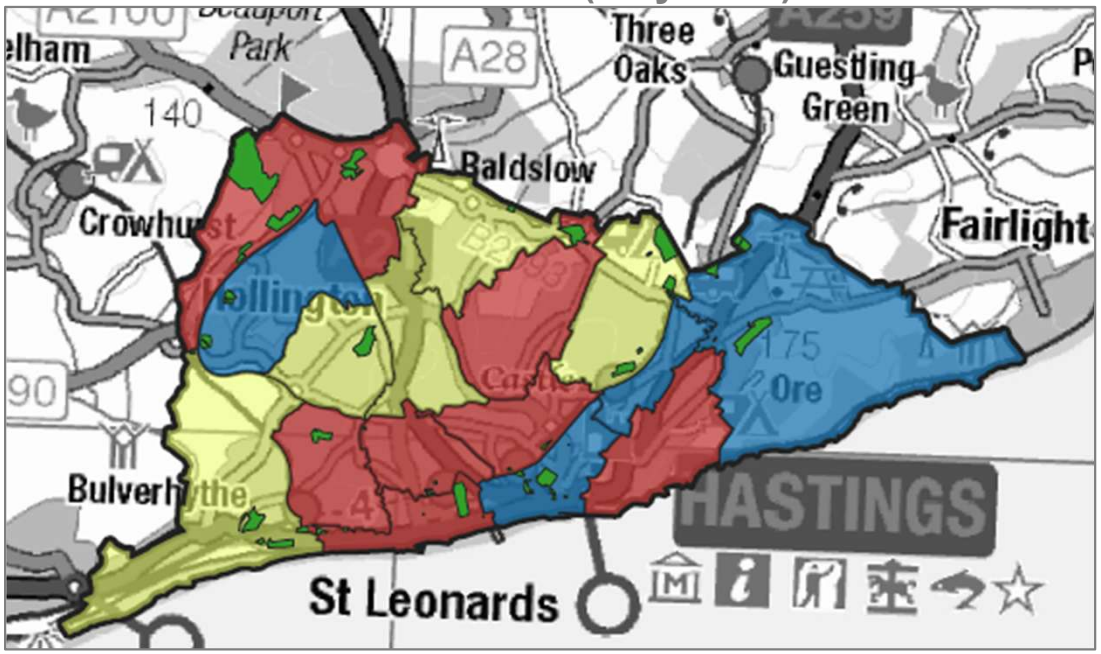
Figure 5.3 - Residential Value Zones (June / July 2024)



Source: AspinallVerdi, 2024.

Figure 5.4 - Residential Value Zones with Proposed Site Allocations (July 2026)



Source: AspinallVerdi, 2026.

5. Emerging assumptions - Values

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Lower Value Zone

Unit Type	Price	Size (sqm)	£ / psm	£ / psf
1-Bed Flat	£192,500	50	£3,850	£358
2-Bed Flat	£245,000	65	£3,769	£350
2-Bed House	£315,000	75	£4,200	£390
3-Bed House	£350,000	90	£3,889	£361
4-Bed House	£425,000	115	£3,696	£343

LV Wards: Hollington, Castle, Tressell and Ore

Middle Value Zone

Unit Type	Price	Size (sqm)	£ / psm	£ / psf
1-Bed Flat	£200,000	50	£4,000	£372
2-Bed Flat	£255,000	65	£3,923	£364
2-Bed House	£325,000	75	£4,333	£403
3-Bed House	£365,000	90	£4,056	£377
4-Bed House	£440,000	115	£3,826	£355

MV Wards: West St. Leonards, Wishing Tree, Silverhill, Conquest and Baird.

5. Emerging assumptions - Values

Aspinall Verdi

Higher Value Zone

Unit Type	Price	Size (sqm)	£ / psm	£ / psf
1-Bed Flat	£210,000	50	£4,200	£390
2-Bed Flat	£265,000	65	£4,077	£379
2-Bed House	£337,500	75	£4,500	£418
3-Bed House	£372,500	90	£4,139	£385
4-Bed House	£450,000	115	£3,913	£364

HV Wards: Old Hastings, St. Helen's, Braybrooke, Gensing, Central St. Leonards, Maze Hill and Ashdown.

- Weighted average:
  - LV = £361 psf (+£6 psf / 1.69% on 2024 assumptions)
  - MV = £374 psf
  - HV = £387 psf (+£4 psf / 1.04% on 2024 assumptions)

5. Emerging assumptions - Values

Aspinall Verdi

Older Persons' Housing

Type	Unit Type	Price	Size (sqm)	£ / psm	£ / psf
C3 Retirement	1-Bed Flat	£275,000	55	£5,000	£465
	2-Bed Flat	£340,000	80	£4,250	£395
Extra Care	1-Bed Flat	£295,000	55	£5,364	£498
	2-Bed Flat	£360,000	80	£4,500	£418

Build-to-Rent

Unit Type	Rent (pcm)	Size (sqm)	Yield	OpEx
1-Bed Flat	£1,100	50	5.0%	25%
2-Bed Flat	£1,300	70	5.0%	25%

5. Emerging assumptions - Values

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Tenure	Split	Transfer Value	Approach
Social Rent	35%	40% OMV	Method set out in Policy statement on rents for social housing, weekly formula rents based on Jan 99 valuations, county earnings, bedroom weights etc.
Affordable Rent	35%	60% OMV	Based on LHA weekly rents. Deductions for maintenance, management, bad debts etc. before capitalisation in perp.
Shared Ownership	30%	70% OMV	Based on initial sale of 25%, with 2.75% equity rent on retained share. Retained shared capitalised and combined with initial disposal.
BTR	100%*	80% OMV	Based on BTR PPG – 20% of units to be provided as Affordable Private Rent, w/ 20% discount to market rents.

5. Emerging assumptions – Base Build Costs

Type	Cost / Rate	Comments / Source
Housing – New-Build	£1,892 - £2,107 psm	BCIS Estate Housing (Generally), 5yr sample, LQ & median* (+17%-22%)
Flats – New-Build	£2,064 - £2,522 psm	BCIS Flats (Generally), 5yr sample, LQ & median* (+17%–26%)
Conversions - Flats	£1,225 - £1,529 psm	BCIS Flats Rehabilitation/Conversion (Generally), 10yr sample, LQ & median
OP Housing	£2,367 psm	Supported housing, 10yr sample, median rate
Garages	£600 psm	Based on other LPVA assumptions. 18 sqm – 32 sqm.
Future Homes Standard	£4,350 / unit	'Final stage impact assessment: Future Homes Standard (FHS)' – March 2026

- *LQ rates on schemes >100no. units
- Net-to-gross adjustments:
  - Flatted development & BTR = 85%
  - Age-restricted / retirement = 80%

5. Emerging assumptions – Development Costs

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Type	Cost / Rate	Comments / Source
Statutory Planning Fees	-	Based on national formula
Application fees / surveys etc.	-	3 – 5x planning fees
Site clearance & demolition	£50,000 / acre	Assumption accepted in other LPVAs (BF only).
External Works	10% – 15%	Within standard range for LPVAs (BF vs. GF).
Contingency	3.0% - 5.0%	As above (GF vs. BF).
Professional Fees	10.0%	Increased from 8.0% to reflect technical assessments required in policies.
Development Finance*	7.50%	Assumes developments are 100% debt financed, uplift of 0.5% from 2024 assumption.

5. Emerging assumptions – Development Costs

Type	Cost / Rate	Comments / Source
Marketing & Promotion	1.0%	Within standard range for LPVAs.
Agent (Sales, Investment, Land)	1.0%	Maintained at 2024 rate.
Sales Legal	0.5%	As above / before.
Letting Agent	10.0%	As above / before.
Letting Legal	5.0%	As above / before.
Land & Investment Legal	0.5%	As above / before.
SDLT	@ HMRC Rates	-

5. Emerging assumptions – Development Costs (Specialist)

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Type	Cost / Rate	Comments / Source
OP Housing Marketing	3.0%	Same as 2024 rate.
Empty Property Costs	£500 / unit	Assumed in other WPVs

5. Emerging assumptions – Development Costs

Type	Cost / Rate	Comments / Source
Private Profit	17.5% on GDV	Midpoint of range advised in PPG, same as 2024. Sensitivity tests @ 15 – 20%.
Affordable Profit	6.0% on GDV	Acknowledged to be lower, industry-standard assumption for FVAs. Same as 2024.
BTR Profit	15.0% on Cost	Lower in FVAs, stabilised asset. Sensitivity tests @ 15 – 20%.

5. Emerging assumptions – Policy Costs

Type	Cost / Rate	Comments / Source
BNG – 10%	£400 per unit (BF) £1,000 per unit (GF)	'Biodiversity net gain (BNG) area-based exemption evidence annex' - April 2026
M4 (2)	£1,400 per unit	'Raising accessibility standards for new homes' – July 2022
M4 (3)(b)	£22,000 per unit	'The social and economic value of wheelchair user homes' – September 2023.
Net Zero	+£72 psm (flats) +£105 psm (houses)	Average cost uplift for flats & houses on Part L 2026 as per 'Net Zero Policy – Technical Evidence Base' July 2026.
Water Efficiency	£20 per unit	Based on 110 litres / person / day.
S106	£3,000 - £30,000 per unit	Informed by per unit rates provided by HBC and ESCC. Subject to no. units.
BSL	£30.21 psm (GF) £15.11 psm (BF)	Building Safety Levy: Guidance, Section 2: Levy rates and calculations

5. Emerging Assumptions – Commercial Values

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Type / Use	Rent (£ / psf)	Yield
Retail - Small	£21.00	7.25%
Retail - Express	£21.00	6.50%
Retail - Large	£19.00	7.25%
Retail - Supermarket	£19.00	5.50%
Office - Small	£20.00	8.50%
Office - Large	£15.00	8.00%
Industrial - Small	£13.50	7.50%
Industrial - Large	£11.00	7.25%

5. Emerging Assumptions – Commercial Costs

Type	Cost / Rate	Comments / Source
Retail	£1,849 psm	BCIS 345. Shops, default sample, median rate
Supermarket	£2,043 psm	BCIS 344. Hypermarkets, supermarkets, default sample, median rate
Offices	£2,949 psm	BCIS 320. Offices, default sample, median rate
Warehouses	£1,037 psm	BCIS 284. Warehouses/stores, default sample, median rate

5. Emerging Assumptions – Commercial Costs

Aspinall Verdi

Type	Cost / Rate	Comments / Source
Statutory Planning Fees	-	Based on national formula
Application fees / surveys etc.	-	3 – 5x planning fees
Site clearance & demolition	£50,000 / acre	Assumption accepted in other LPVAs
External Works	10%	Within standard range for LPVAs.
Contingency	3.0% - 5.0%	As above (GF vs. BF).
Professional Fees	10.0%	As above
Development Finance*	7.50%	Assumes developments are 100% debt financed.

5. Emerging Assumptions – Commercial Costs

Aspinall Verdi

Type	Cost / Rate	Comments / Source
Marketing & Promotion	0.5%	Within standard range for LPVAs.
Investment Agent	1.0%	As above.
Investment Legal	0.5%	As above.
Letting Agent	10.0%	As above.
Letting Legal	5.0%	As above.
Land & Investment Legal	0.5%	As above.
SDLT	@ HMRC Rates	-
Commercial Profit	15.0% on Cost	Sensitivity tests @ 15 – 20%. 2024 assumption maintained.
BNG – 10%	£6,600 / ha	SQW Viability Assessment of Biodiversity Net Gain in Essex 2024

5. Emerging assumptions – Land Value

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Figure 5.5 – Greenfield Land Values (July 2026)

Source	Sample	Min. £ / ac	Max. £ / ac	Avg. £ / ac
Market Reports	9	£7,750	£12,250	£9,508
Larger Sites (>5 ac)	33	£4,912	£31,111	£14,183
Smaller Sites (<5 ac)	5	£21,154	£44,444	£36,972

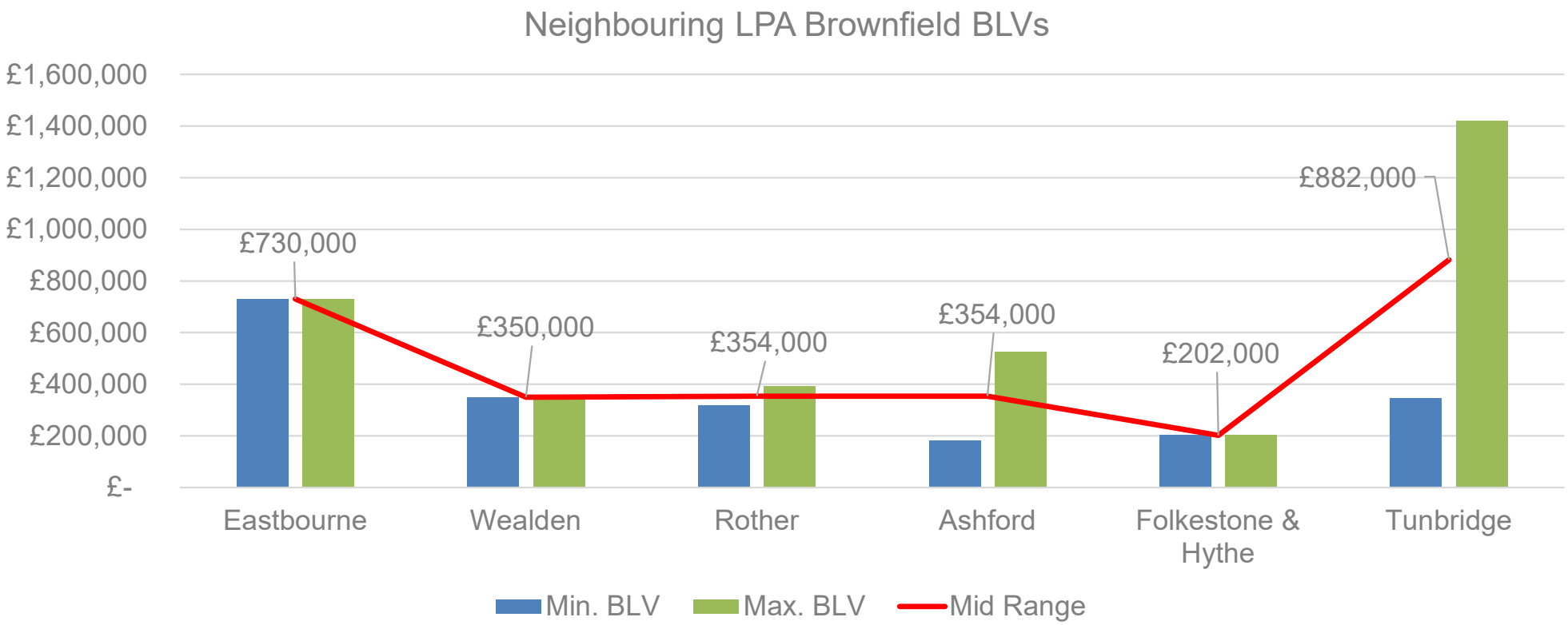
Figure 5.6 – Brownfield Land Values (July 2026)

Source	Sample	Min. £ / ac	Max. £ / ac	Avg. £ / ac
Residential Dev. Land	4	£133,096	£4,638,219	£2,255,642
Commercial Land	4	£750,000	£4,677,419	£1,823,025
Industrial Land	4	£800,000	£4,904,762	£2,283,691
Neighbouring WPVs	6	£182,000	£1,420,000	£466,500

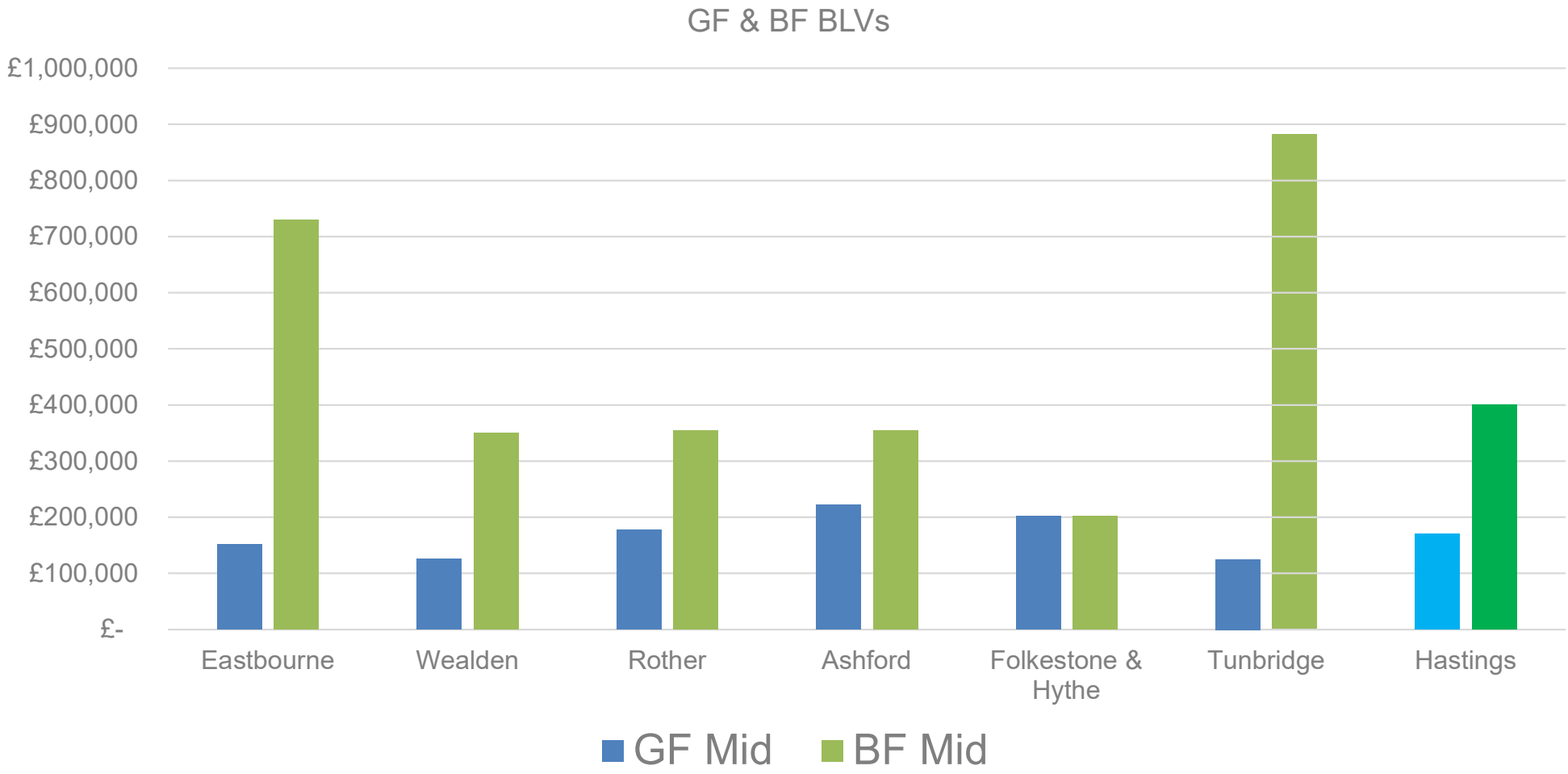
5. Emerging assumptions – Land Value

5.1.3 The BLV should not be expected to equate to the market value. As set out in Chapter 2, the PPG states that they could differ on account of both the assumptions made and the methods employed. The BLV is not a price to be paid in the marketplace; it is a mechanism by which the viability of the site to provide developers' contributions can be assessed. It should be set at a level that provides the minimum return at which a reasonable landowner would be willing to sell.

Source: RICS, 2019.



5. Emerging assumptions – Land Value



- Updated BLV assumptions:
  - Greenfield = **£170,000 per acre**
  - Brownfield resi = **£400,000 per acre**

6. Feedback & Next Steps

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- Call for evidence - feedback & representations welcomed!
- Supported by evidence / specific details / cost data
- Any confidential / sensitive information will be treated as such
- Copy of the slides to be circulated
- Please send feedback to:

fplanning@hastings.gov.uk

- **Deadline for reps / evidence – Friday 31st July**

Appendix 4 – Stakeholder Feedback Matrix

REF	Item	Consultee & Date	Comment / Feedback / Relevant Extract	Evidence / Supporting Information Submitted?	AV Comments
1.	Residential Sales Values	Generator Group 31/07/2026	Sales values have increased by only 1.04% to 1.69% compared with the 2024 assumptions; however, this should be considered in the context of a softening housing market. Assumptions should be validated against achieved sales prices rather than asking prices and testing sensitivities based on flat and -5% sales values to reflect current market uncertainty.	No - evidence was provided to show that output has been reported as decreasing but no evidence to demonstrate lower sales values.	We have reviewed the assumptions against the data collected in our market report and remain content that they are reasonable. The assumptions are informed by a mix of new-build completed sales data, asking price data and also second-hand transactions, with the greatest weight given to achieved sales. Asking data is reviewed for the purpose of looking at supply levels with regard given to the RICS hierarchy of comparable evidence when forming our value assumptions. Our initial assumptions and the evidence supporting them are set out in our Residential Market Paper, which will be appended to the Viability Main Report. These show the headline values and £ / psf rates adopted are within the range of transactional and asking price evidence identified. Sensitivity tables accompany all appraisals and show the impact of both increases and decreases to sales values, amongst other inputs.
2.	Finance Rate	Generator Group 31/07/2026	Finance costs appear understated. The assumed 7.5% debt rate is at the optimistic end of the current market and is unlikely to reflect the typical developer operating in	Some – links to Diamond Property Finance and Construction Capital articles, however there is no site-specific	We note the comments received; and consider that an adjusted rate of 7.5% is reasonable, based on our experience of undertaking other recent plan-wide viability assessments. The assessment needs to take a balanced view of rates across a plan period and not be

REF	Item	Consultee & Date	Comment / Feedback / Relevant Extract	Evidence / Supporting Information Submitted?	AV Comments
			Hastings. A rate of around 8.0% to 9.0% would be more representative. In addition, the model assumes 100% senior debt funding, whereas development is typically financed through a mix of senior debt, mezzanine finance and equity. Applying a single senior debt rate across a fully debt-funded structure is therefore likely to understate finance costs, inflate residual land values and overstate the level of CIL supportable by development.	evidence provided from developments in Hastings.	disproportionately influenced by recent changes in finance markets. The articles provided within the feedback quote similar ranges of 6.5 – 9.5% and 6.5 – 9.0% for senior debt in 2026. Arrangement fees are than quoted between 1-2%. The all-in assumption of 7.5% falls within this range, albeit towards the lower end. We would reiterate the need for this assessment to remain proportionate. It does not go into the granularity of finance arrangements for different-sized sites or the 'type' of developer expected to deliver them.
3.	Residential Build Cost	Generator Group 31/07/2026	Build cost assumptions are understated. The appraisals rely on current BCIS lower-quartile and median build costs and do not account for construction cost inflation over the plan period. Increases in build and tender costs should be explicitly modelled, with sensitivity testing based on BCIS forecasts. The use of lower-quartile BCIS rates are not appropriate for the Hastings market, and median rates would better reflect local delivery	Yes – cost plan from a contractor on a recent St Leonard's scheme and a copy of correspondence providing brief commentary.	The baseline appraisals include median BCIS build costs on most typologies, with lower quartile used on developments over 100no. units in line with data from BCIS, showing that rates decrease with size of development. Please see Appendix 7 of our main viability report for copies of the data. Our appraisals need to include a fixed cost across all typologies to allow for a fair assessment, and the approach is supported by the Viability PPG and RICS Standards. Each appraisal includes sensitivity testing to demonstrate the impact of adjustments to costs on viability. This can be used to understand how

REF	Item	Consultee & Date	Comment / Feedback / Relevant Extract	Evidence / Supporting Information Submitted?	AV Comments
			conditions and the costs faced by SME developers. Development costs (including base build, abnormals, contingencies, externals, garages and FHS allowances) are underestimated, particularly in the case of constrained brownfield sites in Hastings, resulting in overstated residual land values and CIL capacity.		viability may change in response to cost inflation over a plan period, allowing for informed decisions to be made. Please note that the inclusion of forecasts within plan viability can lessen the reliability of the appraisals, as it is not possible to accurately determine changes in future cost and value markets. We have reviewed the cost and source and remain content that this is the most recently published information on the Future Homes Standard. Applying the blended rate is deemed reasonable and proportionate for plan viability testing. FHS rate can vary subject to the unit type and specific development, it is outside the scope of this assessment to determine the built form and design of schemes to be delivered (i.e. high / low / mid-rise) and hence further adjustments cannot be applied reliably. The cost information submitted has been considered – a reasonable proportion of the example development provided is in groundworks (33%+) which may suggest that there may've been abnormal site conditions. A small allowance for fees has also been included, which is applied separately in our appraisals. Further interrogation and information would be required to ensure accuracy and applicability of

REF	Item	Consultee & Date	Comment / Feedback / Relevant Extract	Evidence / Supporting Information Submitted?	AV Comments
					costs information to apply more broadly in plan viability testing.
4.	Site Preparation (demolition and abnormal) Costs	Generator Group 31/07/2026	Site Preparation costs are underestimated. The £50,000/acre allowance for site clearance and demolition is insufficient and notes no explicit allowance for contamination, ground conditions, land stability or geotechnical works, despite Hastings' known constraints.	Yes – Cost plan for a recent St Leonards scheme has been submitted as evidence to support these assumptions.	As noted above, the groundworks allowance in the cost plan forms a substantial portion of the total costs, and further information is required to understand why / whether this would be applicable to all sites for plan viability testing. As per the PPG, abnormal costs should be reflected in the BLV, including those required for contamination, ground conditions, land stability or geotechnical works. It is a reasonable expectation that developers will negotiate lower values where significant site constraints are known.
5.	Contingency Cost	Generator Group 31/07/2026	The 3.0%-5.0% contingency range too low for constrained brownfield and sloping coastal sites, 5.0%-7.5% would be more appropriate.	No - no evidence to support a contingency closer to 5.0-7.0%	We are content this remains reasonable. The range is supported separately in the correspondence provided with Greymoor.
6.	Benchmark Land Value	Generator Group 31/07/2026	The £400,000/acre assumption is inconsistent with comparator authority evidence and suggests it may not reflect a realistic existing use value plus a reasonable landowner premium.	No – no evidence to support why a higher figure should be adopted.	We note the comments received and have undertaken a more detailed review of the sites being considered for allocation within the plan, including the existing uses, condition and obsolescence. This has shown that a reasonable proportion of the sites lack an existing use from which a BLV can be informed, including a number of derelict or vacant buildings, cleared

REF	Item	Consultee & Date	Comment / Feedback / Relevant Extract	Evidence / Supporting Information Submitted?	AV Comments
					sites and those with temporary operations. In turn, the baseline assumption of £400,000 per acre, which is higher than that stated by MHCLG for land in industrial use in Hastings (i.e., EUV), may overstate the existing use value of some of these sites. In general, the approach taken to setting Benchmark Land Values accords with RICS and national planning policy in regard to testing viability for plan making purposes. Our assumptions are informed by market evidence and has been cross-checked against industry benchmarks and published studies. This is detailed within our Land Market Paper, which will be appended to our Main Viability Report. In our previous work, we have seen premiums correlate with housing value zones. In higher value areas, landowners might require a higher incentive to sell their land, given that a developer could achieve higher returns, when compared to developing a similar site in a lower value zone. We also account for the size of the site, as it is likely that purchasers of larger sites can benefit from economies of scale, thus slightly reducing the premium above the EUV. We have then applied a floating percentage premium uplift on EUV to establish a BLV for our viability testing. This 'floating' premium is

REF	Item	Consultee & Date	Comment / Feedback / Relevant Extract	Evidence / Supporting Information Submitted?	AV Comments
					adjusted by typology depending on the location of the typology by value zone to represent the increased incentive a landowner may need to sell in the higher value zone (for example) compared to the lower value zone. We note that we have not been provided any specific transactional evidence to consider. We would welcome the opportunity to review any comparable land sales or supporting evidence.
7.	Sales Rate	Generator Group 31/07/2026	Sales rate assumptions should reflect local market conditions. Sales rates in the South East are among the weakest nationally and have declined from their 2021 peak. Given Hastings' position as a lower-value coastal market within this region, the assumed absorption rates must be are realistic. The sales rate should be confirmed and run a sensitivity on a slower absorption rate.	Yes – reference to Hometrack Data Services, New Build Sales Rates Report, April 2026	The decline in sales rates is acknowledged and has been observed in our experience of undertaking site-specific viability assessments across the south-east for decision making purposes in recent months / years. We have reviewed and adjusted the rates adopted in our appraisals, which now range from 0.35 – 1.15 per week, regardless of the number of outlets. For some of the larger sites, it is expected there could be more than outlet and hence this will be further decreased / halved. The UK average reported in the Hometrack report is 0.67 per outlet per week, with the south east average marginally lower at 0.61 per week, and hence our range is considered within a reasonable tolerance of the average. As with the finance costs, it is important to consider how sales rates may perform over the

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					plan period as a whole, ensuring that the assessment of policy requirements is not disproportionately influenced by current market conditions.
8.	Retrofit	Serenity Projects 31/07/2026	We would encourage Passivhaus, EnerPHit and fabric-first options to be tested and costed on their own terms, rather than folded into a broad “net zero” allowance.	No	Our appraisals have tested the emerging policy requirements in respect of design and sustainability standards, including Net Zero Carbon. The precise standard and efficiency is a matter for policymakers.
9.	Net Zero Build Cost Uplift	Sea Change Sussex 31/07/2026	The cost implications of the Sustainable Design and Construction policy for commercial uses do not appear to be reflected in the current assumptions. The draft policies are considered to require significantly higher design and construction standards, with associated costs that are not captured within standard build cost allowances. An uplift of approximately 35% is suggested to account for these additional sustainable design requirements.	Yes – reference to the UK Green Building Council research paper - Building the Case for Net Zero Buildings: A feasibility study into the design, delivery and cost of new net zero carbon buildings.	Our workshop slides erroneously excluded the costs advised in the Net Zero Policy – Technical Evidence Base (July 2026) by Introba and Currie & Brown. This includes additional cost uplifts of £31 psm for industrial uses and £40 psm for offices, both of which have been adopted in our modelling. We have also applied the office rate to retail uses tested in our assessment. When compared with the base build costs, these uplifts equate to increases of 14 – 30%. We understand that some of the standards referred to in the feedback are no longer being pursued (e.g. BREEAM Excellent).
10.	Contingency Cost	Sea Change Sussex	Hastings has very challenging viability for commercial development due to the vast majority of sites in the district being the ‘left over sites’	No	While local constraints exist across Hastings, applying a lower contingency allowance on greenfield sites is aligned with viability practice. Challenges such as topography or ground

REF	Item	Consultee & Date	Comment / Feedback / Relevant Extract	Evidence / Supporting Information Submitted?	AV Comments
		31/07/2026	that carry higher development risk, wider constraints and greater uncertainty than the average development would. For this reason, we would typically assess based on minimum 5% contingency, we see no evidence suggesting risks would be lower on any of the proposed greenfield sites.		conditions represent known physical factors that are properly costed as abnormal development costs, which directly reduce the Benchmark Land Value. Contingency is intended to absorb unforeseen risks, and greenfield sites eliminate major latent hazards like legacy contamination or unmapped utilities. In turn, the unquantifiable risk is lower.
11.	Location Factor	Sea Change Sussex 31/07/2026	Currently building cost assumptions omit to include an uplift for costal location which would be appropriate across most of Hastings. It is widely acknowledged that buildings exposed to costal conditions require higher specification in materials to enhance corrosion resistance, and that these increase build costs. We would suggest an appropriate uplift is needed in building costs within viability models to accurately reflect the location.	No	The BCIS build costs assumed in the baseline appraisals are rebased to Hastings using the most recent sample. As such, it is expected that any particular specifications required to mitigate coastal conditions in Hastings are implicit within the build cost data.
12.	Developer's Profit	Sea Change Sussex 31/07/2026	Finance rates and developers' returns need to be adjusted upwards. Market conditions have moved to a point where finance rates and the returns sought need to	No	We note the comments received. Please refer to our earlier response regarding finance rates (REF 2). We have conducted sensitivity testing for all appraisal outcomes, assessing the impact of

REF	Item	Consultee & Date	Comment / Feedback / Relevant Extract	Evidence / Supporting Information Submitted?	AV Comments
			be higher to compete with alternative investments outside of the property market. Hastings remains a high-risk development market with limited activity in recent years, and values that have not recovered since the pandemic. Developers and their funders are likely to require higher returns to invest in development within the area. We would therefore suggest that a 20% profit on cost would be more reflective of the market over the plan period.		varying the profit-on-cost assumption from 15% to 20%.
13.	Typologies and net-to-gross adjustments	Sea Change Sussex 31/07/2026	We noted that rents have been split into small and large units. We would suggest that consideration should be given to the increased cost of creating units on these scales as individual subdivision on this scale is not reflected within the standard BCIS figures.	No	We have reviewed the comments and can confirm that variances in costs have been adopted subject to size thresholds published on BCIS. Further, net-to-gross adjustments have been made to relevant uses in line with typical expectations. Further details are set out in the report and appraisals.
14.	Floor Areas	Sea Change Sussex 31/07/2026	The information provided does not disclose a net to gross floor area ratio, however we would expect that normal ratios will be applied based	No	Yes- normal ratios are applied in our appraisals.

REF	Item	Consultee & Date	Comment / Feedback / Relevant Extract	Evidence / Supporting Information Submitted?	AV Comments
			upon the market when typologies are further developed.		
15.	Commercial Yields	Sea Change Sussex 31/07/2026	As we expressed during the workshop, the yields suggested for offices are far sharper than we have seen in reflected in recent property transactions for office space within the town centre including for modern premises in good locations. We would suggest on this basis that an appropriate yield for offices would be in the region of 12% allowing for some market recovery over the plan period to reach this level.	Yes – evidence of 2 achieved sales transactions that have NIY yields (9.51% and 12.18%).	We have reviewed the submission against the data collected in our market report and remain content that they are reasonable. The assumptions are informed by a mix of new-build completed sales data, asking price data and also second-hand transactions, with the greatest weight given to achieved sales. Asking data is reviewed for the purpose of looking at supply levels with regard given to the RICS hierarchy of comparable evidence when forming our value assumptions.
16.	Commercial Rent	Sea Change Sussex 31/07/2026	We consider the rents set out for small offices unrealistic, as there are a number of recently refurbished and recent build small offices that achieve below well below £20 Per Sqft. As such we would suggest that assuming flexible letting terms a rent of £16 would be achievable on a new build for small offices but no higher.	Yes – asking prices for 4no. units.	We have reviewed the assumption against the data collected in our market report and have adjusted the rents to £18 psf on smaller offices and £16 psf on medium offices. The assumptions are informed by a mix of new-build completed sales data, asking price data and also second-hand transactions, with the greatest weight given to achieved sales. Asking data is reviewed for the purpose of looking at supply levels with regard given to the RICS hierarchy of comparable evidence when forming our value assumptions.

Appendix 5 – Typologies Matrix

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		Site Typology								
Ref.	# Resi Units	Location / Value Zone	Greenfield / Brownfield	Gross Site Area (ha)	Net to Gross ratio (%)	Net Developable Site Area (ha)	Net Developable Site Area (acres)	Development Density (dph)	Net Density	Development Type
A	9	Lower Value	Greenfield	0.45	95%	0.43	1.06	20.00	21.05	Newbuild
B	12	Lower Value	Greenfield	0.52	95%	0.50	1.22	23.00	24.21	Newbuild
C	25	Lower Value	Greenfield	1.14	90%	1.02	2.53	22.00	24.44	Newbuild
D	20	Lower Value	Greenfield	1.70	90%	1.53	3.78	11.77	13.07	Newbuild
E	40	Lower Value	Greenfield	1.00	85%	0.85	2.10	40.00	47.06	Newbuild
F	100	Lower Value	Greenfield	6.25	75%	4.69	11.58	16.00	21.33	Newbuild
G	5	Lower Value	Brownfield	0.02	100%	0.02	0.05	250.00	250.00	Conversion
H	7	Lower Value	Brownfield	0.08	100%	0.08	0.19	90.00	90.00	Newbuild
I	15	Lower Value	Brownfield	0.10	100%	0.10	0.25	150.00	150.00	Newbuild
J	20	Lower Value	Brownfield	0.24	100%	0.24	0.58	85.00	85.00	Newbuild
K	40	Lower Value	Brownfield	0.10	95%	0.09	0.23	410.00	431.58	Conversion
L	100	Lower Value	Brownfield	1.18	90%	1.06	2.62	85.00	94.44	Newbuild
M	6	Mid Value	Greenfield	0.30	95%	0.29	0.70	20.00	21.05	Newbuild
N	22	Mid Value	Greenfield	0.40	90%	0.36	0.89	55.00	61.11	Newbuild
O	50	Mid Value	Greenfield	1.25	85%	1.06	2.63	40.00	47.06	Newbuild
P	100	Mid Value	Greenfield	2.50	75%	1.88	4.63	40.00	53.33	Newbuild
Q	9	Mid Value	Brownfield	0.18	100%	0.18	0.44	50.00	50.00	Newbuild
R	13	Mid Value	Brownfield	0.24	100%	0.24	0.58	55.00	55.00	Newbuild
S	50	Mid Value	Brownfield	3.33	95%	3.17	7.82	15.00	15.79	Newbuild
T	60	Mid Value	Brownfield	0.37	90%	0.33	0.82	162.31	180.35	Newbuild
U	100	Mid Value	Brownfield	2.20	90%	1.98	4.89	45.45	50.51	Newbuild
V	450	Mid Value	Brownfield	4.29	80%	3.43	8.47	105.00	131.25	Newbuild
W	9	High Value	Greenfield	0.45	95%	0.43	1.06	20.00	21.05	Newbuild
X	25	High Value	Greenfield	1.19	90%	1.07	2.65	21.00	23.33	Newbuild
Y	50	High Value	Greenfield	1.00	85%	0.85	2.10	50.00	58.82	Newbuild
Z	95	High Value	Greenfield	3.90	80%	3.12	7.71	24.36	30.45	Newbuild
AA	7	High Value	Brownfield	0.02	100%	0.02	0.05	350.00	350.00	Conversion
BB	9	High Value	Brownfield	0.36	100%	0.36	0.89	25.00	25.00	Newbuild
CC	10	High Value	Brownfield	0.11	100%	0.11	0.27	90.00	90.00	Conversion

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		Affordable Housing Requirements								Scheme Typology													(Construction costs impacted by Policy)										
Ref.	# Resi Units	AH Target	AH basis	AH Tenure Mix:							Market Housing Unit Mix						Affordable Housing Unit Mix						SC8 - Biodiversity Net Gain (BNG)	SC2 - Cat. M4(2)	SC2 - Cat. M4(2)	SC2 - Cat. M4(3)	SC2 - Cat. M4(3)	SC3 - Part L/ Future Homes Standard	SC3 - Part L/ Future Homes Standard	SC3 - Additional Low Carbon / Energy Reduction	SC3 - Additional Low Carbon / Energy Reduction	SC3 - Water Efficiency	DP - Urban Greening Factor
		(%)		Social Rent (% of AH)	Affordable Rent (% of AH)	First Homes (% of AH)	Intermediate (Affordable Home Ownership) (% of AH]	Total check	LCHO (% of total) (>10%)	Unit Types	2B H	3B H	4B H	1B F	2B F	Total	2B H	3B H	4B H	1B F	2B F	Total	(£/unit)	(£/unit - flats)	(£/unit - houses)	10% of housing (£ / unit - flats)	10% of housing (£ / unit - houses)	(£/unit - houses)	(£/unit - flats)	(£/psm - flats)	(£/psm - houses)	(£ / unit)	(£ / psm)
A	9	**0%**	n/a	0%	0%	0%	0%	0%	0%	Houses	42.0%	40.0%	18.0%	-	-	100.0%	50.0%	43.0%	7.0%	-	-	100.0%	£ 1,000	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
B	12	**40%**	On-site	35%	35%	0%	30%	100%	12%	Houses	42.0%	40.0%	18.0%	-	-	100.0%	50.0%	43.0%	7.0%	-	-	100.0%	£ 1,000	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
C	25	**40%**	On-site	35%	35%	0%	30%	100%	12%	Houses & Flats	17.0%	33.0%	15.0%	18.0%	17.0%	100.0%	17.5%	30.0%	5.0%	30.0%	17.5%	100.0%	£ 1,000	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
D	20	**40%**	On-site	35%	35%	0%	30%	100%	12%	Houses	42.0%	40.0%	18.0%	-	-	100.0%	50.0%	43.0%	7.0%	-	-	100.0%	£ 1,000	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
E	40	**40%**	On-site	35%	35%	0%	30%	100%	12%	Houses & Flats	17.0%	33.0%	15.0%	18.0%	17.0%	100.0%	17.5%	30.0%	5.0%	30.0%	17.5%	100.0%	£ 1,000	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
F	100	**40%**	On-site	35%	35%	0%	30%	100%	12%	Houses	42.0%	40.0%	18.0%	-	-	100.0%	50.0%	43.0%	7.0%	-	-	100.0%	£ 1,000	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
G	5	**0%**	n/a	0%	0%	0%	0%	0%	0%	Flats	-	-	-	35.0%	65.0%	100.0%	-	-	-	46.0%	54.0%	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
H	7	**0%**	n/a	0%	0%	0%	0%	0%	0%	Houses	42.0%	40.0%	18.0%	-	-	100.0%	50.0%	43.0%	7.0%	-	-	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
I	15	**25%**	On-site	35%	35%	0%	30%	100%	8%	Flats	-	-	-	35.0%	65.0%	100.0%	-	-	-	46.0%	54.0%	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ 127.50
J	20	**25%**	On-site	35%	35%	0%	30%	100%	8%	Houses & Flats	17.0%	33.0%	15.0%	18.0%	17.0%	100.0%	17.5%	30.0%	5.0%	30.0%	17.5%	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ 127.50
K	40	**25%**	On-site	35%	35%	0%	30%	100%	8%	Flats	-	-	-	35.0%	65.0%	100.0%	-	-	-	46.0%	54.0%	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
L	100	**25%**	On-site	35%	35%	0%	30%	100%	8%	Houses & Flats	17.0%	33.0%	15.0%	18.0%	17.0%	100.0%	17.5%	30.0%	5.0%	30.0%	17.5%	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ 127.50
M	6	**0%**	n/a	0%	0%	0%	0%	0%	0%	Houses	42.0%	40.0%	18.0%	-	-	100.0%	50.0%	43.0%	7.0%	-	-	100.0%	£ 1,000	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
N	22	**40%**	On-site	35%	35%	0%	30%	100%	12%	Houses & Flats	17.0%	33.0%	15.0%	18.0%	17.0%	100.0%	17.5%	30.0%	5.0%	30.0%	17.5%	100.0%	£ 1,000	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
O	50	**40%**	On-site	35%	35%	0%	30%	100%	12%	Houses & Flats	17.0%	33.0%	15.0%	18.0%	17.0%	100.0%	17.5%	30.0%	5.0%	30.0%	17.5%	100.0%	£ 1,000	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
P	100	**40%**	On-site	35%	35%	0%	30%	100%	12%	Houses & Flats	17.0%	33.0%	15.0%	18.0%	17.0%	100.0%	17.5%	30.0%	5.0%	30.0%	17.5%	100.0%	£ 1,000	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
Q	9	**0%**	n/a	0%	0%	0%	0%	0%	0%	Houses	42.0%	40.0%	18.0%	-	-	100.0%	50.0%	43.0%	7.0%	-	-	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
R	13	**25%**	On-site	35%	35%	0%	30%	100%	8%	Houses	42.0%	40.0%	18.0%	-	-	100.0%	50.0%	43.0%	7.0%	-	-	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
S	50	**25%**	On-site	35%	35%	0%	30%	100%	8%	Flats	-	-	-	35.0%	65.0%	100.0%	-	-	-	46.0%	54.0%	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ 127.50
T	60	**25%**	On-site	35%	35%	0%	30%	100%	8%	Flats	-	-	-	35.0%	65.0%	100.0%	-	-	-	46.0%	54.0%	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ 127.50
U	100	**25%**	On-site	35%	35%	0%	30%	100%	8%	Houses & Flats	17.0%	33.0%	15.0%	18.0%	17.0%	100.0%	17.5%	30.0%	5.0%	30.0%	17.5%	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ 127.50
V	450	**25%**	On-site	35%	35%	0%	30%	100%	8%	Flats	-	-	-	35.0%	65.0%	100.0%	-	-	-	46.0%	54.0%	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ 127.50
W	9	**0%**	n/a	0%	0%	0%	0%	0%	0%	Houses	42.0%	40.0%	18.0%	-	-	100.0%	50.0%	43.0%	7.0%	-	-	100.0%	£ 1,000	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
X	25	**40%**	On-site	35%	35%	0%	30%	100%	12%	Houses	42.0%	40.0%	18.0%	-	-	100.0%	50.0%	43.0%	7.0%	-	-	100.0%	£ 1,000	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
Y	50	**40%**	On-site	35%	35%	0%	30%	100%	12%	Houses & Flats	17.0%	33.0%	15.0%	18.0%	17.0%	100.0%	17.5%	30.0%	5.0%	30.0%	17.5%	100.0%	£ 1,000	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
Z	95	**40%**	On-site	35%	35%	0%	30%	100%	12%	Houses	42.0%	40.0%	18.0%	-	-	100.0%	50.0%	43.0%	7.0%	-	-	100.0%	£ 1,000	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
AA	7	**0%**	n/a	0%	0%	0%	0%	0%	0%	Flats	-	-	-	35.0%	65.0%	100.0%	-	-	-	46.0%	54.0%	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
BB	9	**0%**	n/a	0%	0%	0%	0%	0%	0%	Houses	42.0%	40.0%	18.0%	-	-	100.0%	50.0%	43.0%	7.0%	-	-	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -
CC	10	**25%**	On-site	35%	35%	0%	30%	100%	8%	Flats	-	-	-	35.0%	65.0%	100.0%	-	-	-	46.0%	54.0%	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ -

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		Site Typology								
Ref.	# Resi Units	Location / Value Zone	Greenfield / Brownfield	Gross Site Area (ha)	Net to Gross ratio (%)	Net Developable Site Area (ha)	Net Developable Site Area (acres)	Development Density (dph)	Net Density	Development Type
DD	25	High Value	Brownfield	0.16	100%	0.16	0.40	155.00	155.00	Newbuild
EE	30	High Value	Brownfield	0.67	95%	0.63	1.56	45.00	47.37	Newbuild
FF	150	High Value	Brownfield	3.33	85%	2.83	7.00	45.00	52.94	Newbuild

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		Affordable Housing Requirements								Scheme Typology													(Construction costs impacted by Policy)										
Ref.	# Resi Units	AH Target	AH basis	AH Tenure Mix:							Market Housing Unit Mix						Affordable Housing Unit Mix						SC8 - Biodiversity Net Gain (BNG)	SC2 - Cat. M4(2)	SC2 - Cat. M4(2)	SC2 - Cat. M4(3)	SC2 - Cat. M4(3)	SC3 - Part L/ Future Homes Standard	SC3 - Part L/ Future Homes Standard	SC3 - Additional Low Carbon / Energy Reduction	SC3 - Additional Low Carbon / Energy Reduction	SC3 - Water Efficiency	DP - Urban Greening Factor
		(%)		Social Rent (% of AH)	Affordable Rent (% of AH)	First Homes (% of AH)	Intermediate (Affordable Home Ownership) (% of AH]	Total check	LCHO (% of total) (>10%)	Unit Types	2B H	3B H	4B H	1B F	2B F	Total	2B H	3B H	4B H	1B F	2B F	Total	(£/unit)	(£/unit - flats)	(£/unit - houses)	10% of housing (£ / unit - flats)	10% of housing (£ / unit - houses)	(£/unit - houses)	(£/unit - flats)	(£/psm - flats)	(£/psm - houses)	(£ / unit)	(£ / psm)
DD	25	**25%**	On-site	35%	35%	0%	30%	100%	8%	Flats	-	-	-	35.0%	65.0%	100.0%	-	-	-	46.0%	54.0%	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ 127.50
EE	30	**25%**	On-site	35%	35%	0%	30%	100%	8%	Houses & Flats	17.0%	33.0%	15.0%	18.0%	17.0%	100.0%	17.5%	30.0%	5.0%	30.0%	17.5%	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ 127.50
FF	150	**25%**	On-site	35%	35%	0%	30%	100%	8%	Houses & Flats	17.0%	33.0%	15.0%	18.0%	17.0%	100.0%	17.5%	30.0%	5.0%	30.0%	17.5%	100.0%	£ 400	£ 1,400	£ 1,400	£ 22,000	£ 22,000	£ 4,350	£ 4,350	£ 72	£ 105	£ 20	£ 127.50

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260915 Hasting WPV_Hastings BC_Typologies Matrix_v1.1 - Specialist Typologies

		Site Typology										Affordable Housing Requirements								Scheme Typology															(Construction costs impacted by Policy)							
Ref.	# Resi Units	Development Type	Greenfield / Brownfield	Gross Site Area (ha)	Net to Gross ratio (%)	Net Developable Site Area (ha)	Net Developable Site Area (acres)	Development Density (dph)	Net Density	Site REF:	Development Type	AH Target	AH basis	AH Tenure Mix:							Market Housing Unit Mix							Affordable Housing Unit Mix						SC8 - Biodiversity Net Gain (BNG)	SC2 - Cat. M4(2)	SC2 - Cat. M4(3)	SC3 - Part L/ Future Homes Standard	SC3 - Additional Low Carbon / Energy Reduction	SC3 - Additional Low Carbon / Energy Reduction	SC3 - Water Efficiency	DP - Urban Greening Factor
												(%)		Social Rent (% of AH)	Affordable Rent (% of AH)	First Homes (% of AH)	Intermediate (Affordable Home Ownership) (% of AH)	Total check	LCHO (% of total) (>10%)	Unit Types	2B H	3B H	4B H	1B F	2B F	Total	2B H	3B H	4B H	1B F	2B F	Total	(£/unit)	(£/unit)	10% of housing (£ / unit)	(£/unit)	(£/psm - flats)	(£/psm-houses)	(£ / unit)	(£ / unit)
GG	75	Retirement / age-restricted	Greenfield	0.60	80%	0.48	1.19	125.00	156.25	Hypothetical	Newbuild	**40%**	On-site	35%	35%	**0%**	30%	100%	12%	Flats	-	-	-	40.0%	60.0%	100.0%	-	-	-	40.0%	60.0%	100.0%	1,000.00	-	-	4,350.00	72.00	105.00	20.00	-
HH	60	Extra Care	Greenfield	0.48	80%	0.38	0.95	125.00	156.25	Hypothetical	Newbuild	**40%**	On-site	35%	35%	**0%**	30%	100%	12%	Flats	-	-	-	40.0%	60.0%	100.0%	-	-	-	40.0%	60.0%	100.0%	1,000.00	-	-	4,350.00	72.00	105.00	20.00	-
II	75	Retirement / age-restricted	Brownfield	0.60	90%	0.54	1.33	125.00	138.89	Hypothetical	Newbuild	**25%**	On-site	35%	35%	**0%**	30%	100%	**8%**	Flats	-	-	-	40.0%	60.0%	100.0%	-	-	-	40.0%	60.0%	100.0%	400.00	-	-	4,350.00	72.00	105.00	20.00	127.50
JJ	60	Extra Care	Brownfield	0.48	90%	0.43	1.07	125.00	138.89	Hypothetical	Newbuild	**25%**	On-site	35%	35%	**0%**	30%	100%	**8%**	Flats	-	-	-	40.0%	60.0%	100.0%	-	-	-	40.0%	60.0%	100.0%	400.00	-	-	4,350.00	72.00	105.00	20.00	127.50
KK	150	BTR - Multifamily Flats	Greenfield	0.85	80%	0.68	1.68	176.00	220.00	Hypothetical	Newbuild	**40%**	On-site	0%	100%	**0%**	**0%**	100%	**0%**	Flats	-	-	-	35.0%	65.0%	100.0%	-	-	-	46.0%	54.0%	100.0%	1,000.00	1,400.00	22,000.00	4,350.00	72.00	105.00	20.00	-
LL	150	BTR - Single Family Housing	Greenfield	3.49	75%	2.62	6.46	43.00	57.33	Hypothetical	Newbuild	**40%**	On-site	0%	100%	**0%**	**0%**	100%	**0%**	Houses	42.0%	40.0%	18.0%	-	-	100.0%	50.0%	43.0%	7.0%	-	-	100.0%	1,000.00	1,400.00	22,000.00	4,350.00	72.00	105.00	20.00	-
MM	150	BTR - Multifamily Flats	Brownfield	0.85	90%	0.77	1.90	176.00	195.56	Hypothetical	Newbuild	**25%**	On-site	0%	100%	**0%**	**0%**	100%	**0%**	Flats	-	-	-	35.0%	65.0%	100.0%	-	-	-	46.0%	54.0%	100.0%	400.00	1,400.00	22,000.00	4,350.00	72.00	105.00	20.00	127.50
NN	150	BTR - Single Family Housing	Brownfield	3.49	80%	2.79	6.90	43.00	53.75	Hypothetical	Newbuild	**25%**	On-site	0%	0%	**0%**	**0%**	0%	**0%**	Houses	42.0%	40.0%	18.0%	-	-	100.0%	50.0%	43.0%	7.0%	-	-	100.0%	400.00	1,400.00	22,000.00	4,350.00	72.00	105.00	20.00	-

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260915 Hasting WPV_Hastings BC_Typologies Matrix_v1.1 - Employment Typologies

Draft for Consultation

Ref.	Employment Use Typology	Site Type	GIA sqm	GIA sqft (rounded)	Plot Ratio (Gross Floorspace to Site Area)	Net-to-Gross	Site Area (sqm)	Site Area (ha)	Site Area (acres)	Biodiversity Net Gain (BNG)	SC3 - Additional Low Carbon / Energy Reduction
										(£ / acre)	£ / psm
EMP_1	B2/B8/ Eg(iii) Mixed use	Greenfield	300	3,230	40%	100%	750	0.08	0.19	-	£31
EMP_2	B2/B8/ Eg(iii) Mixed use	Greenfield	620	6,670	40%	100%	1,550	0.16	0.38	-	£31
EMP_3	B2/B8/ Eg(iii) Mixed use	Greenfield	2200	23,680	40%	100%	5,500	0.55	1.36	6,600	£31
EMP_4	B2/B8/ Eg(iii) Mixed use	Greenfield	5600	60,280	40%	100%	14,000	1.40	3.46	6,600	£31
EMP_5	B2/B8/ Eg(iii) Mixed use	Greenfield	300	3,230	40%	100%	750	0.08	0.19	-	£31
EMP_6	B2/B8/ Eg(iii) Mixed use	Greenfield	620	6,670	40%	100%	1,550	0.16	0.38	-	£31
EMP_7	B2/B8/ Eg(iii) Mixed use	Brownfield	2200	23,680	40%	100%	5,500	0.55	1.36	3,300	£31
EMP_8	B2/B8/ Eg(iii) Mixed use	Brownfield	5600	60,280	40%	100%	14,000	1.40	3.46	3,300	£31

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Ref.	Commercial Use Typology	Greenfield / Brownfield	GIA sqm	GIA sqft (rounded)	Plot Ratio (Gross Floorspace to Site Area)	Site Area (sqm)	Site Area (ha)	Site Area (acres)	Biodiversity Net Gain (BNG)	SC3 - Additional Low Carbon / Energy Reduction
									(£ / acre)	£ / psm
NR_GF_1	Small Retail	Greenfield	200	2,150	75%	267	0.03	0.07	£ -	£ 40
NR_GF_2	Medium Retail	Greenfield	500	5,380	50%	1,000	0.10	0.25	£ -	£ 40
NR_GF_3	Large Retail / Supermarket	Greenfield	4,000	43,060	40%	10,000	1.00	2.47	£ 6,600	£ 40
NR_GF_4	Small Office	Greenfield	400	4,310	75%	533	0.05	0.13	£ -	£ 40
NR_GF_5	Medium Office	Greenfield	1000	10,760	100%	1,000	0.10	0.25	£ -	£ 40
NR_GF_6	Large Office	Greenfield	3,000	32,290	75%	4,000	0.40	0.99	£ 6,600	£ 40
NR_BF_1	Small Retail	Brownfield	200	2,150	75%	267	0.03	0.07	£ -	£ 40
NR_BF_2	Medium Retail	Brownfield	500	5,380	50%	1,000	0.10	0.25	£ -	£ 40
NR_BF_3	Large Retail / Supermarket	Brownfield	4,000	43,060	40%	10,000	1.00	2.47	£ 3,300	£ 40
NR_BF_4	Small Office	Brownfield	400	4,310	75%	533	0.05	0.13	£ -	£ 40
NR_BF_5	Medium Office	Brownfield	1000	10,760	100%	1,000	0.10	0.25	£ -	£ 40
NR_BF_6	Large Office	Brownfield	3,000	32,290	75%	4,000	0.40	0.99	£ 3,300	£ 40

Appendix 6 – Residential Market Report

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Accessible Report

Residential Market Paper Addendum

Hastings Borough Council

July 2026

Quality Assurance

Date of Report	July 2026
Version	V1
Filename and path	"L:_Client Projects\2002 Hastings WPV_Hastings Borough Council\2606 Regulation '18B'\2606 Market Report\2606 Residential Market Paper\260624 Accessible Residential Market Paper_Hastings WPV_Hastings Borough Council_v0.1.docx".
Prepared by	Cory Tomlinson, Consultant
Date	July 2026
Checked by	Matthew Olive MRICS, Associate Director
Date	July 2026
Authorised by	Parminder Dosanjh MRICS MRTPI, Executive Director
Date	July 2026

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1 Introduction

1.1 AspinallVerdi have been reappointed by Hastings Borough Council to update the Local Plan Viability Study (LPVS) in support of the emerging Local Plan. The study was originally commissioned in 2020 and has been through various iterations as emerging policy requirements have been refined and consultations have been completed, resulting in a draft version of the assessment being submitted to the Council in Summer 2024. Given the time which has since passed, we have sought to update the market research used to inform the value assumptions adopted in the viability testing. This report therefore seeks to review the latest available data, focussing on evidence which has become available since the 2024 draft study.

1.2 This market report draws upon the latest published data to ensure the value assumptions are reflective of current market conditions. We have obtained data from recognised sources, including the Land Registry, Rightmove, Zoopla, Energy Performance Certificates (EPC) and market commentaries/forecasts. In line with the previous market report, we have considered the following residential sectors:

- **Private Residential Sales Market** - an assessment of new build achieved and asking price data across the Borough in the period which followed the previous assessment.
- **Private Residential Rental Market** – an assessment of the private rental market using available price data, market commentaries and forecasts. This will include an analysis of the build-to-rent (BTR) sector.
- **Specialist Residential Accommodation (Older Persons)** – an assessment of retirement living and extra care sectors through analysis of market evidence.

1.3 For each sector, we begin by providing a brief overview of the national and regional trends before reviewing the transactional and listing data across the Borough. We then provide a summary of the value assumptions proposed for testing within the updated assessment.

2 Private Residential Sales Market

2.1 This section considers the private residential sales market in Hastings.

Market Overview

2.2 The RICS publishes a regular UK Residential Property Market Survey, which provides an opinion of the direction that the residential market is taking, along with commentary from surveyors from individual regions throughout the UK. The latest survey was published in June 2026, providing the following headlines:

- Measures of buyer demand and newly agreed sales are still negative, albeit marginally less so than before;
- Headline house price indicator largely stable in recent months, although this remains consistent with a modest degree of downward pressure; and,
- Near-term sales expectations turn somewhat less negative, but are yet to signal a genuine turnaround.[1]

2.3 The survey points to tentative signs of improvement, despite the recent easing in global geopolitical tensions and the associated unwinding in oil prices. Overall, activity indicators remain subdued, although the pace of deterioration appears to be moderating.[2]

2.4 At the headline level, the net balance of new buyer enquiries dropped to -29%, which was down from -34% recorded in the previous two versions of the survey. Indeed, this month's figure represents the least downbeat result since February, though it still indicates relatively weak buyer demand.[3]

2.5 With respect to agreed sales, this measure also turned marginally less negative, posting a net balance of -32% compared with -35% in the previous survey iteration. Nevertheless, the latest reading remains indicative of subdued market momentum.[4]

2.6 Looking ahead, near-term sales expectations registered a net balance of -16%, improving from a recent low of -34% in March. As such, respondents appear to anticipate a moderation of recent weakness rather than an outright turnaround in market conditions over the next three months.[5]

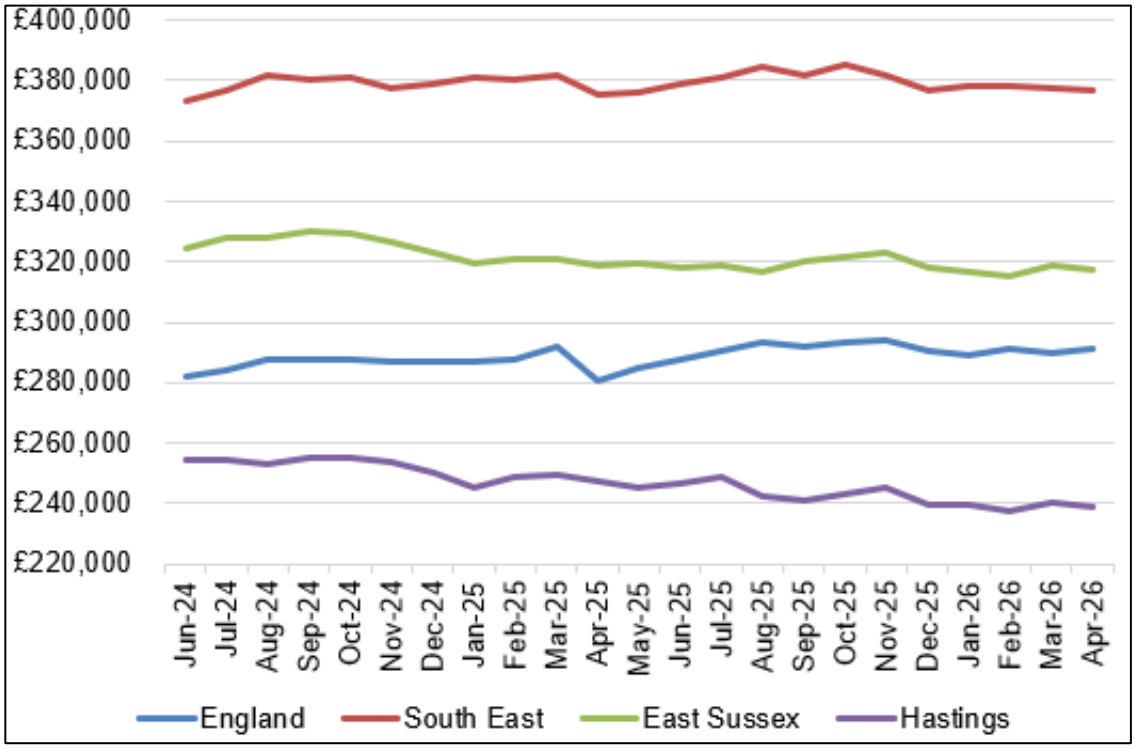
2.7 For house prices, the latest aggregate net balance came in at -33%, broadly in line with the readings of -35% and -34% recorded in April and May, respectively. As such, while the indicator continues to point to modest downward pressure on prices at the national level, the trend appears to be stabilising rather than deteriorating further.[6]

2.8 At the regional level, the South East and South West of England continue to exhibit noticeably more negative net balances than the UK average.[7]

[1] RICS, 2026. RICS UK Residential Survey, March 2026.
[2] Ibid
[3] Ibid
[4] Ibid
[5] Ibid
[6] Ibid
[7] Ibid

2.9 Figure 2.1 shows the average prices for all property types in England, the South East, East Sussex and Hastings between June 2024 and April 2026 (the latter being the latest available date as per HM Land Registry).

Figure 2.1 - Average All Property Prices



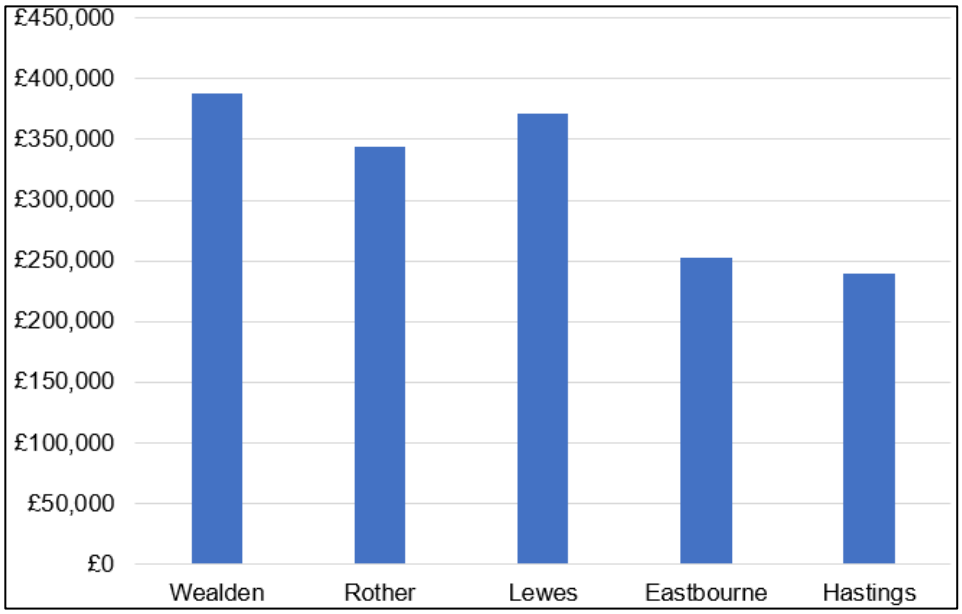
Source: Land Registry, 2026.

2.10 Average property prices in Hastings have decreased by 6.0% between June 2024 and April 2026. Over the same period, the national and regional averages increased by 3.0% and 1.0% respectively. At county level, average prices in East Sussex decreased by 2.0%.

2.11 As of April 2026, the average property price in Hastings was £238,912, which is 33% lower than the average price in East Sussex (£317,415) and 58% lower than the average price recorded across the South East (£379,819). At a national level, the average property price in England (£291,445) was 22% higher than the average price recorded in Hastings.

2.12 Figure 2.2 summarises the average property price (all property types) by district and borough across East Sussex, as of April 2026.

Figure 2.2 - Average Property Price by Local Authority

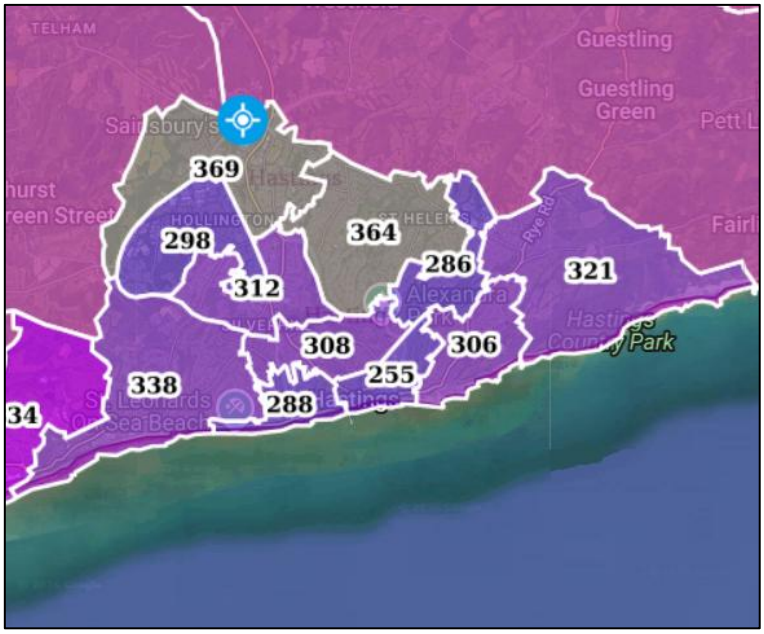


Source: Land Registry, April 2026.

2.13 As per the latest available HM Land Registry price data, Hastings is understood to have the lowest average property value in East Sussex. Coupled with the data demonstrated in Figure 2.1, this suggests that property values across Hastings Borough have been lower when considered at county, regional and national level.

2.14 In addition to the above, we have used OS mapping software to inform our analysis of residential values in Hastings. Figure 2.3 shows a property value heatmap which covers Hastings Borough. The map displays average residential values on a £ / psf basis.

Figure 2.3 – Hastings Borough Value Heatmap



Source: Nimbus, 2026.

2.15 Average property values across Hastings were found to range from £255 to £369 psf (£2,745 psm to £3,972 psm). Higher values are generally observed towards the north and north east of the Borough, with values in the late £200s / early £300s psf observed elsewhere. This is with the exception of Hastings town centre, which is shown to have the lowest values on a £ / psf basis.

New Build Achieved Values

2.16 Following on from the residential market research undertaken in support of the 2024 draft viability assessment, we have carried out an updated review of new-build achieved sales values within Hastings to identify any additional transactions that have been reported.

2.17 Our analysis is based on a detailed review of HM Land Registry data for new build achieved values, cross-referenced on an address-by-address basis to the floor areas published on the EPC database, to derive the achieved values (£ psm / psf). It should also be noted that the Land Registry data for new build achieved values contains a 'PPD Category Type' which sorts the data into one of two categories – A & B, as is defined on the gov.uk website:

> "*A = Standard Price Paid entry, includes single residential property sold for full market value.*
>
> *B = Additional Price Paid entry including transfers under a power of sale/repossessions, buy-to-lets (where they can be identified by a Mortgage) and transfers to non-private individuals.*"[8]

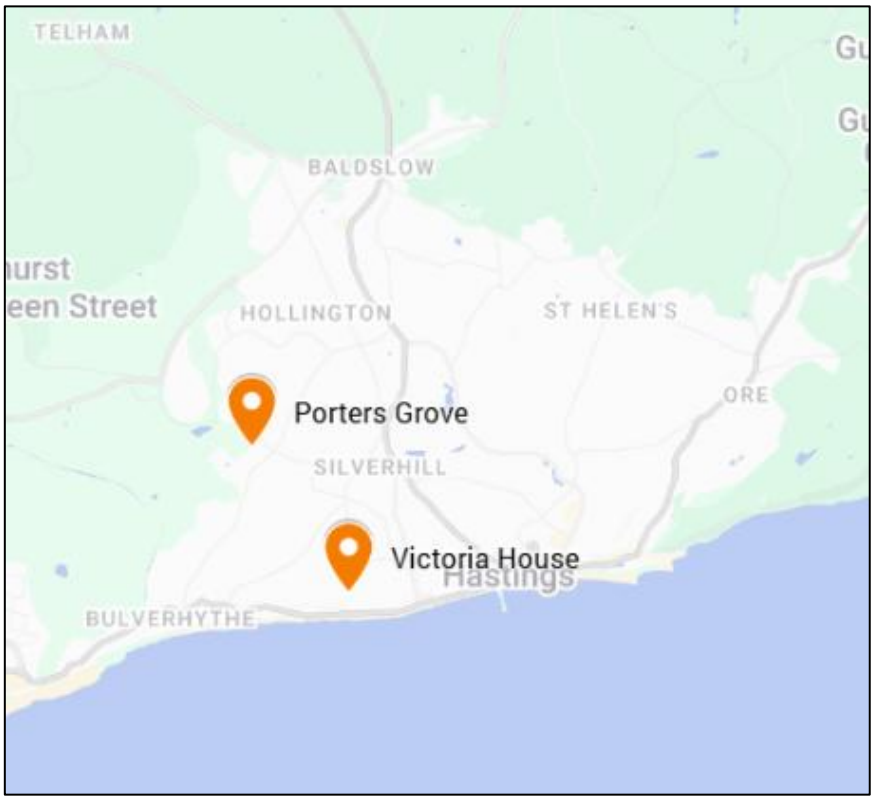
2.18 For the purposes of this research, we have excluded new build achieved data that falls under Category B as the transactions consistently presented discounted transfer values to those provided under Category A, therefore not providing a reflection of the true market value.

2.19 We note that Land Registry price paid data includes the value of garages where these are sold as part of the house. However, the database does not specify whether a house type includes a garage. The value of garages is therefore implicit in the achieved values below, and we have been mindful of this in our assessment of market data.

2.20 We have reviewed the available data (all house types, including flats) between the aforementioned time period on a price per square metre (£ psm) basis. This allows us to identify high- and low-value areas across the Borough. Our search has identified 47no. new build transactions that have completed since summer 2024 across two separate schemes. We summarise the locations of the new build transactions identified in Figure 2.4. Please note that the coloured pins relate to development schemes, rather than individual units or transactions.

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

Figure 2.4 – New Build Scheme Locations



Source: Google MyMaps, 2026.

2.21 Table 2.1 summarises the average achieved values by each property type and ward. The cells marked '-' represent locations where no new build property transactions were identified (within the chosen timeframe).

Table 2.1 – Average New Build Achieved Values (£)

	Property Type			
Electoral Ward	**Flat**	**Terraced**	**Semi**	**Detached**
West St. Leonards	-	£309,773	£356,679	£450,551
Maze Hill	£326,833	-	-	-

Source: Land Registry, 2026.

2.22 The new-build transactions are notably higher than the average recorded in Hastings by HM Land Registry. This is in line with typical expectations, in that new-build stock tends to achieve a premium on resale / second hand values. We are unable to determine if there is significant variation in values across different wards, given the relatively confined sample and differences in property types. Table 2.2 summarises the average values on £ / psm basis by property type and electoral ward.

Table 2.2 - Average New Build Achieved Values (£ psm)

	Property Type			
Electoral Ward	**Flat**	**Terraced**	**Semi**	**Detached**
West St. Leonards	-	£4,425	£4,117	£3,896
Maze Hill	£4,714	-	-	-

Source: Land Registry, 2026.

2.23 In line with expectations, the smaller typologies have achieved a higher rate on a £ / psm basis. This demonstrates the common inverse relationship between size and £ / psm values, with smaller units typically achieving a premium on larger dwellings. Overall, the data has shown that sales of new-build housing in Hastings has achieved between c. £3,900 - £4,800 psm, on average.

2.24 As above, we identified a limited number of new-build transactions within our search. These sales were concentrated across only two wards. The achieved data identified at each scheme is summarised in more detail below:

Porters Grove - Bellway

2.25 Our search revealed 44no. new build transactions from Porters Grove, which were completed from June 2024 to July 2025. Porters Grove is located in the ward of West St. Leonards.

Table 2.3 – Porters Grove Achieved Values

Property Type		**No. of Units**	**Price Range**	**Size Range (sqm)**	**Avg. Price (£ psm)**
Terraced	2-Bed	9	£299,995 - £319,995	70	£4,425
Semi	3-Bed	15	£346,995 - £360,995	84 - 87	£4,137
	4-Bed	3	£374,995 - £392,995	97	£3,962
Detached	4-Bed	17	£410,000 - £509,995	97 - 138	£3,883
Total	**-**	**44**	**£299,995 – £509,995**	**70 - 138**	**£4,086**

Source: Land Registry, 2026.

2.26 As per Table 2.3, achieved values at Porters Grove were found to range from £299,995 to £509,995, with an average of £4,086 psm across the sample. We understand that all of the properties benefit from a garage or allocated parking.

Victoria House – Gemselect

2.27 Our search revealed 3no. new build transactions from Victoria House, which were completed from June 2024 to May 2025, as displayed in Table 2.4.

Table 2.4 – Victoria House Achieved Values

Property Type		No. of Units	Price Range	Size Range (sqm)	Avg. Price (£ psm)
Flat	1-Bed	1	£288,000	61	£4,721
	2-Bed	2	£335,000 - £357,500	72 - 75	£4,714
Total	**-**	**3**	**£288,000 - £357,500**	**61 - 75**	**£4,714**

Source: Land Registry, 2026.

2.28 As per Table 2.4, achieved flatted property values at Victoria House were found to range from £288,000 to £357,500, with an average of £4,714 psm across the sample.

New Build Achieved Values Summary

2.29 In summary, our analysis of new build housing in Hastings demonstrates a market landscape and demand which is weighted towards housing, rather than flats / maisonettes. Similar observations were made in our previous market research, which showed that data for new-build flatted development was scarce.

2.30 Further, new-build values do not appear to have progressed significantly since the time of our last market review. The average values achieved at the Porters Grove scheme are seen to fall within or towards the upper end of the value assumptions (on a £ / psf basis) adopted in our previous report, which is consistent with the House Price Index across the Borough.

New Build Asking Prices

2.31 We have reviewed new build developments which are currently being marketed for sale within Hastings. It should be noted that asking prices can be aspirational and may not reflect the incentives offered by the developer or the actual value a willing purchaser will pay. We have been mindful of this as part of our analysis.

2.32 The RICS Professional Standard on Comparable Evidence in Real Estate Valuation (2019) states that asking prices 'cannot by themselves provide reliable evidence of value and should be treated with caution. They will usually vary from the price achieved on exchange in the open market, but when interpreted with care by an experienced valuer they can provide guidance as to current market sentiment and trends in value.'[9]

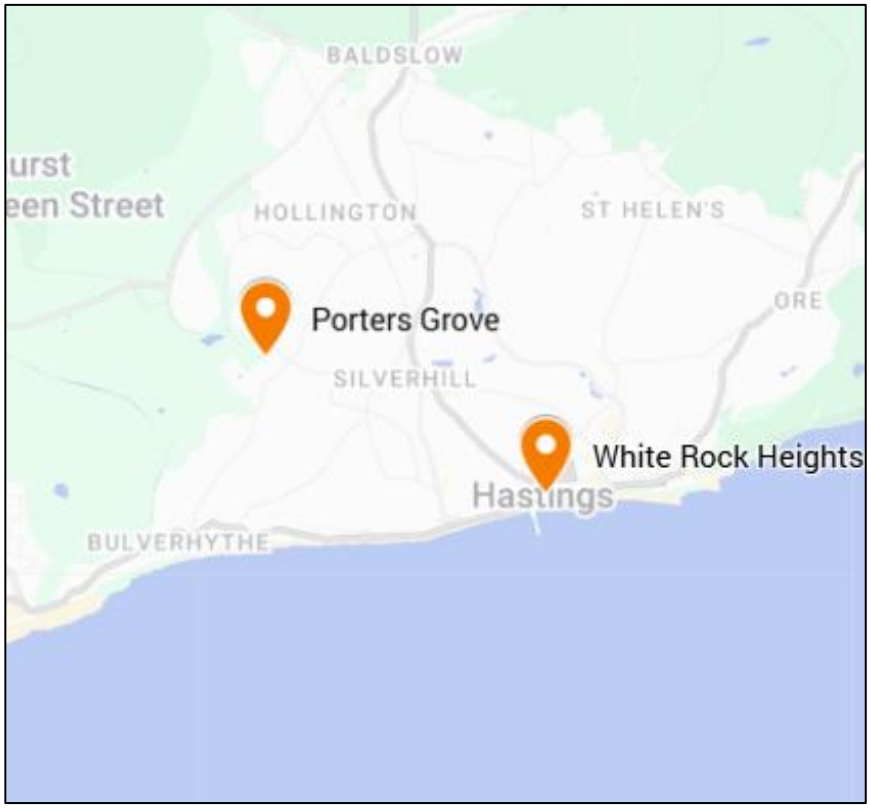
2.33 Thus, whilst the achieved value data in the previous section provides robust evidence, this is retrospective. The asking price analysis in this section provides a review of current prices for new builds. It is important to note that in arriving at our value assumptions for the appraisals, we will have had regard to the new build asking prices, but will place more weight on the transactional data. We have also considered the assumptions for the appraisal 'in the round' (i.e. having regard to the marketing cost assumptions for incentives and discounts).

[9] RICS, 2019. Comparable Evidence in Real Estate Valuation, RICS information paper, 1st edition.

2.34 Finally, it is important to note that the supply ('flow') of new build properties has to be sold within a marketplace that includes an established stock of competing properties. The asking price is therefore tempered by the wider price mechanism.

2.35 We have identified 2no. new build residential schemes currently listed for sale across the Borough, as displayed in Figure 2.5. As with the transactional data, there was limited information available at the time of our research.

Figure 2.5 – New Build Scheme Locations



Source: Google MyMaps, 2026.

2.36 Table 2.5 and Table 2.6 summarise the average new build asking values obtained by ward.

Table 2.5 – Average New Build Asking Values Summary (£)

Ward	Flats	Terraced	Semi	Detached
West St. Leonards	-	£321,663	£349,995	£438,328
Castle	£345,000	-	-	-

Source: Land Registry, 2026.

2.37 The listing prices observed across West St. Leonards are from the Porters Grove development identified in the transactional data review. This shows that the current asking prices are within a reasonable tolerance of the achieved values. The flatted units identified in the Castle ward are shown to be listed for higher prices than those in Maze Hill.

Table 2.6 – Average New Build Asking Values Summary (£ psm)

Ward	Flats	Terraced	Semi	Detached
West St. Leonards	-	£4,270	£4,023	£3,834
Castle	£5,281	-	-	-

Source: Land Registry, 2026.

2.38 On a £ / psm basis, listing prices at the Porters Grove development are shown to have softened, although this may be as a result of larger units coming to market (i.e. in turn, lowering the £ / psm). The flats in the Castle ward are advertised for over £5,200 psm, which is significantly higher than the flatted units which sold in the Maze Hill ward.

Porters Grove - Bellway

2.39 Our search revealed 10no. new build listings from Porters Grove, as displayed in Table 2.7.

Table 2.7 – Porters Grove Asking Values

Property Type		No. of Units	Price Range	Size Range (sqm)	Avg. Price (£ psm)
Terraced	2-Bed	4	£299,995 - £325,000	70	£4,393
	3-Bed	2	£339,995 - £360,000	87	£4,023
Semi	3-Bed	1	£349,995	87	£4,023
Detached	3-Bed	1	£399,995	97	£4,124
	4-Bed	2	£449,995 - £464,995	124	£3,689
Total	**-**	**10**	**£299,995 - £464,995**	**70 - 124**	**£4,114**

Source: Land Registry, 2026.

2.40 As per Table 2.7, asking values at Potters Grove were found to range from £299,995 to £464,995, with an average of £4,114 psm across the sample. This is relatively consistent with the average identified from the achieved transaction sample (£4,086 psm).

White Rock Heights

2.41 Our search revealed 2no. new build listings from White Rock Heights, as displayed in Table 2.8.

Table 2.8 – White Rock Heights Asking Values

Property Type		No. of Units	Price Range	Size Range (sqm)	Avg. Price (£ psm)
Flat	1-Bed	1	£295,000	-	-
	2-Bed	1	£395,000	75	£5,281
Total	**-**	**2**	**£295,000 - £395,000**	**75**	**£5,281**

Source: Land Registry, 2026.

2.42 As per Table 2.8, asking values at White Rock Heights were found to range from £295,000 to £395,000. We note that some of the listings identified within our search did not reveal floorspace details.

New Build Asking Values Summary

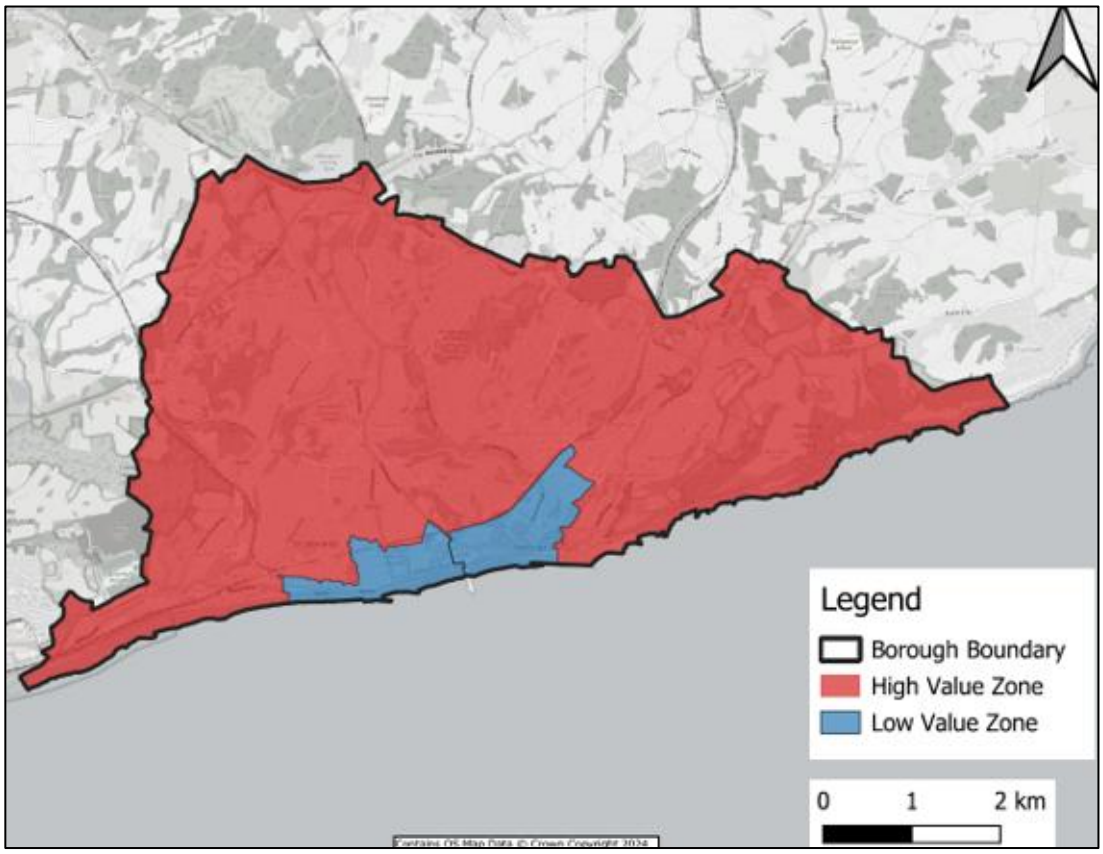
2.43 Current listing data further reinforces the same trend identified within the transactional evidence, with asking values not showing a significant variation when compared to the value assumptions adopted previously.

3 Housing Value Zones & Assumptions

3.1 In this section, we use the market research to determine value zones across the Borough. The purpose is to create a visual representation of the differences in values across the Borough and simplify the Value Zones to adopt for testing. All planning obligations (Affordable Housing, CIL, etc.) should 'align' in terms of Housing Value Zones and viability. We note that this section on Housing Value Zones is about the *relativity* of values across zones in Hastings Borough – not the *absolute* value assumptions that follow.

3.2 For illustrative purposes, Figure 3.1 and Table 3.1 show the value zones that were established in the previous study undertaken in July 2024.

Figure 3.1 – Hastings Borough Value Zones Map (June / July 2024)



Source: AspinallVerdi, 2024.

Table 3.1 – Hastings Borough Wards By Value Zone (July 2024)

Value Zone	Wards
Lower Value Zone	Central St. Leonards and Castle Ward
High Value Zone	West St. Leonards, Maze Hill, Wishing Tree, Hollington, Ashdown, Gensing, Silverhill, Conquest, St. Helens, Braybrooke, Baird, Tressell, Old Hastings and Ore.

Source: AspinallVerdi, 2024.

3.3 In order to derive our updated Housing Market Zones, we have had regard to:

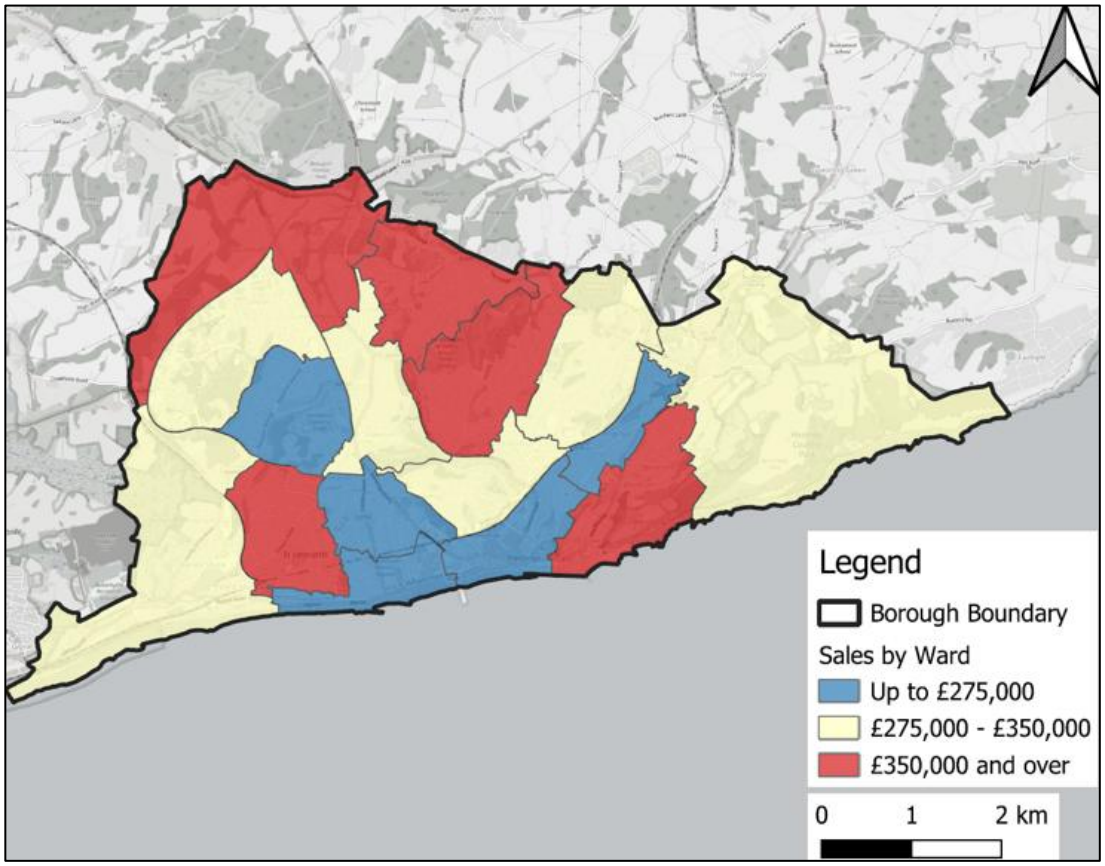
- New build achieved values;
- New build asking prices; and
- Second-hand achieved values (given the geographical concentration of new-build data)

New Build and Second-Hand Achieved Values

3.4 To sense-check the distribution of residential property values across Hastings Borough, we have reviewed the new-build and second-hand housing market between June 2024 and June 2026. Given the lack of new-build data during the sample period, we have included second-hand transactions to substantiate the value trends and ensure there is a sufficient sample size.

3.5 Figure 3.2 shows the average property prices achieved in each ward for all property types across the Borough, as identified in the previous study.

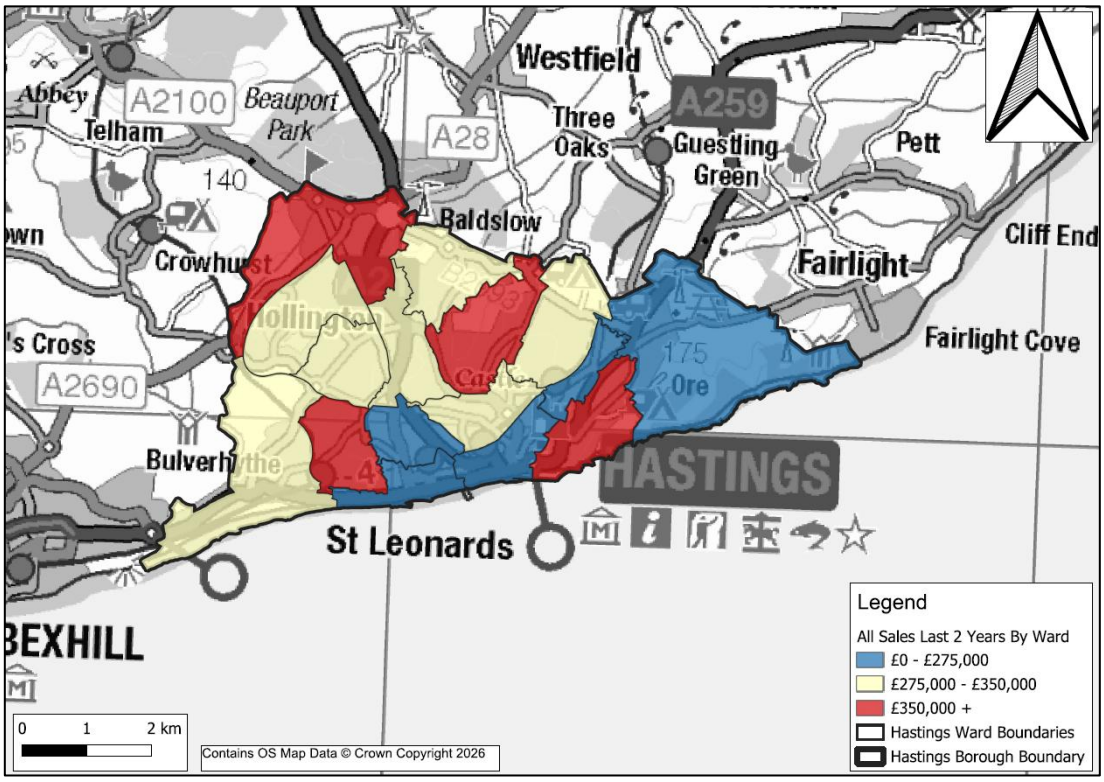
Figure 3.2 - Average Property Prices (June / July 2024)



Source: AspinallVerdi, 2024.

3.6 Figure 3.3 shows the equivalent map (including the same value bandings) but with the updated sales data (i.e. June 2024 – June 2026).

Figure 3.3 - Average All Property Types Prices (July 2026)



Source: AspinallVerdi, 2026.

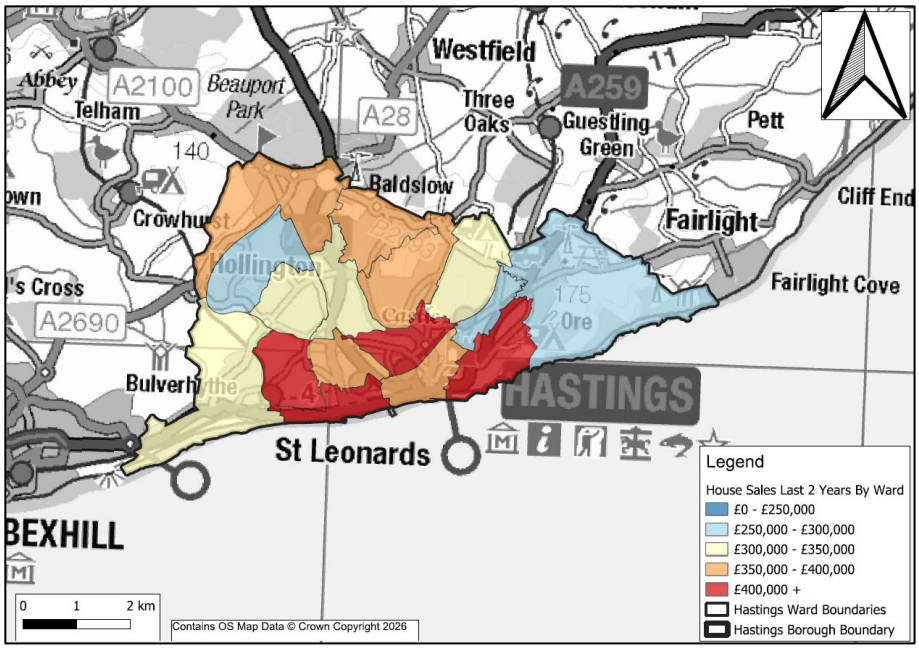
3.7 Figure 3.3 shows that average property values in wards which are located either in or immediately adjacent to Hastings Town Centre are some of the lowest in the Borough. We note that this finding is similar to that which was identified in the previous study. Notwithstanding this, property values towards the south-east corner of the Borough in the ward of Ore have decreased since the previous study, as indicated by the colour change on the heat map.

3.8 High value areas are seen towards the north of the Borough in the ward of Ashdown, as well as to the south in the wards of St. Helens, Maze Hill and Old Hastings. These findings are again similar to those identified in the previous study.

3.9 Whilst we note that this updated assessment does show that average property values across the Borough have shifted in some places since the previous study, we consider that the key conclusions and distribution of values remain largely consistent.

3.10 To provide a more detailed analysis of property prices, we have mapped average new build and second-hand prices for housing only (i.e. detached, semi-detached and terraced, excluding flats) by ward in Figure 3.4.

Figure 3.4 - Average House Price by Ward (June 2024 – June 2026)

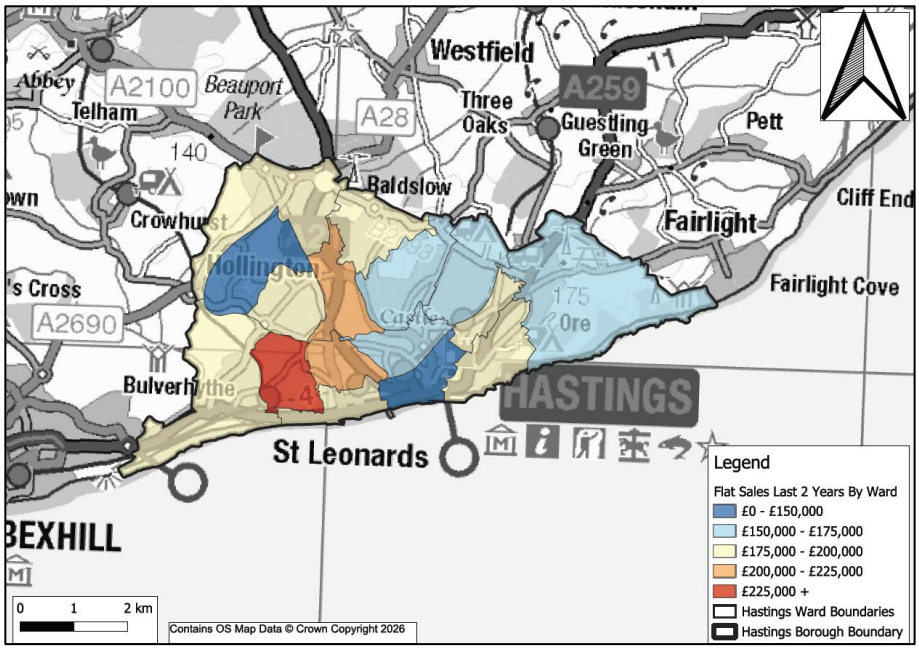


Source: AspinallVerdi, 2026.

3.11 Figure 3.4 shows a broadly similar pattern and distribution to that in Figure 3.3, particularly in relation to house values in the wards of Ore, Maze Hill and Castle. This analysis shows that higher average house prices are seen in wards that are located adjacent to the coast.

3.12 We have also mapped the average price for new-build and second-hand flats by ward, as shown in Figure 3.5.

Figure 3.5 - Average Flat Prices by Ward (June 2024 – June 2026)



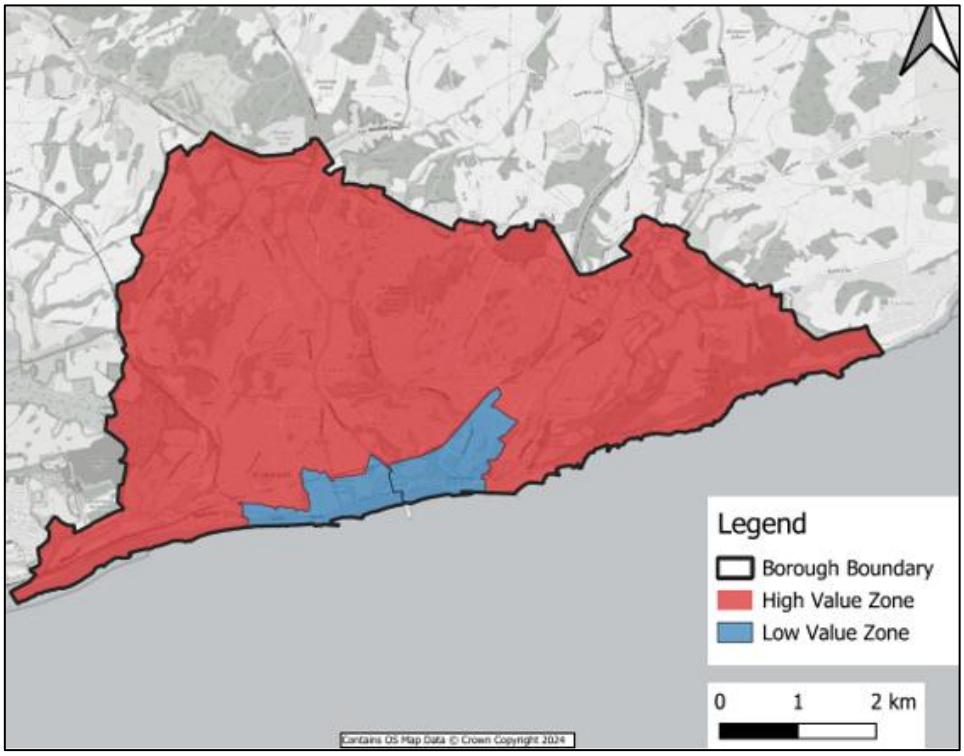
Source: AspinallVerdi, GIS, 2026.

3.13 This analysis shows that average flat values vary across the Borough, with some of the highest values seen in the ward of Maze Hill.

Updated Value Zones

3.14 Figure 3.6 shows the value zones adopted in the previous study. This proposed a two value zone approach, with lower values observed in and around Hastings town centre. All other wards were tested using the same value assumptions.

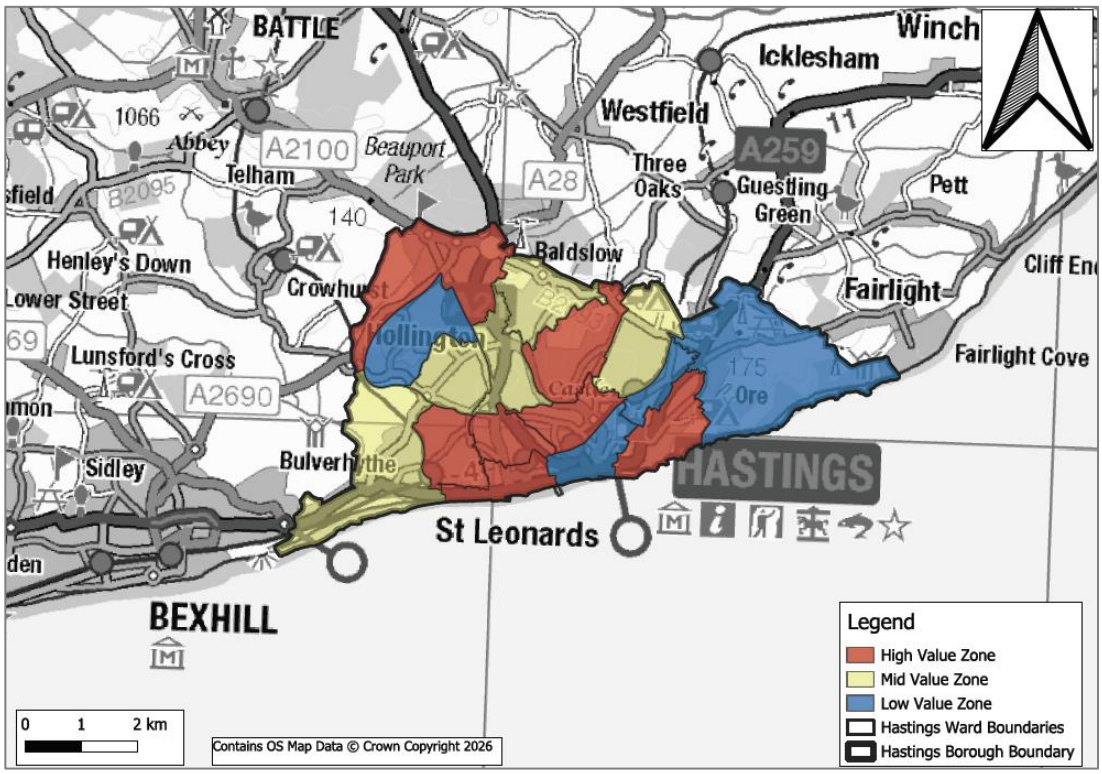
Figure 3.6 - Hastings Borough Value Zone Map (June / July 2024)



Source: AspinallVerdi, 2026.

3.15 Figure 3.7 shows the result of our updated analysis based on the data sourced within this assessment. Our analysis of the data by ward has shown a greater variation in prices which has supported three separate value zones.

Figure 3.7 – Hastings Borough Value Zone Map (July 2026)



Source: AspinallVerdi, GIS, 2026.

Table 3.2 - Wards by Value Zone

Zone	Wards
Lower Value	Hollington, Castle, Tressell and Ore
Mid Value	West St. Leonards, Wishing Tree, Silverhill, Conquest and Baird.
High Value	Old Hastings, St. Helen's, Braybrooke, Gensing, Central St. Leonards, Maze Hill and Ashdown.

Source: AspinallVerdi, 2026.

Residential Value Assumptions

3.16 The table below summarises the residential value assumptions made in the previous study.

Table 10.4 – High Value Zone Assumptions (June / July 2024)

Unit Type	Size (sqm)	Value	Value (£ / psm
1-Bed Flat	50	£210,000	£4,200
2-Bed Flat	68	£260,000	£3,824

Unit Type	Size (sqm)	Value	Value (£ / psm
2-Bed House	75	£320,000	£4,267
3-Bed House	90	£375,000	£4,167
4-Bed House	115	£475,000	£4,130

Source: AspinallVerdi, 2024.

Table 3.3 – Low Value Zone Assumptions (June / July 2024)

Unit Type	Size (sqm)	Value	Value (£ / psm
1-Bed Flat	50	£195,000	£3,900
2-Bed Flat	68	£245,000	£3,603
2-Bed House	75	£300,000	£4,000
3-Bed House	90	£350,000	£3,889
4-Bed House	115	£425,000	£3,696

Source: AspinallVerdi, 2024.

3.17 Having regard to the evidence identified in our updated assessment, including the unit types and sizes delivered across Hastings, we have determined the following assumptions.

Table 3.4 - High Value Zone Assumptions (July 2026)

Unit Type	Size (sqm)	Value	Value (£ / psm
1-Bed Flat	50	£210,000	£4,200
2-Bed Flat	65	£265,000	£4,077
2-Bed House	75	£337,500	£4,500
3-Bed House	90	£372,500	£4,139
4-Bed House	115	£450,000	£3,913

Source: AspinallVerdi, 2026.

Table 3.5 – Mid Value Zone Assumptions (July 2026)

Unit Type	Size (sqm)	Value	Value (£ / psm
1-Bed Flat	50	£200,000	£4,000
2-Bed Flat	65	£255,000	£3,923
2-Bed House	75	£325,000	£4,333
3-Bed House	90	£365,000	£4,056
4-Bed House	115	£440,000	£3,826

Source: AspinallVerdi, 2026.

Table 3.6 - Low Value Zone Assumptions (July 2026)

Unit Type	Size (sqm)	Value	Value (£ / psm
1-Bed Flat	50	£192,500	£3,850
2-Bed Flat	65	£245,000	£3,769
2-Bed House	75	£315,000	£4,200
3-Bed House	90	£350,000	£3,889
4-Bed House	115	£425,000	£3,696

Source: AspinallVerdi, 2026.

3.18 In line with the findings of our market analysis, the values adopted in our updated assessment are not seen to have changed to any significant extent, since the previous assessment was undertaken.

Garage Assumptions

3.19 We have made the following assumptions in respect of garages:

- 3-bed houses - 50% of units
- 4-bed houses - 100% of units

4 Private Residential Rental Market

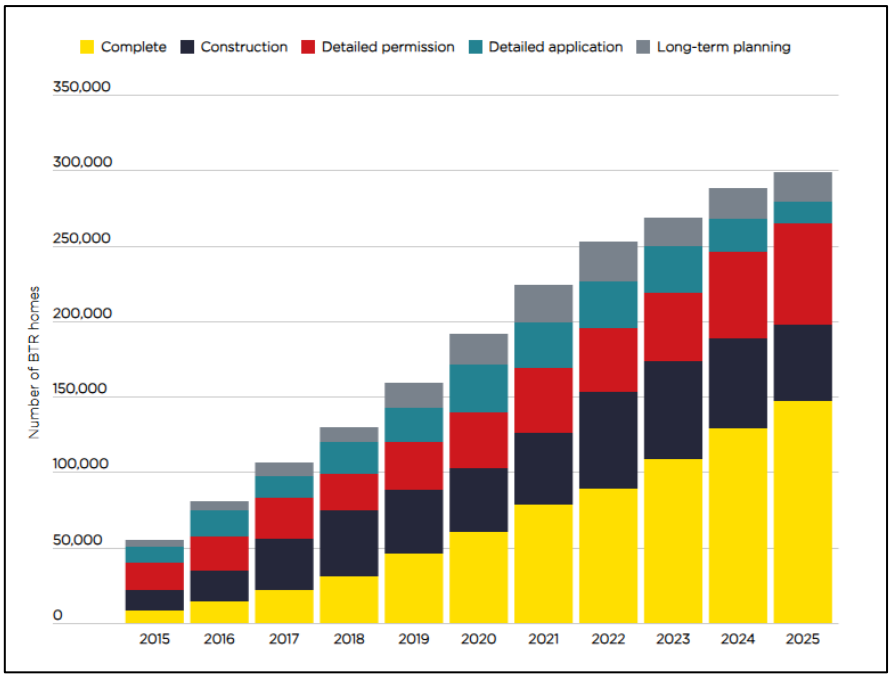
4.1 This section of the paper sets out specific research in respect of the private rental market, which includes build-to-rent (BTR) development.

Market Overview

4.2 The BTR sector in England has seen significant growth in recent years, driven by increasing demand for high-quality rental accommodation and institutional investment. The sector offers purpose-built rental homes with amenities and services often not found in traditional rental properties.

4.3 Figure 4.1 illustrates previous and current BTR stock that is within the planning system, under construction and delivered as of Q4 2025.

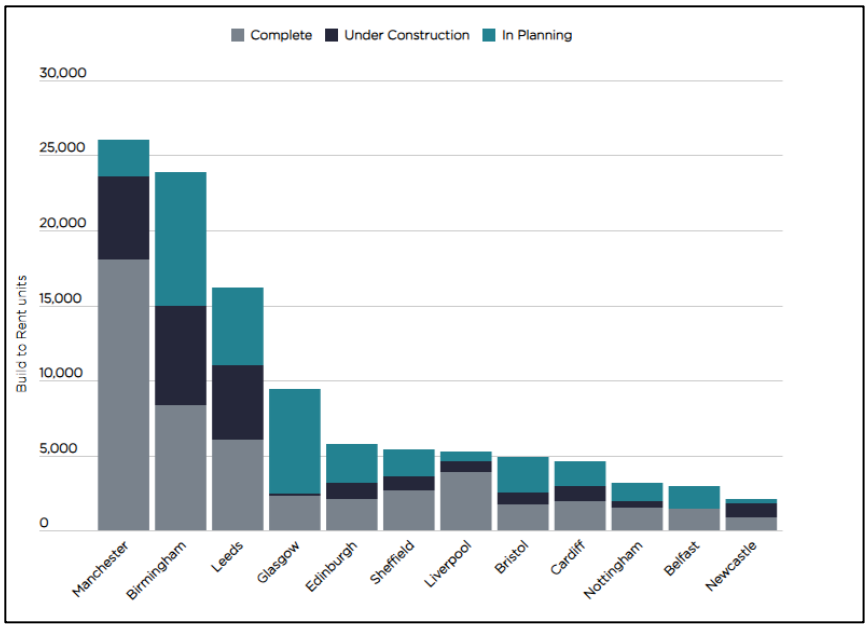
Figure 4.1 - BTR Development Pipeline



Source: Savills UK Build-to-Rent Market Update – Q4 2025, January 2026.

4.4 Figure 4.2 illustrates BTR delivery nationally across all of the core cities, as of Q1 2026.

Figure 4.2 - BTR Delivery Across Core Cities



Source: Savills UK Build to Rent Market Update – Q1 2026, April 2026.

4.5 Several factors are driving growth within the BTR sector, including the increasing number of young professionals and families seeking more flexible and reliable rental options. While the national market is still relatively young compared to other countries, it is experiencing rapid growth and is poised to become a major player in the UK's housing market. As the sector continues to mature, it is expected to offer more choice and flexibility for renters, as well as contribute to the overall housing supply and economic growth in the region.

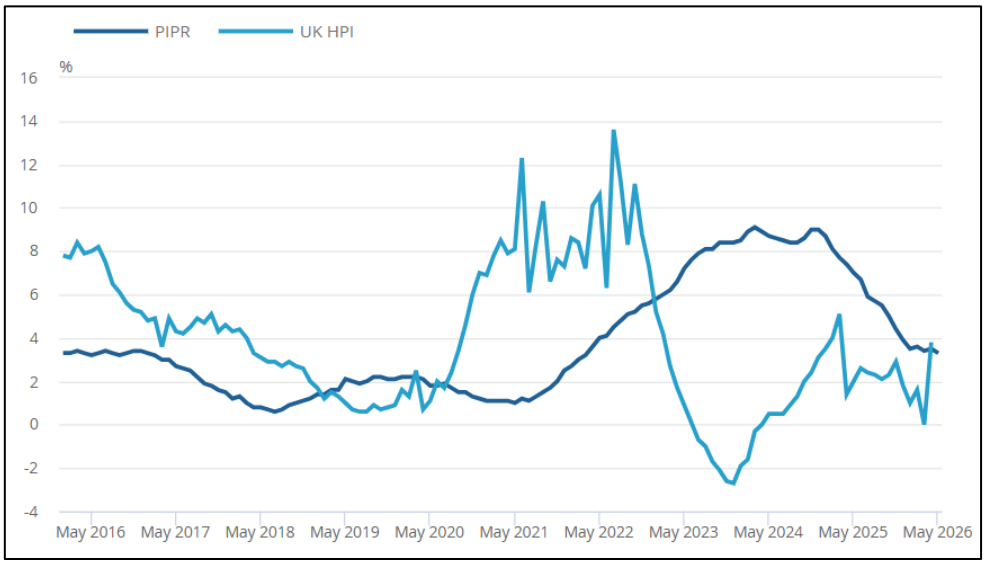
4.6 BTR developments are often forward-funded / forward sold, meaning investors provide capital upfront to fund the development. The landowner / developer will develop proposals for the scheme, often working closely with an investor partner and then will deliver the scheme on a development management basis. Upon completion, the investor purchases the completed development, assuming ownership and long-term rental income. This offers several advantages, including reduced financial risk for the developer, accelerated project timelines, and a more predictable return on investment for the investor, and has become increasingly popular in the UK's BTR sector.

4.7 We note that the Savills Q1 2026 report highlights that the total number of BTR units currently in the pipeline rose to c.108,000 at the end of Q1 2026. This is an increase of 3.0% when compared to the previous year. Despite this, the number of units under construction across the core cities fell by 11% between Q1 2025 and Q1 2026, due to completions outstripping new starts.[10]

4.8 We have also had regard to more general private rental growth trends across the UK, as outlined in Figure 4.3.

[10] Savills, 2026. Savills UK Build to Rent Market Update – Q1 2026.

Figure 4.3 - UK Private Rental Values and House Prices



Source: ONS, 2026.

4.9 Private rents have increased by 3.3% in the 12-months to May 2026. This was down from 3.5% in the 12 months to April 2026, and continues the general trend of slowing UK rent annual inflation since December 2024.

4.10 Table 4.1 shows the latest ONS data available in relation to the average monthly rental prices across Hastings by bedroom number, as of May 2026 (the latest available date as per the ONS).

Table 4.1 – Hastings Average Monthly Rents by Bedroom

Type	Avg. Rent (pcm)
1-Bed	£696
2-Bed	£896
3-Bed	£1,099

Source: ONS, 2026.

New Build Asking Prices

4.11 As the value assumptions will be used to test the viability of new build-to-rent development in Hastings, we have focused our analysis on modern, purpose-built apartment blocks of high specification. We have deliberately excluded any listings considered to provide poor-quality accommodation or those in more rural locations where BTR development is unlikely to be delivered.

4.12 Our search revealed 3no. listings from 1no. scheme, the location of which is displayed in Figure 4.4.

Figure 4.4 – Hastings New-Build PRS / BTR Scheme Location

Source: Google MyMaps, 2026.

Station Plaza – Stace

4.13 Our search revealed 3no. new build apartment listings from Station Plaza, a new-build BTR scheme comprising 103no. studio, one, two and three bedroom apartments which completed in Spring 2025. The development is separated into 3no. apartment blocks ranging from four to seven storeys. The listings identified provide a quality of accommodation that we'd expect to be commensurate with a BTR scheme, with modern kitchens and bathrooms, open-plan living and some featuring private outside space (i.e. balconies and terraces). Residents also benefit from secure underground parking. The current asking prices are shown in Table 4.2.

Table 4.2 - PRS / BTR Asking Values Listings

Property Type		No. of Units	Price Range (pcm)	Size Range (sqm)
Flat	Studio	1	£1,025	41
	1-Bed	1	£1,075	-
	2-Bed	1	£1,095	61
Total/Avg.	**-**	**3**	**£1,025 - £1,095**	**41 - 61**

Source: Land Registry, 2026.

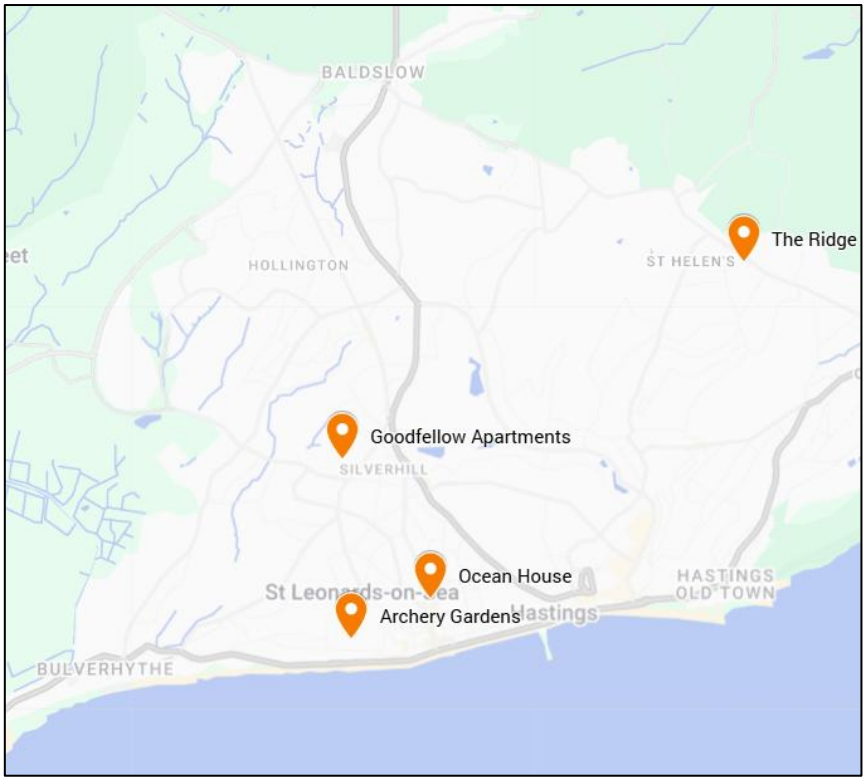
4.14 As per Table 4.2, asking rents at Station Plaza were found to range from £1,025 to £1,095 pcm. This demonstrates a significant premium on the average rental data obtained from the ONS, although it is expected this is as a result of the greater standard and amenities offered at Station Plaza when compared with private rental stock elsewhere across Hastings.

Second-Hand Asking Prices

4.15 Due to the apparent dearth of new-build PRS / BTR evidence, we reviewed asking price data relating to second-hand, purpose-built accommodation located in Hastings.

4.16 Our search revealed 7no. listings from 4no. schemes, the locations of which are displayed in Figure 4.5.

Figure 4.5 - Hastings Second-Hand Purpose-Built Schemes Locations



Source: Google MyMaps, 2026.

Table 4.3 - Second-Hand Purpose-Built Asking Values Listings

Scheme	No. of Units	Type	Price Range (pcm)	Size Range (sqm)
The Ridge, TN34	2	2-Bed	£1,025 - £1,100	57 - 59
Goodfellow Apartments, TN38	2	2-Bed	£1,050 - £1,100	51 - 53

Scheme	No. of Units	Type	Price Range (pcm)	Size Range (sqm)
Archery Gardens, TN38	1	2-Bed	£1,395	-
	1	3-Bed	£1,595	-
Ocean House, TN37	1	2-Bed	£1,195	59
Total	**7**	**-**	**£1,025 - £1,595**	**51 - 59**

Source: Rightmove, 2026.

4.17 As per Table 4.3, asking prices were found to range from £1,025 to £1,595 pcm. We reiterate that the sample identified comprises second-hand apartments and as such the units may not comply with the Nationally Described Space Standards (NDSS).

Investment Yield

4.18 We have assessed investment market data to derive a yield assumption for our BTR typology testing. This represents the expected annual percentage return on the total investment in the asset, derived from the income generated by the proposed development.

4.19 In selecting an appropriate yield, an investor will evaluate a wide range of factors that reflect both the risks and opportunities associated with the development. These factors include achievable rental levels, potential for rental growth, and broader economic conditions such as local employment, income levels and inflation. Additionally, the depth of the market (i.e. the number of potential investors) and the size of the investment play a key role. The maturity of the BTR sector in the location is also critical to the investor's analysis. Therefore, when assessing comparable data, it is important to consider the specific characteristics of an area as a prospect for BTR development and investment.

4.20 Another key factor will be the delivery of the scheme, with yields for forward-funded assets typically being softer than stabilised investments (usually between +25 – 50 base points). Given that there are no sites specifically allocated for BTR development within the emerging Local Plan, we have assumed that the typologies tested will be delivered speculatively and disposed of as a stabilised asset on completion.

4.21 To derive a yield assumption, we sought evidence from transactions of completed BTR schemes in Hastings; however, we did not identify any sales occurring within the last 2-years. Due to this, we consulted residential market reports instead, as summarised in Table 4.4.

Table 4.4 - BTR Yield Evidence

Source	Category	Yield
Knight Frank Prime Yield Guide – April 2026	Tier 1 Regional Cities	4.50%
	Tier 2 Regional Cities	4.75% - 5.00%
	Regional – Single Family Housing	4.50% - 4.75%
	South East Prime	4.25% - 4.50%
	South East – Single Family Housing	4.00% - 4.25%

Source	Category	Yield
	Regional – Single Family Housing	4.50% - 4.75%
Cushman & Wakefield Marketbeat Build to Rent – Q1 2026	Prime Regional (March 2026)	4.75%

Source: As referenced.

4.22 We would expect that yields for BTR are likely to sit at the upper end of the range set out in Table 4.4, aligned with regional rates and Tier 2 cities.

Build-to-Rent Value Assumptions

4.23 For illustrative purposes, the table below summarises the BTR assumptions made in the previous study.

Table 4.5 - BTR Value Assumptions (June / July 2024)

Unit Type	Size (sqm)	Rent (pcm)	Yield
1-Bed Flat	50	£1,100	4.75%
2-Bed Flat	70	£1,350	4.75%

Source: AspinallVerdi, 2024.

4.24 Having regard to the asking price evidence identified in our updated assessment, we have calculated potential BTR values, as set out in Table 4.6.

Table 4.6 – BTR Value Assumptions (July 2026)

Unit Type	Size (sqm)	Rent (pcm)	Yield
1-Bed Flat	50	£1,100	5.0%
2-Bed Flat	70	£1,300	5.0%

Source: AspinallVerdi, 2026.

5 Older Persons' Accommodation

5.1 This section of the paper sets out specific research in respect of older persons' (OP) accommodation.

5.2 The Older and Disabled People PPG[11] sets out definitions for the different types of accommodation, as set out below:

> *"**Age-restricted general market housing:** This type of housing is generally for people aged 55 and over and the active elderly. It may include some shared amenities such as communal gardens, but does not include support or care services.*
>
> ***Retirement living or sheltered housing:** This usually consists of purpose-built flats or bungalows with limited communal facilities such as a lounge, laundry room and guest room. It does not generally provide care services, but provides some support to enable residents to live independently. This can include 24-hour on-site assistance (alarm) and a warden or house manager.*
>
> ***Extra care housing or housing-with-care:** This usually consists of purpose-built or adapted flats or bungalows with a medium to high level of care available if required, through an on-site care agency registered with the Care Quality Commission (CQC). Residents can live independently with 24-hour access to support services and staff, and meals are also available. There are often extensive communal areas, such as space to socialise or a wellbeing centre. In some cases, these developments are known as retirement communities or villages - the intention is for residents to benefit from varying levels of care as time progresses.*
>
> ***Residential care homes and nursing homes**: These have individual rooms within a residential building and provide a high level of care, meeting all activities of daily living. They do not usually include support services for independent living. This type of housing can also include dementia care homes."*

5.3 The key factors distinguishing these development types relate to the level and intensity of care, residential independence and provision of communal space / amenities. At the lower end of the intervention scale, the distinction between 'age-restricted' and 'retirement living' hinges on the introduction of support, such as warden or alarm systems. Extra Care then retains self-contained living but with the addition of mandatory care services (typically registered with the Care Quality Commission (CQC)) and communal infrastructure, such as on-site catering and wellness suites. Finally, at the upper end of the intervention scale, residential care shifts from self-contained units to individual rooms within an institutional framework, where the primary purpose is the delivery of high-level personal care rather than private habitation. This can also include specialist nursing or dementia care.

5.4 The Housing Learning and Improvement Network (Housing LIN) have recognised that, with the emergence of modern OP housing developments, various new terms have also come into use to describe housing for older people, including independent living, retirement villages and assisted / supported living. This has, in turn, created difficulty in establishing whether such housing should fall within Use Class C2 or C3, as defined in the Town and Country Planning (Use Classes) Order 1987 (as amended):

[11] MHCLG, 26 June 2019, PPG, Paragraph: 010 Reference ID: 63-010-20190626

- **C2** - *Use for the provision of residential accommodation and care to people in need of care (other than a use within [F2class C3 (dwelling houses)] [F2Class C3. Dwellinghouses, used as sole or main residences]).*

  Use as a hospital or nursing home.

  Use as a residential school, college or training centre.

- **C3** - Use as a dwellinghouse (whether or not as a sole or main residence) by—

  (a) a single person or by people to be regarded as forming a single household;

  (b) not more than six residents living together as a single household where care is provided for residents; or

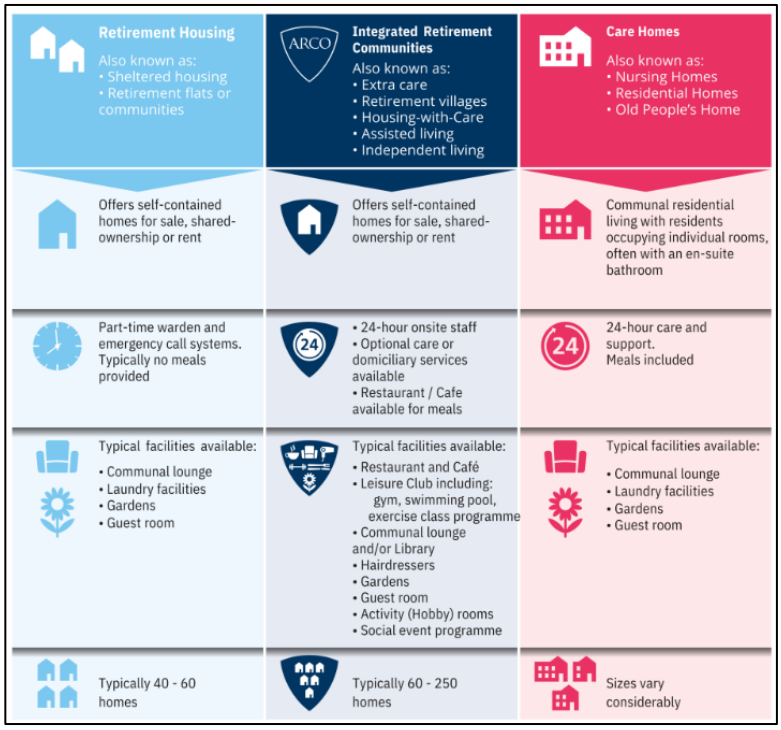
  (c) not more than six residents living together as a single household where no care is provided to residents (other than a use within Class C4).

5.5 The Housing LIN research indicates that the classification of development into a specific use class depends on several factors, including:

- The extent of care services provided;
- The level of dependency of residents;
- How the development is delivered (types and tenures); and,
- The degree of shared facilities and services on-site.

5.6 This distinction between facilities is demonstrated in Figure 5.1, produced by the Associated Retirement Community Operators (ARCO). ARCO is the main body representing the UK's Integrated Retirement Community sector, setting high standards for quality and transparency through its Consumer Code.

Figure 5.1 – ARCO OP Housing Types



Source: ARCO.

5.7 The emergence of schemes that provide self-contained homes with institutional-level care has created further ambiguity in planning terms. This is particularly evident on mixed-use sites that combine C3 and C2 uses, where the lines between residential and institutional functions are less defined. This is compounded by the lack of specific national policy or guidance to assist decision makers on how to interpret and designate the use classes of OP housing.

5.8 The distinction is important in the context of the viability assessment, as previously, C2 residential institutions have often been considered exempt from providing affordable housing contributions. However, as part of the plan-making process, some authorities have sought to apply affordable housing requirements to all housing functions, regardless of whether it is designated as C2 or C3. This creates viability constraints, as the different types of accommodation carry different economic characteristics (i.e. variable cost and value inputs).

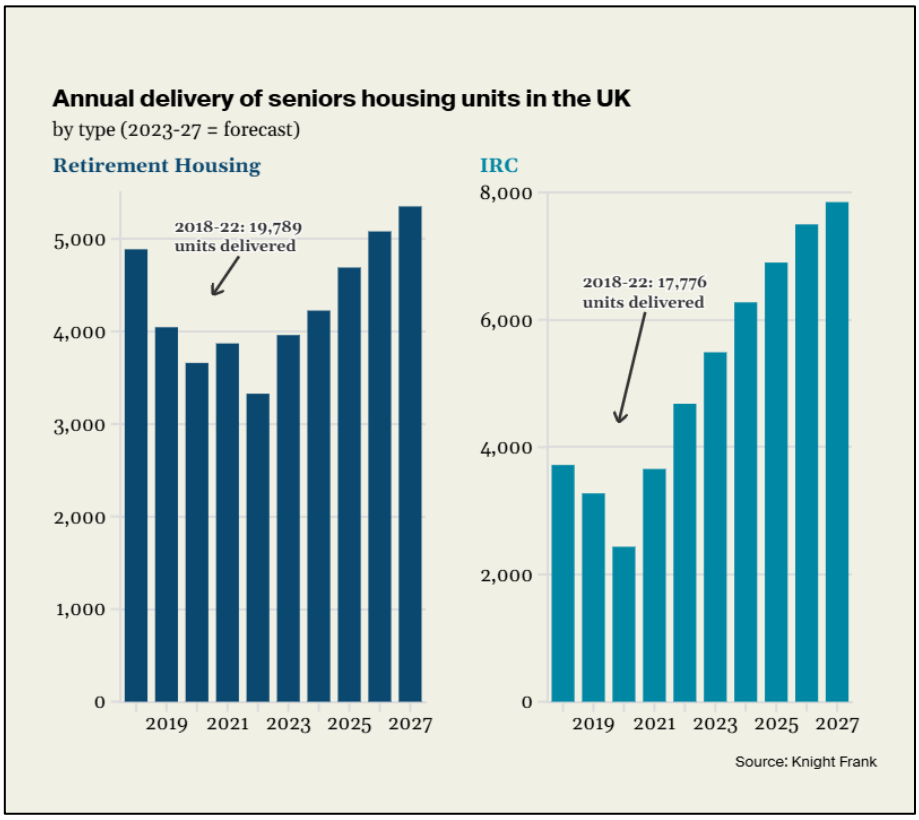
5.9 The NPPF states that plans should set out contributions expected from development, including affordable housing, and that these policies should not undermine the deliverability of the plan. Where affordable housing need is identified, policies should specify the type required and expectations as to whether this is met on-site or via off-site financial contributions. In this respect, we have sought to test two different OP housing typologies designed to cover the range of product types.

Market Overview

5.10 With an ageing population, the demand for forms of specialist accommodation for the elderly is growing nationally. This type of specialist accommodation usually takes the form of retirement living (typically over-55 accommodation), housing with support, and housing with care.

5.11 Figure 5.2 shows the actual and forecasted annual delivery of older persons' housing in the UK from 2018 to 2027. Supply is forecasted to increase over the coming years, owing to the country’s ageing population and longer life expectancy. There is also increasing wealth and income amongst senior age cohorts, leading to more informed housing and lifestyle choices within the sector. For this reason, age-restricted accommodation is expected to grow over the next decade.

Figure 5.2 - Retirement Living Supply



Source: Knight Frank, 2023.

5.12 CBRE's 2025 UK Senior Living Survey, published in January 2026, reports the following key trends in relation to Older Persons Living:

- A shift towards needs-driven choices; and,
- The importance of affordability and cost certainty.

5.13 CBRE report that consumer sentiment is increasingly moving toward practical considerations. Health, ease of management, security and overall wellbeing now dominate the decision-making process. While premium offerings will continue to appeal to some consumers, most are signalling a willingness to trade bespoke, high-end amenities for affordability and functionality. The sector could benefit from building more affordable mid-market developments targeting a larger group at scale.[12]

5.14 CBRE also report that the demand for senior living options remains strong; however, concerns about ongoing costs continue to affect consumer confidence. Financial security and predictable expenses are key priorities, particularly among individuals under 75.[13]

5.15 Moving into 2026, the supply of older persons' accommodation in the UK lags behind its international counterparts. Data from the ONS confirms that approximately 0.6% of all over-65s currently live in dedicated retirement communities in the UK. It is estimated that the UK requires the delivery of 30,000 to 50,000 Later Living homes per

[12] CBRE, 2026. 2025 UK Senior Living Survey, 2026.
[13] Ibid

annum to meet demand, yet the industry is currently managing to add only around 7,000 each year.[14]

5.16 In the investment market, for investors wanting to focus on premium products, the Later Living market is undersupplied, capital-rich, willing to pay a premium for amenity and service, and forecasted to grow over the next decade. Hence, Older Persons living could provide the next destination for institutional investment in our sector.[15]

New Build Achieved Prices

5.17 We have sought data on the sales of units from older persons schemes across Hastings and the surrounding areas since our previous market research. Unfortunately, we did not identify any new build transactions occurring since June 2024.

New Build Asking Prices

5.18 Due to the lack of new-build achieved data, we have undertaken an analysis of asking prices for new-build retirement living units in Hastings. Similarly, there was no information available for new-build facilities across Hastings. Hence, we have widened our search radius to include neighbouring areas. Our search identified nine new build listings from two schemes, as shown in Figure 5.3.

Figure 5.3 - New Build Older Persons Schemes Locations

Source: Google MyMaps, 2026.

[14] Carter Jonas, 2026. Living Sectors: The Growing Demand for Specialist Later Living Facilities, 2026.
[15] Ibid

Saxon Lodge – Churchill Living

5.19 Saxon Lodge is a retirement living development in Bexhill-on-Hill delivered by Churchill Living, comprising 35no. one and two-bed apartments. All apartments are self-contained with their own front door and benefit from access to a 24-hour telephone support system, as well as landscaped gardens and a communal lounge.

5.20 The asking price data identified in the scheme is summarised in Table 5.1.

Table 5.1 – Saxon Lodge Asking Values

Unit Type	No. of Units	Price Range	Size Range (sqm)	Avg. Price (£ psm)
1-Bed Flat	1	£342,950	-	-
2-Bed Flat	1	£485,950	-	-
Total	**2**	**£342,950 - £485,950**	**-**	**-**

Source: Rightmove, 2026.

5.21 As per Table 5.1, asking values at Saxon Lodge were found to range from £342,950 to £485,950. We note that none of the listings identified within our search at Saxon Lodge revealed floorspace details.

Harbourside House – McCarthy Stone

5.22 Harbourside House is a new-build retirement living development in Eastbourne delivered by McCarthy Stone, comprising 58no. one and two-bed apartments. Residents benefit from access to a 24-hour telephone support system, as well as landscaped gardens, a communal lounge and a guest suite.

5.23 The asking price data identified at the scheme is summarised in Table 5.2.

Table 5.2 – Harbourside House Asking Values

Unit Type	No. of Units	Price Range	Size Range (sqm)	Avg. Price (£ psm)
1-Bed Flat	2	£257,000 - £285,000	-	-
2-Bed Flat	3	£330,000 - £375,000	-	
Total	**5**	**£257,000 - £375,000**	**-**	**-**

Source: Rightmove, 2026.

5.24 As per Table 5.2, asking values at Harbourside House were found to range from £257,000 to £375,000. We note that none of the listings identified within our search at Harbourside House revealed floorspace details.

Second Hand Older Persons Housing

5.25 Due to the lack of available new build evidence, we have examined second-hand listings for older persons' housing located in Hastings. We have focused our analysis on schemes which appear to have been constructed recently, as these will provide a better indication as to the achievable values of new build older persons development in the study area. Nonetheless, we are conscious that second-hand data is likely to transact or be listed at a discount when compared with new-build OP housing.

Retirement Living / Age-restricted Accommodation

5.26 We provide a summary of the retirement living / age-restricted listings in Table 5.3.

Table 5.3 - Second Hand Retirement Living Listings

Scheme	No. of Units	Type	Price Range	Size Range (sqm)	Avg. Price (£ psm)
Kenrith Court, TN34	3	1-Bed	£100,000 - £115,000	-	-
	2	2-Bed	£125,000 - £200,000	-	-
Waverley Court, TN37	2	1-Bed	£100,000 - £110,000	-	-
	1	2-Bed	£190,000	-	-
Total	**5**	**-**	**£100,000 - £200,000**	**-**	**-**

Source: Land Registry, 2026.

5.27 As per Table 5.3, asking values were found to range from £100,000 to £200,000. We note that none of the listings identified within our search revealed floorspace details.

5.28 We note that the schemes within the sample are older, with all originally constructed over 10+ years ago. In conjunction with a new-build premium, we would expect that the design, specification, range of amenities and associated resident provisions have since progressed and would therefore justify prices towards the upper end or in excess of those demonstrated in the table above.

Older Persons Housing Resales

5.29 To supplement the new-build and second-hand asking value evidence, we have also undertaken a search for the resale asking values of older persons housing.

5.30 We provide a summary of the listings identified in Table 5.4.

Table 5.4 – Retirement Living Resales Listings

Scheme	No. of Units	Type	Price Range	Size Range (sqm)	Avg. Price (£ psm)
Wolsey Place, BN27	1	2-Bed	£309,950	-	-
Weavers House, TN18	1	2-Bed	£488,000	-	-

Scheme	No. of Units	Type	Price Range	Size Range (sqm)	Avg. Price (£ psm)
Horsley Place, TN17	1	2-Bed	£345,000	-	
Oak Tree Court, TN30	1	2-Bed	£399,950	-	-
Total	**4**	**-**	**£309,950 - £488,000**	**-**	**-**

Source: McCarthy Stone, 2026.

5.31 As per Table 5.4, two-bedroom apartment asking values were found to range from £309,950 to £488,000. We note that none of the listings identified within our search revealed floorspace details.

5.32 We consider that the scheme known as Weavers House, Hawkhurst, TN17 was built in 2023 and as such may provide the most reliable indication of two-bedroom new-build retirement living apartment values within the sample.

Older Persons Housing Premiums

5.33 We have considered previous academic evidence to guide our value assumptions for specialist living, to supplement the lack of new-build data. We have referred to representations from the Retirement Housing Group (RHG) to inform the Sheltered and Extra Care unit values adopted in our appraisals.

5.34 Table 5.5 displays the value premium guidance provided by the RHG.

Table 5.5 – Sheltered Housing and ECH Sales Value Premiums

Typology	Assumption
Sheltered Housing Unit Prices	In high-value areas (with a high proportion of flats) - • 10-15% premium to private market 1-and 2-bed flats. • 75% value of a 3-bed semi-detached house for a 1-bed sheltered housing unit; and • 100% value of a 3-bed semi-detached house for a 2-bed sheltered housing unit.
Extra Care Housing Unit Prices	• 25% premium to private market 1-bed flat.

Source: Retirement Housing Group, 2016.

5.35 Table 5.5 shows Extra Care Housing values to carry a premium over Sheltered Housing types. The RHG report states that extra care housing is typically 25% more expensive than sheltered housing.[16]

[16] RHG, 2016. COMMUNITY INFRASTRUCTURE LEVY AND SHELTERED HOUSING/EXTRA CARE DEVELOPMENTS, 2016.

Older Persons Housing Value Assumptions

5.36 We have cross-referenced the potential values against asking price data for similar schemes. We have also had regard to the RHG report in order to sense-check our adopted values.

5.37 Table 5.6 summarises the older persons' housing value assumptions adopted within the previous assessment.

Table 5.6 - Older Persons Housing Value Assumptions (June / July 2024)

Type	Size (sqm)	Value (£)	Value £ / psm
1-Bed	55	£275,000	£5,000
2-Bed	80	£340,000	£4,250

Source: AspinallVerdi, 2024.

5.38 The table below summarises the older persons' housing value assumptions adopted within our updated assessment.

Table 5.7 - Older Persons Housing Value Assumptions (July 2026)

Scenario	Value Zone	Type	Size (sqm)	Value	£ / psm
Sheltered Housing	All Zones	1-Bed Flat	55	£275,000	£5,000
	All Zones	2-Bed Flat	80	£340,000	£4,250
Extra-Care Housing	All Zones	1-Bed Flat	55	£295,000	£5,364
	All Zones	2-Bed Flat	80	£360,000	£4,500

Source: AspinallVerdi, 2026.

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Appendix 7 – BCIS Cost Data

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£/M2 STUDY

Description: Rate per m2 gross internal floor area for the building Cost including prelims.

Last updated: 11-Jul-2026 08:15

Rebased to Hastings (116; sample 21)

MAXIMUM AGE OF RESULTS: 5 YEARS

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
320. Offices							
Generally (5)	3,864	2,518	-	3,831	-	5,244	3
Air-conditioned							
Generally (5)	2,518	-	-	-	-	-	1
1-2 storey (5)	2,518	-	-	-	-	-	1
Not air-conditioned							
Generally (5)	3,831	-	-	-	-	-	1
1-2 storey (5)	3,831	-	-	-	-	-	1
810.1 Estate housing							
Generally (5)	2,164	1,113	1,892	2,107	2,353	4,178	189
Single storey (5)	2,497	1,610	2,096	2,299	2,767	4,178	28
2-storey (5)	2,105	1,113	1,828	2,076	2,333	3,208	157
3-storey (5)	2,159	1,547	-	2,154	-	2,783	4
810.12 Estate housing semi detached							
Generally (5)	2,228	1,327	2,018	2,123	2,393	4,178	57

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Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
Single storey (5)	2,386	1,610	2,060	2,293	2,374	4,178	16
2-storey (5)	2,164	1,327	1,828	2,080	2,440	3,208	40
3-storey (5)	2,248	-	-	-	-	-	1
810.13 Estate housing terraced							
Generally (5)	1,941	1,113	1,666	1,892	2,298	2,567	11
2-storey (5)	1,941	1,113	1,666	1,892	2,298	2,567	11
816. Flats (apartments)							
Generally (5)	2,616	1,288	2,064	2,522	3,011	4,504	135
1-2 storey (5)	2,722	1,831	2,225	2,712	3,208	4,200	23
3-5 storey (5)	2,499	1,288	2,014	2,326	2,793	4,504	89
6 storey or above (5)	2,963	1,809	2,768	2,957	3,294	3,775	23
Rehabilitation/Conversion							
320. Offices							
Generally (5)	1,093	331	1,010	1,191	1,381	1,414	9
Air-conditioned							
Generally (5)	1,189	665	1,088	1,269	1,382	1,414	8
1-2 storey (5)	1,196	1,010	-	-	-	1,381	2
3-5 storey (5)	1,144	665	-	1,250	-	1,414	4
6 storey or above (5)	1,348	-	-	-	-	-	1
Not air-conditioned							
Generally (5)	331	-	-	-	-	-	1
1-2 storey (5)	331	-	-	-	-	-	1
345. Shops (5)	422	225	-	-	-	619	2
816. Flats (apartments)							

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Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
Generally (5)	1,356	846	1,158	1,307	1,451	2,018	5
3-5 storey (5)	1,158	-	-	-	-	-	1

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£/M2 STUDY

Description: Rate per m2 gross internal floor area for the building Cost including prelims.

Last updated: 11-Jul-2026 08:15

Rebased to Hastings (116; sample 21)

MAXIMUM AGE OF RESULTS: 10 YEARS

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
320. Offices							
Generally (10)	2,801	1,408	2,178	2,593	3,313	5,244	14
Air-conditioned							
Generally (10)	2,792	1,920	2,531	2,621	3,272	3,392	7
1-2 storey (10)	2,759	2,518	-	2,583	-	3,353	4
3-5 storey (10)	2,835	1,920	-	3,192	-	3,392	3
Not air-conditioned							
Generally (10)	2,404	1,408	1,966	2,321	2,600	3,831	6
1-2 storey (10)	2,603	1,934	2,064	2,578	2,607	3,831	5
3-5 storey (10)	1,408	-	-	-	-	-	1
345. Shops							
Generally (10)	1,336	-	-	-	-	-	1
1-2 storey (10)	1,336	-	-	-	-	-	1
810.1 Estate housing							
Generally (10)	1,955	931	1,607	1,871	2,185	6,472	458
Single storey (10)	2,234	1,253	1,793	2,071	2,413	6,472	81

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Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
2-storey (10)	1,879	931	1,590	1,816	2,103	3,208	365
3-storey (10)	2,300	1,397	1,775	2,248	2,710	3,848	11
4-storey or above (10)	3,138	-	-	-	-	-	1
810.11 Estate housing detached (10)	3,010	1,542	2,184	2,520	3,163	6,472	8
810.12 Estate housing semi detached							
Generally (10)	1,990	1,107	1,637	1,902	2,240	4,178	116
Single storey (10)	2,113	1,465	1,760	2,044	2,297	4,178	37
2-storey (10)	1,928	1,107	1,626	1,852	2,121	3,208	78
3-storey (10)	2,248	-	-	-	-	-	1
810.13 Estate housing terraced							
Generally (10)	1,948	1,113	1,594	1,833	2,271	3,848	36
Single storey (10)	2,182	1,793	-	-	-	2,570	2
2-storey (10)	1,846	1,113	1,577	1,801	2,031	2,567	30
3-storey (10)	2,593	1,397	-	2,564	-	3,848	4
816. Flats (apartments)							
Generally (10)	2,276	1,169	1,831	2,109	2,682	4,595	385
1-2 storey (10)	2,218	1,278	1,744	2,026	2,800	4,200	77
3-5 storey (10)	2,235	1,169	1,819	2,080	2,524	4,595	253
6 storey or above (10)	2,546	1,593	2,056	2,504	2,976	3,775	55
Rehabilitation/Conversion							
320. Offices							
Generally (10)	1,181	300	837	1,179	1,387	2,416	19
Air-conditioned							

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Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
Generally (10)	1,136	398	1,062	1,179	1,383	1,683	15
1-2 storey (10)	1,099	398	905	1,172	1,383	1,683	8
3-5 storey (10)	1,151	665	1,114	1,179	1,386	1,414	5
6 storey or above (10)	1,247	1,146	-	-	-	1,348	2
Not air-conditioned							
Generally (10)	1,347	300	-	1,336	-	2,416	4
1-2 storey (10)	1,016	300	-	331	-	2,416	3
3-5 storey (10)	2,340	-	-	-	-	-	1
345. Shops (10)	422	225	-	-	-	619	2
810.1 Estate housing (10)	970	969	-	-	-	970	2
816. Flats (apartments)							
Generally (10)	1,966	491	1,225	1,529	2,145	5,508	20
1-2 storey (10)	1,515	-	-	-	-	-	1
3-5 storey (10)	1,869	491	1,218	1,451	2,054	5,508	13
6 storey or above (10)	2,251	1,065	1,428	1,904	2,319	4,905	6

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Description: Rate per m2 gross internal floor area for the building Cost including prelims.

Last updated: 11-Jul-2026 08:15

Rebased to Hastings (116; sample 21)

MAXIMUM AGE OF RESULTS: 10 YEARS

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
843. Supported housing							
Generally (10)	2,563	1,494	1,967	2,367	2,896	5,830	43
Single storey (10)	3,469	2,112	-	2,966	-	5,830	4
2-storey (10)	2,575	1,494	1,980	2,125	3,122	4,187	18
3-storey (10)	2,435	1,536	1,892	2,108	2,530	5,098	12
4-storey or above (10)	2,307	1,605	1,977	2,410	2,515	3,019	9
843.1 Supported housing with shops, restaurants or the like (10)	2,838	1,652	2,124	3,080	3,400	3,897	19
Rehabilitation/Conversion							
843. Supported housing (10)	2,058	-	-	-	-	-	1

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Rebased to Hastings (116; sample 21)

MAXIMUM AGE OF RESULTS: DEFAULT PERIOD

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
284. Warehouses/stores							
Generally (15)	1,213	539	830	1,037	1,308	3,973	52
Up to 500m2 GFA (15)	1,854	903	1,194	1,420	2,145	3,973	7
500 to 2000m2 GFA (15)	1,174	636	912	1,109	1,296	2,202	14
Over 2000m2 GFA (15)	1,086	539	798	935	1,259	3,132	31
284.1 Advance warehouses/stores (15)	1,006	556	838	987	1,223	1,420	10
284.2 Purpose built warehouses/stores							
Generally (15)	1,307	539	858	1,094	1,370	3,973	38
Up to 500m2 GFA (15)	2,291	903	-	2,145	-	3,973	4
500 to 2000m2 GFA (15)	1,167	636	862	1,096	1,303	2,202	13
Over 2000m2 GFA (15)	1,207	539	825	950	1,324	3,132	21

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£/M2 STUDY

Description: Rate per m2 gross internal floor area for the building Cost including prelims.

Last updated: 11-Jul-2026 08:15

Rebased to Hastings (116; sample 21)

MAXIMUM AGE OF RESULTS: DEFAULT PERIOD

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
320. Offices							
Generally (15)	2,971	1,408	2,525	2,949	3,350	5,244	26
Air-conditioned							
Generally (15)	2,832	1,920	2,531	2,815	3,268	3,392	11
1-2 storey (15)	2,687	2,267	2,525	2,583	2,767	3,353	6
3-5 storey (15)	2,962	1,920	-	3,268	-	3,392	4
6 storey or above (20)	3,207	2,433	2,934	3,063	3,175	4,576	6
Not air-conditioned							
Generally (15)	2,882	1,408	2,321	2,909	3,353	4,475	11
1-2 storey (15)	3,012	1,934	2,578	2,909	3,511	4,475	9
3-5 storey (20)	2,734	1,408	1,987	2,530	3,226	4,727	19
6 storey or above (25)	3,352	2,605	-	3,464	-	3,876	4
344. Hypermarkets, supermarkets							
Generally (35)	2,278	943	1,582	2,043	3,075	3,995	29
Up to 1000m2 (35)	2,929	2,055	-	-	-	3,803	2
1000 to 7000m2 GFA (35)	2,256	943	1,456	2,032	3,076	3,995	24

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Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
7000 to 15000m2 (35)	1,936	-	-	-	-	-	1
Over 15000m2 GFA (35)	2,525	-	-	-	-	-	1
345. Shops							
Generally (30)	2,319	1,088	1,276	1,849	2,782	5,973	14
1-2 storey (30)	2,351	1,088	1,256	1,789	2,898	5,973	13
3-5 storey (30)	1,909	-	-	-	-	-	1
810.1 Estate housing							
Generally (15)	1,893	931	1,600	1,808	2,073	6,472	1238
Single storey (15)	2,167	1,253	1,812	2,090	2,354	6,472	191
2-storey (15)	1,827	931	1,572	1,769	2,012	3,888	982
3-storey (15)	1,931	1,188	1,645	1,853	2,131	3,848	61
4-storey or above (15)	4,419	3,138	-	4,357	-	5,823	4
810.11 Estate housing detached (15)	2,638	1,388	1,999	2,297	3,009	6,472	16
810.12 Estate housing semi detached							
Generally (15)	1,908	1,107	1,614	1,847	2,088	4,178	319
Single storey (15)	2,120	1,377	1,846	2,087	2,297	4,178	72
2-storey (15)	1,846	1,107	1,600	1,788	2,027	3,208	237
3-storey (15)	1,832	1,381	1,458	1,738	2,118	2,675	10
810.13 Estate housing terraced							
Generally (15)	1,900	1,113	1,568	1,785	2,051	5,823	191
Single storey (15)	2,108	1,325	1,785	2,027	2,570	2,982	13
2-storey (15)	1,827	1,113	1,563	1,739	1,974	3,888	151
3-storey (15)	1,946	1,188	1,672	1,840	2,127	3,848	25

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Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
4-storey or above (15)	5,518	5,213	-	-	-	5,823	2
816. Flats (apartments)							
Generally (15)	2,263	1,169	1,856	2,117	2,579	7,495	706
1-2 storey (15)	2,188	1,278	1,813	2,027	2,509	4,200	144
3-5 storey (15)	2,217	1,169	1,842	2,095	2,519	4,595	473
6 storey or above (15)	2,630	1,593	2,178	2,517	2,938	7,495	89
Rehabilitation/Conversion							
320. Offices							
Generally (15)	1,666	300	1,114	1,386	1,923	5,612	61
Air-conditioned							
Generally (15)	1,669	398	1,146	1,386	1,793	5,612	41
1-2 storey (15)	1,394	398	1,010	1,230	1,683	3,623	17
3-5 storey (15)	1,867	466	1,163	1,410	1,972	5,612	16
6 storey or above (15)	1,952	1,146	1,380	1,595	2,497	3,273	6
Not air-conditioned							
Generally (15)	1,690	300	709	1,371	2,397	4,709	18
1-2 storey (15)	1,524	300	531	1,284	2,207	3,963	10
3-5 storey (15)	1,962	580	740	1,633	2,667	4,709	7
6 storey or above (25)	667	612	-	-	-	722	2
344. Hypermarkets, supermarkets (25)	3,333	3,224	-	-	-	3,443	2
345. Shops (20)	1,403	225	500	619	1,590	4,800	7
810.1 Estate housing (25)	1,466	438	888	1,152	1,638	5,541	30
810.11 Estate housing detached (30)	504	-	-	-	-	-	1

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Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
810.12 Estate housing semi detached (25)	1,991	900	-	1,774	-	3,518	4
810.13 Estate housing terraced (25)	1,102	701	879	1,102	1,284	1,523	8
816. Flats (apartments)							
Generally (15)	2,290	491	1,269	1,785	2,197	7,912	73
1-2 storey (15)	3,213	978	1,480	1,867	4,340	7,912	12
3-5 storey (15)	1,981	491	1,259	1,677	2,146	7,327	44
6 storey or above (15)	2,519	763	1,242	1,798	2,947	6,563	16

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Appendix 8 – Commercial Market Paper

Aspinall Verdi

Accessible Report

Commercial Market Paper Addendum

Hastings Borough Council

July 2026

Quality Assurance

Date of Report	July 2026
Version	V1
Filename and path	"L:_Client Projects\2002 Hastings WPV_Hastings Borough Council\2606 Regulation '18B'\2606 Market Report\2606 Commercial Market Paper\260714 Hastings WPV Commercial Market Paper_Hastings Borough Council_v0.5.docx"
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Date	July 2026

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1 Introduction

1.1 AspinallVerdi have been reappointed by Hastings Borough Council to update the Local Plan Viability Study (LPVS) in support of the emerging Local Plan. The study was originally commissioned in 2020 and has been through various iterations as emerging policy requirements have been refined and consultations have been completed, resulting in a draft version of the assessment being submitted in Summer 2024. Owing to the time which has passed, and in support of the latest version of the emerging Local Plan, this report ensures the value assumptions adopted in the viability testing are informed by the latest commercial market data and evidence available. We have specifically focused on evidence which has become available since our draft report

1.2 In support of the latest version of the emerging Local Plan, we have prepared an updated residential commercial market report, which will inform the assumptions adopted within our updated viability testing. We have obtained data from recognised sources including CoStar, property marketing portals (Rightmove, Zoopla) and market commentaries / forecasts.

1.3 For each sector, we begin by providing a brief overview of the national and regional trends before reviewing the transactional and listing data across the Borough. We then provide a summary of the value assumptions proposed for testing within the updated assessment.

2 Retail Market

2.1 This section considers evidence arising from the retail market across Hastings.

Market Overview

2.2 Retail performance in mid-2024 showed early signs of recovery following the economic downturn and period of record-high inflation. Consumer confidence appeared to improve; however, this did not translate into a significant increase in market activity. Consumers continued to cut back on discretionary spending, while retailers faced weakened demand alongside rising operating costs. As a result, several established brands were unable to withstand these pressures, including Homebase, Carpetright, The Body Shop and Lloyds Pharmacy.

2.3 In mid-2024, there was a 4% increase in high street rental growth and a 3.7% rise in shopping centre rental growth when compared against the previous year. Despite these improvements, the second half of the year saw a drop in consumer confidence, driven by the worsening economic outlook.

2.4 Moving into 2025, national retail take-up declined by 42% against the previous 12-months. Specifically, lettings take-up decreased by 36% and occupational sales take-up decreased by 58%. Market analytics provided by EGI showed a significant decline in the number of transactions in 2025 against the previous 12-months; with the number of lettings down by 50% and occupational sales having decreased by 60%.

2.5 The final quarter of 2025 saw the beginning of a cautious recovery in sentiment - the Bank of England implemented a pivot in monetary policy, reducing the base rate to 3.75% at the end of the year. This easing, coupled with inflation cooling toward the 2% target, catalysed a modest rebound in consumer activity. By January 2026, retail sales volumes rose by 1.8% - the largest monthly increase since mid-2024 - driven primarily by non-food sectors and a 14.7% increase in online spending (YoY). Despite the low take-up recorded earlier in 2025, the market entered 2026 with a stabilisation in vacancy rates, which fell to 13.5%.[1]

2.6 As of early 2026, the retail sector continues to show a mixed performance within the market. While prime high street locations and retail parks are experiencing yield compression and high demand for experiential space, secondary locations remain challenged by higher vacancy.[2] Operational costs have faced renewed upward pressure following the increase to the National Living Wage in April, which rose to £12.71 per hour (+4.1%). However, this has been partially offset by a resurgence in physical engagement, with footfall for March and early April 2026 increasing by 2.4% year-on-year, signalling a return to in-person retailing as consumers prioritise physical brand experiences over e-commerce transactions.[3]

2.7 Current market projections for 2026 indicate that retail is expected to outperform other traditional commercial sectors (e.g., office / industrial) with total returns forecasted at approximately 9.5%. This is underpinned by robust rental growth in prime pitches and a return of national vacancy rates to pre-pandemic levels (12.4%) by the end of the current year.[4]

[1] ONS, 2026. Retail sales, Great Britain: January 2026.
[2] CBRE, 2026. UK Real Estate Market Outlook 2026
[3] Gov.uk, 2025. LPC summary of evidence 2025
[4] Knight Frank, 2026. The Retail Note - Retail in 2026: Retaining the Crown.

Retail Take-up

2.8 Figure 2-1 shows the location of retail units which have let across the Borough since June 2024. In total, our search identified 16no. units amounting to c. 9,000 sqft of space.

Figure 2-1 – Retail Lease Locations

Source: CoStar, 2026.

2.9 The majority of retail lease transactions have been in and around Hastings town centre (70%), with a small cluster further north around Hollington. Table 2.1 summarises the transactions by unit size and average rent. Achieved rents were not available for all leased properties, therefore those properties have been excluded from the table below.

Table 2.1 – Retail Lease Take Up by Size

Size Range (sqft)	No. Units	Avg. Rent (psf)
0 – 499	2	£25.81
500 – 999	3	£16.76
1,000 – 1,999	1	£5.22
Total	**6**	**£17.85**

Source: CoStar, 2026.

2.10 Of the 16no. units that were leased, smaller units experienced the greatest level of take-up, with those of up to 1,000 sqft accounting for 88% of the sample. No units

larger than 2,000 sqft were let during the analysis period, with the largest transaction comprising a 1,724 sqft unit at Eversfield Place. It is also noted that only one of the premises was constructed after 2010, with all remaining units occupying buildings dating from the 1900s and therefore less likely to provide a modern, new-build specification. No new-build retail units were leased during the analysis period.

2.11 Achieved, effective and asking rents across the sample ranged from c.£5 psf to £30 psf, with an average of £17.86 psf. However, it should be noted that achieved rental information was not available for all leased units. The average rental level is marginally below the range of £19 psf to £21 psf adopted in our previous testing, although it is noted that the units identified were primarily comparison small town centre retail units.

2.12 In the sales market, we have identified 18no. transactions for retail spaces across the Borough, as shown in Figure 2-2.

Figure 2-2 –Retail Sales Transactions

Source: CoStar, 2026.

2.13 As with the leasing data, the majority of retail sales transactions occurred in the south of the borough, centred around Hastings town centre. The remaining transactions were distributed relatively evenly across the borough, with the exception of the east, where no sales activity was recorded during the analysis period. Table 2.2 shows the sales take up by unit size and average price. For units where the achieved sale price was not disclosed, these transactions have been excluded from the analysis in Table 2.2.

Table 2.2 – Retail Sales Transactions by Size

Size Range (sqft)	No. Units	Avg. £ / psf
0 – 499	4	£266.45

Size Range (sqft)	No. Units	Avg. £ / psf
500 – 999	1	£137.28
1,000 – 1,999	5	£114.25
2,000 – 2,999	3	£122.96
3,000+	1	£73.15
Total	**14**	**£158.31**

Source: CoStar, 2026.

2.14 The profile of units sold broadly mirrors the leasing evidence, with the highest proportion of transactions relating to smaller units. Approximately 76% of sales were for units of less than 2,000 sqft. The largest unit sold comprised 9,046 sqft and was located to the north of Hollington; however, the achieved sale price for this property was not available.

2.15 Only one unit was recorded as having been constructed after 2010, with the remainder occupying buildings dating from the 1900s.

2.16 The majority of purchases were for investment purposes, with less than one-third of transactions recorded as owner-occupier acquisitions.

2.17 The CoStar Retail Submarket Report indicates an average sale price of £128 psf for retail units transacted within the last 12 months.

2.18 Yields were recorded for three transactions, ranging from 8.94 – 10.00% (excluding multi-property or portfolio sales). To substantiate this, we have reviewed data from market reports and commentaries, as shown in Table 2.3.

Table 2.3 – Retail Yields

Source	Type	Yield
Knight Frank Prime Yield Guide – June 2026	High Street Retail, Prime Towns	6.25%
	High Street Retail, Good Secondary	10.00%
	Foodstores, Annual RPI Increases	4.75%
	Foodstores, Open Market Reviews	5.50% - 5.75%
Savills Market in Minutes: UK Commercial – May 2026	High Street Retail	6.50%
	Foodstores	5.50%
Cushman & Wakefield Marketbeat – March 2026	Prime Retail Centres	6.50%
	Secondary Retail Centres	10.0%
	Prime Supermarkets	4.65%

Sources: As above.

2.19 We would expect yields for retail space to sit between the prime and secondary rates. Overall, the information shows a slightly keener yield environment than our previous review of commercial market evidence (-25-50 bps).

Retail Availability

2.20 At the time of our search, we identified 15no. retail spaces listed as available to let, as shown in Figure 2-3.

Figure 2-3 – Retail Lease Availability

Source: CoStar, 2026.

2.21 The current lease availability shows a similar pattern to that demonstrated in the transactional data sample, with Hastings town centre being the primary location for retail uses across the borough. The units for lease in the smaller settlements in the west of the borough are expected to be served by local / village centres with self-sufficient retail provision. In total, over 33,000 sqft of space is available to let, with unit sizes ranging from c.415 – 12,000 sqft.

2.22 Table 2.4 shows the asking rents by unit size. Two of the units were listed as POA and have therefore been excluded from Table 2.4.

Table 2.4 – Retail Asking Rents

Size Range (sqft)	No. Units	Avg. £ / psf
0 – 499	4	£37.29

Size Range (sqft)	No. Units	Avg. £ / psf
500 – 999	4	£18.01
1,000 – 1,999	5	£20.53
Total	**13**	**£24.91**

Source: CoStar and Rightmove, 2026.

2.23 The CoStar Retail Submarket Report for Hastings indicates an average market asking rent of £23.20 psf for retail units over the past 12 months, with a reported vacancy rate of 1.3%. The average asking rent of £24.91 psf shown in Table 2.4 is broadly consistent with this evidence.

2.24 In the sales market, there were 2no. retail units listed as sold or under offer amounting to 18,000 sqft of space, as shown in Figure 2-4.

Figure 2-4 – Retail Sales Availability

Source: CoStar, 2026.

2.25 Unit sizes range from 193 – 17,4600 sqft, with listing prices between £62 - £829 psf. The average of £446 psf, which is higher than the average from the completed sales data sample. However, given the limited number of transactions available for analysis, this evidence is considered less representative of the wider Borough market.

2.26 To substantiate this data, we also looked at units listed for sale on Rightmove. At the time of our search, there were 2no. sales listings for retail units on Rightmove, as summarised below:

- White Rock, Hastings, East Sussex, TN34, - £51.12 psf

- Old London Road, Hastings, TN35 - £171.91 psf

2.27 Taking the Rightmove listings into consideration, the average asking price for the 4no. retail units listed for sale in the borough is £279 psf.

Retail Conclusion

2.28 Our review of the latest evidence suggests that the market rent has broadly remained unchanged since our previous assessment, though the yields have compressed slightly, reflecting stronger investor demand. We have therefore sought to adjust our previous assumptions to bring them in line with the latest information, as set out in Table 2.5.

2.29 We note that in forming our opinion of value, we have also considered the uplift which could be applied to the provision of new-build retail space, given that the majority of data obtained relates to retail spaces that were constructed before 2000.

Table 2.5 – Updated Retail Value Assumptions

Type	Rent (£ / psf)	Yield (%)
Convenience – Supermarket	£19.00	5.50%
Convenience – Express	£21.00	6.50%
Comparison – Small	£21.00	7.25%
Comparison – Large	£19.00	7.25%

Source: AVL, 2026.

3 Office

3.1 As with the retail market, this section considers the data available from June 2024 for office premises across Hastings Borough.

Market Overview

3.2 Take-up in the first half of 2024 was 45% greater than the equivalent period in 2023, resulting in pressure on existing supply levels. The development pipeline was limited, particularly across regional markets, resulting in rental growth for prime and Grade A space. Consumer preferences for quality over quantity remained dominant, with 70% of the total lease volume in 2023 comprising Grade A space. This sat above the average of 57% over the past five years.

3.3 Demand characteristics then shifted into 2025, with Q2 data showing an underperformance when compared to the same point in 2024, equating to a decrease of 60%. EG Radius reported a total of c.135m sqft of office space as being under construction through 2025, with the majority of schemes concerning refurbished units (39.7%), followed by change of use (26.7%). New build office development accounted for 24% of ongoing development schemes.

3.4 By the close of 2025, the national office market demonstrated significant resilience despite a backdrop of geopolitical volatility and inflationary pressures. While initial forecasts suggested a potential surplus of supply, the market instead faced a squeeze. Annual take-up across the Big Nine' regional markets reached approximately 7.6 million sqft, remaining in line with five-year averages. This resilience was underpinned by a continued pursuit of office quality, as occupiers increasingly viewed high-specification, ESG-compliant spaces to meet corporate net-zero mandates and attract talent in a competitive labour market.[5]

3.5 Contrary to earlier expectations of a new-build boom, the development pipeline for 2026 is dominated by refurbishments, which now account for 53% of all space under construction (up from 41% in 2025). Rising construction costs and the high cost of development finance have constrained speculative new-build starts, with the forecast for new deliveries over the next three years sitting at just 840,000 sqft per annum, well below the historic average of 2.5m sqft. This chronic undersupply of best-in-class new-build stock has led to a depletion of the unlet pipeline, with current under-construction supply across the UK estimated at only 1.3 years of typical take-up volume.[6]

3.6 The persistent demand-supply imbalance has driven record rental growth across key regional hubs. Looking into 2026, rental growth is forecast to continue at rates between 1.0% and 5.3% across most major cities. However, as core markets reach record-high rents, a secondary trend has emerged - larger corporate occupiers are beginning to target peripheral locations that offer high-quality refurbished stock at a lower cost-per-square-foot, effectively broadening the geography of rental growth beyond traditional city centres.[7]

3.7 Furthermore, the 2025 KPMG Global CEO Outlook reinforced the trajectory noted in 2024, with CEOs shifting focus toward AI integration and talent retention. As firms

[5] Avison Young, 2026, The Big Nine: Q4 2025 Office Review.
[6] CBRE, 2026, UK Real Estate Market Outlook 2026.
[7] Savills, 2026, Market in Minutes: UK Regional Office Investment Market Watch.

increasingly invest in AI-driven operations, requirements for office infrastructure are evolving. This technological shift, combined with a continued commitment to return-to-office strategies, is expected to sustain demand for prime workspace through to 2028, even as the market navigates a new regulatory landscape with environmental reporting and energy security.

Office Take-up

3.8 Our review of the office lettings market has identified 1no. transaction since June 2024, amounting to 1,165 sqft of space. The location of the unit is shown in Figure 3-1.

Figure 3-1 – Office Lease Locations

Source: CoStar, 2026.

3.9 The unit leased lies on Havelock Rock near Hastings town centre and achieved £11.85 psf. The unit appears to be in good condition, with refurbishment works seeming to have been undertaken within the last 10 years. The accommodation comprises a ground-floor office unit with a small meeting room and kitchenette and is situated within a building dating from before 1900.

3.10 There were no other retail leases recorded on CoStar during the sample period, suggesting that demand for office space across the Borough has been very limited. As such, we have also considered leasing activity in neighbouring markets. Only two lettings were identified for which achieved rental information was available. Both units are located within the same office building and are summarised in Table 3.1.

Table 3.1 – Office Lease Transactions from Neighbouring Authorities

Address	Sqft	Date Signed	Rent (psf)
Glovers Lane, TN39	1,916	Mar 2025	£18.50
Glovers Lane, TN39	632	Mar 2025	£18.50
		Average	**£18.50**

Source: CoStar, 2026

3.11 The units at Glovers Lane are situated within a relatively new development, completed in 2020, and are therefore more reflective of modern office rental levels. However, they are located within Bexhill Enterprise Park, which we would generally expect to command a premium relative to comparable units in Hastings. We would therefore currently expect the average rental value of new-build office accommodation in Hastings to fall within the range of the achieved rents of £11.85 psf to £18.50 psf.

3.12 In the sales market, 5no. offices have sold since June 2024, amounting to c.47,000 sqft of space. The locations are shown in Figure 3-2.

Figure 3-2 – Office Sales Transactions

Source: CoStar, 2026.

3.13 Sales of offices range from 1,550 – 24,516 sqft, with an average of 9,303 sqft. Achieved prices were recorded for only 3no. transactions, as set out in Table 3.2.

Table 3.2 – Office Sales Values

Address	Date Sold	Size (sqft)	Price (psf)
Havelock Road	May-26	24,515	£24.68
402 The Ridge	Dec-25	1,550	£189.03
22 Robertson Street	Jul-25	7,832	£137.90

Source: CoStar, 2026.

3.14 The average price psf across the data set is £117.20. Sale types were predominantly investment sales. None of the sales were for new-build units. CoStar Market Analytics observes a minor increase of £2 psf in the market sale price for office stock across Hastings during the past year, at £140 psf as of July 2026.

3.15 We note that the office block on Havelock Road was sold at auction at a level notably below our understanding of prevailing market values. Whilst the precise circumstances of the sale are unknown, an auction disposal may indicate a motivated vendor seeking a timely sale. The property was also vacant at the time of the transaction and is relatively large for the submarket, likely resulting in a smaller pool of purchasers and a longer letting or disposal period. These factors may have contributed to the lower sale price. Given that we deem it an outlier, after removing the unit at Havelock Road, the average price psf across the data set is £163.47.

3.16 One yield was recorded within the sample at 4.0%. As with the retail market review, we have benchmarked the data against market reports & yield guides, as shown in Table 3.3.

Table 3.3 – Office Yields

Source	Type	Yield
Knight Frank Prime Yield Guide – June 2026	Secondary, Regional Cities	11.00%
	South East Towns (10 yrs)	7.25%
	South East Towns (5 yrs)	8.25%
	Secondary, South-East Towns	11.50%
Savills Market in Minutes: UK Commercial – May 2026	South East Offices	7.50%
	Regional Offices	6.75%
Cushman & Wakefield Marketbeat – March 2026	Prime South East	8.00%
	Prime Regional	9.00%

Sources: As above.

3.17 We would expect yields for new-build office accommodation in Hastings to sit between those representative of south-eastern towns and secondary locations.

Office Availability

3.18 We identified a total of 4no. office premises available to let in July 2026, amounting to c. 2,100 sqft of space across the borough. The locations of the units available are shown in Figure 3-3.

Figure 3-3 – Office Lease Availability

Source: CoStar, 2026.

3.19 All units listed for lease are located in the vicinity of Hollington and around the Ponswood Industrial Estate, with no available stock identified within the town centre. To substantiate this evidence, we have also looked at listings on Rightmove. Table 3.4 shows the availability by size range and asking rent.

Table 3.4 – Office Lease Availability by Size

Size Range (sqft)	No. Units	Avg. Rent (psf)
0 – 499	3	£21.51
500 – 999	1	£11.04
1,000 – 1,999	1	£7.42
2,000 – 2,999	1	£7.03

Size Range (sqft)	No. Units	Avg. Rent (psf)
3,000+	1	£7.17
Total	**7**	**£13.89**

Source: Rightmove and CoStar, 2026.

3.20 Unit sizes range from 213 – 4,600 sqft, with c. 60% of the sample falling within the 0 – 999 sqft bracket. This suggests that a reasonable proportion of existing office stock across Hastings caters to smaller businesses and SMEs. Most spaces advertised as available are positioned away from Hastings town centre and closer to Hollington and Silverhill.

3.21 The average asking rent across the sample represents a minor reduction from the equivalent sample collected in our previous market review (£15.14 psf - 2025), which shows a lack of upward movement in the office market in the intervening period. This is consistent with wider observations in the regional and national office markets, particularly for smaller towns and secondary locations.

3.22 In terms of sales availability, 2no. office spaces were listed for sale on CoStar, as summarised below:

- 13 Warrior Square, TN37 (2,643 sqft): £227.02 psf
- 23 Havelock Road, TN34 (1,744 sqft): £126.15 psf

3.23 Due to the limited sales evidence available within Hastings, we have also reviewed sales availability in neighbouring submarkets, which are summarised below.

- Dittons Road, BN26 (2,442 sqft): £214.99 psf
- Dittons Road, BN26 (2,442 sqft): £196.56 psf
- 4 Athelstan Close, BN23 (2,500 sqft): £180.00 psf
- Chain Lane, TN33 (716 sqft): £230.38 psf
- 18 George Street, BN27 (3,492 sqft): £214.78 psf

3.24 As with the leasing data, the range in for sale prices doesn't indicate that capital values have changed significantly since our previous market research.

3.25 CoStar Analytics notes a lack of market activity within the Hastings office market over the past 12 months. The vacancy rate currently stands at 1.6%, which is above the trailing three-year average. Average market asking rents have decreased by 2.4%, while achieved rents have fallen by 3.1% over the past three years. This compares with a 2.7% decline in achieved rents across the wider East Sussex office market over the same period.

Office Conclusion

3.26 Our review has shown that the office market has not progressed significantly in the past 1-2 years. Based on the evidence identified, propose to test the following assumptions in Table 3.5

Table 3.5 – Office Value Assumptions

Type	Rent (£ / psf)	Yield (%)
Office – Small	£20.00	8.50%
Office – Large	£15.00	8.00%

Source: AVL, 2026.

4 Industrial

4.1 Lastly, this section considers the evidence arising from the industrial and light industrial markets across Hastings since June 2024.

Market Overview

4.2 In 2024, the industrial market experienced a notable increase in activity, with occupier take-up rising 20% year-on-year and investment volumes increasing by 29% compared with 2023. Despite stronger occupier and investment market performance, development activity remained subdued, with completed floorspace 40% lower than the previous year. The vacancy rate increased throughout 2024, rising from 5.5% at the end of 2023 to 7.3% by year-end. Rental growth also moderated, with average market rents increasing by 5.5% in 2024, compared with 7.6% in 2023. However, prime rents for units exceeding 50,000 sqft remained resilient, recording growth of 7.2% in 2024, only marginally below the 7.4% achieved in 2023.[8]

4.3 In 2025 the industrial market remained in a transitional phase. Savills reported that industrial units in core regional hubs experienced steady growth in 2025, driven by a shift in investor sentiment toward multi-let assets, which offered diversified income streams. Occupier demand had previously been more selective, but due to adjustments in national insurance and business rates, that position stabilised as occupiers accounted for these financial implications in their long-term occupational strategies.[9]

4.4 In their publication “UK industrial and logistics market outlook” (July 2025), Savills reported that take-up of existing units remained strong and ahead of pre-pandemic averages. Despite this, build-to-suit take-up was at its lowest since 2013. The report also stated that vacancy remained at its highest level since 2011, noting that investors and developers were cautious about progressing with capital-heavy new-build schemes or refurbishments.[10]

4.5 More locally, the South East industrial and logistics market remained resilient in 2025, with occupier take-up increasing to 7.1 million sqft, driven primarily by retailer demand and continued preference for high-quality Grade A space. While vacancy rose to 8.1% as new supply came to market and rental growth moderated, speculative development activity fell sharply, which is expected to help rebalance supply over the medium term.

4.6 In 2026 to date, the UK industrial market has remained active but momentum has moderated. Investment volumes appear lower than the levels recorded in late 2025, with investors adopting a more cautious approach amid geopolitical uncertainty and higher swap rates. Occupational demand has softened from the optimism seen at the start of the year, although enquiry levels remain above those of 2024 and 2025. Rental growth has continued, albeit at a slower pace, while development activity remains broadly stable. Overall, the market continues to perform resiliently, though sentiment has become more cautious and pricing is being scrutinised more closely.[11]

[8] Knight Frank, 2025. Reflecting on the UK Industrial and logistics market in 2024 & looking forward to 2025
[9] Savills, 2025. UK Industrial and Logistics Market Outlook, January 2025.
[10] Savills, 2025. UK Industrial and Logistics Market Outlook, July 2025.
[11] Knight Frank, 2026. UK Logistics Market Dashboard, March 2026.

Industrial Take-up

4.7 Our review of industrial leasing activity has identified 1no. transaction across the borough since June 2024. The location of the unit is shown in Figure 4-1.

Figure 4-1 – Industrial Lease Transactions

Source: CoStar, 2026.

4.8 The location of industrial units within the borough differs, as expected, from that of retail and office premises, with units typically situated away from the town centre in less densely developed areas and existing business parks. The unit identified as being let, shown in Figure 4-1, was located on the northern boundary of the borough within the Ivyhouse Lane Industrial Estate.

4.9 The 2,995 sqft unit was built in 1970 and appears to be in dated condition. The rent of £6.01 psf is therefore considered to be lower than what could be achieved from the provision of new-build industrial space in Hastings.

4.10 Due to the lack of industrial take-up data, we have also reviewed lease evidence from neighbouring submarkets, a summary of which is provided in Table 4.1.

Table 4.1 – Industrial Lease Take Up in Neighbouring Markets

Address	Sqft	Date Signed	Rent (psf)
1B Learoyd Road, TN28	1,007	May 2026	£13.11
Rhee Wall, TN29	6,506	Apr 2026	£6.00
Rhee Wall, TN29	5,610	Apr 2026	£10.55
Browning Road, TN21	1,838	Oct 2025	£13.06

Address	Sqft	Date Signed	Rent (psf)
Straight Lane, TN29	5,355	Sep 2025	£4.67
Unit 12 Vinehall Road, TN32	4,000	Aug 2025	£6.00
Diplocks Way, BN27	1,899	May 2025	£7.37
Learoyd Road, TN28	15,109	May 2025	£6.35
Dittons Road, BN26	1,905	Jan 2025	£12.59
Vinehall Road, TN32	3,600	Jan 2025	£6.25
Learoyd Road, TN28	1,937	Dec 2024	£9.03
Camber Road, TN31	4,024	Nov 2024	£5.22
4 Birch Close, BN23	19,858	Nov 2024	£9.25
		Average	**£8.42**

Source: CoStar, 2026.

4.11 The industrial leasing sample indicates an achieved rental range of c.£4 psf to £13 psf. None of the units leased were new-build; the majority were constructed between 1900 to 2000 with less than 30% of the leased units having been built after 2000. Most of the units were in average or dated condition. Having regard to the premium that we would expect new-build units to command over second-hand units, the rental values are consistent with those identified in our previous update and do not indicate any notable change in market levels.

In terms of industrial sales activity, we identified 6no. transactions since June 2024, amounting to c.53,000 sqft. The locations are shown inFigure 4-2, with the size ranges and average sales prices in Table 4.2. We note that the achieved sale prices for two of the units were not publicly available and, therefore, have been excluded from Table 4.2.

Figure 4-2 – Industrial Sales Transactions

Source: CoStar, 2026.

Table 4.2 – Industrial Sales by Size

Size Range (sqft)	No. Units	Avg. £ / psf
0 – 2,999	1	£84.12
3,000 – 6,999	0	-
7,000 – 9,999	2	£67.14
10,000+	1	£62.65
Total	**4**	**£70.27**

Source: CoStar, 2026.

4.12 Achieved capital values from industrial unit sales range from £43- £92 psf, with an average of £70 psf. As with the lease transactions, this is consistent with those identified in our previous update and do not indicate any notable change in the market.

4.13 Only one of the industrial sales transactions had a corresponding yield, comprising a c.16,441 sq ft unit in St Leonards-on-Sea that transacted at a net initial yield of 8.26%. As with the previous market sectors, due to the lack of yield evidence, we have also considered yields published in guides and forecasts, as set out in Table 4.3.

Table 4.3 – Industrial Yields

Source	Type	Yield
Knight Frank Prime Yield Guide – June 2026	Warehouse & Industrial, Secondary Distribution	6.00 – 6.25%
	South East Estates (ex. London & Heathrow)	5.25%
Savills Market in Minutes: UK Commercial – May 2026	Industrial / Distribution	5.25%
	Industrial multi-lets	5.00%
Cushman & Wakefield Marketbeat – March 2026	Multi-let industrial, prime south-east	5.00%
	Distribution warehousing, medium income	5.50%
	Distribution warehousing, long income	5.00%

Sources: As referenced.

Industrial Availability

4.14 At the time of our assessment, 4no. industrial units were available to let, 3no. of which were located on the same industrial estate, totalling approximately 13,041 sqft. The locations of these units are shown in Figure 4-3.

Figure 4-3 – Industrial Lease Availability

Source: CoStar, 2026.

4.15 We summarise the unit sizes and asking prices below in Table 4.4. We note that one unit did not have a listed asking price and has therefore been excluded from Table 4.4.

Table 4.4 - Industrial Lease Availability by Size

Size Range	No. of Units	Average price (psf)
0 - 1,999	0	-
2,000 – 3,999	1	£12.00
4,000 – 6,000	2	£12.00
Total	**3**	**£12.00**

Source: CoStar, 2026.

4.16 Two of the units are located within the Ivyhouse Lane Industrial Estate and provide examples of asking rents for more recently-constructed industrial space from 2023 and 2024. This provides an insight into the rental expectations for modern industrial space which we'd expect to be more representative of the typicaly specifications of new-build stock. We also reviewed Rightmove and identified two units available to lease, which are summarised below in Table 4.5.

Table 4.5 – Industrial Lease Availability

Address	Sqft	Asking price (psf)
Drury Lane, TN38	9,761	£8.99
Haywood Way, TN35	4,000	£11.25

Source: Rightmove, 2026

4.17 Asking rents ranged from c.£9 psf to £12 psf. All of the available properties comprised second-hand units with no new-build units identified. The average asking rent across the sample was £11.25 psf, which is above the average achieved rent and is consistent with market expectations. The asking rents are broadly similar to those identified in our previous update, and there does not appear to have been any notable change in market rental levels since that time.

4.18 In the sales market, 1no. industrial space was listed as available – a 17,023 sqft unit advertised at an asking price equivalent to £57.28 psf. Given the lack of data, we also looked at sale availability in neighbouring markets, which we summarise below in Table 4.8.

Table 4.6 – Industrial Sales Availability in Neighbouring Markets

Address	Size (sqft)	Asking Price (psf)
2-3 Myrtle Road, BN22	1,580	£107.59
Courtlands Road, BN22	3,102	£109.61
Harbour Road, TN31	17,814	£123.50
Edison Road, BN23	3,379	£105.06
Edison Road, BN23	11,917	£62.94
11C Edison Road, BN23	3,293	£121.47
Old Swan Lane, BN27	677	£110.78
3-5 Lushington Lane, BN21	2,395	£202.51
176 Bexhill Road, TN38	17,023	£57.28
Diplocks Way, BN27	19,051	£110.23
55 Brampton Road, BN22	3,655	£150.48
Courtlands Road, BN22	3,379	£87.30
Diplocks Way, BN27	1,931	£150.18
Unit 4 Diplocks Way, BN27	6,263	£103.78
16A Maple Road, BN23	37,770	£12.31
1-16 Old Swan Lane, BN27	1,533	£88.06
	Average	**£106.44**

Source: CoStar, 2026

4.19 Current asking prices for industrial units listed for sale range from approximately £12 psf to £203 psf, with an average that is notably higher than the completed sales evidence. We note, however, that many of the available listings are located in Eastbourne, which we would generally expect to command a premium over Hastings on a like-for-like basis, reflecting its stronger connectivity.

4.20 We reviewed the CoStar Market Analytics report for the Hastings industrial submarket. However, market activity over the past 12 months was very limited, resulting in a relatively small evidence base from which the reported metrics were calculated. In several instances, averages and market indicators were based on only one or two data points, limiting their reliability for market-wide assumptions. Therefore, we also reviewed the East Sussex industrial market data, the relevant headline metrics of which are summarised below:

- Market Rent: £10.22 psf
- Market Value: £117 psf

4.21 The report indicated an average market yield of 8.9%; however, this figure was calculated from a single data point and, in our opinion, is therefore not representative of the wider market or sufficiently reliable to be relied upon as a general market benchmark.

Industrial Conclusion

4.22 Based on our review of the available evidence, we have not made any amendments to our market assumptions since our last market update. We summarise the value assumptions in Table 4.7.

Table 4.7 – Industrial Value Assumptions

Type	Rent (£ / psf)	Yield (%)
Industrial- Small	£13.50	7.50%
Industrial - Large	£11.00	7.25%

Source: AVL, 2026.

London | Leeds | Liverpool
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Property | Infrastructure | Planning
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Appendix 9 – Scenario A Lower Value Zone Appraisals

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260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Appraisal Ref:	A				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	9	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9	Units		
AH Policy requirement (% Target)			40%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		60%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	12.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	2.3	50.0%	1.8	45%	4.1
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	2.2	43.0%	1.5	41%	3.7
4 bed House (with garage)	18.0%	1.0	7.0%	0.3	14%	1.2
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	5.4	100.0%	3.6	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	170	1,831	135	1,453	305	3,284
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	229	2,465	139	1,500	368	3,964
4 bed House (with garage)	135	1,454	29	312	164	1,766
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	534	5,750	303	3,265	837	9,014
AH % by floor area:			36.22%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	1,281,420
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	1,297,800
4 bed House (with garage)	425,000	3,696	343	3,058	284	520,200
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,099,420

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	0	60%	0	40%	0	0%	0	70%
2 bed Flat	0	60%	0	40%	0	0%	0	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses**		No Units:	**9**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	2.3	@	315,000		714,420
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.2	@	350,000		756,000
4 bed House (with garage)	1.0	@	425,000		413,100
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	5.4				1,883,520
Affordable Rent GDV -					
2 bed House	0.6	@	189,000		119,070
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.5	@	210,000		113,778
4 bed House (with garage)	0.1	@	255,000		22,491
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	1.3				255,339
Social Rent GDV -					
2 bed House	0.6	@	126,000		79,380
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.5	@	140,000		75,852
4 bed House (with garage)	0.1	@	170,000		14,994
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	1.3				170,226
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.5	@	220,500		119,070
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.5	@	245,000		113,778
4 bed House (with garage)	0.1	@	297,500		22,491
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	1.1	3.6			255,339
Sub-total GDV Residential	**9**				**2,564,424**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	534,996
	639	£ psm (total GIA sqm)		59,444 £ per unit (total units)	
Grant	9	units @	0	per unit	-
Total GDV					**2,564,424**

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Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	26,460	£		(26,460)
Building Safety Levy				534	sqm	30.21	£ psm			(16,137)
CIL (Mrkt only inc. garages)	Max			534	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				9	units @	3,000	per unit			(27,000)
	Sub-total								(27,000)	
S106 analysis:	63,150	£ per ha		1.05%	% of GDV	3,000	£ per unit (total units)			
AH Commuted Sum				837	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.43	ha @	0	£ ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			9	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				305	sqm @	2,107	psm			(642,846)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				309	sqm @	2,107	psm			(650,962)
4 bed House (EXC. garage)				135	sqm @	2,107	psm			(283,838)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				-	sqm @	2,522	psm			-
2 bed Flat				-	sqm @	2,522	psm			-
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	3.7	16.0		59	sqm @	600	psm			(35,597)
Garages for 4B House	1.2	24.0		29	sqm @	600	psm			(17,626)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				837	£ per garage	£0				
External works				1,630,868	@	15.0%				(244,630)
Ext. Works analysis:						27,181	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				9	units @	1,000	£ per unit			(9,000)
M4(2) Category 2 Housing	Aff units		4	units @	100%	@	1,400	£ per unit		(5,040)
M4(2) Category 2 Housing	OMS units		5	units @	100%	@	1,400	£ per unit		(7,560)
M4(3)(b) Category 3 Housing	Aff units		4	units @	10%	@	22,000	£ per unit		(7,920)
M4(3)(b) Category 3 Housing	OMS units		5	units @	10%	@	22,000	£ per unit		(11,880)
Part L/FHS			9	units @			4,350	£ per unit		(39,150)
Part L/FHS analysis:						2.4%	% of BCIS costs			
Net Zero for Housing			837	sqm			105	£ psm		(87,934)
Net Zero for Flats			-	sqm			72	£ psm		-
Water Efficiency			9	units @			20	£ per unit		(180)
Urban Greening Factor	0	flats @	6	flats per floor	0		0	£ per unit		-
	Sub-total								(168,664)	
Policy Costs analysis:	(design costs only)					18,740	£ per unit (total units)			
						10.3%	% of BCIS costs			
Contingency (on construction)				2,044,163	@	3.0%				(61,325)

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Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		2,044,163	@	10.0%			(204,416)
Disposal Costs -							
OMS Marketing and Promotion		1,883,520	OMS @	1.00%	2,093	£ per unit	(18,835)
Residential Sales Agent Costs		1,883,520	OMS @	1.00%	2,093	£ per unit	(18,835)
Residential Sales Legal Costs		1,883,520	OMS @	0.50%	1,046	£ per unit	(9,418)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,232	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(62,595)
Developers Profit -							
Profit on OMS		1,883,520		17.50%			(329,616)
Margin on AH		680,904		6.00%	on AH values		(40,854)
Profit analysis:		2,564,424		14.45%	blended GDV	(370,470)	
		2,494,476		14.85%	on costs	(370,470)	
TOTAL COSTS							**(2,864,946)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(300,522)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(300,522)**
RLV analysis:	(33,391) £ per plot	(702,887)	£ per ha (net)	(284,455)	£ per acre (net)		
		(667,743)	£ per ha (gross)	(270,232)	£ per acre (gross)		
				-11.72%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		21.1	dph (net)				
Site Area (net)		0.43	ha (net)	1.06	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		0.45	ha (gross)	1.11	acres (gross)		
Density analysis:		1,959	sqm/ha (net)	8,532	sqft/ac (net)		
		20	dph (gross)				
Benchmark Land Value (net)	21,006 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**189,055**
BLV analysis:		442,179	£ per ha (net)	178,947	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(1,145,066)**	£ per ha (net)	**(463,402)**	£ per acre (net)	**(489,577)**

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	463,402	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(280,515)	(303,376)	(326,237)	(349,098)	(371,958)	(394,819)	(417,680)
	10.00	(289,385)	(311,803)	(334,220)	(356,637)	(379,055)	(401,472)	(423,889)
Max CIL £ psm	20.00	(298,255)	(320,229)	(342,203)	(364,177)	(386,151)	(408,125)	(430,098)
0.00	30.00	(307,126)	(328,656)	(350,186)	(371,717)	(393,247)	(414,777)	(436,308)
(recommended CIL)	40.00	(315,996)	(337,083)	(358,169)	(379,256)	(400,343)	(421,430)	(442,517)
(100)	50.00	(324,866)	(345,509)	(366,153)	(386,796)	(407,439)	(428,083)	(448,726)
	60.00	(333,736)	(353,936)	(374,136)	(394,336)	(414,535)	(434,735)	(454,935)
	70.00	(342,606)	(362,363)	(382,119)	(401,875)	(421,632)	(441,388)	(461,144)
	80.00	(351,477)	(370,789)	(390,102)	(409,415)	(428,728)	(448,041)	(467,353)
	90.00	(360,347)	(379,216)	(398,085)	(416,955)	(435,824)	(454,693)	(473,563)
	100.00	(369,217)	(387,643)	(406,069)	(424,494)	(442,920)	(461,346)	(479,772)
	110.00	(378,087)	(396,070)	(414,052)	(432,034)	(450,016)	(467,999)	(485,981)
	120.00	(386,958)	(404,496)	(422,035)	(439,574)	(457,112)	(474,651)	(492,190)
	130.00	(395,828)	(412,923)	(430,018)	(447,113)	(464,209)	(481,304)	(498,399)
	140.00	(404,698)	(421,350)	(438,001)	(454,653)	(471,305)	(487,957)	(504,608)
	150.00	(413,568)	(429,776)	(445,985)	(462,193)	(478,401)	(494,609)	(510,817)
	160.00	(422,438)	(438,203)	(453,968)	(469,732)	(485,497)	(501,262)	(517,027)
	170.00	(431,309)	(446,630)	(461,951)	(477,272)	(492,593)	(507,915)	(523,236)
	180.00	(440,179)	(455,056)	(469,934)	(484,812)	(499,690)	(514,567)	(529,445)
	190.00	(449,049)	(463,483)	(477,917)	(492,352)	(506,786)	(521,220)	(535,654)
	200.00	(457,919)	(471,910)	(485,901)	(499,891)	(513,882)	(527,873)	(541,863)
	210.00	(466,789)	(480,337)	(493,884)	(507,431)	(520,978)	(534,525)	(548,072)
	220.00	(475,660)	(488,763)	(501,867)	(514,971)	(528,074)	(541,178)	(554,281)
	230.00	(484,530)	(497,190)	(509,850)	(522,510)	(535,170)	(547,830)	(560,491)
	240.00	(493,400)	(505,617)	(517,833)	(530,050)	(542,267)	(554,483)	(566,700)
	250.00	(502,270)	(514,043)	(525,817)	(537,590)	(549,363)	(561,136)	(580,614)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(463,402)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(436,501)	(443,226)	(449,951)	(456,677)	(463,402)	(470,127)	(476,852)
	10.00	(441,823)	(448,548)	(455,273)	(461,999)	(468,724)	(475,449)	(482,175)
CIL £psm	20.00	(447,145)	(453,870)	(460,596)	(467,321)	(474,046)	(480,771)	(487,497)
0.00	30.00	(452,467)	(459,192)	(465,918)	(472,643)	(479,368)	(486,094)	(492,819)
(recommended CIL)	40.00	(457,789)	(464,515)	(471,240)	(477,965)	(484,690)	(491,416)	(498,141)
(100)	50.00	(463,111)	(469,837)	(476,562)	(483,287)	(490,013)	(496,738)	(503,463)
	60.00	(468,433)	(475,159)	(481,884)	(488,609)	(495,335)	(502,060)	(508,785)
	70.00	(473,756)	(480,481)	(487,206)	(493,932)	(500,657)	(507,382)	(514,107)
	80.00	(479,078)	(485,803)	(492,528)	(499,254)	(505,979)	(512,704)	(519,430)
	90.00	(484,400)	(491,125)	(497,850)	(504,576)	(511,301)	(518,026)	(524,752)
	100.00	(489,722)	(496,447)	(503,173)	(509,898)	(516,623)	(523,348)	(533,765)
	110.00	(495,044)	(501,769)	(508,495)	(515,220)	(521,945)	(528,671)	(581,497)
	120.00	(500,366)	(507,092)	(513,817)	(520,542)	(527,267)	(568,913)	(629,229)
	130.00	(505,688)	(512,414)	(519,139)	(525,864)	(556,328)	(616,644)	(676,961)
	140.00	(511,011)	(517,736)	(524,461)	(543,744)	(604,060)	(664,376)	(724,693)
	150.00	(516,333)	(523,058)	(531,159)	(591,476)	(651,792)	(712,108)	(772,425)
	160.00	(521,655)	(528,380)	(578,891)	(639,208)	(699,524)	(759,840)	(820,156)
	170.00	(526,977)	(566,307)	(626,623)	(686,939)	(747,256)	(807,572)	(867,888)
	180.00	(553,722)	(614,039)	(674,355)	(734,671)	(794,988)	(855,304)	(915,620)
	190.00	(601,454)	(661,771)	(722,087)	(782,403)	(842,720)	(903,036)	(963,352)
	200.00	(649,186)	(709,503)	(769,819)	(830,135)	(890,451)	(950,768)	(1,011,084)
	210.00	(696,918)	(757,234)	(817,551)	(877,867)	(938,183)	(998,500)	(1,058,816)
	220.00	(744,650)	(804,966)	(865,283)	(925,599)	(985,915)	(1,046,232)	(1,106,548)
	230.00	(792,382)	(852,698)	(913,015)	(973,331)	(1,033,647)	(1,093,963)	(1,154,280)
	240.00	(840,114)	(900,430)	(960,746)	(1,021,063)	(1,081,379)	(1,141,695)	(1,202,012)
	250.00	(887,846)	(948,162)	(1,008,478)	(1,068,795)	(1,129,111)	(1,189,427)	(1,249,744)

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(463,402)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(418,831)	(436,660)	(454,488)	(472,316)	(490,144)	(507,972)	(525,801)
	10.00	(424,154)	(441,982)	(459,810)	(477,638)	(495,466)	(513,294)	(531,123)
CIL £psm	20.00	(429,476)	(447,304)	(465,132)	(482,960)	(500,788)	(518,617)	(536,445)
0.00	30.00	(434,798)	(452,626)	(470,454)	(488,282)	(506,111)	(523,939)	(541,767)
(recommended CIL)	40.00	(440,120)	(457,948)	(475,776)	(493,605)	(511,433)	(529,261)	(547,089)
(100)	50.00	(445,442)	(463,270)	(481,098)	(498,927)	(516,755)	(534,583)	(552,411)
	60.00	(450,764)	(468,592)	(486,421)	(504,249)	(522,077)	(539,905)	(557,733)
	70.00	(456,086)	(473,915)	(491,743)	(509,571)	(527,399)	(545,227)	(563,055)
	80.00	(461,408)	(479,237)	(497,065)	(514,893)	(532,721)	(550,549)	(568,378)
	90.00	(466,731)	(484,559)	(502,387)	(520,215)	(538,043)	(555,872)	(573,700)
	100.00	(472,053)	(489,881)	(507,709)	(525,537)	(543,365)	(561,194)	(579,022)
	110.00	(477,375)	(495,203)	(513,031)	(530,859)	(548,688)	(566,516)	(584,344)
	120.00	(482,697)	(500,525)	(518,353)	(536,182)	(554,010)	(571,838)	(589,666)
	130.00	(511,758)	(529,586)	(547,414)	(565,242)	(583,070)	(600,899)	(618,727)
	140.00	(559,490)	(577,318)	(595,146)	(612,974)	(630,802)	(648,630)	(666,459)
	150.00	(607,221)	(625,050)	(642,878)	(660,706)	(678,534)	(696,362)	(714,191)
	160.00	(654,953)	(672,782)	(690,610)	(708,438)	(726,266)	(744,094)	(761,922)
	170.00	(702,685)	(720,513)	(738,342)	(756,170)	(773,998)	(791,826)	(809,654)
	180.00	(750,417)	(768,245)	(786,074)	(803,902)	(821,730)	(839,558)	(857,386)
	190.00	(798,149)	(815,977)	(833,805)	(851,634)	(869,462)	(887,290)	(905,118)
	200.00	(845,881)	(863,709)	(881,537)	(899,366)	(917,194)	(935,022)	(952,850)
	210.00	(893,613)	(911,441)	(929,269)	(947,097)	(964,926)	(982,754)	(1,000,582)
	220.00	(941,345)	(959,173)	(977,001)	(994,829)	(1,012,658)	(1,030,486)	(1,048,314)
	230.00	(989,077)	(1,006,905)	(1,024,733)	(1,042,561)	(1,060,389)	(1,078,218)	(1,096,046)
	240.00	(1,036,809)	(1,054,637)	(1,072,465)	(1,090,293)	(1,108,121)	(1,125,950)	(1,143,778)
	250.00	(1,084,541)	(1,102,369)	(1,120,197)	(1,138,025)	(1,155,853)	(1,173,681)	(1,191,510)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(463,402)	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	(389,718)	(416,033)	(442,349)	(468,665)	(494,981)	(521,297)	(547,612)
	10.00	(395,040)	(421,356)	(447,671)	(473,987)	(500,303)	(526,619)	(552,935)
CIL £psm	20.00	(400,362)	(426,678)	(452,994)	(479,309)	(505,625)	(531,941)	(558,257)
0.00	30.00	(405,684)	(432,000)	(458,316)	(484,631)	(510,947)	(537,263)	(563,579)
(recommended CIL)	40.00	(411,006)	(437,322)	(463,638)	(489,954)	(516,269)	(542,585)	(568,901)
(100)	50.00	(416,328)	(442,644)	(468,960)	(495,276)	(521,591)	(547,907)	(574,223)
	60.00	(421,650)	(447,966)	(474,282)	(500,598)	(526,914)	(553,229)	(579,545)
	70.00	(426,973)	(453,288)	(479,604)	(505,920)	(532,236)	(558,552)	(584,867)
	80.00	(432,295)	(458,611)	(484,926)	(511,242)	(537,558)	(563,874)	(590,189)
	90.00	(437,617)	(463,933)	(490,248)	(516,564)	(542,880)	(569,196)	(595,512)
	100.00	(442,939)	(469,255)	(495,571)	(521,886)	(548,202)	(574,518)	(600,834)
	110.00	(448,261)	(474,577)	(500,893)	(527,208)	(553,524)	(579,840)	(606,156)
	120.00	(453,583)	(479,899)	(506,215)	(532,531)	(558,846)	(585,162)	(611,478)
	130.00	(482,644)	(508,960)	(535,275)	(561,591)	(587,907)	(614,223)	(640,539)
	140.00	(530,376)	(556,692)	(583,007)	(609,323)	(635,639)	(661,955)	(688,271)
	150.00	(578,108)	(604,424)	(630,739)	(657,055)	(683,371)	(709,687)	(736,002)
	160.00	(625,840)	(652,155)	(678,471)	(704,787)	(731,103)	(757,419)	(783,734)
	170.00	(673,572)	(699,887)	(726,203)	(752,519)	(778,835)	(805,150)	(831,466)
	180.00	(721,303)	(747,619)	(773,935)	(800,251)	(826,567)	(852,882)	(879,198)
	190.00	(769,035)	(795,351)	(821,667)	(847,983)	(874,299)	(900,614)	(926,930)
	200.00	(816,767)	(843,083)	(869,399)	(895,715)	(922,030)	(948,346)	(974,662)
	210.00	(864,499)	(890,815)	(917,131)	(943,447)	(969,762)	(996,078)	(1,022,394)
	220.00	(912,231)	(938,547)	(964,863)	(991,178)	(1,017,494)	(1,043,810)	(1,070,126)
	230.00	(959,963)	(986,279)	(1,012,595)	(1,038,910)	(1,065,226)	(1,091,542)	(1,117,858)
	240.00	(1,007,695)	(1,034,011)	(1,060,326)	(1,086,642)	(1,112,958)	(1,139,274)	(1,165,590)
	250.00	(1,055,427)	(1,081,743)	(1,108,058)	(1,134,374)	(1,160,690)	(1,187,006)	(1,213,322)

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(463,402)	Density (dph) (net) 30	35	21 40	45	50	55	60
	0.00	(584,346)	(651,912)	(719,479)	(787,045)	(854,611)	(922,178)	(989,744)
	10.00	(591,931)	(660,761)	(729,592)	(798,422)	(867,253)	(936,084)	(1,004,914)
CIL £psm	20.00	(599,516)	(669,610)	(739,705)	(809,800)	(879,895)	(949,989)	(1,020,084)
0.00	30.00	(607,101)	(678,460)	(749,818)	(821,177)	(892,536)	(963,895)	(1,035,254)
(recommended CIL)	40.00	(614,686)	(687,309)	(759,932)	(832,555)	(905,178)	(977,801)	(1,050,424)
(100)	50.00	(622,271)	(696,158)	(770,045)	(843,932)	(917,820)	(991,707)	(1,065,594)
	60.00	(629,856)	(705,007)	(780,158)	(855,310)	(930,461)	(1,005,613)	(1,080,764)
	70.00	(637,441)	(713,856)	(790,272)	(866,687)	(943,103)	(1,019,518)	(1,095,934)
	80.00	(645,026)	(722,705)	(800,385)	(878,065)	(955,744)	(1,033,424)	(1,111,104)
	90.00	(652,611)	(731,554)	(810,498)	(889,442)	(968,386)	(1,047,330)	(1,126,274)
	100.00	(660,196)	(740,404)	(820,612)	(900,820)	(981,028)	(1,061,236)	(1,141,444)
	110.00	(667,781)	(749,253)	(830,725)	(912,197)	(993,669)	(1,075,142)	(1,156,614)
	120.00	(675,366)	(758,102)	(840,838)	(923,575)	(1,006,311)	(1,089,047)	(1,171,784)
	130.00	(716,782)	(806,421)	(896,060)	(985,700)	(1,075,339)	(1,164,978)	(1,254,617)
	140.00	(784,809)	(885,786)	(986,762)	(1,087,739)	(1,188,716)	(1,289,693)	(1,390,670)
	150.00	(852,835)	(965,150)	(1,077,464)	(1,189,779)	(1,302,094)	(1,414,408)	(1,526,723)
	160.00	(920,862)	(1,044,514)	(1,168,166)	(1,291,819)	(1,415,471)	(1,539,123)	(1,662,776)
	170.00	(988,888)	(1,123,878)	(1,258,868)	(1,393,858)	(1,528,848)	(1,663,839)	(1,798,829)
	180.00	(1,056,915)	(1,203,242)	(1,349,570)	(1,495,898)	(1,642,226)	(1,788,554)	(1,934,882)
	190.00	(1,124,941)	(1,282,607)	(1,440,272)	(1,597,938)	(1,755,603)	(1,913,269)	(2,070,935)
	200.00	(1,192,967)	(1,361,971)	(1,530,974)	(1,699,978)	(1,868,981)	(2,037,984)	(2,206,988)
	210.00	(1,260,994)	(1,441,335)	(1,621,676)	(1,802,017)	(1,982,358)	(2,162,699)	(2,343,040)
	220.00	(1,329,020)	(1,520,699)	(1,712,378)	(1,904,057)	(2,095,736)	(2,287,415)	(2,479,093)
	230.00	(1,397,047)	(1,600,063)	(1,803,080)	(2,006,097)	(2,209,113)	(2,412,130)	(2,615,146)
	240.00	(1,465,073)	(1,679,428)	(1,893,782)	(2,108,136)	(2,322,491)	(2,536,845)	(2,751,199)
	250.00	(1,533,100)	(1,758,792)	(1,984,484)	(2,210,176)	(2,435,868)	(2,661,560)	(2,887,252)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(463,402)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	110%
	0.00	307,647	128,415	(54,585)	(252,246)	(463,402)	(882,696)	(1,829,578)
	10.00	303,152	123,893	(59,399)	(257,568)	(468,724)	(930,428)	(1,877,310)
CIL £psm	20.00	298,657	119,370	(64,213)	(262,891)	(474,046)	(978,160)	(1,925,042)
0.00	30.00	294,162	114,848	(69,027)	(268,213)	(479,368)	(1,025,891)	(1,972,774)
(recommended CIL)	40.00	289,667	110,326	(73,841)	(273,535)	(484,690)	(1,073,623)	(2,020,506)
(100)	50.00	285,172	105,804	(78,655)	(278,857)	(490,013)	(1,121,355)	(2,068,238)
	60.00	280,677	101,282	(83,469)	(284,179)	(495,335)	(1,169,087)	(2,115,970)
	70.00	276,177	96,759	(88,283)	(289,501)	(500,657)	(1,216,819)	(2,163,702)
	80.00	271,655	92,237	(93,097)	(294,823)	(505,979)	(1,264,551)	(2,211,433)
	90.00	267,133	87,715	(97,911)	(300,145)	(511,301)	(1,312,283)	(2,259,165)
	100.00	262,611	83,193	(102,725)	(305,468)	(516,623)	(1,360,015)	(2,306,897)
	110.00	258,089	78,671	(107,539)	(310,790)	(521,945)	(1,407,747)	(2,354,629)
	120.00	253,567	74,148	(112,353)	(316,112)	(527,267)	(1,455,479)	(2,402,361)
	130.00	249,044	69,626	(117,167)	(321,434)	(556,328)	(1,503,211)	(2,450,093)
	140.00	244,522	65,104	(121,981)	(326,756)	(604,060)	(1,550,942)	(2,497,825)
	150.00	240,000	60,582	(126,795)	(332,078)	(651,792)	(1,598,674)	(2,545,557)
	160.00	235,478	56,060	(131,609)	(337,400)	(699,524)	(1,646,406)	(2,593,289)
	170.00	230,956	51,537	(136,423)	(342,722)	(747,256)	(1,694,138)	(2,641,021)
	180.00	226,433	47,015	(141,237)	(348,045)	(794,988)	(1,741,870)	(2,688,753)
	190.00	221,911	42,493	(146,052)	(353,367)	(842,720)	(1,789,602)	(2,736,484)
	200.00	217,389	37,971	(150,866)	(358,689)	(890,451)	(1,837,334)	(2,784,216)
	210.00	212,867	33,412	(155,680)	(364,011)	(938,183)	(1,885,066)	(2,831,948)
	220.00	208,345	28,732	(160,494)	(369,333)	(985,915)	(1,932,798)	(2,879,680)
	230.00	203,822	24,031	(165,308)	(374,655)	(1,033,647)	(1,980,530)	(2,927,412)
	240.00	199,300	19,323	(170,122)	(379,977)	(1,081,379)	(2,028,262)	(2,975,144)
	250.00	194,778	14,615	(174,936)	(385,299)	(1,129,111)	(2,075,993)	(3,022,876)

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(463,402)	Market Values 100% 90%	95%	100%	110%	120%	130%	140%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(1,487,325)	(711,569)	(463,402)	(318,128)	(173,794)	(42,563)	84,208
	10.00	(1,535,057)	(759,301)	(468,724)	(323,450)	(178,608)	(47,271)	79,658
CIL £psm	20.00	(1,582,789)	(807,033)	(474,046)	(328,773)	(183,865)	(52,030)	75,109
0.00	30.00	(1,630,520)	(854,765)	(479,368)	(334,095)	(189,155)	(56,844)	70,559
(recommended CIL)	40.00	(1,678,252)	(902,497)	(484,690)	(339,417)	(194,445)	(61,658)	66,010
(100)	50.00	(1,725,984)	(950,229)	(490,013)	(344,739)	(199,735)	(66,472)	61,460
	60.00	(1,773,716)	(997,960)	(495,335)	(350,061)	(205,025)	(71,286)	56,911
	70.00	(1,821,448)	(1,045,692)	(500,657)	(355,383)	(210,315)	(76,100)	52,361
	80.00	(1,869,180)	(1,093,424)	(505,979)	(360,705)	(215,605)	(80,914)	47,811
	90.00	(1,916,912)	(1,141,156)	(511,301)	(366,027)	(220,896)	(85,728)	43,262
	100.00	(1,964,644)	(1,188,888)	(516,623)	(371,350)	(226,186)	(90,542)	38,712
	110.00	(2,012,376)	(1,236,620)	(521,945)	(376,672)	(231,476)	(95,356)	34,151
	120.00	(2,060,108)	(1,284,352)	(527,267)	(381,994)	(236,766)	(100,170)	29,443
	130.00	(2,107,840)	(1,332,084)	(556,328)	(387,316)	(242,056)	(104,984)	24,735
	140.00	(2,155,571)	(1,379,816)	(604,060)	(392,638)	(247,364)	(109,798)	20,027
	150.00	(2,203,303)	(1,427,548)	(651,792)	(397,960)	(252,687)	(114,612)	15,318
	160.00	(2,251,035)	(1,475,280)	(699,524)	(403,282)	(258,009)	(119,426)	10,610
	170.00	(2,298,767)	(1,523,011)	(747,256)	(408,604)	(263,331)	(124,240)	5,902
	180.00	(2,346,499)	(1,570,743)	(794,988)	(413,927)	(268,653)	(129,054)	1,194
	190.00	(2,394,231)	(1,618,475)	(842,720)	(419,249)	(273,975)	(133,868)	(3,515)
	200.00	(2,441,963)	(1,666,207)	(890,451)	(424,571)	(279,297)	(138,682)	(8,223)
	210.00	(2,489,695)	(1,713,939)	(938,183)	(429,893)	(284,619)	(143,496)	(12,931)
	220.00	(2,537,427)	(1,761,671)	(985,915)	(435,215)	(289,941)	(148,310)	(17,639)
	230.00	(2,585,159)	(1,809,403)	(1,033,647)	(440,537)	(295,264)	(153,124)	(22,348)
	240.00	(2,632,891)	(1,857,135)	(1,081,379)	(445,859)	(300,586)	(157,938)	(27,056)
	250.00	(2,680,622)	(1,904,867)	(1,129,111)	(451,181)	(305,908)	(162,752)	(31,764)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(463,402)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(463,402)	(374,270)	(285,138)	(196,270)	(114,089)	(33,824)	347,085
	10.00	(468,724)	(379,592)	(290,460)	(201,560)	(118,903)	(38,532)	342,590
CIL £psm	20.00	(474,046)	(384,914)	(295,783)	(206,851)	(123,717)	(43,240)	338,095
0.00	30.00	(479,368)	(390,236)	(301,105)	(212,141)	(128,531)	(47,949)	333,600
(recommended CIL)	40.00	(484,690)	(395,559)	(306,427)	(217,431)	(133,345)	(52,722)	329,105
(100)	50.00	(490,013)	(400,881)	(311,749)	(222,721)	(138,159)	(57,536)	324,610
	60.00	(495,335)	(406,203)	(317,071)	(228,011)	(142,973)	(62,350)	320,115
	70.00	(500,657)	(411,525)	(322,393)	(233,301)	(147,787)	(67,164)	315,620
	80.00	(505,979)	(416,847)	(327,715)	(238,591)	(152,601)	(71,978)	311,125
	90.00	(511,301)	(422,169)	(333,037)	(243,906)	(157,415)	(76,792)	306,630
	100.00	(516,623)	(427,491)	(338,360)	(249,228)	(162,229)	(81,606)	302,135
	110.00	(521,945)	(432,814)	(343,682)	(254,550)	(167,043)	(86,420)	297,640
	120.00	(527,267)	(438,136)	(349,004)	(259,872)	(171,857)	(91,234)	293,145
	130.00	(556,328)	(443,458)	(354,326)	(265,194)	(176,671)	(96,049)	288,650
	140.00	(604,060)	(448,780)	(359,648)	(270,516)	(181,736)	(100,863)	284,155
	150.00	(651,792)	(454,102)	(364,970)	(275,838)	(187,026)	(105,677)	279,660
	160.00	(699,524)	(459,424)	(370,292)	(281,161)	(192,316)	(110,491)	275,155
	170.00	(747,256)	(464,746)	(375,614)	(286,483)	(197,607)	(115,305)	270,633
	180.00	(794,988)	(470,068)	(380,937)	(291,805)	(202,897)	(120,119)	266,110
	190.00	(842,720)	(475,391)	(386,259)	(297,127)	(208,187)	(124,933)	261,588
	200.00	(890,451)	(480,713)	(391,581)	(302,449)	(213,477)	(129,747)	257,066
	210.00	(938,183)	(486,035)	(396,903)	(307,771)	(218,767)	(134,561)	252,544
	220.00	(985,915)	(491,357)	(402,225)	(313,093)	(224,057)	(139,375)	248,022
	230.00	(1,033,647)	(496,679)	(407,547)	(318,415)	(229,347)	(144,189)	243,499
	240.00	(1,081,379)	(502,001)	(412,869)	(323,738)	(234,638)	(149,003)	238,977
	250.00	(1,129,111)	(507,323)	(418,192)	(329,060)	(239,928)	(153,817)	234,455

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**A**	
Scheme Typology:	Houses	
No Units:	9	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	2,564,424	
Policy Assumptions		
AH Target %	40%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	3,000	
Sub-total CIL+S106 (£ per unit)	3,000	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	3,000	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	14.45%	
Developers Profit (% on costs)	14.85%	
Developers Profit Total (£)	370,470	
Land Value KPI's		
RLV (£/acre (net))	(284,455)	
RLV (£/ha (net))	(702,887)	
RLV (% of GDV)	-11.72%	
RLV Total (£)	(300,522)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	189,055	
Surplus/Deficit (£/acre) [RLV-BLV]	(463,402)	
Surplus/Deficit (£/ha)	(1,145,066)	
Surplus/Deficit Total (£)	(489,577)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	62,595	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	6,955	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	B				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	12	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			12	Units		
AH Policy requirement (% Target)			40%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	60%			
AH tenure split %		Affordable Rent:		35.0%		
		Social Rent:		35.0%	70.0%	% Rented
		First Homes:				
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	12.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	3.0	50.0%	2.4	45%	5.4
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	2.9	43.0%	2.1	41%	4.9
4 bed House (with garage)	18.0%	1.3	7.0%	0.3	14%	1.6
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	7.2	100.0%	4.8	100%	12.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	227	2,441	180	1,938	407	4,379
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	305	3,286	186	2,000	491	5,286
4 bed House (with garage)	180	1,939	39	416	219	2,355
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	712	7,666	404	4,353	1,117	12,019
AH % by floor area:			36.22%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	1,708,560
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	1,730,400
4 bed House (with garage)	425,000	3,696	343	3,058	284	693,600
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						4,132,560

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	0	60%	0	40%	0	0%	0	70%
2 bed Flat	0	60%	0	40%	0	0%	0	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses**		No Units:	**12**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.0	@	315,000		952,560
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.9	@	350,000		1,008,000
4 bed House (with garage)	1.3	@	425,000		550,800
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	7.2				2,511,360
Affordable Rent GDV -					
2 bed House	0.8	@	189,000		158,760
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.7	@	210,000		151,704
4 bed House (with garage)	0.1	@	255,000		29,988
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	1.7				340,452
Social Rent GDV -					
2 bed House	0.8	@	126,000		105,840
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.7	@	140,000		101,136
4 bed House (with garage)	0.1	@	170,000		19,992
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	1.7				226,968
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.7	@	220,500		158,760
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.6	@	245,000		151,704
4 bed House (with garage)	0.1	@	297,500		29,988
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	1.4	4.8			340,452
Sub-total GDV Residential	**12**				**3,419,232**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	713,328
	639	£ psm (total GIA sqm)		59,444 £ per unit (total units)	
Grant	12	units @	0	per unit	-
Total GDV					**3,419,232**

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Scheme Typology:	**Houses**		No Units:	**12**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	7,620	£		(7,620)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	30,480	£		(30,480)
Building Safety Levy				712	sqm	30.21	£ psm			(21,516)
CIL (Mrkt only inc. garages)	Max			712	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				12	units @	3,000	per unit			(36,000)
	Sub-total								(36,000)	
S106 analysis:	72,630	£ per ha		1.05%	% of GDV	3,000	£ per unit (total units)			
AH Commuted Sum				1,117	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.50	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			12	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				407	sqm @	2,107	psm			(857,128)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				412	sqm @	2,107	psm			(867,949)
4 bed House (EXC. garage)				180	sqm @	2,107	psm			(378,451)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				-	sqm @	2,522	psm			-
2 bed Flat				-	sqm @	2,522	psm			-
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	4.9		16.0	79	sqm @	600	psm			(47,462)
Garages for 4B House	1.6		24.0	39	sqm @	600	psm			(23,501)
Garages for 5B House	-		-	0	sqm @	600	psm			-
Total GIA check:				1,117	£ per garage	£0				
External works				2,174,491	@	15.0%				(326,174)
Ext. Works analysis:						27,181	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				12	units @	1,000	£ per unit			(12,000)
M4(2) Category 2 Housing	Aff units		5	units @	100%	@	1,400	£ per unit		(6,720)
M4(2) Category 2 Housing	OMS units		7	units @	100%	@	1,400	£ per unit		(10,080)
M4(3)(b) Category 3 Housing	Aff units		5	units @	10%	@	22,000	£ per unit		(10,560)
M4(3)(b) Category 3 Housing	OMS units		7	units @	10%	@	22,000	£ per unit		(15,840)
Part L/FHS			12	units @			4,350	£ per unit		(52,200)
Part L/FHS analysis:						2.4%	% of BCIS costs			
Net Zero for Housing			1,117	sqm			105	£ psm		(117,246)
Net Zero for Flats			-	sqm			72	£ psm		-
Water Efficiency			12	units @			20	£ per unit		(240)
Urban Greening Factor	0	flats @	6	flats per floor	0		0	£ per unit		-
	Sub-total								(224,886)	
Policy Costs analysis:	(design costs only)					18,740	£ per unit (total units)			
						10.3%	% of BCIS costs			
Contingency (on construction)				2,725,550	@	3.0%				(81,767)

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Scheme Typology:	**Houses**		No Units:	**12**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		2,725,550	@	10.0%			(272,555)
Disposal Costs -							
OMS Marketing and Promotion		2,511,360	OMS @	1.00%	2,093	£ per unit	(25,114)
Residential Sales Agent Costs		2,511,360	OMS @	1.00%	2,093	£ per unit	(25,114)
Residential Sales Legal Costs		2,511,360	OMS @	0.50%	1,046	£ per unit	(12,557)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	12	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,232	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(83,114)
Developers Profit -							
Profit on OMS		2,511,360		17.50%			(439,488)
Margin on AH		907,872		6.00%	on AH values		(54,472)
Profit analysis:		3,419,232		14.45%	blended GDV	(493,960)	
		3,321,386		14.87%	on costs	(493,960)	
TOTAL COSTS							**(3,815,346)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(396,114)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(396,114)**
RLV analysis:	(33,010) £ per plot	(799,161)	£ per ha (net)	(323,416)	£ per acre (net)		
		(759,203)	£ per ha (gross)	(307,245)	£ per acre (gross)		
				-11.58%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		24.2	dph (net)				
Site Area (net)		0.50	ha (net)	1.22	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		0.52	ha (gross)	1.29	acres (gross)		
Density analysis:		2,253	sqm/ha (net)	9,813	sqft/ac (net)		
		23	dph (gross)				
Benchmark Land Value (net)	18,264 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**219,172**
BLV analysis:		442,179	£ per ha (net)	178,947	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(1,241,340)**	£ per ha (net)	**(502,363)**	£ per acre (net)	**(615,286)**

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Scheme Typology: Houses — No Units: 12
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	502,363	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(292,022)	(318,314)	(344,607)	(370,900)	(397,193)	(423,485)	(449,778)
	10.00	(302,223)	(328,006)	(353,789)	(379,571)	(405,354)	(431,137)	(456,919)
Max CIL £ psm	20.00	(312,425)	(337,698)	(362,970)	(388,243)	(413,515)	(438,788)	(464,060)
0.00	30.00	(322,627)	(347,390)	(372,152)	(396,914)	(421,677)	(446,439)	(471,202)
(recommended CIL)	40.00	(332,829)	(357,081)	(381,334)	(405,586)	(429,838)	(454,091)	(478,343)
(100)	50.00	(343,031)	(366,773)	(390,515)	(414,257)	(438,000)	(461,742)	(485,484)
	60.00	(353,232)	(376,465)	(399,697)	(422,929)	(446,161)	(469,393)	(492,626)
	70.00	(363,434)	(386,156)	(408,878)	(431,601)	(454,323)	(477,045)	(499,767)
	80.00	(373,636)	(395,848)	(418,060)	(440,272)	(462,484)	(484,696)	(506,908)
	90.00	(383,838)	(405,540)	(427,242)	(448,944)	(470,645)	(492,347)	(514,049)
	100.00	(394,040)	(415,231)	(436,423)	(457,615)	(478,807)	(499,999)	(521,191)
	110.00	(404,241)	(424,923)	(445,605)	(466,287)	(486,968)	(507,650)	(528,332)
	120.00	(414,443)	(434,615)	(454,787)	(474,958)	(495,130)	(515,301)	(535,473)
	130.00	(424,645)	(444,307)	(463,968)	(483,630)	(503,291)	(522,953)	(542,614)
	140.00	(434,847)	(453,998)	(473,150)	(492,301)	(511,453)	(530,604)	(549,756)
	150.00	(445,049)	(463,690)	(482,331)	(500,973)	(519,614)	(538,255)	(556,897)
	160.00	(455,250)	(473,382)	(491,513)	(509,644)	(527,776)	(545,907)	(564,038)
	170.00	(465,452)	(483,073)	(500,695)	(518,316)	(535,937)	(553,558)	(571,179)
	180.00	(475,654)	(492,765)	(509,876)	(526,987)	(544,098)	(561,210)	(578,321)
	190.00	(485,856)	(502,457)	(519,058)	(535,659)	(552,260)	(568,861)	(585,462)
	200.00	(496,058)	(512,149)	(528,240)	(544,330)	(560,421)	(576,512)	(592,603)
	210.00	(506,259)	(521,840)	(537,421)	(553,002)	(568,583)	(584,164)	(599,744)
	220.00	(516,461)	(531,532)	(546,603)	(561,673)	(576,744)	(591,815)	(606,886)
	230.00	(526,663)	(541,224)	(555,784)	(570,345)	(584,906)	(599,466)	(614,027)
	240.00	(536,865)	(550,915)	(564,966)	(579,017)	(593,067)	(607,118)	(621,168)
	250.00	(547,067)	(560,607)	(574,148)	(587,688)	(601,229)	(614,769)	(628,309)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(502,363)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(471,424)	(479,159)	(486,894)	(494,628)	(502,363)	(510,098)	(517,833)
	10.00	(477,545)	(485,280)	(493,015)	(500,750)	(508,484)	(516,219)	(523,954)
CIL £psm	20.00	(483,666)	(491,401)	(499,136)	(506,871)	(514,606)	(522,340)	(530,075)
0.00	30.00	(489,787)	(497,522)	(505,257)	(512,992)	(520,727)	(528,462)	(536,196)
(recommended CIL)	40.00	(495,908)	(503,643)	(511,378)	(519,113)	(526,848)	(534,583)	(542,317)
(100)	50.00	(502,029)	(509,764)	(517,499)	(525,234)	(532,969)	(540,704)	(548,439)
	60.00	(508,150)	(515,885)	(523,620)	(531,355)	(539,090)	(546,825)	(554,560)
	70.00	(514,271)	(522,006)	(529,741)	(537,476)	(545,211)	(552,946)	(560,681)
	80.00	(520,392)	(528,127)	(535,862)	(543,597)	(551,332)	(559,067)	(566,802)
	90.00	(526,514)	(534,248)	(541,983)	(549,718)	(557,453)	(565,188)	(572,923)
	100.00	(532,635)	(540,370)	(548,104)	(555,839)	(563,574)	(571,309)	(579,044)
	110.00	(538,756)	(546,491)	(554,225)	(561,960)	(569,695)	(577,430)	(608,380)
	120.00	(544,877)	(552,612)	(560,347)	(568,081)	(575,816)	(593,907)	(663,278)
	130.00	(550,998)	(558,733)	(566,468)	(574,203)	(581,937)	(648,804)	(718,175)
	140.00	(557,119)	(564,854)	(572,589)	(580,324)	(634,331)	(703,702)	(773,072)
	150.00	(563,240)	(570,975)	(578,710)	(619,857)	(689,228)	(758,599)	(827,970)
	160.00	(569,361)	(577,096)	(605,384)	(674,754)	(744,125)	(813,496)	(882,867)
	170.00	(575,482)	(590,910)	(660,281)	(729,652)	(799,023)	(868,394)	(937,765)
	180.00	(581,603)	(645,807)	(715,178)	(784,549)	(853,920)	(923,291)	(992,662)
	190.00	(631,334)	(700,705)	(770,076)	(839,446)	(908,817)	(978,188)	(1,047,559)
	200.00	(686,231)	(755,602)	(824,973)	(894,344)	(963,715)	(1,033,086)	(1,102,457)
	210.00	(741,128)	(810,499)	(879,870)	(949,241)	(1,018,612)	(1,087,983)	(1,157,354)
	220.00	(796,026)	(865,397)	(934,768)	(1,004,139)	(1,073,509)	(1,142,880)	(1,212,251)
	230.00	(850,923)	(920,294)	(989,665)	(1,059,036)	(1,128,407)	(1,197,778)	(1,267,149)
	240.00	(905,821)	(975,191)	(1,044,562)	(1,113,933)	(1,183,304)	(1,252,675)	(1,322,046)
	250.00	(960,718)	(1,030,089)	(1,099,460)	(1,168,831)	(1,238,202)	(1,307,572)	(1,376,943)

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Scheme Typology: Houses — No Units: 12
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(502,363)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(451,102)	(471,607)	(492,111)	(512,616)	(533,120)	(553,625)	(574,129)
	10.00	(457,223)	(477,728)	(498,232)	(518,737)	(539,241)	(559,746)	(580,250)
CIL £psm	20.00	(463,344)	(483,849)	(504,353)	(524,858)	(545,362)	(565,867)	(586,371)
0.00	30.00	(469,465)	(489,970)	(510,474)	(530,979)	(551,483)	(571,988)	(592,492)
(recommended CIL)	40.00	(475,586)	(496,091)	(516,595)	(537,100)	(557,604)	(578,109)	(598,614)
(100)	50.00	(481,707)	(502,212)	(522,717)	(543,221)	(563,726)	(584,230)	(604,735)
	60.00	(487,829)	(508,333)	(528,838)	(549,342)	(569,847)	(590,351)	(610,856)
	70.00	(493,950)	(514,454)	(534,959)	(555,463)	(575,968)	(596,472)	(616,977)
	80.00	(500,071)	(520,575)	(541,080)	(561,584)	(582,089)	(602,593)	(623,098)
	90.00	(506,192)	(526,696)	(547,201)	(567,705)	(588,210)	(608,714)	(629,219)
	100.00	(512,313)	(532,817)	(553,322)	(573,826)	(594,331)	(614,835)	(635,340)
	110.00	(518,434)	(538,938)	(559,443)	(579,948)	(600,452)	(620,957)	(641,461)
	120.00	(524,555)	(545,060)	(565,564)	(586,069)	(606,573)	(627,078)	(647,582)
	130.00	(530,676)	(551,181)	(571,685)	(592,190)	(612,694)	(633,199)	(653,703)
	140.00	(583,069)	(603,574)	(624,078)	(644,583)	(665,087)	(685,592)	(706,096)
	150.00	(637,967)	(658,471)	(678,976)	(699,480)	(719,985)	(740,489)	(760,994)
	160.00	(692,864)	(713,369)	(733,873)	(754,378)	(774,882)	(795,387)	(815,891)
	170.00	(747,761)	(768,266)	(788,770)	(809,275)	(829,779)	(850,284)	(870,789)
	180.00	(802,659)	(823,163)	(843,668)	(864,172)	(884,677)	(905,181)	(925,686)
	190.00	(857,556)	(878,061)	(898,565)	(919,070)	(939,574)	(960,079)	(980,583)
	200.00	(912,453)	(932,958)	(953,463)	(973,967)	(994,472)	(1,014,976)	(1,035,481)
	210.00	(967,351)	(987,855)	(1,008,360)	(1,028,864)	(1,049,369)	(1,069,873)	(1,090,378)
	220.00	(1,022,248)	(1,042,753)	(1,063,257)	(1,083,762)	(1,104,266)	(1,124,771)	(1,145,275)
	230.00	(1,077,146)	(1,097,650)	(1,118,155)	(1,138,659)	(1,159,164)	(1,179,668)	(1,200,173)
	240.00	(1,132,043)	(1,152,547)	(1,173,052)	(1,193,556)	(1,214,061)	(1,234,566)	(1,255,070)
	250.00	(1,186,940)	(1,207,445)	(1,227,949)	(1,248,454)	(1,268,958)	(1,289,463)	(1,309,967)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(502,363)	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	(428,679)	(454,995)	(481,311)	(507,627)	(533,942)	(560,258)	(586,574)
	10.00	(434,800)	(461,116)	(487,432)	(513,748)	(540,063)	(566,379)	(592,695)
CIL £psm	20.00	(440,921)	(467,237)	(493,553)	(519,869)	(546,184)	(572,500)	(598,816)
0.00	30.00	(447,042)	(473,358)	(499,674)	(525,990)	(552,306)	(578,621)	(604,937)
(recommended CIL)	40.00	(453,163)	(479,479)	(505,795)	(532,111)	(558,427)	(584,742)	(611,058)
(100)	50.00	(459,285)	(485,600)	(511,916)	(538,232)	(564,548)	(590,864)	(617,179)
	60.00	(465,406)	(491,721)	(518,037)	(544,353)	(570,669)	(596,985)	(623,300)
	70.00	(471,527)	(497,843)	(524,158)	(550,474)	(576,790)	(603,106)	(629,421)
	80.00	(477,648)	(503,964)	(530,279)	(556,595)	(582,911)	(609,227)	(635,543)
	90.00	(483,769)	(510,085)	(536,400)	(562,716)	(589,032)	(615,348)	(641,664)
	100.00	(489,890)	(516,206)	(542,522)	(568,837)	(595,153)	(621,469)	(647,785)
	110.00	(496,011)	(522,327)	(548,643)	(574,958)	(601,274)	(627,590)	(653,906)
	120.00	(502,132)	(528,448)	(554,764)	(581,079)	(607,395)	(633,711)	(660,027)
	130.00	(508,253)	(534,569)	(560,885)	(587,201)	(613,516)	(639,832)	(666,148)
	140.00	(560,646)	(586,962)	(613,278)	(639,594)	(665,910)	(692,225)	(718,541)
	150.00	(615,544)	(641,860)	(668,175)	(694,491)	(720,807)	(747,123)	(773,438)
	160.00	(670,441)	(696,757)	(723,073)	(749,388)	(775,704)	(802,020)	(828,336)
	170.00	(725,338)	(751,654)	(777,970)	(804,286)	(830,602)	(856,917)	(883,233)
	180.00	(780,236)	(806,552)	(832,867)	(859,183)	(885,499)	(911,815)	(938,131)
	190.00	(835,133)	(861,449)	(887,765)	(914,081)	(940,396)	(966,712)	(993,028)
	200.00	(890,031)	(916,346)	(942,662)	(968,978)	(995,294)	(1,021,610)	(1,047,925)
	210.00	(944,928)	(971,244)	(997,560)	(1,023,875)	(1,050,191)	(1,076,507)	(1,102,823)
	220.00	(999,825)	(1,026,141)	(1,052,457)	(1,078,773)	(1,105,088)	(1,131,404)	(1,157,720)
	230.00	(1,054,723)	(1,081,038)	(1,107,354)	(1,133,670)	(1,159,986)	(1,186,302)	(1,212,617)
	240.00	(1,109,620)	(1,135,936)	(1,162,252)	(1,188,567)	(1,214,883)	(1,241,199)	(1,267,515)
	250.00	(1,164,517)	(1,190,833)	(1,217,149)	(1,243,465)	(1,269,781)	(1,296,096)	(1,322,412)

260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses — No Units: 12
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(502,363)	Density (dph) (net) 30	35	24 40	45	50	55	60
	0.00	(579,711)	(646,505)	(713,298)	(780,092)	(846,886)	(913,680)	(980,474)
	10.00	(587,296)	(655,354)	(723,412)	(791,470)	(859,528)	(927,586)	(995,644)
CIL £psm	20.00	(594,881)	(664,203)	(733,525)	(802,847)	(872,170)	(941,492)	(1,010,814)
0.00	30.00	(602,466)	(673,052)	(743,638)	(814,225)	(884,811)	(955,398)	(1,025,984)
(recommended CIL)	40.00	(610,051)	(681,901)	(753,752)	(825,602)	(897,453)	(969,303)	(1,041,154)
(100)	50.00	(617,636)	(690,750)	(763,865)	(836,980)	(910,094)	(983,209)	(1,056,324)
	60.00	(625,221)	(699,599)	(773,978)	(848,357)	(922,736)	(997,115)	(1,071,494)
	70.00	(632,806)	(708,449)	(784,092)	(859,735)	(935,378)	(1,011,021)	(1,086,664)
	80.00	(640,391)	(717,298)	(794,205)	(871,112)	(948,019)	(1,024,927)	(1,101,834)
	90.00	(647,976)	(726,147)	(804,318)	(882,490)	(960,661)	(1,038,832)	(1,117,004)
	100.00	(655,561)	(734,996)	(814,432)	(893,867)	(973,303)	(1,052,738)	(1,132,174)
	110.00	(663,145)	(743,845)	(824,545)	(905,245)	(985,944)	(1,066,644)	(1,147,344)
	120.00	(670,730)	(752,694)	(834,658)	(916,622)	(998,586)	(1,080,550)	(1,162,514)
	130.00	(678,315)	(761,543)	(844,771)	(928,000)	(1,011,228)	(1,094,456)	(1,177,684)
	140.00	(743,239)	(837,287)	(931,336)	(1,025,385)	(1,119,433)	(1,213,482)	(1,307,530)
	150.00	(811,265)	(916,652)	(1,022,038)	(1,127,424)	(1,232,811)	(1,338,197)	(1,443,583)
	160.00	(879,292)	(996,016)	(1,112,740)	(1,229,464)	(1,346,188)	(1,462,912)	(1,579,636)
	170.00	(947,318)	(1,075,380)	(1,203,442)	(1,331,504)	(1,459,566)	(1,587,627)	(1,715,689)
	180.00	(1,015,345)	(1,154,744)	(1,294,144)	(1,433,543)	(1,572,943)	(1,712,343)	(1,851,742)
	190.00	(1,083,371)	(1,234,109)	(1,384,846)	(1,535,583)	(1,686,320)	(1,837,058)	(1,987,795)
	200.00	(1,151,398)	(1,313,473)	(1,475,548)	(1,637,623)	(1,799,698)	(1,961,773)	(2,123,848)
	210.00	(1,219,424)	(1,392,837)	(1,566,250)	(1,739,663)	(1,913,075)	(2,086,488)	(2,259,901)
	220.00	(1,287,451)	(1,472,201)	(1,656,952)	(1,841,702)	(2,026,453)	(2,211,203)	(2,395,954)
	230.00	(1,355,477)	(1,551,565)	(1,747,654)	(1,943,742)	(2,139,830)	(2,335,919)	(2,532,007)
	240.00	(1,423,504)	(1,630,930)	(1,838,356)	(2,045,782)	(2,253,208)	(2,460,634)	(2,668,060)
	250.00	(1,491,530)	(1,710,294)	(1,929,058)	(2,147,821)	(2,366,585)	(2,585,349)	(2,804,113)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(502,363)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	110%
	0.00	380,995	174,876	(33,301)	(259,509)	(502,363)	(954,795)	(2,043,822)
	10.00	375,825	169,675	(38,716)	(265,630)	(508,484)	(1,009,692)	(2,098,719)
CIL £psm	20.00	370,656	164,474	(44,131)	(271,751)	(514,606)	(1,064,590)	(2,153,617)
0.00	30.00	365,486	159,273	(49,546)	(277,873)	(520,727)	(1,119,487)	(2,208,514)
(recommended CIL)	40.00	360,316	154,072	(54,961)	(283,994)	(526,848)	(1,174,384)	(2,263,412)
(100)	50.00	355,146	148,871	(60,376)	(290,115)	(532,969)	(1,229,282)	(2,318,309)
	60.00	349,976	143,670	(65,791)	(296,236)	(539,090)	(1,284,179)	(2,373,206)
	70.00	344,807	138,469	(71,289)	(302,357)	(545,211)	(1,339,076)	(2,428,104)
	80.00	339,620	133,268	(76,826)	(308,478)	(551,332)	(1,393,974)	(2,483,001)
	90.00	334,419	128,067	(82,363)	(314,599)	(557,453)	(1,448,871)	(2,537,898)
	100.00	329,218	122,866	(87,899)	(320,720)	(563,574)	(1,503,768)	(2,592,796)
	110.00	324,017	117,664	(93,436)	(326,841)	(569,695)	(1,558,666)	(2,647,693)
	120.00	318,816	112,463	(98,973)	(332,962)	(575,816)	(1,613,563)	(2,702,590)
	130.00	313,615	107,262	(104,510)	(339,083)	(581,937)	(1,668,461)	(2,757,488)
	140.00	308,413	102,061	(110,046)	(345,204)	(634,331)	(1,723,358)	(2,812,385)
	150.00	303,212	96,860	(115,583)	(351,326)	(689,228)	(1,778,255)	(2,867,282)
	160.00	298,011	91,659	(121,120)	(357,447)	(744,125)	(1,833,153)	(2,922,180)
	170.00	292,810	86,458	(126,656)	(363,568)	(799,023)	(1,888,050)	(2,977,077)
	180.00	287,609	81,257	(132,193)	(369,689)	(853,920)	(1,942,947)	(3,031,975)
	190.00	282,408	76,056	(137,730)	(375,810)	(908,817)	(1,997,845)	(3,086,872)
	200.00	277,207	70,855	(143,267)	(381,931)	(963,715)	(2,052,742)	(3,141,769)
	210.00	272,006	65,654	(148,803)	(388,052)	(1,018,612)	(2,107,639)	(3,196,667)
	220.00	266,805	60,453	(154,340)	(394,173)	(1,073,509)	(2,162,537)	(3,251,564)
	230.00	261,604	55,248	(159,877)	(400,294)	(1,128,407)	(2,217,434)	(3,306,461)
	240.00	256,403	50,015	(165,413)	(406,415)	(1,183,304)	(2,272,331)	(3,361,359)
	250.00	251,202	44,783	(170,950)	(412,536)	(1,238,202)	(2,327,229)	(3,416,256)

260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses — No Units: 12
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	(502,363)	90%	95%	100%	110%	120%	130%	140%
	0.00	(1,650,190)	(757,979)	(502,363)	(335,281)	(169,637)	(19,596)	124,052
	10.00	(1,705,087)	(812,876)	(508,484)	(341,403)	(175,174)	(25,011)	118,820
CIL £psm	20.00	(1,759,985)	(867,773)	(514,606)	(347,524)	(180,885)	(30,427)	113,587
0.00	30.00	(1,814,882)	(922,671)	(520,727)	(353,645)	(186,969)	(35,842)	108,355
(recommended CIL)	40.00	(1,869,779)	(977,568)	(526,848)	(359,766)	(193,053)	(41,257)	103,122
(100)	50.00	(1,924,677)	(1,032,466)	(532,969)	(365,887)	(199,138)	(46,672)	97,890
	60.00	(1,979,574)	(1,087,363)	(539,090)	(372,008)	(205,222)	(52,087)	92,657
	70.00	(2,034,471)	(1,142,260)	(545,211)	(378,129)	(211,306)	(57,502)	87,425
	80.00	(2,089,369)	(1,197,158)	(551,332)	(384,250)	(217,391)	(62,917)	82,192
	90.00	(2,144,266)	(1,252,055)	(557,453)	(390,371)	(223,475)	(68,350)	76,960
	100.00	(2,199,164)	(1,306,952)	(563,574)	(396,492)	(229,559)	(73,887)	71,727
	110.00	(2,254,061)	(1,361,850)	(569,695)	(402,613)	(235,643)	(79,424)	66,495
	120.00	(2,308,958)	(1,416,747)	(575,816)	(408,734)	(241,728)	(84,961)	61,262
	130.00	(2,363,856)	(1,471,644)	(581,937)	(414,855)	(247,812)	(90,497)	56,030
	140.00	(2,418,753)	(1,526,542)	(634,331)	(420,977)	(253,896)	(96,034)	50,797
	150.00	(2,473,650)	(1,581,439)	(689,228)	(427,098)	(260,016)	(101,571)	45,565
	160.00	(2,528,548)	(1,636,337)	(744,125)	(433,219)	(266,137)	(107,107)	40,332
	170.00	(2,583,445)	(1,691,234)	(799,023)	(439,340)	(272,258)	(112,644)	35,100
	180.00	(2,638,342)	(1,746,131)	(853,920)	(445,461)	(278,379)	(118,181)	29,867
	190.00	(2,693,240)	(1,801,029)	(908,817)	(451,582)	(284,500)	(123,718)	24,635
	200.00	(2,748,137)	(1,855,926)	(963,715)	(457,703)	(290,621)	(129,254)	19,402
	210.00	(2,803,035)	(1,910,823)	(1,018,612)	(463,824)	(296,742)	(134,791)	14,170
	220.00	(2,857,932)	(1,965,721)	(1,073,509)	(469,945)	(302,863)	(140,328)	8,937
	230.00	(2,912,829)	(2,020,618)	(1,128,407)	(476,066)	(308,984)	(145,864)	3,654
	240.00	(2,967,727)	(2,075,515)	(1,183,304)	(482,187)	(315,105)	(151,401)	(1,761)
	250.00	(3,022,624)	(2,130,413)	(1,238,202)	(488,308)	(321,227)	(156,938)	(7,176)

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	(502,363)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(502,363)	(399,851)	(297,339)	(195,153)	(100,969)	(9,546)	426,354
	10.00	(508,484)	(405,972)	(303,460)	(201,237)	(106,505)	(14,961)	421,184
CIL £psm	20.00	(514,606)	(412,093)	(309,581)	(207,321)	(112,042)	(20,376)	416,015
0.00	30.00	(520,727)	(418,214)	(315,702)	(213,406)	(117,579)	(25,791)	410,845
(recommended CIL)	40.00	(526,848)	(424,336)	(321,823)	(219,490)	(123,116)	(31,206)	405,675
(100)	50.00	(532,969)	(430,457)	(327,944)	(225,574)	(128,652)	(36,621)	400,505
	60.00	(539,090)	(436,578)	(334,066)	(231,659)	(134,189)	(42,036)	395,335
	70.00	(545,211)	(442,699)	(340,187)	(237,743)	(139,726)	(47,451)	390,166
	80.00	(551,332)	(448,820)	(346,308)	(243,827)	(145,262)	(52,866)	384,996
	90.00	(557,453)	(454,941)	(352,429)	(249,917)	(150,799)	(58,281)	379,826
	100.00	(563,574)	(461,062)	(358,550)	(256,038)	(156,336)	(63,696)	374,656
	110.00	(569,695)	(467,183)	(364,671)	(262,159)	(161,873)	(69,147)	369,486
	120.00	(575,816)	(473,304)	(370,792)	(268,280)	(167,409)	(74,684)	364,317
	130.00	(581,937)	(479,425)	(376,913)	(274,401)	(172,946)	(80,220)	359,147
	140.00	(634,331)	(485,546)	(383,034)	(280,522)	(178,483)	(85,757)	353,977
	150.00	(689,228)	(491,667)	(389,155)	(286,643)	(184,521)	(91,294)	348,807
	160.00	(744,125)	(497,789)	(395,276)	(292,764)	(190,605)	(96,831)	343,637
	170.00	(799,023)	(503,910)	(401,397)	(298,885)	(196,690)	(102,367)	338,444
	180.00	(853,920)	(510,031)	(407,519)	(305,006)	(202,774)	(107,904)	333,242
	190.00	(908,817)	(516,152)	(413,640)	(311,127)	(208,858)	(113,441)	328,041
	200.00	(963,715)	(522,273)	(419,761)	(317,249)	(214,943)	(118,977)	322,840
	210.00	(1,018,612)	(528,394)	(425,882)	(323,370)	(221,027)	(124,514)	317,639
	220.00	(1,073,509)	(534,515)	(432,003)	(329,491)	(227,111)	(130,051)	312,438
	230.00	(1,128,407)	(540,636)	(438,124)	(335,612)	(233,195)	(135,588)	307,237
	240.00	(1,183,304)	(546,757)	(444,245)	(341,733)	(239,280)	(141,124)	302,036
	250.00	(1,238,202)	(552,878)	(450,366)	(347,854)	(245,364)	(146,661)	296,835

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: **Houses** No Units: **12**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**B**	
Scheme Typology:	Houses	
No Units:	12	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	3,419,232	
Policy Assumptions		
AH Target %	40%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	3,000	
Sub-total CIL+S106 (£ per unit)	3,000	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	3,000	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	14.45%	
Developers Profit (% on costs)	14.87%	
Developers Profit Total (£)	493,960	
Land Value KPI's		
RLV (£/acre (net))	(323,416)	
RLV (£/ha (net))	(799,161)	
RLV (% of GDV)	-11.58%	
RLV Total (£)	(396,114)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	219,172	
Surplus/Deficit (£/acre) [RLV-BLV]	(502,363)	
Surplus/Deficit (£/ha)	(1,241,340)	
Surplus/Deficit Total (£)	(615,286)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	83,114	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	6,926	Put into summary table for ease of checking. Don't print this row in the summary table

260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Appraisal Ref:	C				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	25		
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units		
AH Policy requirement (% Target)			40%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		60%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	12.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	2.6	17.5%	1.8	17%	4.3
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	5.0	30.0%	3.0	32%	8.0
4 bed House (with garage)	15.0%	2.3	5.0%	0.5	11%	2.8
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	2.7	30.0%	3.0	23%	5.7
2 bed Flat	17.0%	2.6	17.5%	1.8	17%	4.3
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	15.0	100.0%	10.0	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	191	2,059	131	1,413	323	3,471
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	525	5,648	270	2,906	795	8,554
4 bed House (with garage)	313	3,366	58	619	370	3,985
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	159	1,710	176	1,900	335	3,609
2 bed Flat	195	2,099	134	1,440	329	3,539
3 bed Flat	0	0	0	0	0	0
	1,383	14,881	769	8,278	2,152	23,159
AH % by floor area:			35.74%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	1,354,500
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	2,782,500
4 bed House (with garage)	425,000	3,696	343	3,058	284	1,168,750
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	1,097,250
2 bed Flat	245,000	3,769	350	3,204	298	1,053,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						7,456,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses and Flats**	No Units:	**25**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	2.6	@	315,000		803,250
3 bed House	0.0	@	0		-
3 bed House (with garage)	5.0	@	350,000		1,732,500
4 bed House (with garage)	2.3	@	425,000		956,250
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.7	@	192,500		519,750
2 bed Flat	2.6	@	245,000		624,750
3 bed Flat	0.0	@	0		-
	15.0				4,636,500
Affordable Rent GDV -					
2 bed House	0.6	@	189,000		115,763
3 bed House	0.0	@	0		-
3 bed House (with garage)	1.1	@	210,000		220,500
4 bed House (with garage)	0.2	@	255,000		44,625
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	1.1	@	115,500		121,275
2 bed Flat	0.6	@	147,000		90,038
3 bed Flat	0.0	@	0		-
	3.5				592,200
Social Rent GDV -					
2 bed House	0.6	@	126,000		77,175
3 bed House	0.0	@	0		-
3 bed House (with garage)	1.1	@	140,000		147,000
4 bed House (with garage)	0.2	@	170,000		29,750
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	1.1	@	77,000		80,850
2 bed Flat	0.6	@	98,000		60,025
3 bed Flat	0.0	@	0		-
	3.5				394,800
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.5	@	220,500		115,763
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.9	@	245,000		220,500
4 bed House (with garage)	0.2	@	297,500		44,625
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.9	@	134,750		121,275
2 bed Flat	0.5	@	171,500		90,038
3 bed Flat	0.0	@	0		-
	3.0	10.0			592,200
Sub-total GDV Residential	**25**				**6,215,700**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,240,800
	577	£ psm (total GIA sqm)		49,632 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**6,215,700**

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Scheme Typology:	**Houses and Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	63,500	£		(63,500)
Building Safety Levy				1,383	sqm	30.21	£ psm			(41,766)
CIL (Mrkt only inc. garages)	Max			1,383	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				25	units @	6,700	per unit			(167,500)
	Sub-total								(167,500)	
S106 analysis:	163,748	£ per ha		2.69%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				2,152	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.02	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			25	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				323	sqm @	2,107	psm			(679,508)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				668	sqm @	2,107	psm			(1,406,423)
4 bed House (EXC. garage)				304	sqm @	2,107	psm			(641,055)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				335	sqm @	2,522	psm			(845,612)
2 bed Flat				329	sqm @	2,522	psm			(829,293)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	8.0		16.0	127	sqm @	600	psm			(76,320)
Garages for 4B House	2.8		24.0	66	sqm @	600	psm			(39,600)
Garages for 5B House	-		-	0	sqm @	600	psm			-
Total GIA check:				2,152	£ per garage	£0				
External works				4,517,809	@	15.0%				(677,671)
Ext. Works analysis:						27,107	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				25	units @	1,000	£ per unit			(25,000)
M4(2) Category 2 Housing	Aff units		10	units @	100%	@	1,400	£ per unit		(14,000)
M4(2) Category 2 Housing	OMS units		15	units @	100%	@	1,400	£ per unit		(21,000)
M4(3)(b) Category 3 Housing	Aff units		10	units @	10%	@	22,000	£ per unit		(22,000)
M4(3)(b) Category 3 Housing	OMS units		15	units @	10%	@	22,000	£ per unit		(33,000)
Part L/FHS			25	units @			4,350	£ per unit		(108,750)
Part L/FHS analysis:						2.4%	% of BCIS costs			
Net Zero for Housing			1,487	sqm			105	£ psm		(156,182)
Net Zero for Flats			664	sqm			72	£ psm		(47,816)
Water Efficiency			25	units @			20	£ per unit		(500)
Urban Greening Factor	10	flats @	6	flats per floor	398		0	£ per unit		-
	Sub-total								(428,249)	
Policy Costs analysis:	(design costs only)					17,130	£ per unit (total units)			
						9.5%	% of BCIS costs			
Contingency (on construction)				5,623,730	@	3.0%				(168,712)

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Scheme Typology:	**Houses and Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		5,623,730	@	10.0%			(562,373)
Disposal Costs -							
OMS Marketing and Promotion		4,636,500	OMS @	1.00%	1,855	£ per unit	(46,365)
Residential Sales Agent Costs		4,636,500	OMS @	1.00%	1,855	£ per unit	(46,365)
Residential Sales Legal Costs		4,636,500	OMS @	0.50%	927	£ per unit	(23,183)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	25	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					4,637	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(263,328)
Developers Profit -							
Profit on OMS		4,636,500		17.50%			(811,388)
Margin on AH		1,579,200		6.00%	on AH values		(94,752)
Profit analysis:		6,215,700		14.58%	blended GDV	(906,140)	
		7,022,696		12.90%	on costs	(906,140)	
TOTAL COSTS							**(7,928,836)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(1,713,136)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(1,713,136)**
RLV analysis:	(68,525) £ per plot	(1,674,762)	£ per ha (net)	(677,767)	£ per acre (net)		
		(1,507,286)	£ per ha (gross)	(609,990)	£ per acre (gross)		
				-27.56%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		24.4	dph (net)				
Site Area (net)		1.02	ha (net)	2.53	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		1.14	ha (gross)	2.81	acres (gross)		
Density analysis:		2,103	sqm/ha (net)	9,162	sqft/ac (net)		
		22	dph (gross)				
Benchmark Land Value (net)	19,098 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**477,439**
BLV analysis:		466,744	£ per ha (net)	188,889	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(2,141,506)**	£ per ha (net)	**(866,656)**	£ per acre (net)	**(2,190,575)**

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Scheme Typology: Houses and Flats — No Units: 25
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	866,656	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(646,436)	(673,723)	(701,139)	(728,725)	(756,311)	(783,898)	(811,484)
	10.00	(656,208)	(683,007)	(709,988)	(737,082)	(764,177)	(791,271)	(818,366)
Max CIL £ psm	20.00	(665,981)	(692,291)	(718,836)	(745,439)	(772,042)	(798,645)	(825,248)
0.00	30.00	(675,753)	(701,575)	(727,685)	(753,796)	(779,907)	(806,018)	(832,130)
(recommended CIL)	40.00	(685,525)	(710,913)	(736,533)	(762,153)	(787,772)	(813,392)	(839,012)
(100)	50.00	(695,298)	(720,253)	(745,381)	(770,509)	(795,638)	(820,766)	(845,894)
	60.00	(705,070)	(729,593)	(754,230)	(778,866)	(803,503)	(828,139)	(852,776)
	70.00	(714,843)	(738,933)	(763,078)	(787,223)	(811,368)	(835,513)	(859,658)
	80.00	(724,620)	(748,273)	(771,926)	(795,580)	(819,233)	(842,887)	(866,540)
	90.00	(734,451)	(757,613)	(780,775)	(803,937)	(827,098)	(850,260)	(873,422)
	100.00	(744,283)	(766,953)	(789,623)	(812,293)	(834,964)	(857,634)	(880,304)
	110.00	(754,114)	(776,293)	(798,471)	(820,650)	(842,829)	(865,008)	(887,186)
	120.00	(763,946)	(785,633)	(807,320)	(829,007)	(850,694)	(872,381)	(894,068)
	130.00	(773,777)	(794,973)	(816,168)	(837,364)	(858,559)	(879,755)	(900,950)
	140.00	(783,609)	(804,313)	(825,017)	(845,721)	(866,425)	(887,129)	(907,833)
	150.00	(793,440)	(813,653)	(833,865)	(854,077)	(874,290)	(894,502)	(914,715)
	160.00	(803,272)	(822,993)	(842,713)	(862,434)	(882,155)	(901,876)	(921,597)
	170.00	(813,103)	(832,332)	(851,562)	(870,791)	(890,020)	(909,249)	(928,479)
	180.00	(822,935)	(841,672)	(860,410)	(879,148)	(897,885)	(916,623)	(935,361)
	190.00	(832,766)	(851,012)	(869,258)	(887,505)	(905,751)	(923,997)	(942,243)
	200.00	(842,598)	(860,352)	(878,107)	(895,861)	(913,616)	(931,370)	(949,125)
	210.00	(852,429)	(869,692)	(886,955)	(904,218)	(921,481)	(938,744)	(956,007)
	220.00	(862,261)	(879,032)	(895,804)	(912,575)	(929,346)	(946,118)	(962,889)
	230.00	(872,092)	(888,372)	(904,652)	(920,932)	(937,212)	(953,491)	(969,771)
	240.00	(881,924)	(897,712)	(913,500)	(929,289)	(945,077)	(960,865)	(976,653)
	250.00	(891,755)	(907,052)	(922,349)	(937,645)	(952,942)	(968,239)	(983,535)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(866,656)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(795,187)	(813,054)	(830,921)	(848,789)	(866,656)	(884,523)	(902,390)
	10.00	(801,086)	(818,953)	(836,820)	(854,687)	(872,555)	(890,422)	(908,289)
CIL £psm	20.00	(806,985)	(824,852)	(842,719)	(860,586)	(878,453)	(896,321)	(914,188)
0.00	30.00	(812,884)	(830,751)	(848,618)	(866,485)	(884,352)	(902,220)	(920,087)
(recommended CIL)	40.00	(818,783)	(836,650)	(854,517)	(872,384)	(890,251)	(908,118)	(925,986)
(100)	50.00	(824,682)	(842,549)	(860,416)	(878,283)	(896,150)	(914,017)	(931,884)
	60.00	(830,581)	(848,448)	(866,315)	(884,182)	(902,049)	(919,916)	(937,783)
	70.00	(836,480)	(854,347)	(872,214)	(890,081)	(907,948)	(925,815)	(943,682)
	80.00	(842,379)	(860,246)	(878,113)	(895,980)	(913,847)	(931,714)	(949,581)
	90.00	(848,277)	(866,145)	(884,012)	(901,879)	(919,746)	(937,613)	(955,480)
	100.00	(854,176)	(872,043)	(889,911)	(907,778)	(925,645)	(943,512)	(961,379)
	110.00	(860,075)	(877,942)	(895,809)	(913,677)	(931,544)	(949,411)	(967,278)
	120.00	(865,974)	(883,841)	(901,708)	(919,576)	(937,443)	(955,310)	(973,177)
	130.00	(871,873)	(889,740)	(907,607)	(925,474)	(943,342)	(961,209)	(979,076)
	140.00	(877,772)	(895,639)	(913,506)	(931,373)	(949,240)	(967,108)	(984,975)
	150.00	(883,671)	(901,538)	(919,405)	(937,272)	(955,139)	(973,006)	(990,874)
	160.00	(889,570)	(907,437)	(925,304)	(943,171)	(961,038)	(978,905)	(996,773)
	170.00	(895,469)	(913,336)	(931,203)	(949,070)	(966,937)	(984,804)	(1,002,671)
	180.00	(901,368)	(919,235)	(937,102)	(954,969)	(972,836)	(990,703)	(1,008,570)
	190.00	(907,267)	(925,134)	(943,001)	(960,868)	(978,735)	(996,602)	(1,014,469)
	200.00	(913,165)	(931,033)	(948,900)	(966,767)	(984,634)	(1,002,501)	(1,020,368)
	210.00	(919,064)	(936,932)	(954,799)	(972,666)	(990,533)	(1,008,400)	(1,026,267)
	220.00	(924,963)	(942,830)	(960,698)	(978,565)	(996,432)	(1,014,299)	(1,032,166)
	230.00	(930,862)	(948,729)	(966,596)	(984,464)	(1,002,331)	(1,020,198)	(1,038,065)
	240.00	(936,761)	(954,628)	(972,495)	(990,362)	(1,008,230)	(1,026,097)	(1,043,964)
	250.00	(942,660)	(960,527)	(978,394)	(996,261)	(1,014,129)	(1,031,996)	(1,049,863)

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Scheme Typology: Houses and Flats — No Units: 25
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3 — Profit 18%

Balance (RLV - BLV £ per acre (n))	(866,656)	15%	16%	17%	18%	19%	20%	21%
	0.00	(820,797)	(839,141)	(857,484)	(875,827)	(894,171)	(912,514)	(930,857)
	10.00	(826,696)	(845,040)	(863,383)	(881,726)	(900,070)	(918,413)	(936,756)
CIL £psm	20.00	(832,595)	(850,938)	(869,282)	(887,625)	(905,969)	(924,312)	(942,655)
0.00	30.00	(838,494)	(856,837)	(875,181)	(893,524)	(911,867)	(930,211)	(948,554)
(recommended CIL)	40.00	(844,393)	(862,736)	(881,080)	(899,423)	(917,766)	(936,110)	(954,453)
(100)	50.00	(850,292)	(868,635)	(886,979)	(905,322)	(923,665)	(942,009)	(960,352)
	60.00	(856,191)	(874,534)	(892,877)	(911,221)	(929,564)	(947,908)	(966,251)
	70.00	(862,090)	(880,433)	(898,776)	(917,120)	(935,463)	(953,806)	(972,150)
	80.00	(867,989)	(886,332)	(904,675)	(923,019)	(941,362)	(959,705)	(978,049)
	90.00	(873,888)	(892,231)	(910,574)	(928,918)	(947,261)	(965,604)	(983,948)
	100.00	(879,786)	(898,130)	(916,473)	(934,816)	(953,160)	(971,503)	(989,847)
	110.00	(885,685)	(904,029)	(922,372)	(940,715)	(959,059)	(977,402)	(995,745)
	120.00	(891,584)	(909,928)	(928,271)	(946,614)	(964,958)	(983,301)	(1,001,644)
	130.00	(897,483)	(915,827)	(934,170)	(952,513)	(970,857)	(989,200)	(1,007,543)
	140.00	(903,382)	(921,725)	(940,069)	(958,412)	(976,755)	(995,099)	(1,013,442)
	150.00	(909,281)	(927,624)	(945,968)	(964,311)	(982,654)	(1,000,998)	(1,019,341)
	160.00	(915,180)	(933,523)	(951,867)	(970,210)	(988,553)	(1,006,897)	(1,025,240)
	170.00	(921,079)	(939,422)	(957,766)	(976,109)	(994,452)	(1,012,796)	(1,031,139)
	180.00	(926,978)	(945,321)	(963,664)	(982,008)	(1,000,351)	(1,018,695)	(1,037,038)
	190.00	(932,877)	(951,220)	(969,563)	(987,907)	(1,006,250)	(1,024,593)	(1,042,937)
	200.00	(938,776)	(957,119)	(975,462)	(993,806)	(1,012,149)	(1,030,492)	(1,048,836)
	210.00	(944,674)	(963,018)	(981,361)	(999,705)	(1,018,048)	(1,036,391)	(1,054,735)
	220.00	(950,573)	(968,917)	(987,260)	(1,005,603)	(1,023,947)	(1,042,290)	(1,060,634)
	230.00	(956,472)	(974,816)	(993,159)	(1,011,502)	(1,029,846)	(1,048,189)	(1,066,532)
	240.00	(962,371)	(980,715)	(999,058)	(1,017,401)	(1,035,745)	(1,054,088)	(1,072,431)
	250.00	(968,270)	(986,613)	(1,004,957)	(1,023,300)	(1,041,644)	(1,059,987)	(1,078,330)

TABLE 4 — BLV (£ per acre (n)) 170,000

Balance (RLV - BLV £ per acre (n))	(866,656)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(788,878)	(816,656)	(844,433)	(872,211)	(899,989)	(927,767)	(955,545)
	10.00	(794,777)	(822,555)	(850,332)	(878,110)	(905,888)	(933,666)	(961,443)
CIL £psm	20.00	(800,676)	(828,453)	(856,231)	(884,009)	(911,787)	(939,565)	(967,342)
0.00	30.00	(806,575)	(834,352)	(862,130)	(889,908)	(917,686)	(945,464)	(973,241)
(recommended CIL)	40.00	(812,474)	(840,251)	(868,029)	(895,807)	(923,585)	(951,362)	(979,140)
(100)	50.00	(818,372)	(846,150)	(873,928)	(901,706)	(929,484)	(957,261)	(985,039)
	60.00	(824,271)	(852,049)	(879,827)	(907,605)	(935,382)	(963,160)	(990,938)
	70.00	(830,170)	(857,948)	(885,726)	(913,504)	(941,281)	(969,059)	(996,837)
	80.00	(836,069)	(863,847)	(891,625)	(919,403)	(947,180)	(974,958)	(1,002,736)
	90.00	(841,968)	(869,746)	(897,524)	(925,301)	(953,079)	(980,857)	(1,008,635)
	100.00	(847,867)	(875,645)	(903,423)	(931,200)	(958,978)	(986,756)	(1,014,534)
	110.00	(853,766)	(881,544)	(909,321)	(937,099)	(964,877)	(992,655)	(1,020,433)
	120.00	(859,665)	(887,443)	(915,220)	(942,998)	(970,776)	(998,554)	(1,026,332)
	130.00	(865,564)	(893,342)	(921,119)	(948,897)	(976,675)	(1,004,453)	(1,032,230)
	140.00	(871,463)	(899,240)	(927,018)	(954,796)	(982,574)	(1,010,352)	(1,038,129)
	150.00	(877,362)	(905,139)	(932,917)	(960,695)	(988,473)	(1,016,250)	(1,044,028)
	160.00	(883,261)	(911,038)	(938,816)	(966,594)	(994,372)	(1,022,149)	(1,049,927)
	170.00	(889,159)	(916,937)	(944,715)	(972,493)	(1,000,271)	(1,028,048)	(1,055,826)
	180.00	(895,058)	(922,836)	(950,614)	(978,392)	(1,006,169)	(1,033,947)	(1,061,725)
	190.00	(900,957)	(928,735)	(956,513)	(984,291)	(1,012,068)	(1,039,846)	(1,067,624)
	200.00	(906,856)	(934,634)	(962,412)	(990,190)	(1,017,967)	(1,045,745)	(1,073,523)
	210.00	(912,755)	(940,533)	(968,311)	(996,088)	(1,023,866)	(1,051,644)	(1,079,422)
	220.00	(918,654)	(946,432)	(974,210)	(1,001,987)	(1,029,765)	(1,057,543)	(1,085,321)
	230.00	(924,553)	(952,331)	(980,108)	(1,007,886)	(1,035,664)	(1,063,442)	(1,091,220)
	240.00	(930,452)	(958,230)	(986,007)	(1,013,785)	(1,041,563)	(1,069,341)	(1,097,119)
	250.00	(936,351)	(964,129)	(991,906)	(1,019,684)	(1,047,462)	(1,075,240)	(1,103,017)

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Scheme Typology: Houses and Flats — No Units: 25
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(866,656)	Density (dph) (net) 30	35	24 40	45	50	55	60
	0.00	(1,020,845)	(1,159,504)	(1,298,163)	(1,436,823)	(1,575,482)	(1,714,141)	(1,852,801)
	10.00	(1,028,086)	(1,167,952)	(1,307,818)	(1,447,684)	(1,587,550)	(1,727,416)	(1,867,283)
CIL £psm	20.00	(1,035,327)	(1,176,400)	(1,317,473)	(1,458,545)	(1,599,618)	(1,740,691)	(1,881,764)
0.00	30.00	(1,042,568)	(1,184,847)	(1,327,127)	(1,469,407)	(1,611,687)	(1,753,966)	(1,896,246)
(recommended CIL)	40.00	(1,049,808)	(1,193,295)	(1,336,782)	(1,480,268)	(1,623,755)	(1,767,241)	(1,910,728)
(100)	50.00	(1,057,049)	(1,201,743)	(1,346,436)	(1,491,130)	(1,635,823)	(1,780,516)	(1,925,210)
	60.00	(1,064,290)	(1,210,190)	(1,356,091)	(1,501,991)	(1,647,891)	(1,793,791)	(1,939,691)
	70.00	(1,071,531)	(1,218,638)	(1,365,745)	(1,512,852)	(1,659,959)	(1,807,066)	(1,954,173)
	80.00	(1,078,772)	(1,227,086)	(1,375,400)	(1,523,714)	(1,672,027)	(1,820,341)	(1,968,655)
	90.00	(1,086,013)	(1,235,534)	(1,385,054)	(1,534,575)	(1,684,096)	(1,833,616)	(1,983,137)
	100.00	(1,093,254)	(1,243,981)	(1,394,709)	(1,545,436)	(1,696,164)	(1,846,891)	(1,997,619)
	110.00	(1,100,495)	(1,252,429)	(1,404,363)	(1,556,298)	(1,708,232)	(1,860,166)	(2,012,100)
	120.00	(1,107,736)	(1,260,877)	(1,414,018)	(1,567,159)	(1,720,300)	(1,873,441)	(2,026,582)
	130.00	(1,114,976)	(1,269,324)	(1,423,672)	(1,578,020)	(1,732,368)	(1,886,716)	(2,041,064)
	140.00	(1,122,217)	(1,277,772)	(1,433,327)	(1,588,882)	(1,744,436)	(1,899,991)	(2,055,546)
	150.00	(1,129,458)	(1,286,220)	(1,442,981)	(1,599,743)	(1,756,504)	(1,913,266)	(2,070,028)
	160.00	(1,136,699)	(1,294,667)	(1,452,636)	(1,610,604)	(1,768,573)	(1,926,541)	(2,084,509)
	170.00	(1,143,940)	(1,303,115)	(1,462,290)	(1,621,466)	(1,780,641)	(1,939,816)	(2,098,991)
	180.00	(1,151,181)	(1,311,563)	(1,471,945)	(1,632,327)	(1,792,709)	(1,953,091)	(2,113,473)
	190.00	(1,158,422)	(1,320,011)	(1,481,599)	(1,643,188)	(1,804,777)	(1,966,366)	(2,127,955)
	200.00	(1,165,663)	(1,328,458)	(1,491,254)	(1,654,050)	(1,816,845)	(1,979,641)	(2,142,437)
	210.00	(1,172,904)	(1,336,906)	(1,500,908)	(1,664,911)	(1,828,913)	(1,992,916)	(2,156,918)
	220.00	(1,180,144)	(1,345,354)	(1,510,563)	(1,675,772)	(1,840,982)	(2,006,191)	(2,171,400)
	230.00	(1,187,385)	(1,353,801)	(1,520,218)	(1,686,634)	(1,853,050)	(2,019,466)	(2,185,882)
	240.00	(1,194,626)	(1,362,249)	(1,529,872)	(1,697,495)	(1,865,118)	(2,032,741)	(2,200,364)
	250.00	(1,201,867)	(1,370,697)	(1,539,527)	(1,708,356)	(1,877,186)	(2,046,016)	(2,214,845)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(866,656)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	86,250	(125,796)	(366,752)	(616,158)	(866,656)	(991,905)	(1,117,153)
	10.00	81,297	(130,952)	(372,616)	(622,057)	(872,555)	(997,803)	(1,123,052)
CIL £psm	20.00	76,345	(136,136)	(378,479)	(627,956)	(878,453)	(1,003,702)	(1,128,951)
0.00	30.00	71,393	(141,408)	(384,343)	(633,855)	(884,352)	(1,009,601)	(1,134,850)
(recommended CIL)	40.00	66,441	(146,679)	(390,206)	(639,754)	(890,251)	(1,015,500)	(1,140,749)
(100)	50.00	61,488	(151,951)	(396,069)	(645,653)	(896,150)	(1,021,399)	(1,146,648)
	60.00	56,536	(157,246)	(401,933)	(651,551)	(902,049)	(1,027,298)	(1,152,547)
	70.00	51,584	(162,550)	(407,796)	(657,450)	(907,948)	(1,033,197)	(1,158,446)
	80.00	46,632	(167,853)	(413,660)	(663,349)	(913,847)	(1,039,096)	(1,164,345)
	90.00	41,680	(173,157)	(419,523)	(669,248)	(919,746)	(1,044,995)	(1,170,244)
	100.00	36,727	(178,461)	(425,387)	(675,147)	(925,645)	(1,050,894)	(1,176,143)
	110.00	31,775	(183,764)	(431,250)	(681,046)	(931,544)	(1,056,793)	(1,182,041)
	120.00	26,823	(189,086)	(437,114)	(686,945)	(937,443)	(1,062,691)	(1,187,940)
	130.00	21,871	(194,914)	(442,977)	(692,844)	(943,342)	(1,068,590)	(1,193,839)
	140.00	16,902	(200,742)	(448,841)	(698,743)	(949,240)	(1,074,489)	(1,199,738)
	150.00	11,920	(206,571)	(454,704)	(704,642)	(955,139)	(1,080,388)	(1,205,637)
	160.00	6,937	(212,399)	(460,568)	(710,541)	(961,038)	(1,086,287)	(1,211,536)
	170.00	1,955	(218,227)	(466,431)	(716,439)	(966,937)	(1,092,186)	(1,217,435)
	180.00	(3,027)	(224,055)	(472,295)	(722,338)	(972,836)	(1,098,085)	(1,223,334)
	190.00	(8,009)	(229,884)	(478,158)	(728,237)	(978,735)	(1,103,984)	(1,229,233)
	200.00	(12,991)	(235,712)	(484,022)	(734,136)	(984,634)	(1,109,883)	(1,235,132)
	210.00	(17,973)	(241,540)	(489,885)	(740,035)	(990,533)	(1,115,782)	(1,241,031)
	220.00	(22,956)	(247,368)	(495,748)	(745,934)	(996,432)	(1,121,681)	(1,246,930)
	230.00	(27,938)	(253,196)	(501,612)	(751,833)	(1,002,331)	(1,127,580)	(1,252,828)
	240.00	(32,920)	(259,025)	(507,475)	(757,732)	(1,008,230)	(1,133,478)	(1,258,727)
	250.00	(37,902)	(264,853)	(513,339)	(763,631)	(1,014,129)	(1,139,377)	(1,264,626)

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Scheme Typology: Houses and Flats — No Units: 25
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(866,656)	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	110%	120%	130%	140%
	0.00	(1,018,896)	(942,776)	(866,656)	(714,415)	(562,472)	(411,339)	(261,031)
	10.00	(1,024,795)	(948,675)	(872,555)	(720,314)	(568,335)	(417,202)	(266,860)
CIL £psm	20.00	(1,030,694)	(954,574)	(878,453)	(726,213)	(574,199)	(423,066)	(272,688)
0.00	30.00	(1,036,593)	(960,473)	(884,352)	(732,112)	(580,062)	(428,929)	(278,516)
(recommended CIL)	40.00	(1,042,492)	(966,372)	(890,251)	(738,011)	(585,925)	(434,793)	(284,344)
(100)	50.00	(1,048,391)	(972,270)	(896,150)	(743,910)	(591,789)	(440,656)	(290,173)
	60.00	(1,054,290)	(978,169)	(902,049)	(749,809)	(597,652)	(446,520)	(296,001)
	70.00	(1,060,189)	(984,068)	(907,948)	(755,708)	(603,516)	(452,383)	(301,829)
	80.00	(1,066,087)	(989,967)	(913,847)	(761,606)	(609,379)	(458,246)	(307,657)
	90.00	(1,071,986)	(995,866)	(919,746)	(767,505)	(615,265)	(464,110)	(313,485)
	100.00	(1,077,885)	(1,001,765)	(925,645)	(773,404)	(621,164)	(469,973)	(319,314)
	110.00	(1,083,784)	(1,007,664)	(931,544)	(779,303)	(627,063)	(475,837)	(325,142)
	120.00	(1,089,683)	(1,013,563)	(937,443)	(785,202)	(632,962)	(481,700)	(330,970)
	130.00	(1,095,582)	(1,019,462)	(943,342)	(791,101)	(638,861)	(487,564)	(336,798)
	140.00	(1,101,481)	(1,025,361)	(949,240)	(797,000)	(644,759)	(493,427)	(342,627)
	150.00	(1,107,380)	(1,031,260)	(955,139)	(802,899)	(650,658)	(499,291)	(348,455)
	160.00	(1,113,279)	(1,037,159)	(961,038)	(808,798)	(656,557)	(505,154)	(354,283)
	170.00	(1,119,178)	(1,043,057)	(966,937)	(814,697)	(662,456)	(511,018)	(360,111)
	180.00	(1,125,077)	(1,048,956)	(972,836)	(820,596)	(668,355)	(516,881)	(365,940)
	190.00	(1,130,976)	(1,054,855)	(978,735)	(826,495)	(674,254)	(522,745)	(371,768)
	200.00	(1,136,874)	(1,060,754)	(984,634)	(832,393)	(680,153)	(528,608)	(377,596)
	210.00	(1,142,773)	(1,066,653)	(990,533)	(838,292)	(686,052)	(534,472)	(383,424)
	220.00	(1,148,672)	(1,072,552)	(996,432)	(844,191)	(691,951)	(540,335)	(389,253)
	230.00	(1,154,571)	(1,078,451)	(1,002,331)	(850,090)	(697,850)	(546,199)	(395,081)
	240.00	(1,160,470)	(1,084,350)	(1,008,230)	(855,989)	(703,749)	(552,062)	(400,929)
	250.00	(1,166,369)	(1,090,249)	(1,014,129)	(861,888)	(709,648)	(557,925)	(406,793)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(866,656)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(866,656)	(760,627)	(654,599)	(548,570)	(443,172)	(337,846)	135,188
	10.00	(872,555)	(766,526)	(660,498)	(554,469)	(449,035)	(343,674)	130,235
CIL £psm	20.00	(878,453)	(772,425)	(666,397)	(560,368)	(454,899)	(349,508)	125,283
0.00	30.00	(884,352)	(778,324)	(672,296)	(566,267)	(460,762)	(355,371)	120,331
(recommended CIL)	40.00	(890,251)	(784,223)	(678,195)	(572,166)	(466,626)	(361,235)	115,379
(100)	50.00	(896,150)	(790,122)	(684,093)	(578,065)	(472,489)	(367,098)	110,427
	60.00	(902,049)	(796,021)	(689,992)	(583,964)	(478,353)	(372,962)	105,474
	70.00	(907,948)	(801,920)	(695,891)	(589,863)	(484,216)	(378,825)	100,522
	80.00	(913,847)	(807,819)	(701,790)	(595,762)	(490,080)	(384,688)	95,570
	90.00	(919,746)	(813,717)	(707,689)	(601,661)	(495,943)	(390,552)	90,618
	100.00	(925,645)	(819,616)	(713,588)	(607,560)	(501,807)	(396,415)	85,665
	110.00	(931,544)	(825,515)	(719,487)	(613,459)	(507,670)	(402,279)	80,713
	120.00	(937,443)	(831,414)	(725,386)	(619,357)	(513,534)	(408,142)	75,761
	130.00	(943,342)	(837,313)	(731,285)	(625,256)	(519,397)	(414,006)	70,809
	140.00	(949,240)	(843,212)	(737,184)	(631,155)	(525,261)	(419,869)	65,856
	150.00	(955,139)	(849,111)	(743,083)	(637,054)	(531,124)	(425,733)	60,904
	160.00	(961,038)	(855,010)	(748,981)	(642,953)	(536,988)	(431,596)	55,952
	170.00	(966,937)	(860,909)	(754,880)	(648,852)	(542,851)	(437,460)	51,000
	180.00	(972,836)	(866,808)	(760,779)	(654,751)	(548,723)	(443,323)	46,047
	190.00	(978,735)	(872,707)	(766,678)	(660,650)	(554,621)	(449,187)	41,095
	200.00	(984,634)	(878,606)	(772,577)	(666,549)	(560,520)	(455,050)	36,143
	210.00	(990,533)	(884,504)	(778,476)	(672,448)	(566,419)	(460,914)	31,191
	220.00	(996,432)	(890,403)	(784,375)	(678,347)	(572,318)	(466,777)	26,239
	230.00	(1,002,331)	(896,302)	(790,274)	(684,245)	(578,217)	(472,641)	21,286
	240.00	(1,008,230)	(902,201)	(796,173)	(690,144)	(584,116)	(478,504)	16,314
	250.00	(1,014,129)	(908,100)	(802,072)	(696,043)	(590,015)	(484,367)	11,332

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**25**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**C**	
Scheme Typology:	Houses and Flats	
No Units:	25	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	6,215,700	
Policy Assumptions		
AH Target %	40%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	14.58%	
Developers Profit (% on costs)	12.90%	
Developers Profit Total (£)	906,140	
Land Value KPI's		
RLV (£/acre (net))	(677,767)	
RLV (£/ha (net))	(1,674,762)	
RLV (% of GDV)	-27.56%	
RLV Total (£)	(1,713,136)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	477,439	
Surplus/Deficit (£/acre) [RLV-BLV]	(866,656)	
Surplus/Deficit (£/ha)	(2,141,506)	
Surplus/Deficit Total (£)	(2,190,575)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	263,328	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	10,533	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	D				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	20	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			20	Units		
AH Policy requirement (% Target)			40%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		60%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	12.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	5.0	50.0%	4.0	45%	9.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	4.8	43.0%	3.4	41%	8.2
4 bed House (with garage)	18.0%	2.2	7.0%	0.6	14%	2.7
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	12.0	100.0%	8.0	100%	20.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	378	4,069	300	3,229	678	7,298
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	509	5,477	310	3,333	818	8,809
4 bed House (with garage)	300	3,232	64	693	365	3,925
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	1,187	12,777	674	7,255	1,861	20,032
AH % by floor area:			36.22%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	2,847,600
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	2,884,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	1,156,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						6,887,600

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	0	60%	0	40%	0	0%	0	70%
2 bed Flat	0	60%	0	40%	0	0%	0	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses**		No Units:	**20**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	5.0	@	315,000		1,587,600
3 bed House	0.0	@	0		-
3 bed House (with garage)	4.8	@	350,000		1,680,000
4 bed House (with garage)	2.2	@	425,000		918,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	12.0				4,185,600
Affordable Rent GDV -					
2 bed House	1.4	@	189,000		264,600
3 bed House	0.0	@	0		-
3 bed House (with garage)	1.2	@	210,000		252,840
4 bed House (with garage)	0.2	@	255,000		49,980
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	2.8				567,420
Social Rent GDV -					
2 bed House	1.4	@	126,000		176,400
3 bed House	0.0	@	0		-
3 bed House (with garage)	1.2	@	140,000		168,560
4 bed House (with garage)	0.2	@	170,000		33,320
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	2.8				378,280
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.2	@	220,500		264,600
3 bed House	0.0	@	0		-
3 bed House (with garage)	1.0	@	245,000		252,840
4 bed House (with garage)	0.2	@	297,500		49,980
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	2.4	8.0			567,420
Sub-total GDV Residential	**20**				**5,698,720**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,188,880
	639	£ psm (total GIA sqm)		59,444 £ per unit (total units)	
Grant	20	units @	0	per unit	-
Total GDV					**5,698,720**

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Scheme Typology:	**Houses**		No Units:	**20**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	12,700	£		(12,700)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	50,800	£		(50,800)
Building Safety Levy				1,187	sqm	30.21	£ psm			(35,860)
CIL (Mrkt only inc. garages)	Max			1,187	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				20	units @	6,700	per unit			(134,000)
	Sub-total								(134,000)	
S106 analysis:	87,569	£ per ha		2.35%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				1,861	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.53	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			20	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				678	sqm @	2,107	psm			(1,428,546)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				687	sqm @	2,107	psm			(1,446,582)
4 bed House (EXC. garage)				299	sqm @	2,107	psm			(630,752)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				-	sqm @	2,522	psm			-
2 bed Flat				-	sqm @	2,522	psm			-
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	8.2	16.0		132	sqm @	600	psm			(79,104)
Garages for 4B House	2.7	24.0		65	sqm @	600	psm			(39,168)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				1,861	£ per garage	£0				
External works				3,624,151	@	15.0%				(543,623)
Ext. Works analysis:						27,181	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				20	units @	1,000	£ per unit			(20,000)
M4(2) Category 2 Housing	Aff units		8	units @	100%	@	1,400	£ per unit		(11,200)
M4(2) Category 2 Housing	OMS units		12	units @	100%	@	1,400	£ per unit		(16,800)
M4(3)(b) Category 3 Housing	Aff units		8	units @	10%	@	22,000	£ per unit		(17,600)
M4(3)(b) Category 3 Housing	OMS units		12	units @	10%	@	22,000	£ per unit		(26,400)
Part L/FHS			20	units @			4,350	£ per unit		(87,000)
Part L/FHS analysis:						2.4%	% of BCIS costs			
Net Zero for Housing			1,861	sqm			105	£ psm		(195,409)
Net Zero for Flats			-	sqm			72	£ psm		-
Water Efficiency			20	units @			20	£ per unit		(400)
Urban Greening Factor	0	flats @	6	flats per floor	0		0	£ per unit		-
	Sub-total								(374,809)	
Policy Costs analysis:	(design costs only)					18,740	£ per unit (total units)			
						10.3%	% of BCIS costs			
Contingency (on construction)				4,542,583	@	3.0%				(136,278)

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Scheme Typology:	**Houses**		No Units:	**20**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		4,542,583	@	10.0%			(454,258)
Disposal Costs -							
OMS Marketing and Promotion		4,185,600	OMS @	1.00%	2,093	£ per unit	(41,856)
Residential Sales Agent Costs		4,185,600	OMS @	1.00%	2,093	£ per unit	(41,856)
Residential Sales Legal Costs		4,185,600	OMS @	0.50%	1,046	£ per unit	(20,928)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	20	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,232	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(181,134)
Developers Profit -							
Profit on OMS		4,185,600		17.50%			(732,480)
Margin on AH		1,513,120		6.00%	on AH values		(90,787)
Profit analysis:		5,698,720		14.45%	blended GDV	(823,267)	
		5,652,254		14.57%	on costs	(823,267)	
TOTAL COSTS							**(6,475,521)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(776,801)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(776,801)**
RLV analysis:	(38,840) £ per plot	(507,639)	£ per ha (net)	(205,439)	£ per acre (net)		
		(456,875)	£ per ha (gross)	(184,895)	£ per acre (gross)		
				-13.63%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		13.1	dph (net)				
Site Area (net)		1.53	ha (net)	3.78	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		1.70	ha (gross)	4.20	acres (gross)		
Density analysis:		1,216	sqm/ha (net)	5,298	sqft/ac (net)		
		12	dph (gross)				
Benchmark Land Value (net)	35,711 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**714,223**
BLV analysis:		466,744	£ per ha (net)	188,889	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(974,384)**	£ per ha (net)	**(394,328)**	£ per acre (net)	**(1,491,023)**

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Scheme Typology: Houses — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	394,328	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(283,682)	(297,432)	(311,216)	(325,068)	(338,920)	(352,772)	(366,624)
	10.00	(289,257)	(302,728)	(316,264)	(329,835)	(343,407)	(356,978)	(370,550)
Max CIL £ psm	20.00	(294,833)	(308,025)	(321,312)	(334,603)	(347,894)	(361,185)	(374,476)
0.00	30.00	(300,408)	(313,349)	(326,360)	(339,370)	(352,381)	(365,392)	(378,402)
(recommended CIL)	40.00	(305,983)	(318,678)	(331,408)	(344,138)	(356,868)	(369,598)	(382,329)
(100)	50.00	(311,558)	(324,006)	(336,456)	(348,906)	(361,355)	(373,805)	(386,255)
	60.00	(317,165)	(329,335)	(341,504)	(353,673)	(365,843)	(378,012)	(390,181)
	70.00	(322,774)	(334,663)	(346,552)	(358,441)	(370,330)	(382,219)	(394,107)
	80.00	(328,383)	(339,992)	(351,600)	(363,208)	(374,817)	(386,425)	(398,034)
	90.00	(333,992)	(345,320)	(356,648)	(367,976)	(379,304)	(390,632)	(401,960)
	100.00	(339,601)	(350,649)	(361,696)	(372,744)	(383,791)	(394,839)	(405,886)
	110.00	(345,210)	(355,977)	(366,744)	(377,511)	(388,278)	(399,045)	(409,812)
	120.00	(350,819)	(361,306)	(371,792)	(382,279)	(392,765)	(403,252)	(413,739)
	130.00	(356,428)	(366,634)	(376,840)	(387,046)	(397,253)	(407,459)	(417,665)
	140.00	(362,037)	(371,962)	(381,888)	(391,814)	(401,740)	(411,666)	(421,591)
	150.00	(367,646)	(377,291)	(386,936)	(396,582)	(406,227)	(415,872)	(425,518)
	160.00	(373,255)	(382,619)	(391,984)	(401,349)	(410,714)	(420,079)	(429,444)
	170.00	(378,864)	(387,948)	(397,032)	(406,117)	(415,201)	(424,286)	(436,891)
	180.00	(384,472)	(393,276)	(402,080)	(410,884)	(419,688)	(428,492)	(470,245)
	190.00	(390,081)	(398,605)	(407,128)	(415,652)	(424,176)	(432,699)	(503,599)
	200.00	(395,690)	(403,933)	(412,177)	(420,420)	(428,663)	(436,906)	(536,953)
	210.00	(401,299)	(409,262)	(417,225)	(425,187)	(433,150)	(441,112)	(570,307)
	220.00	(406,908)	(414,590)	(422,273)	(429,955)	(437,637)	(445,319)	(603,660)
	230.00	(412,517)	(419,919)	(427,321)	(434,722)	(442,124)	(475,637)	(637,014)
	240.00	(418,126)	(425,247)	(432,369)	(439,490)	(446,611)	(511,373)	(670,368)
	250.00	(423,735)	(430,576)	(437,417)	(444,258)	(451,098)	(547,110)	(703,722)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(394,328)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(356,337)	(365,835)	(375,333)	(384,830)	(394,328)	(403,825)	(463,586)
	10.00	(359,703)	(369,200)	(378,698)	(388,196)	(397,693)	(411,493)	(492,175)
CIL £psm	20.00	(363,068)	(372,566)	(382,063)	(391,561)	(401,058)	(440,082)	(520,764)
0.00	30.00	(366,434)	(375,931)	(385,429)	(394,926)	(404,424)	(468,671)	(549,353)
(recommended CIL)	40.00	(369,799)	(379,296)	(388,794)	(398,292)	(416,578)	(497,260)	(577,942)
(100)	50.00	(373,164)	(382,662)	(392,159)	(401,657)	(445,167)	(525,849)	(606,531)
	60.00	(376,530)	(386,027)	(395,525)	(405,022)	(473,756)	(554,438)	(635,120)
	70.00	(379,895)	(389,393)	(398,890)	(421,662)	(502,345)	(583,027)	(663,709)
	80.00	(383,260)	(392,758)	(402,255)	(450,251)	(530,934)	(611,616)	(692,298)
	90.00	(386,626)	(396,123)	(405,621)	(478,840)	(559,523)	(640,205)	(720,887)
	100.00	(389,991)	(399,489)	(426,747)	(507,429)	(588,112)	(668,794)	(749,476)
	110.00	(393,356)	(402,854)	(455,336)	(536,018)	(616,701)	(697,383)	(778,065)
	120.00	(396,722)	(406,219)	(483,925)	(564,607)	(645,290)	(725,972)	(806,654)
	130.00	(400,087)	(431,832)	(512,514)	(593,196)	(673,879)	(754,561)	(835,243)
	140.00	(403,453)	(460,421)	(541,103)	(621,785)	(702,468)	(783,150)	(863,832)
	150.00	(408,327)	(489,010)	(569,692)	(650,374)	(731,057)	(811,739)	(892,421)
	160.00	(436,916)	(517,599)	(598,281)	(678,963)	(759,646)	(840,328)	(921,010)
	170.00	(465,505)	(546,188)	(626,870)	(707,552)	(788,235)	(868,917)	(949,599)
	180.00	(494,094)	(574,777)	(655,459)	(736,141)	(816,824)	(897,506)	(978,188)
	190.00	(522,683)	(603,366)	(684,048)	(764,730)	(845,413)	(926,095)	(1,006,777)
	200.00	(551,272)	(631,955)	(712,637)	(793,319)	(874,002)	(954,684)	(1,035,366)
	210.00	(579,861)	(660,544)	(741,226)	(821,908)	(902,591)	(983,273)	(1,063,955)
	220.00	(608,450)	(689,133)	(769,815)	(850,497)	(931,180)	(1,011,862)	(1,092,544)
	230.00	(637,039)	(717,722)	(798,404)	(879,086)	(959,769)	(1,040,451)	(1,121,133)
	240.00	(665,628)	(746,311)	(826,993)	(907,675)	(988,358)	(1,069,040)	(1,149,722)
	250.00	(694,217)	(774,900)	(855,582)	(936,264)	(1,016,947)	(1,097,629)	(1,178,311)

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Scheme Typology: Houses — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(394,328)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(366,654)	(377,723)	(388,793)	(399,862)	(410,932)	(422,002)	(433,071)
	10.00	(370,019)	(381,089)	(392,158)	(403,228)	(414,297)	(425,367)	(436,437)
CIL £psm	20.00	(373,384)	(384,454)	(395,524)	(406,593)	(417,663)	(428,732)	(439,802)
0.00	30.00	(376,750)	(387,819)	(398,889)	(409,959)	(421,028)	(432,098)	(443,167)
(recommended CIL)	40.00	(388,904)	(399,973)	(411,043)	(422,112)	(433,182)	(444,251)	(455,321)
(100)	50.00	(417,493)	(428,562)	(439,632)	(450,701)	(461,771)	(472,840)	(483,910)
	60.00	(446,082)	(457,151)	(468,221)	(479,290)	(490,360)	(501,429)	(512,499)
	70.00	(474,671)	(485,740)	(496,810)	(507,879)	(518,949)	(530,018)	(541,088)
	80.00	(503,260)	(514,329)	(525,399)	(536,468)	(547,538)	(558,608)	(569,677)
	90.00	(531,849)	(542,918)	(553,988)	(565,057)	(576,127)	(587,197)	(598,266)
	100.00	(560,438)	(571,507)	(582,577)	(593,646)	(604,716)	(615,786)	(626,855)
	110.00	(589,027)	(600,096)	(611,166)	(622,235)	(633,305)	(644,375)	(655,444)
	120.00	(617,616)	(628,685)	(639,755)	(650,824)	(661,894)	(672,964)	(684,033)
	130.00	(646,205)	(657,274)	(668,344)	(679,413)	(690,483)	(701,553)	(712,622)
	140.00	(674,794)	(685,863)	(696,933)	(708,002)	(719,072)	(730,142)	(741,211)
	150.00	(703,383)	(714,452)	(725,522)	(736,591)	(747,661)	(758,731)	(769,800)
	160.00	(731,972)	(743,041)	(754,111)	(765,180)	(776,250)	(787,320)	(798,389)
	170.00	(760,561)	(771,630)	(782,700)	(793,769)	(804,839)	(815,909)	(826,978)
	180.00	(789,150)	(800,219)	(811,289)	(822,358)	(833,428)	(844,498)	(855,567)
	190.00	(817,739)	(828,808)	(839,878)	(850,947)	(862,017)	(873,087)	(884,156)
	200.00	(846,328)	(857,397)	(868,467)	(879,536)	(890,606)	(901,676)	(912,745)
	210.00	(874,917)	(885,986)	(897,056)	(908,125)	(919,195)	(930,265)	(941,334)
	220.00	(903,506)	(914,575)	(925,645)	(936,714)	(947,784)	(958,854)	(969,923)
	230.00	(932,095)	(943,164)	(954,234)	(965,303)	(976,373)	(987,443)	(998,512)
	240.00	(960,684)	(971,753)	(982,823)	(993,892)	(1,004,962)	(1,016,032)	(1,027,101)
	250.00	(989,273)	(1,000,342)	(1,011,412)	(1,022,481)	(1,033,551)	(1,044,621)	(1,055,690)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(394,328)	BLV (£ per acre (n)) 100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(316,550)	(344,328)	(372,105)	(399,883)	(427,661)	(455,439)	(483,217)
	10.00	(319,915)	(347,693)	(375,471)	(403,249)	(431,026)	(458,804)	(486,582)
CIL £psm	20.00	(323,281)	(351,058)	(378,836)	(406,614)	(434,392)	(462,170)	(489,947)
0.00	30.00	(326,646)	(354,424)	(382,202)	(409,979)	(437,757)	(465,535)	(493,313)
(recommended CIL)	40.00	(338,800)	(366,578)	(394,355)	(422,133)	(449,911)	(477,689)	(505,466)
(100)	50.00	(367,389)	(395,167)	(422,944)	(450,722)	(478,500)	(506,278)	(534,055)
	60.00	(395,978)	(423,756)	(451,533)	(479,311)	(507,089)	(534,867)	(562,644)
	70.00	(424,567)	(452,345)	(480,122)	(507,900)	(535,678)	(563,456)	(591,233)
	80.00	(453,156)	(480,934)	(508,711)	(536,489)	(564,267)	(592,045)	(619,822)
	90.00	(481,745)	(509,523)	(537,300)	(565,078)	(592,856)	(620,634)	(648,411)
	100.00	(510,334)	(538,112)	(565,889)	(593,667)	(621,445)	(649,223)	(677,000)
	110.00	(538,923)	(566,701)	(594,478)	(622,256)	(650,034)	(677,812)	(705,589)
	120.00	(567,512)	(595,290)	(623,067)	(650,845)	(678,623)	(706,401)	(734,178)
	130.00	(596,101)	(623,879)	(651,656)	(679,434)	(707,212)	(734,990)	(762,768)
	140.00	(624,690)	(652,468)	(680,245)	(708,023)	(735,801)	(763,579)	(791,357)
	150.00	(653,279)	(681,057)	(708,834)	(736,612)	(764,390)	(792,168)	(819,946)
	160.00	(681,868)	(709,646)	(737,423)	(765,201)	(792,979)	(820,757)	(848,535)
	170.00	(710,457)	(738,235)	(766,012)	(793,790)	(821,568)	(849,346)	(877,124)
	180.00	(739,046)	(766,824)	(794,601)	(822,379)	(850,157)	(877,935)	(905,713)
	190.00	(767,635)	(795,413)	(823,190)	(850,968)	(878,746)	(906,524)	(934,302)
	200.00	(796,224)	(824,002)	(851,779)	(879,557)	(907,335)	(935,113)	(962,891)
	210.00	(824,813)	(852,591)	(880,368)	(908,146)	(935,924)	(963,702)	(991,480)
	220.00	(853,402)	(881,180)	(908,957)	(936,735)	(964,513)	(992,291)	(1,020,069)
	230.00	(881,991)	(909,769)	(937,546)	(965,324)	(993,102)	(1,020,880)	(1,048,658)
	240.00	(910,580)	(938,358)	(966,135)	(993,913)	(1,021,691)	(1,049,469)	(1,077,247)
	250.00	(939,169)	(966,947)	(994,724)	(1,022,502)	(1,050,280)	(1,078,058)	(1,105,836)

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Scheme Typology: Houses — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(394,328)	Density (dph) (net) 30	35	13 40	45	50	55	60
	0.00	(660,439)	(739,031)	(817,623)	(896,215)	(974,806)	(1,053,398)	(1,131,990)
	10.00	(668,164)	(748,043)	(827,922)	(907,801)	(987,681)	(1,067,560)	(1,147,439)
CIL £psm	20.00	(675,889)	(757,055)	(838,222)	(919,388)	(1,000,555)	(1,081,722)	(1,162,888)
0.00	30.00	(683,613)	(766,067)	(848,521)	(930,975)	(1,013,429)	(1,095,883)	(1,178,337)
(recommended CIL)	40.00	(711,510)	(798,614)	(885,717)	(972,821)	(1,059,924)	(1,147,028)	(1,234,132)
(100)	50.00	(777,131)	(875,172)	(973,212)	(1,071,253)	(1,169,293)	(1,267,334)	(1,365,374)
	60.00	(842,753)	(951,730)	(1,060,707)	(1,169,685)	(1,278,662)	(1,387,639)	(1,496,617)
	70.00	(908,374)	(1,028,288)	(1,148,202)	(1,268,117)	(1,388,031)	(1,507,945)	(1,627,859)
	80.00	(973,995)	(1,104,846)	(1,235,697)	(1,366,549)	(1,497,400)	(1,628,251)	(1,759,102)
	90.00	(1,039,617)	(1,181,405)	(1,323,193)	(1,464,980)	(1,606,768)	(1,748,556)	(1,890,344)
	100.00	(1,105,238)	(1,257,963)	(1,410,688)	(1,563,412)	(1,716,137)	(1,868,862)	(2,021,587)
	110.00	(1,170,859)	(1,334,521)	(1,498,183)	(1,661,844)	(1,825,506)	(1,989,168)	(2,152,829)
	120.00	(1,236,480)	(1,411,079)	(1,585,678)	(1,760,276)	(1,934,875)	(2,109,473)	(2,284,072)
	130.00	(1,302,102)	(1,487,637)	(1,673,173)	(1,858,708)	(2,044,244)	(2,229,779)	(2,415,315)
	140.00	(1,367,723)	(1,564,195)	(1,760,668)	(1,957,140)	(2,153,612)	(2,350,085)	(2,546,557)
	150.00	(1,433,344)	(1,640,754)	(1,848,163)	(2,055,572)	(2,262,981)	(2,470,390)	(2,677,800)
	160.00	(1,498,966)	(1,717,312)	(1,935,658)	(2,154,004)	(2,372,350)	(2,590,696)	(2,809,042)
	170.00	(1,564,587)	(1,793,870)	(2,023,153)	(2,252,436)	(2,481,719)	(2,711,002)	(2,940,285)
	180.00	(1,630,208)	(1,870,428)	(2,110,648)	(2,350,868)	(2,591,088)	(2,831,307)	(3,071,527)
	190.00	(1,695,829)	(1,946,986)	(2,198,143)	(2,449,300)	(2,700,456)	(2,951,613)	(3,202,770)
	200.00	(1,761,451)	(2,023,544)	(2,285,638)	(2,547,732)	(2,809,825)	(3,071,919)	(3,334,012)
	210.00	(1,827,072)	(2,100,102)	(2,373,133)	(2,646,163)	(2,919,194)	(3,192,225)	(3,465,255)
	220.00	(1,892,693)	(2,176,661)	(2,460,628)	(2,744,595)	(3,028,563)	(3,312,530)	(3,596,498)
	230.00	(1,958,315)	(2,253,219)	(2,548,123)	(2,843,027)	(3,137,932)	(3,432,836)	(3,727,740)
	240.00	(2,023,936)	(2,329,777)	(2,635,618)	(2,941,459)	(3,247,300)	(3,553,142)	(3,858,983)
	250.00	(2,089,557)	(2,406,335)	(2,723,113)	(3,039,891)	(3,356,669)	(3,673,447)	(3,990,225)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(394,328)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	91,490	(20,964)	(134,327)	(260,962)	(394,328)	(869,356)	(1,436,491)
	10.00	88,665	(23,806)	(137,287)	(264,307)	(397,693)	(897,945)	(1,465,080)
CIL £psm	20.00	85,840	(26,649)	(140,246)	(267,653)	(401,058)	(926,534)	(1,493,669)
0.00	30.00	83,014	(29,491)	(143,205)	(270,998)	(404,424)	(955,123)	(1,522,258)
(recommended CIL)	40.00	80,189	(32,333)	(146,165)	(274,343)	(416,578)	(983,712)	(1,550,847)
(100)	50.00	77,364	(35,176)	(149,124)	(277,688)	(445,167)	(1,012,301)	(1,579,436)
	60.00	74,539	(38,018)	(152,083)	(281,033)	(473,756)	(1,040,890)	(1,608,025)
	70.00	71,713	(40,860)	(155,093)	(284,378)	(502,345)	(1,069,479)	(1,636,614)
	80.00	68,888	(43,703)	(158,119)	(287,730)	(530,934)	(1,098,068)	(1,665,203)
	90.00	66,063	(46,545)	(161,145)	(291,095)	(559,523)	(1,126,657)	(1,693,792)
	100.00	63,237	(49,388)	(164,170)	(294,460)	(588,112)	(1,155,246)	(1,722,381)
	110.00	60,412	(52,230)	(167,196)	(297,826)	(616,701)	(1,183,835)	(1,750,970)
	120.00	57,587	(55,072)	(170,231)	(301,191)	(645,290)	(1,212,424)	(1,779,559)
	130.00	54,762	(57,915)	(173,275)	(304,557)	(673,879)	(1,241,013)	(1,808,148)
	140.00	51,936	(60,757)	(176,319)	(307,922)	(702,468)	(1,269,602)	(1,836,737)
	150.00	49,111	(63,599)	(179,363)	(311,287)	(731,057)	(1,298,191)	(1,865,326)
	160.00	46,286	(66,457)	(182,407)	(314,653)	(759,646)	(1,326,780)	(1,893,915)
	170.00	43,461	(69,316)	(185,451)	(318,018)	(788,235)	(1,355,369)	(1,922,504)
	180.00	40,635	(72,176)	(188,495)	(321,383)	(816,824)	(1,383,958)	(1,951,093)
	190.00	37,802	(75,035)	(191,801)	(324,749)	(845,413)	(1,412,547)	(1,979,682)
	200.00	34,959	(77,895)	(195,147)	(328,114)	(874,002)	(1,441,136)	(2,008,271)
	210.00	32,117	(80,754)	(198,492)	(331,479)	(902,591)	(1,469,725)	(2,036,860)
	220.00	29,275	(83,614)	(201,837)	(334,845)	(931,180)	(1,498,314)	(2,065,449)
	230.00	26,432	(86,473)	(205,182)	(338,210)	(959,769)	(1,526,903)	(2,094,038)
	240.00	23,590	(89,333)	(208,527)	(341,576)	(988,358)	(1,555,492)	(2,122,627)
	250.00	20,748	(92,192)	(211,872)	(344,941)	(1,016,947)	(1,584,081)	(2,151,216)

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Scheme Typology: Houses — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(394,328)	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	110%	120%	130%	140%
	0.00	(1,222,193)	(762,207)	(394,328)	(303,124)	(212,459)	(128,617)	(51,136)
	10.00	(1,250,782)	(790,796)	(397,693)	(306,490)	(215,804)	(131,555)	(53,996)
CIL £psm	20.00	(1,279,371)	(819,385)	(401,058)	(309,855)	(219,149)	(134,514)	(56,855)
0.00	30.00	(1,307,960)	(847,974)	(404,424)	(313,220)	(222,494)	(137,473)	(59,715)
(recommended CIL)	40.00	(1,336,549)	(876,563)	(416,578)	(316,586)	(225,840)	(140,433)	(62,575)
(100)	50.00	(1,365,138)	(905,152)	(445,167)	(319,951)	(229,185)	(143,392)	(65,434)
	60.00	(1,393,727)	(933,741)	(473,756)	(323,317)	(232,530)	(146,351)	(68,294)
	70.00	(1,422,316)	(962,330)	(502,345)	(326,682)	(235,875)	(149,310)	(71,153)
	80.00	(1,450,905)	(990,919)	(530,934)	(330,047)	(239,220)	(152,270)	(74,013)
	90.00	(1,479,494)	(1,019,508)	(559,523)	(333,413)	(242,565)	(155,284)	(76,872)
	100.00	(1,508,083)	(1,048,097)	(588,112)	(336,778)	(245,910)	(158,322)	(79,732)
	110.00	(1,536,672)	(1,076,686)	(616,701)	(340,143)	(249,256)	(161,367)	(82,591)
	120.00	(1,565,261)	(1,105,275)	(645,290)	(343,509)	(252,601)	(164,411)	(85,451)
	130.00	(1,593,850)	(1,133,864)	(673,879)	(346,874)	(255,946)	(167,455)	(88,310)
	140.00	(1,622,439)	(1,162,453)	(702,468)	(350,239)	(259,291)	(170,499)	(91,170)
	150.00	(1,651,028)	(1,191,042)	(731,057)	(353,605)	(262,636)	(173,543)	(94,029)
	160.00	(1,679,617)	(1,219,631)	(759,646)	(356,970)	(265,981)	(176,587)	(96,889)
	170.00	(1,708,206)	(1,248,220)	(788,235)	(360,336)	(269,326)	(179,631)	(99,749)
	180.00	(1,736,795)	(1,276,809)	(816,824)	(363,701)	(272,672)	(182,675)	(102,608)
	190.00	(1,765,384)	(1,305,398)	(845,413)	(367,066)	(276,017)	(185,719)	(105,468)
	200.00	(1,793,973)	(1,333,987)	(874,002)	(370,432)	(279,362)	(188,763)	(108,327)
	210.00	(1,822,562)	(1,362,576)	(902,591)	(373,797)	(282,707)	(192,096)	(111,187)
	220.00	(1,851,151)	(1,391,165)	(931,180)	(377,162)	(286,052)	(195,441)	(114,046)
	230.00	(1,879,740)	(1,419,754)	(959,769)	(380,528)	(289,397)	(198,786)	(116,906)
	240.00	(1,908,329)	(1,448,343)	(988,358)	(383,893)	(292,742)	(202,131)	(119,765)
	250.00	(1,936,918)	(1,476,932)	(1,016,947)	(387,258)	(296,088)	(205,477)	(122,625)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(394,328)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(394,328)	(337,967)	(281,636)	(225,614)	(171,328)	(121,612)	116,279
	10.00	(397,693)	(341,332)	(284,981)	(228,959)	(174,372)	(124,471)	113,453
CIL £psm	20.00	(401,058)	(344,697)	(288,336)	(232,304)	(177,416)	(127,331)	110,628
0.00	30.00	(404,424)	(348,063)	(291,702)	(235,649)	(180,460)	(130,223)	107,803
(recommended CIL)	40.00	(416,578)	(351,428)	(295,067)	(238,994)	(183,504)	(133,182)	104,978
(100)	50.00	(445,167)	(354,793)	(298,432)	(242,339)	(186,548)	(136,142)	102,152
	60.00	(473,756)	(358,159)	(301,798)	(245,685)	(189,662)	(139,101)	99,327
	70.00	(502,345)	(361,524)	(305,163)	(249,030)	(193,007)	(142,060)	96,502
	80.00	(530,934)	(364,890)	(308,528)	(252,375)	(196,352)	(145,020)	93,677
	90.00	(559,523)	(368,255)	(311,894)	(255,720)	(199,698)	(147,979)	90,851
	100.00	(588,112)	(371,620)	(315,259)	(259,065)	(203,043)	(150,938)	88,026
	110.00	(616,701)	(374,986)	(318,625)	(262,410)	(206,388)	(153,922)	85,201
	120.00	(645,290)	(378,351)	(321,990)	(265,755)	(209,733)	(156,948)	82,375
	130.00	(673,879)	(381,716)	(325,355)	(269,101)	(213,078)	(159,974)	79,550
	140.00	(702,468)	(385,082)	(328,721)	(272,446)	(216,423)	(163,000)	76,725
	150.00	(731,057)	(388,447)	(332,086)	(275,791)	(219,768)	(166,025)	73,900
	160.00	(759,646)	(391,812)	(335,451)	(279,136)	(223,114)	(169,053)	71,074
	170.00	(788,235)	(395,178)	(338,817)	(282,481)	(226,459)	(172,097)	68,249
	180.00	(816,824)	(398,543)	(342,182)	(285,826)	(229,804)	(175,141)	65,424
	190.00	(845,413)	(401,909)	(345,547)	(289,186)	(233,149)	(178,185)	62,599
	200.00	(874,002)	(405,274)	(348,913)	(292,552)	(236,494)	(181,229)	59,773
	210.00	(902,591)	(423,799)	(352,278)	(295,917)	(239,839)	(184,273)	56,948
	220.00	(931,180)	(452,388)	(355,644)	(299,282)	(243,184)	(187,317)	54,123
	230.00	(959,769)	(480,977)	(359,009)	(302,648)	(246,530)	(190,507)	51,297
	240.00	(988,358)	(509,566)	(362,374)	(306,013)	(249,875)	(193,852)	48,472
	250.00	(1,016,947)	(538,155)	(365,740)	(309,379)	(253,220)	(197,197)	45,647

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Typology:	**Houses**		No Units:	**20**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**D**	
Scheme Typology:	Houses	
No Units:	20	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	5,698,720	
Policy Assumptions		
AH Target %	40%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	14.45%	
Developers Profit (% on costs)	14.57%	
Developers Profit Total (£)	823,267	
Land Value KPI's		
RLV (£/acre (net))	(205,439)	
RLV (£/ha (net))	(507,639)	
RLV (% of GDV)	-13.63%	
RLV Total (£)	(776,801)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	714,223	
Surplus/Deficit (£/acre) [RLV-BLV]	(394,328)	
Surplus/Deficit (£/ha)	(974,384)	
Surplus/Deficit Total (£)	(1,491,023)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	181,134	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	9,057	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	E				(see Typologies Matrix)
Scheme Typology:	Houses and Flats		No Units:	40	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			40	Units	
AH Policy requirement (% Target)			40%		
Open Market Sale (OMS) housing		Open Market Sale (OMS)	60%		
AH tenure split %		Affordable Rent:		35.0%	
		Social Rent:		35.0%	70.0% % Rented
		First Homes:			
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	12.0% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	4.1	17.5%	2.8	17%	6.9
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	7.9	30.0%	4.8	32%	12.7
4 bed House (with garage)	15.0%	3.6	5.0%	0.8	11%	4.4
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	4.3	30.0%	4.8	23%	9.1
2 bed Flat	17.0%	4.1	17.5%	2.8	17%	6.9
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	24.0	100.0%	16.0	100%	40.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	306	3,294	210	2,260	516	5,554
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	840	9,037	432	4,650	1,272	13,687
4 bed House (with garage)	500	5,386	92	990	592	6,377
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	254	2,735	282	3,039	536	5,775
2 bed Flat	312	3,358	214	2,305	526	5,663
3 bed Flat	0	0	0	0	0	0
	2,212	23,810	1,230	13,245	3,443	37,055
AH % by floor area:			35.74%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	2,167,200
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	4,452,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	1,870,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	1,755,600
2 bed Flat	245,000	3,769	350	3,204	298	1,685,600
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						11,930,400

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**40**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.1	@	315,000		1,285,200
3 bed House	0.0	@	0		-
3 bed House (with garage)	7.9	@	350,000		2,772,000
4 bed House (with garage)	3.6	@	425,000		1,530,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	4.3	@	192,500		831,600
2 bed Flat	4.1	@	245,000		999,600
3 bed Flat	0.0	@	0		-
	24.0				7,418,400
Affordable Rent GDV -					
2 bed House	1.0	@	189,000		185,220
3 bed House	0.0	@	0		-
3 bed House (with garage)	1.7	@	210,000		352,800
4 bed House (with garage)	0.3	@	255,000		71,400
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	1.7	@	115,500		194,040
2 bed Flat	1.0	@	147,000		144,060
3 bed Flat	0.0	@	0		-
	5.6				947,520
Social Rent GDV -					
2 bed House	1.0	@	126,000		123,480
3 bed House	0.0	@	0		-
3 bed House (with garage)	1.7	@	140,000		235,200
4 bed House (with garage)	0.3	@	170,000		47,600
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	1.7	@	77,000		129,360
2 bed Flat	1.0	@	98,000		96,040
3 bed Flat	0.0	@	0		-
	5.6				631,680
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.8	@	220,500		185,220
3 bed House	0.0	@	0		-
3 bed House (with garage)	1.4	@	245,000		352,800
4 bed House (with garage)	0.2	@	297,500		71,400
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	1.4	@	134,750		194,040
2 bed Flat	0.8	@	171,500		144,060
3 bed Flat	0.0	@	0		-
	4.8	16.0			947,520
Sub-total GDV Residential	**40**				**9,945,120**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,985,280
	577	£ psm (total GIA sqm)		49,632 £ per unit (total units)	
Grant	40	units @	0	per unit	-
Total GDV					**9,945,120**

260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**40**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	25,400	£		(25,400)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	101,600	£		(101,600)
Building Safety Levy				2,212	sqm	30.21	£ psm			(66,826)
CIL (Mrkt only inc. garages)	Max			2,212	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				40	units @	6,700	per unit			(268,000)
	Sub-total								(268,000)	
S106 analysis:	315,302	£ per ha		2.69%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				3,443	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.85	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			40	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				516	sqm @	2,107	psm			(1,087,212)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				1,068	sqm @	2,107	psm			(2,250,276)
4 bed House (EXC. garage)				487	sqm @	2,107	psm			(1,025,688)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				536	sqm @	2,522	psm			(1,352,979)
2 bed Flat				526	sqm @	2,522	psm			(1,326,869)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	12.7	16.0		204	sqm @	600	psm			(122,112)
Garages for 4B House	4.4	24.0		106	sqm @	600	psm			(63,360)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				3,443	£ per garage	£0				
External works				7,228,495	@	15.0%				(1,084,274)
Ext. Works analysis:						27,107	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				40	units @	1,000	£ per unit			(40,000)
M4(2) Category 2 Housing	Aff units		16	units @		100%	@	1,400	£ per unit	(22,400)
M4(2) Category 2 Housing	OMS units		24	units @		100%	@	1,400	£ per unit	(33,600)
M4(3)(b) Category 3 Housing	Aff units		16	units @		10%	@	22,000	£ per unit	(35,200)
M4(3)(b) Category 3 Housing	OMS units		24	units @		10%	@	22,000	£ per unit	(52,800)
Part L/FHS			40	units @				4,350	£ per unit	(174,000)
Part L/FHS analysis:						2.4%	% of BCIS costs			
Net Zero for Housing			2,380	sqm				105	£ psm	(249,892)
Net Zero for Flats			1,063	sqm				72	£ psm	(76,506)
Water Efficiency			40	units @				20	£ per unit	(800)
Urban Greening Factor	16	flats @	6	flats per floor		398		0	£ per unit	-
	Sub-total								(685,198)	
Policy Costs analysis:	(design costs only)					17,130	£ per unit (total units)			
						9.5%	% of BCIS costs			
Contingency (on construction)				8,997,967	@	3.0%				(269,939)

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Scheme Typology:	**Houses and Flats**	No Units:	**40**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

Professional Fees			8,997,967	@	10.0%			(899,797)
Disposal Costs -								
OMS Marketing and Promotion			7,418,400	OMS @	1.00%	1,855	£ per unit	(74,184)
Residential Sales Agent Costs			7,418,400	OMS @	1.00%	1,855	£ per unit	(74,184)
Residential Sales Legal Costs			7,418,400	OMS @	0.50%	927	£ per unit	(37,092)
Affordable Sale Legal Costs							lump sum	-
Empty Property Costs (SC, Council Tax proxy)			40	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:						4,637	£ per unit (exc. EPC)	
Interest (on Development Costs) -			7.50%	APR	0.604%	pcm		(776,420)
Developers Profit -								
Profit on OMS			7,418,400		17.50%			(1,298,220)
Margin on AH			2,526,720		6.00%	on AH values		(151,603)
Profit analysis:			9,945,120		14.58%	blended GDV	(1,449,823)	
			11,591,409		12.51%	on costs	(1,449,823)	
TOTAL COSTS								**(13,041,232)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(3,096,112)
SDLT			-	@	HMRC formula		-
Acquisition Agent fees			-	@	1.0%		-
Acquisition Legal fees			-	@	0.5%		-
Interest on Land			-	@	7.50%		-
Residual Land Value							**(3,096,112)**
RLV analysis:	(77,403)	£ per plot	(3,642,576)	£ per ha (net)	(1,474,130)	£ per acre (net)	
			(3,096,189)	£ per ha (gross)	(1,253,011)	£ per acre (gross)	
					-31.13%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)							
Residential Density			47.1	dph (net)			
Site Area (net)			0.85	ha (net)	2.10	acres (net)	
Net to Gross ratio			85%				
Site Area (gross)			1.00	ha (gross)	2.47	acres (gross)	
Density analysis:			4,050	sqm/ha (net)	17,643	sqft/ac (net)	
			40	dph (gross)			
Benchmark Land Value (net)	10,501	£ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)	**420,059**
BLV analysis:			494,200	£ per ha (net)	200,000	£ per acre (net)	

BALANCE					
Surplus/(Deficit)	**(4,136,776)**	£ per ha (net)	**(1,674,130)**	£ per acre (net)	**(3,516,172)**

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Scheme Typology:	**Houses and Flats**		No Units:	**40**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre (n)) -	1,674,130	0%	5%	10%	15%	20%	25%	30%
	0.00	(1,295,217)	(1,342,581)	(1,389,945)	(1,437,309)	(1,484,673)	(1,532,038)	(1,579,402)
	10.00	(1,315,208)	(1,361,573)	(1,407,938)	(1,454,302)	(1,500,667)	(1,547,031)	(1,593,396)
Max CIL £ psm	20.00	(1,335,200)	(1,380,565)	(1,425,930)	(1,471,295)	(1,516,660)	(1,562,025)	(1,607,390)
0.00	30.00	(1,355,191)	(1,399,557)	(1,443,922)	(1,488,288)	(1,532,653)	(1,577,019)	(1,621,384)
(recommended CIL)	40.00	(1,375,183)	(1,418,549)	(1,461,915)	(1,505,281)	(1,548,646)	(1,592,012)	(1,635,378)
(100)	50.00	(1,395,174)	(1,437,541)	(1,479,907)	(1,522,273)	(1,564,640)	(1,607,006)	(1,649,372)
	60.00	(1,415,166)	(1,456,533)	(1,497,899)	(1,539,266)	(1,580,633)	(1,622,000)	(1,663,366)
	70.00	(1,435,158)	(1,475,525)	(1,515,892)	(1,556,259)	(1,596,626)	(1,636,993)	(1,677,360)
	80.00	(1,455,149)	(1,494,517)	(1,533,884)	(1,573,252)	(1,612,619)	(1,651,987)	(1,691,354)
	90.00	(1,475,141)	(1,513,509)	(1,551,877)	(1,590,245)	(1,628,613)	(1,666,981)	(1,705,349)
	100.00	(1,495,132)	(1,532,501)	(1,569,869)	(1,607,237)	(1,644,606)	(1,681,974)	(1,719,343)
	110.00	(1,515,124)	(1,551,493)	(1,587,861)	(1,624,230)	(1,660,599)	(1,696,968)	(1,733,337)
	120.00	(1,535,115)	(1,570,484)	(1,605,854)	(1,641,223)	(1,676,592)	(1,711,962)	(1,747,331)
	130.00	(1,555,107)	(1,589,476)	(1,623,846)	(1,658,216)	(1,692,586)	(1,726,955)	(1,761,325)
	140.00	(1,575,098)	(1,608,468)	(1,641,839)	(1,675,209)	(1,708,579)	(1,741,949)	(1,775,319)
	150.00	(1,595,090)	(1,627,460)	(1,659,831)	(1,692,201)	(1,724,572)	(1,756,942)	(1,789,313)
	160.00	(1,615,081)	(1,646,452)	(1,677,823)	(1,709,194)	(1,740,565)	(1,771,936)	(1,803,307)
	170.00	(1,635,073)	(1,665,444)	(1,695,816)	(1,726,187)	(1,756,558)	(1,786,930)	(1,817,301)
	180.00	(1,655,064)	(1,684,436)	(1,713,808)	(1,743,180)	(1,772,552)	(1,801,923)	(1,831,295)
	190.00	(1,675,056)	(1,703,428)	(1,731,800)	(1,760,173)	(1,788,545)	(1,816,917)	(1,845,289)
	200.00	(1,695,048)	(1,722,420)	(1,749,793)	(1,777,165)	(1,804,538)	(1,831,911)	(1,859,283)
	210.00	(1,715,039)	(1,741,412)	(1,767,785)	(1,794,158)	(1,820,531)	(1,846,904)	(1,873,277)
	220.00	(1,735,031)	(1,760,404)	(1,785,778)	(1,811,151)	(1,836,525)	(1,861,898)	(1,887,272)
	230.00	(1,755,022)	(1,779,396)	(1,803,770)	(1,828,144)	(1,852,518)	(1,876,892)	(1,901,266)
	240.00	(1,775,014)	(1,798,388)	(1,821,762)	(1,845,137)	(1,868,511)	(1,891,885)	(1,915,260)
	250.00	(1,795,005)	(1,817,380)	(1,839,755)	(1,862,130)	(1,884,504)	(1,906,879)	(1,929,254)

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV £ per acre (n))	(1,674,130)	0%	25%	50%	75%	100%	125%	150%
	0.00	(1,528,805)	(1,565,137)	(1,601,468)	(1,637,799)	(1,674,130)	(1,710,461)	(1,746,793)
	10.00	(1,540,800)	(1,577,132)	(1,613,463)	(1,649,794)	(1,686,125)	(1,722,456)	(1,758,788)
CIL £psm	20.00	(1,552,795)	(1,589,126)	(1,625,458)	(1,661,789)	(1,698,120)	(1,734,451)	(1,770,782)
0.00	30.00	(1,564,790)	(1,601,121)	(1,637,453)	(1,673,784)	(1,710,115)	(1,746,446)	(1,782,777)
(recommended CIL)	40.00	(1,576,785)	(1,613,116)	(1,649,448)	(1,685,779)	(1,722,110)	(1,758,441)	(1,794,772)
(100)	50.00	(1,588,780)	(1,625,111)	(1,661,442)	(1,697,774)	(1,734,105)	(1,770,436)	(1,806,767)
	60.00	(1,600,775)	(1,637,106)	(1,673,437)	(1,709,769)	(1,746,100)	(1,782,431)	(1,818,762)
	70.00	(1,612,770)	(1,649,101)	(1,685,432)	(1,721,763)	(1,758,095)	(1,794,426)	(1,830,757)
	80.00	(1,624,765)	(1,661,096)	(1,697,427)	(1,733,758)	(1,770,090)	(1,806,421)	(1,842,752)
	90.00	(1,636,760)	(1,673,091)	(1,709,422)	(1,745,753)	(1,782,085)	(1,818,416)	(1,854,747)
	100.00	(1,648,755)	(1,685,086)	(1,721,417)	(1,757,748)	(1,794,079)	(1,830,411)	(1,866,742)
	110.00	(1,660,750)	(1,697,081)	(1,733,412)	(1,769,743)	(1,806,074)	(1,842,406)	(1,878,737)
	120.00	(1,672,745)	(1,709,076)	(1,745,407)	(1,781,738)	(1,818,069)	(1,854,401)	(1,890,732)
	130.00	(1,684,739)	(1,721,071)	(1,757,402)	(1,793,733)	(1,830,064)	(1,866,395)	(1,902,727)
	140.00	(1,696,734)	(1,733,066)	(1,769,397)	(1,805,728)	(1,842,059)	(1,878,390)	(1,914,722)
	150.00	(1,708,729)	(1,745,060)	(1,781,392)	(1,817,723)	(1,854,054)	(1,890,385)	(1,926,716)
	160.00	(1,720,724)	(1,757,055)	(1,793,387)	(1,829,718)	(1,866,049)	(1,902,380)	(1,938,711)
	170.00	(1,732,719)	(1,769,050)	(1,805,382)	(1,841,713)	(1,878,044)	(1,914,375)	(1,950,706)
	180.00	(1,744,714)	(1,781,045)	(1,817,376)	(1,853,708)	(1,890,039)	(1,926,370)	(1,962,701)
	190.00	(1,756,709)	(1,793,040)	(1,829,371)	(1,865,703)	(1,902,034)	(1,938,365)	(1,974,696)
	200.00	(1,768,704)	(1,805,035)	(1,841,366)	(1,877,697)	(1,914,029)	(1,950,360)	(1,986,691)
	210.00	(1,780,699)	(1,817,030)	(1,853,361)	(1,889,692)	(1,926,024)	(1,962,355)	(1,998,686)
	220.00	(1,792,694)	(1,829,025)	(1,865,356)	(1,901,687)	(1,938,019)	(1,974,350)	(2,010,681)
	230.00	(1,804,689)	(1,841,020)	(1,877,351)	(1,913,682)	(1,950,013)	(1,986,345)	(2,022,676)
	240.00	(1,816,684)	(1,853,015)	(1,889,346)	(1,925,677)	(1,962,008)	(1,998,340)	(2,034,671)
	250.00	(1,828,679)	(1,865,010)	(1,901,341)	(1,937,672)	(1,974,003)	(2,010,335)	(2,046,666)

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Scheme Typology: Houses and Flats — No Units: 40
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

		Profit	18%					
Balance (RLV - BLV £ per acre (n))	(1,674,130)	15%	16%	17%	18%	19%	20%	21%
	0.00	(1,585,828)	(1,621,149)	(1,656,470)	(1,691,791)	(1,727,111)	(1,762,432)	(1,797,753)
	10.00	(1,597,823)	(1,633,144)	(1,668,465)	(1,703,786)	(1,739,106)	(1,774,427)	(1,809,748)
CIL £psm	20.00	(1,609,818)	(1,645,139)	(1,680,460)	(1,715,780)	(1,751,101)	(1,786,422)	(1,821,743)
0.00	30.00	(1,621,813)	(1,657,134)	(1,692,455)	(1,727,775)	(1,763,096)	(1,798,417)	(1,833,737)
(recommended CIL)	40.00	(1,633,808)	(1,669,129)	(1,704,450)	(1,739,770)	(1,775,091)	(1,810,412)	(1,845,732)
(100)	50.00	(1,645,803)	(1,681,124)	(1,716,444)	(1,751,765)	(1,787,086)	(1,822,407)	(1,857,727)
	60.00	(1,657,798)	(1,693,119)	(1,728,439)	(1,763,760)	(1,799,081)	(1,834,402)	(1,869,722)
	70.00	(1,669,793)	(1,705,114)	(1,740,434)	(1,775,755)	(1,811,076)	(1,846,396)	(1,881,717)
	80.00	(1,681,788)	(1,717,109)	(1,752,429)	(1,787,750)	(1,823,071)	(1,858,391)	(1,893,712)
	90.00	(1,693,783)	(1,729,103)	(1,764,424)	(1,799,745)	(1,835,066)	(1,870,386)	(1,905,707)
	100.00	(1,705,778)	(1,741,098)	(1,776,419)	(1,811,740)	(1,847,061)	(1,882,381)	(1,917,702)
	110.00	(1,717,773)	(1,753,093)	(1,788,414)	(1,823,735)	(1,859,055)	(1,894,376)	(1,929,697)
	120.00	(1,729,768)	(1,765,088)	(1,800,409)	(1,835,730)	(1,871,050)	(1,906,371)	(1,941,692)
	130.00	(1,741,762)	(1,777,083)	(1,812,404)	(1,847,725)	(1,883,045)	(1,918,366)	(1,953,687)
	140.00	(1,753,757)	(1,789,078)	(1,824,399)	(1,859,720)	(1,895,040)	(1,930,361)	(1,965,682)
	150.00	(1,765,752)	(1,801,073)	(1,836,394)	(1,871,714)	(1,907,035)	(1,942,356)	(1,977,677)
	160.00	(1,777,747)	(1,813,068)	(1,848,389)	(1,883,709)	(1,919,030)	(1,954,351)	(1,989,671)
	170.00	(1,789,742)	(1,825,063)	(1,860,384)	(1,895,704)	(1,931,025)	(1,966,346)	(2,001,666)
	180.00	(1,801,737)	(1,837,058)	(1,872,378)	(1,907,699)	(1,943,020)	(1,978,341)	(2,013,661)
	190.00	(1,813,732)	(1,849,053)	(1,884,373)	(1,919,694)	(1,955,015)	(1,990,336)	(2,025,656)
	200.00	(1,825,727)	(1,861,048)	(1,896,368)	(1,931,689)	(1,967,010)	(2,002,330)	(2,037,651)
	210.00	(1,837,722)	(1,873,043)	(1,908,363)	(1,943,684)	(1,979,005)	(2,014,325)	(2,049,646)
	220.00	(1,849,717)	(1,885,037)	(1,920,358)	(1,955,679)	(1,991,000)	(2,026,320)	(2,061,641)
	230.00	(1,861,712)	(1,897,032)	(1,932,353)	(1,967,674)	(2,002,995)	(2,038,315)	(2,073,636)
	240.00	(1,873,707)	(1,909,027)	(1,944,348)	(1,979,669)	(2,014,989)	(2,050,310)	(2,085,631)
	250.00	(1,885,702)	(1,921,022)	(1,956,343)	(1,991,664)	(2,026,984)	(2,062,305)	(2,097,626)

TABLE 4

		BLV (£ per acre (n))		170,000				
Balance (RLV - BLV £ per acre (n))	(1,674,130)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(1,591,777)	(1,621,189)	(1,650,601)	(1,680,013)	(1,709,424)	(1,738,836)	(1,768,248)
	10.00	(1,603,772)	(1,633,184)	(1,662,596)	(1,692,008)	(1,721,419)	(1,750,831)	(1,780,243)
CIL £psm	20.00	(1,615,767)	(1,645,179)	(1,674,591)	(1,704,002)	(1,733,414)	(1,762,826)	(1,792,238)
0.00	30.00	(1,627,762)	(1,657,174)	(1,686,586)	(1,715,997)	(1,745,409)	(1,774,821)	(1,804,233)
(recommended CIL)	40.00	(1,639,757)	(1,669,169)	(1,698,581)	(1,727,992)	(1,757,404)	(1,786,816)	(1,816,228)
(100)	50.00	(1,651,752)	(1,681,164)	(1,710,575)	(1,739,987)	(1,769,399)	(1,798,811)	(1,828,222)
	60.00	(1,663,747)	(1,693,159)	(1,722,570)	(1,751,982)	(1,781,394)	(1,810,806)	(1,840,217)
	70.00	(1,675,742)	(1,705,154)	(1,734,565)	(1,763,977)	(1,793,389)	(1,822,801)	(1,852,212)
	80.00	(1,687,737)	(1,717,148)	(1,746,560)	(1,775,972)	(1,805,384)	(1,834,795)	(1,864,207)
	90.00	(1,699,732)	(1,729,143)	(1,758,555)	(1,787,967)	(1,817,379)	(1,846,790)	(1,876,202)
	100.00	(1,711,727)	(1,741,138)	(1,770,550)	(1,799,962)	(1,829,374)	(1,858,785)	(1,888,197)
	110.00	(1,723,721)	(1,753,133)	(1,782,545)	(1,811,957)	(1,841,369)	(1,870,780)	(1,900,192)
	120.00	(1,735,716)	(1,765,128)	(1,794,540)	(1,823,952)	(1,853,363)	(1,882,775)	(1,912,187)
	130.00	(1,747,711)	(1,777,123)	(1,806,535)	(1,835,947)	(1,865,358)	(1,894,770)	(1,924,182)
	140.00	(1,759,706)	(1,789,118)	(1,818,530)	(1,847,942)	(1,877,353)	(1,906,765)	(1,936,177)
	150.00	(1,771,701)	(1,801,113)	(1,830,525)	(1,859,936)	(1,889,348)	(1,918,760)	(1,948,172)
	160.00	(1,783,696)	(1,813,108)	(1,842,520)	(1,871,931)	(1,901,343)	(1,930,755)	(1,960,167)
	170.00	(1,795,691)	(1,825,103)	(1,854,515)	(1,883,926)	(1,913,338)	(1,942,750)	(1,972,162)
	180.00	(1,807,686)	(1,837,098)	(1,866,509)	(1,895,921)	(1,925,333)	(1,954,745)	(1,984,156)
	190.00	(1,819,681)	(1,849,093)	(1,878,504)	(1,907,916)	(1,937,328)	(1,966,740)	(1,996,151)
	200.00	(1,831,676)	(1,861,088)	(1,890,499)	(1,919,911)	(1,949,323)	(1,978,735)	(2,008,146)
	210.00	(1,843,671)	(1,873,082)	(1,902,494)	(1,931,906)	(1,961,318)	(1,990,729)	(2,020,141)
	220.00	(1,855,666)	(1,885,077)	(1,914,489)	(1,943,901)	(1,973,313)	(2,002,724)	(2,032,136)
	230.00	(1,867,661)	(1,897,072)	(1,926,484)	(1,955,896)	(1,985,308)	(2,014,719)	(2,044,131)
	240.00	(1,879,655)	(1,909,067)	(1,938,479)	(1,967,891)	(1,997,303)	(2,026,714)	(2,056,126)
	250.00	(1,891,650)	(1,921,062)	(1,950,474)	(1,979,886)	(2,009,297)	(2,038,709)	(2,068,121)

260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses and Flats — No Units: 40
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(1,674,130)	Density (dph) (net) 30	35	40 (47)	45	50	55	60
	0.00	(1,139,735)	(1,296,357)	(1,452,979)	(1,609,602)	(1,766,224)	(1,922,847)	(2,079,469)
	10.00	(1,147,381)	(1,305,278)	(1,463,175)	(1,621,072)	(1,778,968)	(1,936,865)	(2,094,762)
CIL £psm	20.00	(1,155,028)	(1,314,199)	(1,473,370)	(1,632,542)	(1,791,713)	(1,950,884)	(2,110,055)
0.00	30.00	(1,162,674)	(1,323,120)	(1,483,566)	(1,644,011)	(1,804,457)	(1,964,903)	(2,125,348)
(recommended CIL)	40.00	(1,170,321)	(1,332,041)	(1,493,761)	(1,655,481)	(1,817,201)	(1,978,921)	(2,140,642)
(100)	50.00	(1,177,967)	(1,340,962)	(1,503,957)	(1,666,951)	(1,829,946)	(1,992,940)	(2,155,935)
	60.00	(1,185,614)	(1,349,883)	(1,514,152)	(1,678,421)	(1,842,690)	(2,006,959)	(2,171,228)
	70.00	(1,193,261)	(1,358,804)	(1,524,347)	(1,689,891)	(1,855,434)	(2,020,978)	(2,186,521)
	80.00	(1,200,907)	(1,367,725)	(1,534,543)	(1,701,361)	(1,868,179)	(2,034,996)	(2,201,814)
	90.00	(1,208,554)	(1,376,646)	(1,544,738)	(1,712,831)	(1,880,923)	(2,049,015)	(2,217,107)
	100.00	(1,216,200)	(1,385,567)	(1,554,934)	(1,724,300)	(1,893,667)	(2,063,034)	(2,232,401)
	110.00	(1,223,847)	(1,394,488)	(1,565,129)	(1,735,770)	(1,906,411)	(2,077,053)	(2,247,694)
	120.00	(1,231,493)	(1,403,409)	(1,575,325)	(1,747,240)	(1,919,156)	(2,091,071)	(2,262,987)
	130.00	(1,239,140)	(1,412,330)	(1,585,520)	(1,758,710)	(1,931,900)	(2,105,090)	(2,278,280)
	140.00	(1,246,787)	(1,421,251)	(1,595,715)	(1,770,180)	(1,944,644)	(2,119,109)	(2,293,573)
	150.00	(1,254,433)	(1,430,172)	(1,605,911)	(1,781,650)	(1,957,389)	(2,133,127)	(2,308,866)
	160.00	(1,262,080)	(1,439,093)	(1,616,106)	(1,793,120)	(1,970,133)	(2,147,146)	(2,324,159)
	170.00	(1,269,726)	(1,448,014)	(1,626,302)	(1,804,589)	(1,982,877)	(2,161,165)	(2,339,453)
	180.00	(1,277,373)	(1,456,935)	(1,636,497)	(1,816,059)	(1,995,621)	(2,175,184)	(2,354,746)
	190.00	(1,285,019)	(1,465,856)	(1,646,693)	(1,827,529)	(2,008,366)	(2,189,202)	(2,370,039)
	200.00	(1,292,666)	(1,474,777)	(1,656,888)	(1,838,999)	(2,021,110)	(2,203,221)	(2,385,332)
	210.00	(1,300,313)	(1,483,698)	(1,667,083)	(1,850,469)	(2,033,854)	(2,217,240)	(2,400,625)
	220.00	(1,307,959)	(1,492,619)	(1,677,279)	(1,861,939)	(2,046,599)	(2,231,258)	(2,415,918)
	230.00	(1,315,606)	(1,501,540)	(1,687,474)	(1,873,409)	(2,059,343)	(2,245,277)	(2,431,211)
	240.00	(1,323,252)	(1,510,461)	(1,697,670)	(1,884,878)	(2,072,087)	(2,259,296)	(2,446,505)
	250.00	(1,330,899)	(1,519,382)	(1,707,865)	(1,896,348)	(2,084,831)	(2,273,315)	(2,461,798)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(1,674,130)	Build cost 60%	70%	80% (100%)	90%	100%	105%	110%
	0.00	268,828	(159,522)	(656,835)	(1,164,765)	(1,674,130)	(1,928,813)	(2,183,495)
	10.00	258,879	(170,177)	(668,734)	(1,176,760)	(1,686,125)	(1,940,808)	(2,195,490)
CIL £psm	20.00	248,929	(180,833)	(680,657)	(1,188,755)	(1,698,120)	(1,952,803)	(2,207,485)
0.00	30.00	238,980	(191,488)	(692,580)	(1,200,750)	(1,710,115)	(1,964,798)	(2,219,480)
(recommended CIL)	40.00	229,031	(202,360)	(704,503)	(1,212,745)	(1,722,110)	(1,976,792)	(2,231,475)
(100)	50.00	219,081	(214,140)	(716,426)	(1,224,740)	(1,734,105)	(1,988,787)	(2,243,470)
	60.00	209,132	(225,920)	(728,349)	(1,236,735)	(1,746,100)	(2,000,782)	(2,255,465)
	70.00	199,183	(237,700)	(740,271)	(1,248,730)	(1,758,095)	(2,012,777)	(2,267,460)
	80.00	189,177	(249,480)	(752,194)	(1,260,725)	(1,770,090)	(2,024,772)	(2,279,455)
	90.00	179,168	(261,260)	(764,117)	(1,272,719)	(1,782,085)	(2,036,767)	(2,291,450)
	100.00	169,158	(273,040)	(776,040)	(1,284,714)	(1,794,079)	(2,048,762)	(2,303,445)
	110.00	159,149	(284,820)	(787,963)	(1,296,709)	(1,806,074)	(2,060,757)	(2,315,439)
	120.00	149,139	(296,600)	(799,886)	(1,308,704)	(1,818,069)	(2,072,752)	(2,327,434)
	130.00	139,130	(308,380)	(811,809)	(1,320,699)	(1,830,064)	(2,084,747)	(2,339,429)
	140.00	129,121	(320,160)	(823,731)	(1,332,694)	(1,842,059)	(2,096,742)	(2,351,424)
	150.00	119,111	(331,940)	(835,654)	(1,344,689)	(1,854,054)	(2,108,737)	(2,363,419)
	160.00	109,102	(343,720)	(847,577)	(1,356,684)	(1,866,049)	(2,120,732)	(2,375,414)
	170.00	99,092	(355,500)	(859,500)	(1,368,679)	(1,878,044)	(2,132,726)	(2,387,409)
	180.00	89,083	(367,280)	(871,423)	(1,380,674)	(1,890,039)	(2,144,721)	(2,399,404)
	190.00	79,074	(379,060)	(883,346)	(1,392,669)	(1,902,034)	(2,156,716)	(2,411,399)
	200.00	69,064	(390,840)	(895,299)	(1,404,664)	(1,914,029)	(2,168,711)	(2,423,394)
	210.00	59,055	(402,620)	(907,294)	(1,416,659)	(1,926,024)	(2,180,706)	(2,435,389)
	220.00	49,045	(414,400)	(919,288)	(1,428,653)	(1,938,019)	(2,192,701)	(2,447,384)
	230.00	39,036	(426,180)	(931,283)	(1,440,648)	(1,950,013)	(2,204,696)	(2,459,379)
	240.00	29,026	(438,002)	(943,278)	(1,452,643)	(1,962,008)	(2,216,691)	(2,471,373)
	250.00	19,017	(449,853)	(955,273)	(1,464,638)	(1,974,003)	(2,228,686)	(2,483,368)

(where 105% is a 5% increase, and 95% is a 5% decrease etc.)

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Scheme Typology: Houses and Flats — No Units: 40
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(1,674,130)	90%	95%	100%	110%	120%	130%	140%
	0.00	(1,973,829)	(1,823,980)	(1,674,130)	(1,374,432)	(1,074,733)	(776,843)	(481,418)
	10.00	(1,985,824)	(1,835,974)	(1,686,125)	(1,386,426)	(1,086,728)	(788,764)	(493,198)
CIL £psm	20.00	(1,997,819)	(1,847,969)	(1,698,120)	(1,398,421)	(1,098,723)	(800,687)	(505,041)
0.00	30.00	(2,009,814)	(1,859,964)	(1,710,115)	(1,410,416)	(1,110,718)	(812,609)	(516,892)
(recommended CIL)	40.00	(2,021,809)	(1,871,959)	(1,722,110)	(1,422,411)	(1,122,713)	(824,532)	(528,743)
(100)	50.00	(2,033,804)	(1,883,954)	(1,734,105)	(1,434,406)	(1,134,707)	(836,455)	(540,594)
	60.00	(2,045,798)	(1,895,949)	(1,746,100)	(1,446,401)	(1,146,702)	(848,378)	(552,445)
	70.00	(2,057,793)	(1,907,944)	(1,758,095)	(1,458,396)	(1,158,697)	(860,301)	(564,297)
	80.00	(2,069,788)	(1,919,939)	(1,770,090)	(1,470,391)	(1,170,692)	(872,224)	(576,148)
	90.00	(2,081,783)	(1,931,934)	(1,782,085)	(1,482,386)	(1,182,687)	(884,147)	(587,999)
	100.00	(2,093,778)	(1,943,929)	(1,794,079)	(1,494,381)	(1,194,682)	(896,069)	(599,850)
	110.00	(2,105,773)	(1,955,924)	(1,806,074)	(1,506,376)	(1,206,677)	(907,992)	(611,701)
	120.00	(2,117,768)	(1,967,919)	(1,818,069)	(1,518,371)	(1,218,672)	(919,915)	(623,553)
	130.00	(2,129,763)	(1,979,914)	(1,830,064)	(1,530,366)	(1,230,667)	(931,838)	(635,404)
	140.00	(2,141,758)	(1,991,908)	(1,842,059)	(1,542,360)	(1,242,662)	(943,761)	(647,255)
	150.00	(2,153,753)	(2,003,903)	(1,854,054)	(1,554,355)	(1,254,657)	(955,684)	(659,106)
	160.00	(2,165,748)	(2,015,898)	(1,866,049)	(1,566,350)	(1,266,652)	(967,607)	(670,957)
	170.00	(2,177,743)	(2,027,893)	(1,878,044)	(1,578,345)	(1,278,647)	(979,529)	(682,809)
	180.00	(2,189,738)	(2,039,888)	(1,890,039)	(1,590,340)	(1,290,641)	(991,452)	(694,660)
	190.00	(2,201,732)	(2,051,883)	(1,902,034)	(1,602,335)	(1,302,636)	(1,003,375)	(706,511)
	200.00	(2,213,727)	(2,063,878)	(1,914,029)	(1,614,330)	(1,314,631)	(1,015,298)	(718,362)
	210.00	(2,225,722)	(2,075,873)	(1,926,024)	(1,626,325)	(1,326,626)	(1,027,221)	(730,214)
	220.00	(2,237,717)	(2,087,868)	(1,938,019)	(1,638,320)	(1,338,621)	(1,039,144)	(742,065)
	230.00	(2,249,712)	(2,099,863)	(1,950,013)	(1,650,315)	(1,350,616)	(1,051,066)	(753,916)
	240.00	(2,261,707)	(2,111,858)	(1,962,008)	(1,662,310)	(1,362,611)	(1,062,989)	(765,767)
	250.00	(2,273,702)	(2,123,853)	(1,974,003)	(1,674,305)	(1,374,606)	(1,074,912)	(777,618)

TABLE 8

Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(1,674,130)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(1,674,130)	(1,458,531)	(1,242,931)	(1,027,332)	(812,205)	(598,278)	367,147
	10.00	(1,686,125)	(1,470,526)	(1,254,926)	(1,039,327)	(824,127)	(610,129)	357,197
CIL £psm	20.00	(1,698,120)	(1,482,521)	(1,266,921)	(1,051,322)	(836,050)	(621,980)	347,248
0.00	30.00	(1,710,115)	(1,494,516)	(1,278,916)	(1,063,317)	(847,973)	(633,832)	337,299
(recommended CIL)	40.00	(1,722,110)	(1,506,511)	(1,290,911)	(1,075,312)	(859,896)	(645,683)	327,350
(100)	50.00	(1,734,105)	(1,518,505)	(1,302,906)	(1,087,307)	(871,819)	(657,534)	317,400
	60.00	(1,746,100)	(1,530,500)	(1,314,901)	(1,099,302)	(883,742)	(669,438)	307,451
	70.00	(1,758,095)	(1,542,495)	(1,326,896)	(1,111,296)	(895,697)	(681,361)	297,502
	80.00	(1,770,090)	(1,554,490)	(1,338,891)	(1,123,291)	(907,692)	(693,283)	287,552
	90.00	(1,782,085)	(1,566,485)	(1,350,886)	(1,135,286)	(919,687)	(705,206)	277,603
	100.00	(1,794,079)	(1,578,480)	(1,362,881)	(1,147,281)	(931,682)	(717,129)	267,654
	110.00	(1,806,074)	(1,590,475)	(1,374,876)	(1,159,276)	(943,677)	(729,052)	257,705
	120.00	(1,818,069)	(1,602,470)	(1,386,870)	(1,171,271)	(955,672)	(740,975)	247,755
	130.00	(1,830,064)	(1,614,465)	(1,398,865)	(1,183,266)	(967,667)	(752,898)	237,806
	140.00	(1,842,059)	(1,626,460)	(1,410,860)	(1,195,261)	(979,661)	(764,821)	227,857
	150.00	(1,854,054)	(1,638,455)	(1,422,855)	(1,207,256)	(991,656)	(776,743)	217,908
	160.00	(1,866,049)	(1,650,450)	(1,434,850)	(1,219,251)	(1,003,651)	(788,666)	207,958
	170.00	(1,878,044)	(1,662,445)	(1,446,845)	(1,231,246)	(1,015,646)	(800,589)	198,006
	180.00	(1,890,039)	(1,674,439)	(1,458,840)	(1,243,241)	(1,027,641)	(812,512)	187,996
	190.00	(1,902,034)	(1,686,434)	(1,470,835)	(1,255,236)	(1,039,636)	(824,435)	177,987
	200.00	(1,914,029)	(1,698,429)	(1,482,830)	(1,267,230)	(1,051,631)	(836,358)	167,977
	210.00	(1,926,024)	(1,710,424)	(1,494,825)	(1,279,225)	(1,063,626)	(848,281)	157,968
	220.00	(1,938,019)	(1,722,419)	(1,506,820)	(1,291,220)	(1,075,621)	(860,203)	147,958
	230.00	(1,950,013)	(1,734,414)	(1,518,815)	(1,303,215)	(1,087,616)	(872,126)	137,949
	240.00	(1,962,008)	(1,746,409)	(1,530,810)	(1,315,210)	(1,099,611)	(884,049)	127,940
	250.00	(1,974,003)	(1,758,404)	(1,542,804)	(1,327,205)	(1,111,606)	(896,006)	117,930

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**40**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**E**	
Scheme Typology:	Houses and Flats	
No Units:	40	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	9,945,120	
Policy Assumptions		
AH Target %	40%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	14.58%	
Developers Profit (% on costs)	12.51%	
Developers Profit Total (£)	1,449,823	
Land Value KPI's		
RLV (£/acre (net))	(1,474,130)	
RLV (£/ha (net))	(3,642,576)	
RLV (% of GDV)	-31.13%	
RLV Total (£)	(3,096,112)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	420,059	
Surplus/Deficit (£/acre) [RLV-BLV]	(1,674,130)	
Surplus/Deficit (£/ha)	(4,136,776)	
Surplus/Deficit Total (£)	(3,516,172)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	776,420	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	19,411	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	F				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	100	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			40%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		60%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	12.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	25.2	50.0%	20.0	45%	45.2
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	24.0	43.0%	17.2	41%	41.2
4 bed House (with garage)	18.0%	10.8	7.0%	2.8	14%	13.6
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	60.0	100.0%	40.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,890	20,344	1,500	16,146	3,390	36,490
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	2,544	27,383	1,548	16,663	4,092	44,046
4 bed House (with garage)	1,501	16,159	322	3,466	1,823	19,625
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	5,935	63,886	3,370	36,274	9,305	100,160
AH % by floor area:			36.22%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	14,238,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	14,420,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	5,780,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						34,438,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	0	60%	0	40%	0	0%	0	70%
2 bed Flat	0	60%	0	40%	0	0%	0	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses**	No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	25.2	@	315,000		7,938,000
3 bed House	0.0	@	0		-
3 bed House (with garage)	24.0	@	350,000		8,400,000
4 bed House (with garage)	10.8	@	425,000		4,590,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	60.0				20,928,000
Affordable Rent GDV -					
2 bed House	7.0	@	189,000		1,323,000
3 bed House	0.0	@	0		-
3 bed House (with garage)	6.0	@	210,000		1,264,200
4 bed House (with garage)	1.0	@	255,000		249,900
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	14.0				2,837,100
Social Rent GDV -					
2 bed House	7.0	@	126,000		882,000
3 bed House	0.0	@	0		-
3 bed House (with garage)	6.0	@	140,000		842,800
4 bed House (with garage)	1.0	@	170,000		166,600
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	14.0				1,891,400
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	6.0	@	220,500		1,323,000
3 bed House	0.0	@	0		-
3 bed House (with garage)	5.2	@	245,000		1,264,200
4 bed House (with garage)	0.8	@	297,500		249,900
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	12.0	40.0			2,837,100
Sub-total GDV Residential	**100**				**28,493,600**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	5,944,400
	639	£ psm (total GIA sqm)		59,444 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**28,493,600**

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Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	122,505	£		(122,505)
Building Safety Levy				5,935	sqm	30.21	£ psm			(179,302)
CIL (Mrkt only inc. garages)	Max			5,935	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				100	units @	6,700	per unit			(670,000)
	Sub-total								(670,000)	
S106 analysis:	142,911	£ per ha		2.35%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				9,305	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				4.69	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			100	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				3,390	sqm @	1,892	psm			(6,413,880)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				3,433	sqm @	1,892	psm			(6,494,858)
4 bed House (EXC. garage)				1,497	sqm @	1,892	psm			(2,831,946)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				-	sqm @	2,064	psm			-
2 bed Flat				-	sqm @	2,064	psm			-
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	41.2		16.0	659	sqm @	600	psm			(395,520)
Garages for 4B House	13.6		24.0	326	sqm @	600	psm			(195,840)
Garages for 5B House	-		-	0	sqm @	600	psm			-
Total GIA check:				9,305	£ per garage	£0				
External works				16,332,043	@	15.0%				(2,449,806)
Ext. Works analysis:						24,498	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				100	units @	1,000	£ per unit			(100,000)
M4(2) Category 2 Housing	Aff units		40	units @	100%	@	1,400	£ per unit		(56,000)
M4(2) Category 2 Housing	OMS units		60	units @	100%	@	1,400	£ per unit		(84,000)
M4(3)(b) Category 3 Housing	Aff units		40	units @	10%	@	22,000	£ per unit		(88,000)
M4(3)(b) Category 3 Housing	OMS units		60	units @	10%	@	22,000	£ per unit		(132,000)
Part L/FHS			100	units @			4,350	£ per unit		(435,000)
Part L/FHS analysis:						2.7%	% of BCIS costs			
Net Zero for Housing			9,305	sqm			105	£ psm		(977,046)
Net Zero for Flats			-	sqm			72	£ psm		-
Water Efficiency			100	units @			20	£ per unit		(2,000)
Urban Greening Factor	0	flats @	6	flats per floor	0		0	£ per unit		-
	Sub-total								(1,874,046)	
Policy Costs analysis:	(design costs only)					18,740	£ per unit (total units)			
						11.5%	% of BCIS costs			
Contingency (on construction)				20,655,896	@	3.0%				(619,677)

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Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		20,655,896	@	10.0%			(2,065,590)
Disposal Costs -							
OMS Marketing and Promotion		20,928,000	OMS @	1.00%	2,093	£ per unit	(209,280)
Residential Sales Agent Costs		20,928,000	OMS @	1.00%	2,093	£ per unit	(209,280)
Residential Sales Legal Costs		20,928,000	OMS @	0.50%	1,046	£ per unit	(104,640)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	100	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,232	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(1,838,605)
Developers Profit -							
Profit on OMS		20,928,000		17.50%			(3,662,400)
Margin on AH		7,565,600		6.00%	on AH values		(453,936)
Profit analysis:		28,493,600		14.45%	blended GDV	(4,116,336)	
		26,715,610		15.41%	on costs	(4,116,336)	
TOTAL COSTS							**(30,831,946)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(2,338,346)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(2,338,346)**
RLV analysis:	(23,383) £ per plot	(498,769)	£ per ha (net)	(201,849)	£ per acre (net)		
		(374,077)	£ per ha (gross)	(151,387)	£ per acre (gross)		
				-8.21%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		21.3	dph (net)				
Site Area (net)		4.69	ha (net)	11.58	acres (net)		
Net to Gross ratio		75%					
Site Area (gross)		6.25	ha (gross)	15.45	acres (gross)		
Density analysis:		1,985	sqm/ha (net)	8,646	sqft/ac (net)		
		16	dph (gross)				
Benchmark Land Value (net)	26,258 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**2,625,848**
BLV analysis:		560,093	£ per ha (net)	226,667	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(1,058,862)**	£ per ha (net)	**(428,516)**	£ per acre (net)	**(4,964,193)**

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Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	428,516	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(278,876)	(297,531)	(316,186)	(334,841)	(353,496)	(372,157)	(390,943)
	10.00	(288,907)	(307,061)	(325,214)	(343,367)	(361,521)	(379,726)	(398,007)
Max CIL £ psm	20.00	(298,939)	(316,590)	(334,242)	(351,894)	(369,546)	(387,294)	(405,072)
0.00	30.00	(308,970)	(326,120)	(343,270)	(360,420)	(377,591)	(394,863)	(412,136)
(recommended CIL)	40.00	(319,001)	(335,650)	(352,298)	(368,947)	(385,664)	(402,432)	(419,200)
(100)	50.00	(329,032)	(345,179)	(361,326)	(377,474)	(393,738)	(410,001)	(426,264)
	60.00	(339,063)	(354,709)	(370,354)	(386,052)	(401,811)	(417,570)	(433,329)
	70.00	(349,095)	(364,239)	(379,382)	(394,630)	(409,885)	(425,139)	(440,393)
	80.00	(359,126)	(373,768)	(388,459)	(403,209)	(417,958)	(432,708)	(447,457)
	90.00	(369,157)	(383,298)	(397,542)	(411,787)	(426,032)	(440,277)	(454,527)
	100.00	(379,188)	(392,884)	(406,624)	(420,365)	(434,105)	(447,846)	(461,634)
	110.00	(389,235)	(402,471)	(415,707)	(428,943)	(442,179)	(455,414)	(468,741)
	120.00	(399,327)	(412,058)	(424,790)	(437,521)	(450,252)	(462,984)	(475,848)
	130.00	(409,419)	(421,646)	(433,872)	(446,099)	(458,326)	(470,599)	(482,955)
	140.00	(419,511)	(431,233)	(442,955)	(454,677)	(466,399)	(478,213)	(490,062)
	150.00	(429,603)	(440,820)	(452,038)	(463,255)	(474,487)	(485,828)	(497,169)
	160.00	(439,694)	(450,407)	(461,120)	(471,833)	(482,609)	(493,443)	(504,276)
	170.00	(449,786)	(459,995)	(470,203)	(480,411)	(490,732)	(501,057)	(511,383)
	180.00	(459,878)	(469,582)	(479,286)	(489,036)	(498,854)	(508,672)	(518,490)
	190.00	(469,970)	(479,169)	(488,368)	(497,666)	(506,976)	(516,287)	(525,597)
	200.00	(480,062)	(488,756)	(497,493)	(506,296)	(515,098)	(523,901)	(532,704)
	210.00	(490,154)	(498,344)	(506,630)	(514,926)	(523,221)	(531,516)	(539,814)
	220.00	(500,245)	(507,980)	(515,768)	(523,555)	(531,343)	(539,130)	(546,964)
	230.00	(510,346)	(517,626)	(524,906)	(532,185)	(539,465)	(546,745)	(554,114)
	240.00	(520,499)	(527,271)	(534,043)	(540,815)	(547,587)	(554,360)	(561,264)
	250.00	(530,652)	(536,916)	(543,181)	(549,445)	(555,710)	(562,019)	(568,414)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(428,516)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(360,172)	(377,251)	(394,339)	(411,427)	(428,516)	(445,667)	(462,859)
	10.00	(366,217)	(383,306)	(400,394)	(417,482)	(434,571)	(451,759)	(468,950)
CIL £psm	20.00	(372,272)	(389,361)	(406,449)	(423,538)	(440,659)	(457,850)	(475,042)
0.00	30.00	(378,327)	(395,416)	(412,504)	(429,593)	(446,750)	(463,942)	(481,134)
(recommended CIL)	40.00	(384,383)	(401,471)	(418,559)	(435,650)	(452,842)	(470,034)	(487,226)
(100)	50.00	(390,438)	(407,526)	(424,615)	(441,742)	(458,934)	(476,126)	(493,317)
	60.00	(396,493)	(413,581)	(430,670)	(447,834)	(465,026)	(482,217)	(499,409)
	70.00	(402,548)	(419,636)	(436,734)	(453,926)	(471,117)	(488,309)	(505,501)
	80.00	(408,603)	(425,691)	(442,826)	(460,017)	(477,209)	(494,401)	(511,610)
	90.00	(414,658)	(431,747)	(448,917)	(466,109)	(483,301)	(500,492)	(517,739)
	100.00	(420,713)	(437,817)	(455,009)	(472,201)	(489,392)	(506,584)	(523,867)
	110.00	(426,768)	(443,909)	(461,101)	(478,292)	(495,484)	(512,700)	(529,996)
	120.00	(432,823)	(450,001)	(467,192)	(484,384)	(501,576)	(518,829)	(536,125)
	130.00	(438,901)	(456,092)	(473,284)	(490,476)	(507,668)	(524,957)	(542,253)
	140.00	(444,992)	(462,184)	(479,376)	(496,568)	(513,790)	(531,086)	(548,382)
	150.00	(451,084)	(468,276)	(485,468)	(502,659)	(519,919)	(537,215)	(554,510)
	160.00	(457,176)	(474,368)	(491,559)	(508,752)	(526,047)	(543,343)	(560,639)
	170.00	(463,268)	(480,459)	(497,651)	(514,880)	(532,176)	(549,472)	(566,767)
	180.00	(469,359)	(486,551)	(503,743)	(521,009)	(538,305)	(555,600)	(572,896)
	190.00	(475,451)	(492,643)	(509,842)	(527,137)	(544,433)	(561,729)	(579,024)
	200.00	(481,543)	(498,734)	(515,970)	(533,266)	(550,562)	(567,857)	(585,172)
	210.00	(487,634)	(504,826)	(522,099)	(539,395)	(556,690)	(573,986)	(591,338)
	220.00	(493,726)	(510,932)	(528,227)	(545,523)	(562,819)	(580,114)	(597,503)
	230.00	(499,818)	(517,060)	(534,356)	(551,652)	(568,947)	(586,269)	(603,669)
	240.00	(505,910)	(523,189)	(540,484)	(557,780)	(575,076)	(592,434)	(609,834)
	250.00	(512,022)	(529,317)	(546,613)	(563,909)	(581,204)	(598,600)	(616,000)

260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

		Profit	18%					
Balance (RLV - BLV £ per acre (n))	(428,516)	15%	16%	17%	18%	19%	20%	21%
	0.00	(383,352)	(401,418)	(419,483)	(437,548)	(455,614)	(473,679)	(491,744)
	10.00	(389,408)	(407,473)	(425,538)	(443,604)	(461,669)	(479,734)	(497,800)
CIL £psm	20.00	(395,495)	(413,561)	(431,626)	(449,691)	(467,757)	(485,822)	(503,887)
0.00	30.00	(401,587)	(419,652)	(437,718)	(455,783)	(473,848)	(491,914)	(509,979)
(recommended CIL)	40.00	(407,679)	(425,744)	(443,809)	(461,875)	(479,940)	(498,005)	(516,071)
(100)	50.00	(413,771)	(431,836)	(449,901)	(467,966)	(486,032)	(504,097)	(522,162)
	60.00	(419,862)	(437,928)	(455,993)	(474,058)	(492,124)	(510,189)	(528,254)
	70.00	(425,954)	(444,019)	(462,085)	(480,150)	(498,215)	(516,281)	(534,346)
	80.00	(432,046)	(450,111)	(468,176)	(486,242)	(504,307)	(522,372)	(540,438)
	90.00	(438,137)	(456,203)	(474,268)	(492,333)	(510,399)	(528,464)	(546,529)
	100.00	(444,229)	(462,294)	(480,360)	(498,425)	(516,490)	(534,556)	(552,621)
	110.00	(450,321)	(468,386)	(486,451)	(504,517)	(522,582)	(540,647)	(558,713)
	120.00	(456,412)	(474,478)	(492,543)	(510,608)	(528,674)	(546,739)	(564,804)
	130.00	(462,504)	(480,570)	(498,635)	(516,700)	(534,766)	(552,831)	(570,896)
	140.00	(468,627)	(486,692)	(504,758)	(522,823)	(540,888)	(558,954)	(577,019)
	150.00	(474,756)	(492,821)	(510,886)	(528,952)	(547,017)	(565,082)	(583,148)
	160.00	(480,884)	(498,949)	(517,015)	(535,080)	(553,145)	(571,211)	(589,276)
	170.00	(487,013)	(505,078)	(523,143)	(541,209)	(559,274)	(577,339)	(595,405)
	180.00	(493,141)	(511,207)	(529,272)	(547,337)	(565,403)	(583,468)	(601,533)
	190.00	(499,270)	(517,335)	(535,400)	(553,466)	(571,531)	(589,596)	(607,662)
	200.00	(505,398)	(523,464)	(541,529)	(559,594)	(577,660)	(595,725)	(613,790)
	210.00	(511,527)	(529,592)	(547,657)	(565,723)	(583,788)	(601,853)	(619,919)
	220.00	(517,655)	(535,721)	(553,786)	(571,851)	(589,917)	(607,982)	(626,047)
	230.00	(523,784)	(541,849)	(559,915)	(577,980)	(596,045)	(614,111)	(632,176)
	240.00	(529,912)	(547,978)	(566,043)	(584,108)	(602,174)	(620,239)	(638,304)
	250.00	(536,041)	(554,106)	(572,172)	(590,237)	(608,302)	(626,368)	(644,433)

TABLE 4

		BLV (£ per acre (n))		170,000				
Balance (RLV - BLV £ per acre (n))	(428,516)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(335,182)	(368,516)	(401,849)	(435,182)	(468,516)	(501,849)	(535,182)
	10.00	(341,238)	(374,571)	(407,904)	(441,238)	(474,571)	(507,904)	(541,238)
CIL £psm	20.00	(347,325)	(380,659)	(413,992)	(447,325)	(480,659)	(513,992)	(547,325)
0.00	30.00	(353,417)	(386,750)	(420,084)	(453,417)	(486,750)	(520,084)	(553,417)
(recommended CIL)	40.00	(359,509)	(392,842)	(426,175)	(459,509)	(492,842)	(526,175)	(559,509)
(100)	50.00	(365,600)	(398,934)	(432,267)	(465,600)	(498,934)	(532,267)	(565,600)
	60.00	(371,692)	(405,026)	(438,359)	(471,692)	(505,026)	(538,359)	(571,692)
	70.00	(377,784)	(411,117)	(444,451)	(477,784)	(511,117)	(544,451)	(577,784)
	80.00	(383,876)	(417,209)	(450,542)	(483,876)	(517,209)	(550,542)	(583,876)
	90.00	(389,967)	(423,301)	(456,634)	(489,967)	(523,301)	(556,634)	(589,967)
	100.00	(396,059)	(429,392)	(462,726)	(496,059)	(529,392)	(562,726)	(596,059)
	110.00	(402,151)	(435,484)	(468,817)	(502,151)	(535,484)	(568,817)	(602,151)
	120.00	(408,242)	(441,576)	(474,909)	(508,242)	(541,576)	(574,909)	(608,242)
	130.00	(414,334)	(447,668)	(481,001)	(514,334)	(547,668)	(581,001)	(614,334)
	140.00	(420,457)	(453,790)	(487,124)	(520,457)	(553,790)	(587,124)	(620,457)
	150.00	(426,586)	(459,919)	(493,252)	(526,586)	(559,919)	(593,252)	(626,586)
	160.00	(432,714)	(466,047)	(499,381)	(532,714)	(566,047)	(599,381)	(632,714)
	170.00	(438,843)	(472,176)	(505,509)	(538,843)	(572,176)	(605,509)	(638,843)
	180.00	(444,971)	(478,305)	(511,638)	(544,971)	(578,305)	(611,638)	(644,971)
	190.00	(451,100)	(484,433)	(517,766)	(551,100)	(584,433)	(617,766)	(651,100)
	200.00	(457,228)	(490,562)	(523,895)	(557,228)	(590,562)	(623,895)	(657,228)
	210.00	(463,357)	(496,690)	(530,023)	(563,357)	(596,690)	(630,023)	(663,357)
	220.00	(469,485)	(502,819)	(536,152)	(569,485)	(602,819)	(636,152)	(669,485)
	230.00	(475,614)	(508,947)	(542,281)	(575,614)	(608,947)	(642,281)	(675,614)
	240.00	(481,742)	(515,076)	(548,409)	(581,742)	(615,076)	(648,409)	(681,742)
	250.00	(487,871)	(521,204)	(554,538)	(587,871)	(621,204)	(654,538)	(687,871)

260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(428,516)	Density (dph) (net) 30	35	21 40	45	50	55	60
	0.00	(510,561)	(557,877)	(605,193)	(652,509)	(699,824)	(747,140)	(794,456)
	10.00	(519,078)	(567,813)	(616,548)	(665,283)	(714,018)	(762,753)	(811,489)
CIL £psm	20.00	(527,640)	(577,802)	(627,964)	(678,127)	(728,289)	(778,451)	(828,613)
0.00	30.00	(536,208)	(587,798)	(639,388)	(690,978)	(742,569)	(794,159)	(845,749)
(recommended CIL)	40.00	(544,776)	(597,794)	(650,812)	(703,830)	(756,848)	(809,866)	(862,885)
(100)	50.00	(553,343)	(607,790)	(662,236)	(716,682)	(771,128)	(825,574)	(880,020)
	60.00	(561,911)	(617,785)	(673,659)	(729,533)	(785,408)	(841,282)	(897,156)
	70.00	(570,479)	(627,781)	(685,083)	(742,385)	(799,687)	(856,989)	(914,291)
	80.00	(579,047)	(637,777)	(696,507)	(755,237)	(813,967)	(872,697)	(931,427)
	90.00	(587,615)	(647,773)	(707,931)	(768,089)	(828,247)	(888,405)	(948,563)
	100.00	(596,182)	(657,768)	(719,354)	(780,940)	(842,526)	(904,112)	(965,698)
	110.00	(604,750)	(667,764)	(730,778)	(793,792)	(856,806)	(919,820)	(982,834)
	120.00	(613,318)	(677,760)	(742,202)	(806,644)	(871,086)	(935,528)	(999,969)
	130.00	(621,886)	(687,756)	(753,626)	(819,495)	(885,365)	(951,235)	(1,017,105)
	140.00	(630,497)	(697,803)	(765,108)	(832,413)	(899,718)	(967,023)	(1,034,328)
	150.00	(639,117)	(707,859)	(776,601)	(845,342)	(914,084)	(982,826)	(1,051,568)
	160.00	(647,737)	(717,915)	(788,093)	(858,272)	(928,450)	(998,628)	(1,068,807)
	170.00	(656,356)	(727,971)	(799,586)	(871,201)	(942,816)	(1,014,431)	(1,086,046)
	180.00	(664,976)	(738,027)	(811,079)	(884,131)	(957,182)	(1,030,234)	(1,103,285)
	190.00	(673,595)	(748,084)	(822,572)	(897,060)	(971,548)	(1,046,036)	(1,120,524)
	200.00	(682,215)	(758,140)	(834,065)	(909,989)	(985,914)	(1,061,839)	(1,137,764)
	210.00	(690,835)	(768,196)	(845,557)	(922,919)	(1,000,280)	(1,077,641)	(1,155,003)
	220.00	(699,454)	(778,252)	(857,050)	(935,848)	(1,014,646)	(1,093,444)	(1,172,242)
	230.00	(708,074)	(788,308)	(868,543)	(948,777)	(1,029,012)	(1,109,247)	(1,189,481)
	240.00	(716,693)	(798,365)	(880,036)	(961,707)	(1,043,378)	(1,125,049)	(1,206,720)
	250.00	(725,313)	(808,421)	(891,529)	(974,636)	(1,057,744)	(1,140,852)	(1,223,960)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(428,516)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	321,876	146,175	(32,514)	(214,562)	(428,516)	(537,565)	(647,533)
	10.00	317,003	141,213	(37,567)	(219,990)	(434,571)	(543,694)	(653,699)
CIL £psm	20.00	312,129	136,250	(42,620)	(225,434)	(440,659)	(549,822)	(659,864)
0.00	30.00	307,256	131,288	(47,673)	(231,295)	(446,750)	(555,951)	(666,030)
(recommended CIL)	40.00	302,382	126,326	(52,726)	(237,277)	(452,842)	(562,079)	(672,195)
(100)	50.00	297,509	121,364	(57,778)	(243,260)	(458,934)	(568,208)	(678,361)
	60.00	292,636	116,401	(62,831)	(249,243)	(465,026)	(574,336)	(684,526)
	70.00	287,754	111,439	(67,884)	(255,225)	(471,117)	(580,465)	(690,692)
	80.00	282,851	106,477	(72,937)	(261,208)	(477,209)	(586,621)	(696,858)
	90.00	277,948	101,515	(77,990)	(267,190)	(483,301)	(592,787)	(703,023)
	100.00	273,045	96,533	(83,042)	(273,173)	(489,392)	(598,952)	(709,189)
	110.00	268,143	91,540	(88,095)	(279,155)	(495,484)	(605,118)	(715,354)
	120.00	263,240	86,548	(93,170)	(285,138)	(501,576)	(611,283)	(721,520)
	130.00	258,337	81,556	(98,253)	(291,137)	(507,668)	(617,449)	(727,686)
	140.00	253,434	76,563	(103,337)	(297,156)	(513,790)	(623,615)	(733,851)
	150.00	248,531	71,571	(108,420)	(303,174)	(519,919)	(629,780)	(740,017)
	160.00	243,628	66,579	(113,503)	(309,193)	(526,047)	(635,946)	(746,182)
	170.00	238,726	61,587	(118,587)	(315,212)	(532,176)	(642,111)	(752,348)
	180.00	233,823	56,594	(123,670)	(321,230)	(538,305)	(648,277)	(758,513)
	190.00	228,920	51,602	(128,753)	(327,249)	(544,433)	(654,443)	(764,679)
	200.00	224,005	46,610	(133,837)	(333,268)	(550,562)	(660,608)	(770,845)
	210.00	219,072	41,617	(138,920)	(339,287)	(556,690)	(666,774)	(777,010)
	220.00	214,140	36,625	(144,004)	(345,305)	(562,819)	(672,939)	(783,176)
	230.00	209,207	31,602	(149,087)	(351,324)	(568,947)	(679,105)	(789,341)
	240.00	204,275	26,580	(154,179)	(357,343)	(575,076)	(685,270)	(795,507)
	250.00	199,343	21,557	(159,294)	(363,371)	(581,204)	(691,436)	(801,673)

260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	(428,516)	90%	95%	100%	110%	120%	130%	140%
	0.00	(585,530)	(506,655)	(428,516)	(274,010)	(135,102)	(4,963)	124,328
	10.00	(591,695)	(512,783)	(434,571)	(279,993)	(140,216)	(10,016)	119,305
CIL £psm	20.00	(597,861)	(518,912)	(440,659)	(285,975)	(145,330)	(15,069)	114,283
0.00	30.00	(604,026)	(525,040)	(446,750)	(291,966)	(150,444)	(20,121)	109,260
(recommended CIL)	40.00	(610,192)	(531,169)	(452,842)	(297,984)	(155,559)	(25,174)	104,238
(100)	50.00	(616,358)	(537,297)	(458,934)	(304,003)	(160,673)	(30,227)	99,215
	60.00	(622,523)	(543,426)	(465,026)	(310,022)	(165,787)	(35,280)	94,193
	70.00	(628,689)	(549,554)	(471,117)	(316,040)	(170,901)	(40,343)	89,171
	80.00	(634,854)	(555,683)	(477,209)	(322,059)	(176,015)	(45,427)	84,148
	90.00	(641,020)	(561,811)	(483,301)	(328,078)	(181,129)	(50,510)	79,126
	100.00	(647,185)	(567,951)	(489,392)	(334,097)	(186,243)	(55,593)	74,103
	110.00	(653,351)	(574,116)	(495,484)	(340,115)	(191,357)	(60,677)	69,081
	120.00	(659,517)	(580,282)	(501,576)	(346,134)	(196,471)	(65,760)	64,042
	130.00	(665,682)	(586,447)	(507,668)	(352,153)	(201,585)	(70,844)	58,989
	140.00	(671,848)	(592,613)	(513,790)	(358,172)	(206,699)	(75,927)	53,936
	150.00	(678,013)	(598,778)	(519,919)	(364,190)	(212,004)	(81,010)	48,883
	160.00	(684,179)	(604,944)	(526,047)	(370,209)	(217,384)	(86,094)	43,830
	170.00	(690,344)	(611,110)	(532,176)	(376,257)	(222,828)	(91,177)	38,778
	180.00	(696,510)	(617,275)	(538,305)	(382,312)	(228,431)	(96,260)	33,725
	190.00	(702,676)	(623,441)	(544,433)	(388,367)	(234,413)	(101,344)	28,672
	200.00	(708,841)	(629,606)	(550,562)	(394,422)	(240,396)	(106,427)	23,619
	210.00	(715,007)	(635,772)	(556,690)	(400,477)	(246,379)	(111,510)	18,566
	220.00	(721,172)	(641,938)	(562,819)	(406,532)	(252,361)	(116,594)	13,514
	230.00	(727,338)	(648,103)	(568,947)	(412,587)	(258,344)	(121,684)	8,461
	240.00	(733,504)	(654,269)	(575,076)	(418,643)	(264,326)	(126,798)	3,408
	250.00	(739,669)	(660,434)	(581,204)	(424,698)	(270,309)	(131,912)	(1,645)

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	(428,516)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(428,516)	(327,317)	(226,891)	(140,319)	(55,392)	28,895	440,443
	10.00	(434,571)	(333,336)	(232,874)	(145,402)	(60,445)	23,872	435,600
CIL £psm	20.00	(440,659)	(339,355)	(238,856)	(150,486)	(65,498)	18,850	430,756
0.00	30.00	(446,750)	(345,373)	(244,839)	(155,587)	(70,551)	13,828	425,912
(recommended CIL)	40.00	(452,842)	(351,392)	(250,821)	(160,701)	(75,604)	8,805	421,068
(100)	50.00	(458,934)	(357,411)	(256,804)	(165,815)	(80,656)	3,783	416,224
	60.00	(465,026)	(363,439)	(262,786)	(170,929)	(85,709)	(1,240)	411,380
	70.00	(471,117)	(369,494)	(268,769)	(176,043)	(90,769)	(6,262)	406,536
	80.00	(477,209)	(375,549)	(274,752)	(181,157)	(95,853)	(11,285)	401,692
	90.00	(483,301)	(381,604)	(280,734)	(186,271)	(100,936)	(16,307)	396,848
	100.00	(489,392)	(387,660)	(286,717)	(191,385)	(106,019)	(21,330)	392,004
	110.00	(495,484)	(393,715)	(292,725)	(196,499)	(111,103)	(26,352)	387,159
	120.00	(501,576)	(399,770)	(298,744)	(201,613)	(116,186)	(31,405)	382,315
	130.00	(507,668)	(405,825)	(304,763)	(206,728)	(121,270)	(36,457)	377,471
	140.00	(513,790)	(411,880)	(310,781)	(212,004)	(126,353)	(41,510)	372,627
	150.00	(519,919)	(417,935)	(316,800)	(217,358)	(131,436)	(46,563)	367,783
	160.00	(526,047)	(423,990)	(322,819)	(222,802)	(136,520)	(51,616)	362,939
	170.00	(532,176)	(430,045)	(328,837)	(228,402)	(141,603)	(56,669)	358,095
	180.00	(538,305)	(436,106)	(334,856)	(234,385)	(146,686)	(61,721)	353,251
	190.00	(544,433)	(442,197)	(340,875)	(240,367)	(151,770)	(66,774)	348,383
	200.00	(550,562)	(448,289)	(346,894)	(246,350)	(156,879)	(71,827)	343,510
	210.00	(556,690)	(454,381)	(352,912)	(252,333)	(161,993)	(76,880)	338,637
	220.00	(562,819)	(460,473)	(358,931)	(258,315)	(167,107)	(81,933)	333,763
	230.00	(568,947)	(466,564)	(364,969)	(264,298)	(172,221)	(86,986)	328,890
	240.00	(575,076)	(472,656)	(371,024)	(270,280)	(177,335)	(92,053)	324,017
	250.00	(581,204)	(478,748)	(377,079)	(276,263)	(182,449)	(97,137)	319,143

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**F**	
Scheme Typology:	Houses	
No Units:	100	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	28,493,600	
Policy Assumptions		
AH Target %	40%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	14.45%	
Developers Profit (% on costs)	15.41%	
Developers Profit Total (£)	4,116,336	
Land Value KPI's		
RLV (£/acre (net))	(201,849)	
RLV (£/ha (net))	(498,769)	
RLV (% of GDV)	-8.21%	
RLV Total (£)	(2,338,346)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	2,625,848	
Surplus/Deficit (£/acre) [RLV-BLV]	(428,516)	
Surplus/Deficit (£/ha)	(1,058,862)	
Surplus/Deficit Total (£)	(4,964,193)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	1,838,605	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	18,386	Put into summary table for ease of checking. Don't print this row in the summary table

260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Appraisal Ref:	G				(see Typologies Matrix)
Scheme Typology:	Flats (Conversion)		No Units:	5	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			5	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	1.3	46.0%	0.6	38%	1.9
2 bed Flat	65.0%	2.4	54.0%	0.7	62%	3.1
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	3.8	100.0%	1.3	100%	5.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	77	831	34	364	111	1,195
2 bed Flat	186	2,006	52	556	238	2,562
3 bed Flat	0	0	0	0	0	0
	264	2,837	85	920	349	3,757
AH % by floor area:			24.48%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	0
4 bed House (with garage)	425,000	3,696	343	3,058	284	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	363,344
2 bed Flat	245,000	3,769	350	3,204	298	762,563
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						1,125,906

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Flats (Conversion)**		No Units:	**5**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	0.0	@	315,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	350,000	-
4 bed House (with garage)	0.0	@	425,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	1.3	@	192,500	252,656
2 bed Flat	2.4	@	245,000	597,188
3 bed Flat	0.0	@	0	-
	3.8			849,844
Affordable Rent GDV -				
2 bed House	0.0	@	189,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	210,000	-
4 bed House (with garage)	0.0	@	255,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.2	@	115,500	23,244
2 bed Flat	0.2	@	147,000	34,729
3 bed Flat	0.0	@	0	-
	0.4			57,973
Social Rent GDV -				
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	140,000	-
4 bed House (with garage)	0.0	@	170,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.2	@	77,000	15,496
2 bed Flat	0.2	@	98,000	23,153
3 bed Flat	0.0	@	0	-
	0.4			38,649
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	220,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	245,000	-
4 bed House (with garage)	0.0	@	297,500	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.2	@	134,750	23,244
2 bed Flat	0.2	@	171,500	34,729
3 bed Flat	0.0	@	0	-
	0.4	1.3		57,973
Sub-total GDV Residential	**5**			**1,004,439**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	121,468
	348	£ psm (total GIA sqm)	24,294	£ per unit (total units)
Grant	5	units @	0 per unit	-
Total GDV				**1,004,439**

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Scheme Typology:	**Flats (Conversion)**		No Units:	**5**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	2,940	£		(2,940)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	14,700	£		(14,700)
Building Safety Levy				264	sqm	15.11	£ psm			(3,983)
CIL (Mrkt only inc. garages)	Max			264	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				5	units @	3,000	per unit			(15,000)
	Sub-total								(15,000)	
S106 analysis:	750,000	£ per ha		1.49%	% of GDV	3,000	£ per unit (total units)			
AH Commuted Sum				349	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.02	ha @	123,500	£ per ha (if brownfield)			(2,470)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			5	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	2,107	psm			-
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				-	sqm @	2,107	psm			-
4 bed House (EXC. garage)				-	sqm @	2,107	psm			-
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat	Conversion			111	sqm @	1,529	psm			(169,764)
2 bed Flat	Conversion			238	sqm @	1,529	psm			(363,924)
3 bed Flat	Conversion			-	sqm @	1,529	psm			-
Garages for 3B House	-	16.0		0	sqm @	600	psm			-
Garages for 4B House	-	24.0		0	sqm @	600	psm			-
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				349	£ per garage	£0				
External works				533,688	@	10.0%				(53,369)
Ext. Works analysis:						10,674	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				5	units @	0	£ per unit			-
M4(2) Category 2 Housing	Aff units		1	units @	100%	@	1,400	£ per unit		(1,750)
M4(2) Category 2 Housing	OMS units		4	units @	100%	@	1,400	£ per unit		(5,250)
M4(3) Category 3 Housing	Aff units		1	units @	10%	@	22,000	£ per unit		(2,750)
M4(3) Category 3 Housing	OMS units		4	units @	10%	@	22,000	£ per unit		(8,250)
Part L/FHS			5	units @			4,350	£ per unit		(21,750)
Part L/FHS analysis:						4.1%	% of BCIS costs			
Net Zero for Housing		-	sqm				105	£ psm		-
Net Zero for Flats		349	sqm				72	£ psm		(25,131)
Water Efficiency		5	units @				20	£ per unit		(100)
Urban Greening Factory	5.0	flats @	6		per storey = GIA	419	0	£ per unit		-
	Sub-total								(64,981)	
Policy Costs analysis:	(design costs only)					12,996	£ per unit (total units)			
						12.2%	% of BCIS costs			
Contingency (on construction)				654,508	@	5.0%				(32,725)

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Scheme Typology:	**Flats (Conversion)**	No Units:	**5**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:				

Professional Fees		654,508	@	10.0%			(65,451)
Disposal Costs -							
OMS Marketing and Promotion		849,844	OMS @	1.00%	1,700	£ per unit	(8,498)
Residential Sales Agent Costs		849,844	OMS @	1.00%	1,700	£ per unit	(8,498)
Residential Sales Legal Costs		849,844	OMS @	0.50%	850	£ per unit	(4,249)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	5	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					4,249	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(16,908)
Developers Profit -							
Profit on OMS		849,844		17.50%			(148,723)
Margin on AH		154,595		6.00%	on AH values		(9,276)
Profit analysis:		1,004,439		15.73%	blended GDV	(157,998)	
		827,462		19.09%	on costs	(157,998)	
TOTAL COSTS							**(985,460)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							18,979
SDLT		18,979	@	HMRC formula			-
Acquisition Agent fees		18,979	@	1.0%			(190)
Acquisition Legal fees		18,979	@	0.5%			(95)
Interest on Land		18,979	@	7.50%			(1,423)
Residual Land Value							**17,271**
RLV analysis:	3,454 £ per plot	863,532	£ per ha (net)	349,467	£ per acre (net)		
		863,532	£ per ha (gross)	349,467	£ per acre (gross)		
				1.72%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		250.0	dph (net)				
Site Area (net)		0.02	ha (net)	0.05	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.02	ha (gross)	0.05	acres (gross)		
Density analysis:		17,452	sqm/ha (net)	76,023	sqft/ac (net)		
		250	dph (gross)				
Benchmark Land Value (net)	3,954 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**19,768**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(124,868)**	£ per ha (net)	**(50,533)**	£ per acre (net)	**(2,497)**

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Scheme Typology: **Flats (Conversion)** No Units: **5**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	50,533	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	1,262,874	1,000,192	737,511	474,829	212,148	(50,533)	(313,215)
	10.00	1,195,971	936,634	677,298	417,962	158,626	(100,711)	(360,047)
Max CIL £ psm	20.00	1,129,067	873,076	617,085	361,094	105,103	(150,888)	(407,559)
0.00	30.00	1,062,164	809,518	556,872	304,227	51,581	(201,065)	(459,023)
(recommended CIL)	40.00	995,261	745,960	496,660	247,359	(1,942)	(251,243)	(510,487)
(100)	50.00	928,358	682,403	436,447	190,491	(55,464)	(301,420)	(561,951)
	60.00	861,455	618,845	376,234	133,624	(108,987)	(351,597)	(613,415)
	70.00	794,552	555,287	316,021	76,756	(162,509)	(401,950)	(664,879)
	80.00	727,649	491,729	255,809	19,888	(216,032)	(457,090)	(716,343)
	90.00	660,746	428,171	195,596	(36,979)	(269,554)	(512,230)	(767,807)
	100.00	593,843	364,613	135,383	(93,847)	(323,077)	(567,370)	(819,271)
	110.00	526,940	301,055	75,170	(150,714)	(376,599)	(622,510)	(870,735)
	120.00	460,037	237,497	14,957	(207,582)	(433,101)	(677,650)	(922,199)
	130.00	393,133	173,939	(45,255)	(264,450)	(491,917)	(732,790)	(973,663)
	140.00	326,230	110,381	(105,468)	(321,317)	(550,733)	(787,930)	(1,025,126)
	150.00	259,327	46,823	(165,681)	(378,185)	(609,548)	(843,069)	(1,076,590)
	160.00	192,424	(16,735)	(225,894)	(438,519)	(668,364)	(898,209)	(1,128,054)
	170.00	125,521	(80,293)	(286,106)	(501,011)	(727,180)	(953,349)	(1,179,518)
	180.00	58,618	(143,851)	(346,319)	(563,503)	(785,996)	(1,008,489)	(1,230,982)
	190.00	(8,285)	(207,409)	(407,178)	(625,995)	(844,812)	(1,063,629)	(1,282,446)
	200.00	(75,188)	(270,967)	(473,346)	(688,487)	(903,628)	(1,118,769)	(1,333,910)
	210.00	(142,091)	(334,524)	(539,514)	(750,979)	(962,444)	(1,173,909)	(1,385,374)
	220.00	(208,994)	(398,082)	(605,682)	(813,471)	(1,021,260)	(1,229,049)	(1,436,838)
	230.00	(275,897)	(467,737)	(671,850)	(875,963)	(1,080,076)	(1,284,189)	(1,488,302)
	240.00	(342,801)	(537,581)	(738,018)	(938,455)	(1,138,892)	(1,339,329)	(1,539,766)
	250.00	(410,663)	(607,424)	(804,185)	(1,000,946)	(1,197,707)	(1,394,469)	(1,591,230)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(50,533)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	234,994	163,612	92,231	20,849	(50,533)	(121,915)	(193,297)
	10.00	184,817	113,435	42,053	(29,329)	(100,711)	(172,093)	(243,475)
CIL £psm	20.00	134,640	63,258	(8,124)	(79,506)	(150,888)	(222,270)	(293,652)
0.00	30.00	84,463	13,081	(58,301)	(129,683)	(201,065)	(272,447)	(343,829)
(recommended CIL)	40.00	34,285	(37,097)	(108,479)	(179,861)	(251,243)	(322,625)	(394,007)
(100)	50.00	(15,892)	(87,274)	(158,656)	(230,038)	(301,420)	(372,802)	(448,554)
	60.00	(66,069)	(137,451)	(208,833)	(280,215)	(351,597)	(425,252)	(503,694)
	70.00	(116,247)	(187,629)	(259,011)	(330,393)	(401,950)	(480,392)	(558,834)
	80.00	(166,424)	(237,806)	(309,188)	(380,570)	(457,090)	(535,532)	(613,973)
	90.00	(216,601)	(287,983)	(359,365)	(433,788)	(512,230)	(590,672)	(669,113)
	100.00	(266,779)	(338,161)	(410,486)	(488,928)	(567,370)	(645,812)	(724,253)
	110.00	(316,956)	(388,338)	(465,626)	(544,068)	(622,510)	(700,951)	(779,393)
	120.00	(367,133)	(442,325)	(520,766)	(599,208)	(677,650)	(756,091)	(834,533)
	130.00	(419,023)	(497,464)	(575,906)	(654,348)	(732,790)	(811,231)	(889,673)
	140.00	(474,163)	(552,604)	(631,046)	(709,488)	(787,930)	(866,371)	(944,813)
	150.00	(529,303)	(607,744)	(686,186)	(764,628)	(843,069)	(921,511)	(999,953)
	160.00	(584,442)	(662,884)	(741,326)	(819,768)	(898,209)	(976,651)	(1,055,093)
	170.00	(639,582)	(718,024)	(796,466)	(874,908)	(953,349)	(1,031,791)	(1,110,233)
	180.00	(694,722)	(773,164)	(851,606)	(930,047)	(1,008,489)	(1,086,931)	(1,165,373)
	190.00	(749,862)	(828,304)	(906,746)	(985,187)	(1,063,629)	(1,142,071)	(1,220,512)
	200.00	(805,002)	(883,444)	(961,886)	(1,040,327)	(1,118,769)	(1,197,211)	(1,275,652)
	210.00	(860,142)	(938,584)	(1,017,025)	(1,095,467)	(1,173,909)	(1,252,351)	(1,330,792)
	220.00	(915,282)	(993,724)	(1,072,165)	(1,150,607)	(1,229,049)	(1,307,491)	(1,385,932)
	230.00	(970,422)	(1,048,864)	(1,127,305)	(1,205,747)	(1,284,189)	(1,362,630)	(1,441,072)
	240.00	(1,025,562)	(1,104,003)	(1,182,445)	(1,260,887)	(1,339,329)	(1,417,770)	(1,496,212)
	250.00	(1,080,702)	(1,159,143)	(1,237,585)	(1,316,027)	(1,394,469)	(1,472,910)	(1,551,352)

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Scheme Typology: Flats (Conversion) No Units: 5
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(50,533)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	340,684	184,197	27,710	(128,777)	(285,264)	(445,880)	(617,843)
	10.00	290,506	134,020	(22,467)	(178,954)	(335,441)	(501,019)	(672,983)
CIL £psm	20.00	240,329	83,842	(72,645)	(229,131)	(385,618)	(556,159)	(728,123)
0.00	30.00	190,152	33,665	(122,822)	(279,309)	(439,336)	(611,299)	(783,263)
(recommended CIL)	40.00	139,974	(16,512)	(172,999)	(329,486)	(494,476)	(666,439)	(838,403)
(100)	50.00	89,797	(66,690)	(223,177)	(379,663)	(549,616)	(721,579)	(893,543)
	60.00	39,620	(116,867)	(273,354)	(432,792)	(604,756)	(776,719)	(948,683)
	70.00	(10,558)	(167,044)	(323,531)	(487,932)	(659,895)	(831,859)	(1,003,822)
	80.00	(60,735)	(217,222)	(373,709)	(543,072)	(715,035)	(886,999)	(1,058,962)
	90.00	(110,912)	(267,399)	(426,248)	(598,212)	(770,175)	(942,139)	(1,114,102)
	100.00	(161,090)	(317,576)	(481,388)	(653,352)	(825,315)	(997,279)	(1,169,242)
	110.00	(211,267)	(367,754)	(536,528)	(708,492)	(880,455)	(1,052,419)	(1,224,382)
	120.00	(261,444)	(419,704)	(591,668)	(763,631)	(935,595)	(1,107,558)	(1,279,522)
	130.00	(311,622)	(474,844)	(646,808)	(818,771)	(990,735)	(1,162,698)	(1,334,662)
	140.00	(361,799)	(529,984)	(701,948)	(873,911)	(1,045,875)	(1,217,838)	(1,389,802)
	150.00	(413,161)	(585,124)	(757,088)	(929,051)	(1,101,015)	(1,272,978)	(1,444,942)
	160.00	(468,301)	(640,264)	(812,228)	(984,191)	(1,156,155)	(1,328,118)	(1,500,082)
	170.00	(523,440)	(695,404)	(867,367)	(1,039,331)	(1,211,295)	(1,383,258)	(1,555,222)
	180.00	(578,580)	(750,544)	(922,507)	(1,094,471)	(1,266,434)	(1,438,398)	(1,610,361)
	190.00	(633,720)	(805,684)	(977,647)	(1,149,611)	(1,321,574)	(1,493,538)	(1,665,501)
	200.00	(688,860)	(860,824)	(1,032,787)	(1,204,751)	(1,376,714)	(1,548,678)	(1,720,641)
	210.00	(744,000)	(915,964)	(1,087,927)	(1,259,891)	(1,431,854)	(1,603,818)	(1,775,781)
	220.00	(799,140)	(971,103)	(1,143,067)	(1,315,031)	(1,486,994)	(1,658,958)	(1,830,921)
	230.00	(854,280)	(1,026,243)	(1,198,207)	(1,370,170)	(1,542,134)	(1,714,098)	(1,886,061)
	240.00	(909,420)	(1,081,383)	(1,253,347)	(1,425,310)	(1,597,274)	(1,769,237)	(1,941,201)
	250.00	(964,560)	(1,136,523)	(1,308,487)	(1,480,450)	(1,652,414)	(1,824,377)	(1,996,341)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(50,533)	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	249,467	224,467	199,467	174,467	149,467	124,467	99,467
	10.00	199,289	174,289	149,289	124,289	99,289	74,289	49,289
CIL £psm	20.00	149,112	124,112	99,112	74,112	49,112	24,112	(888)
0.00	30.00	98,935	73,935	48,935	23,935	(1,065)	(26,065)	(51,065)
(recommended CIL)	40.00	48,757	23,757	(1,243)	(26,243)	(51,243)	(76,243)	(101,243)
(100)	50.00	(1,420)	(26,420)	(51,420)	(76,420)	(101,420)	(126,420)	(151,420)
	60.00	(51,597)	(76,597)	(101,597)	(126,597)	(151,597)	(176,597)	(201,597)
	70.00	(101,950)	(126,950)	(151,950)	(176,950)	(201,950)	(226,950)	(251,950)
	80.00	(157,090)	(182,090)	(207,090)	(232,090)	(257,090)	(282,090)	(307,090)
	90.00	(212,230)	(237,230)	(262,230)	(287,230)	(312,230)	(337,230)	(362,230)
	100.00	(267,370)	(292,370)	(317,370)	(342,370)	(367,370)	(392,370)	(417,370)
	110.00	(322,510)	(347,510)	(372,510)	(397,510)	(422,510)	(447,510)	(472,510)
	120.00	(377,650)	(402,650)	(427,650)	(452,650)	(477,650)	(502,650)	(527,650)
	130.00	(432,790)	(457,790)	(482,790)	(507,790)	(532,790)	(557,790)	(582,790)
	140.00	(487,930)	(512,930)	(537,930)	(562,930)	(587,930)	(612,930)	(637,930)
	150.00	(543,069)	(568,069)	(593,069)	(618,069)	(643,069)	(668,069)	(693,069)
	160.00	(598,209)	(623,209)	(648,209)	(673,209)	(698,209)	(723,209)	(748,209)
	170.00	(653,349)	(678,349)	(703,349)	(728,349)	(753,349)	(778,349)	(803,349)
	180.00	(708,489)	(733,489)	(758,489)	(783,489)	(808,489)	(833,489)	(858,489)
	190.00	(763,629)	(788,629)	(813,629)	(838,629)	(863,629)	(888,629)	(913,629)
	200.00	(818,769)	(843,769)	(868,769)	(893,769)	(918,769)	(943,769)	(968,769)
	210.00	(873,909)	(898,909)	(923,909)	(948,909)	(973,909)	(998,909)	(1,023,909)
	220.00	(929,049)	(954,049)	(979,049)	(1,004,049)	(1,029,049)	(1,054,049)	(1,079,049)
	230.00	(984,189)	(1,009,189)	(1,034,189)	(1,059,189)	(1,084,189)	(1,109,189)	(1,134,189)
	240.00	(1,039,329)	(1,064,329)	(1,089,329)	(1,114,329)	(1,139,329)	(1,164,329)	(1,189,329)
	250.00	(1,094,469)	(1,119,469)	(1,144,469)	(1,169,469)	(1,194,469)	(1,219,469)	(1,244,469)

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Scheme Typology: Flats (Conversion) No Units: 5
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(50,533)	Density (dph) (net) 30	35	250 40	45	50	55	60
	0.00	(406,203)	(397,574)	(389,504)	(381,433)	(373,362)	(365,292)	(357,221)
	10.00	(412,820)	(405,054)	(397,532)	(390,465)	(383,398)	(376,331)	(369,263)
CIL £psm	20.00	(419,437)	(412,774)	(406,110)	(399,497)	(393,433)	(387,370)	(381,306)
0.00	30.00	(426,054)	(420,493)	(414,933)	(409,372)	(403,812)	(398,409)	(393,348)
(recommended CIL)	40.00	(432,671)	(428,213)	(423,755)	(419,297)	(414,840)	(410,382)	(405,924)
(100)	50.00	(439,287)	(435,932)	(432,578)	(429,223)	(425,868)	(422,513)	(419,158)
	60.00	(445,904)	(443,652)	(441,400)	(439,148)	(436,896)	(434,643)	(432,391)
	70.00	(452,521)	(451,372)	(450,222)	(449,073)	(447,924)	(446,774)	(445,625)
	80.00	(459,138)	(459,091)	(459,045)	(458,998)	(458,952)	(458,905)	(458,859)
	90.00	(465,755)	(466,811)	(467,867)	(468,923)	(469,980)	(471,036)	(472,092)
	100.00	(472,371)	(474,530)	(476,689)	(478,849)	(481,008)	(483,167)	(485,326)
	110.00	(478,988)	(482,250)	(485,512)	(488,774)	(492,036)	(495,297)	(498,559)
	120.00	(485,605)	(489,970)	(494,334)	(498,699)	(503,064)	(507,428)	(511,793)
	130.00	(492,222)	(497,689)	(503,157)	(508,624)	(514,092)	(519,559)	(525,026)
	140.00	(498,838)	(505,409)	(511,979)	(518,549)	(525,119)	(531,690)	(538,260)
	150.00	(505,455)	(513,128)	(520,801)	(528,474)	(536,147)	(543,821)	(551,494)
	160.00	(512,072)	(520,848)	(529,624)	(538,400)	(547,175)	(555,951)	(564,727)
	170.00	(518,689)	(528,567)	(538,446)	(548,325)	(558,203)	(568,082)	(577,961)
	180.00	(525,306)	(536,287)	(547,269)	(558,250)	(569,231)	(580,213)	(591,194)
	190.00	(531,922)	(544,007)	(556,091)	(568,175)	(580,259)	(592,344)	(604,428)
	200.00	(538,539)	(551,726)	(564,913)	(578,100)	(591,287)	(604,474)	(617,661)
	210.00	(545,156)	(559,446)	(573,736)	(588,026)	(602,315)	(616,605)	(630,895)
	220.00	(551,773)	(567,165)	(582,558)	(597,951)	(613,343)	(628,736)	(644,129)
	230.00	(558,390)	(574,885)	(591,380)	(607,876)	(624,371)	(640,867)	(657,362)
	240.00	(565,006)	(582,605)	(600,203)	(617,801)	(635,399)	(652,998)	(670,596)
	250.00	(571,623)	(590,324)	(609,025)	(627,726)	(646,427)	(665,128)	(683,829)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(50,533)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	4,981,860	3,761,127	2,511,827	1,234,563	(50,533)	(722,067)	(1,428,164)
	10.00	4,934,725	3,712,348	2,463,047	1,184,385	(100,711)	(777,207)	(1,483,304)
CIL £psm	20.00	4,887,589	3,663,568	2,414,268	1,134,208	(150,888)	(832,347)	(1,538,444)
0.00	30.00	4,840,454	3,614,788	2,365,488	1,084,031	(201,065)	(887,487)	(1,593,584)
(recommended CIL)	40.00	4,793,318	3,566,009	2,315,690	1,033,853	(251,243)	(942,627)	(1,648,724)
(100)	50.00	4,746,183	3,517,229	2,265,814	983,676	(301,420)	(997,767)	(1,703,864)
	60.00	4,699,048	3,468,449	2,215,938	933,499	(351,597)	(1,052,907)	(1,759,004)
	70.00	4,651,912	3,419,670	2,166,062	883,321	(401,950)	(1,108,047)	(1,814,143)
	80.00	4,604,777	3,370,890	2,116,186	833,144	(457,090)	(1,163,187)	(1,869,283)
	90.00	4,557,641	3,322,110	2,066,311	782,967	(512,230)	(1,218,327)	(1,924,423)
	100.00	4,510,506	3,273,331	2,016,435	732,789	(567,370)	(1,273,467)	(1,979,563)
	110.00	4,463,371	3,224,551	1,966,559	682,612	(622,510)	(1,328,606)	(2,034,703)
	120.00	4,416,235	3,175,771	1,916,683	632,435	(677,650)	(1,383,746)	(2,089,843)
	130.00	4,369,100	3,126,992	1,866,807	582,257	(732,790)	(1,438,886)	(2,144,983)
	140.00	4,321,964	3,078,212	1,816,932	532,080	(787,930)	(1,494,026)	(2,200,123)
	150.00	4,274,829	3,029,432	1,766,999	481,903	(843,069)	(1,549,166)	(2,255,263)
	160.00	4,227,694	2,980,653	1,716,821	431,725	(898,209)	(1,604,306)	(2,310,403)
	170.00	4,180,558	2,931,873	1,666,644	381,548	(953,349)	(1,659,446)	(2,365,543)
	180.00	4,132,394	2,883,093	1,616,467	331,371	(1,008,489)	(1,714,586)	(2,420,682)
	190.00	4,083,614	2,834,314	1,566,289	281,193	(1,063,629)	(1,769,726)	(2,475,822)
	200.00	4,034,834	2,785,534	1,516,112	231,016	(1,118,769)	(1,824,866)	(2,530,962)
	210.00	3,986,055	2,736,754	1,465,935	180,839	(1,173,909)	(1,880,006)	(2,586,102)
	220.00	3,937,275	2,687,975	1,415,757	130,661	(1,229,049)	(1,935,145)	(2,641,242)
	230.00	3,888,495	2,639,195	1,365,580	80,484	(1,284,189)	(1,990,285)	(2,696,382)
	240.00	3,839,716	2,590,416	1,315,403	30,307	(1,339,329)	(2,045,425)	(2,751,522)
	250.00	3,790,936	2,541,636	1,265,225	(19,870)	(1,394,469)	(2,100,565)	(2,806,662)

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Scheme Typology: Flats (Conversion) No Units: 5
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(50,533)	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	120%	130%
	0.00	(1,401,835)	(708,903)	(50,533)	580,035	1,210,603	2,468,001	3,695,388
	10.00	(1,456,974)	(764,043)	(100,711)	529,857	1,160,425	2,419,221	3,646,608
CIL £psm	20.00	(1,512,114)	(819,182)	(150,888)	479,680	1,110,248	2,370,442	3,597,829
0.00	30.00	(1,567,254)	(874,322)	(201,065)	429,503	1,060,071	2,320,755	3,549,049
(recommended CIL)	40.00	(1,622,394)	(929,462)	(251,243)	379,325	1,009,893	2,270,879	3,500,269
(100)	50.00	(1,677,534)	(984,602)	(301,420)	329,148	959,716	2,220,852	3,451,490
	60.00	(1,732,674)	(1,039,742)	(351,597)	278,971	909,539	2,170,675	3,402,710
	70.00	(1,787,814)	(1,094,882)	(401,950)	228,793	859,361	2,120,498	3,353,931
	80.00	(1,842,954)	(1,150,022)	(457,090)	178,616	809,184	2,070,320	3,305,151
	90.00	(1,898,094)	(1,205,162)	(512,230)	128,439	759,007	2,020,143	3,256,371
	100.00	(1,953,234)	(1,260,302)	(567,370)	78,261	708,830	1,969,966	3,207,592
	110.00	(2,008,374)	(1,315,442)	(622,510)	28,084	658,652	1,919,788	3,158,812
	120.00	(2,063,513)	(1,370,582)	(677,650)	(22,093)	608,475	1,869,611	3,110,032
	130.00	(2,118,653)	(1,425,721)	(732,790)	(72,270)	558,298	1,819,434	3,061,253
	140.00	(2,173,793)	(1,480,861)	(787,930)	(122,448)	508,120	1,769,256	3,012,473
	150.00	(2,228,933)	(1,536,001)	(843,069)	(172,625)	457,943	1,719,079	2,963,693
	160.00	(2,284,073)	(1,591,141)	(898,209)	(222,802)	407,766	1,668,902	2,914,914
	170.00	(2,339,213)	(1,646,281)	(953,349)	(272,980)	357,588	1,618,724	2,866,134
	180.00	(2,394,353)	(1,701,421)	(1,008,489)	(323,157)	307,411	1,568,547	2,817,354
	190.00	(2,449,493)	(1,756,561)	(1,063,629)	(373,334)	257,234	1,518,370	2,768,575
	200.00	(2,504,633)	(1,811,701)	(1,118,769)	(425,837)	207,056	1,468,192	2,719,795
	210.00	(2,559,773)	(1,866,841)	(1,173,909)	(480,977)	156,879	1,418,015	2,671,015
	220.00	(2,614,913)	(1,921,981)	(1,229,049)	(536,117)	106,702	1,367,838	2,622,236
	230.00	(2,670,053)	(1,977,121)	(1,284,189)	(591,257)	56,524	1,317,660	2,573,456
	240.00	(2,725,192)	(2,032,261)	(1,339,329)	(646,397)	6,347	1,267,483	2,524,676
	250.00	(2,780,332)	(2,087,400)	(1,394,469)	(701,537)	(43,830)	1,217,306	2,475,884

TABLE 8

Balance (RLV - BLV £ per acre (n))	(50,533)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(50,533)	895,507	1,841,157	2,772,294	3,691,984	4,596,547	9,025,783
	10.00	(100,711)	845,330	1,791,281	2,723,515	3,643,204	4,549,411	8,978,931
CIL £psm	20.00	(150,888)	795,153	1,741,193	2,674,735	3,594,424	4,502,276	8,932,079
0.00	30.00	(201,065)	744,975	1,691,016	2,625,955	3,545,645	4,455,140	8,885,226
(recommended CIL)	40.00	(251,243)	694,798	1,640,839	2,577,176	3,496,865	4,408,005	8,838,374
(100)	50.00	(301,420)	644,621	1,590,661	2,528,396	3,448,085	4,360,870	8,791,522
	60.00	(351,597)	594,443	1,540,484	2,479,616	3,399,306	4,313,734	8,744,670
	70.00	(401,950)	544,266	1,490,307	2,430,837	3,350,526	4,266,599	8,697,818
	80.00	(457,090)	494,089	1,440,130	2,382,057	3,301,746	4,219,463	8,650,966
	90.00	(512,230)	443,911	1,389,952	2,332,631	3,252,967	4,172,328	8,604,113
	100.00	(567,370)	393,734	1,339,775	2,282,755	3,204,187	4,123,876	8,557,261
	110.00	(622,510)	343,557	1,289,598	2,232,880	3,155,407	4,075,097	8,510,409
	120.00	(677,650)	293,380	1,239,420	2,183,004	3,106,628	4,026,317	8,463,557
	130.00	(732,790)	243,202	1,189,243	2,133,128	3,057,848	3,977,537	8,416,705
	140.00	(787,930)	193,025	1,139,066	2,083,252	3,009,068	3,928,758	8,369,853
	150.00	(843,069)	142,848	1,088,888	2,033,376	2,960,289	3,879,978	8,323,000
	160.00	(898,209)	92,670	1,038,711	1,983,500	2,911,509	3,831,198	8,276,148
	170.00	(953,349)	42,493	988,534	1,933,625	2,862,729	3,782,419	8,229,296
	180.00	(1,008,489)	(7,684)	938,356	1,883,749	2,813,950	3,733,639	8,182,444
	190.00	(1,063,629)	(57,862)	888,179	1,833,873	2,765,170	3,684,859	8,135,592
	200.00	(1,118,769)	(108,039)	838,002	1,783,997	2,716,391	3,636,080	8,088,739
	210.00	(1,173,909)	(158,216)	787,824	1,733,865	2,667,611	3,587,300	8,041,887
	220.00	(1,229,049)	(208,394)	737,647	1,683,688	2,618,831	3,538,520	7,995,035
	230.00	(1,284,189)	(258,571)	687,470	1,633,510	2,570,052	3,489,741	7,948,183
	240.00	(1,339,329)	(308,748)	637,292	1,583,333	2,521,272	3,440,961	7,901,331
	250.00	(1,394,469)	(358,926)	587,115	1,533,156	2,472,492	3,392,181	7,854,479

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Typology: **Flats (Conversion)** No Units: **5**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**G**	
Scheme Typology:	Flats (Conversion)	
No Units:	5	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	1,004,439	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	3,000	
Sub-total CIL+S106 (£ per unit)	3,000	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	3,000	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.73%	
Developers Profit (% on costs)	19.09%	
Developers Profit Total (£)	157,998	
Land Value KPI's		
RLV (£/acre (net))	349,467	
RLV (£/ha (net))	863,532	
RLV (% of GDV)	1.72%	
RLV Total (£)	17,271	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	19,768	
Surplus/Deficit (£/acre) [RLV-BLV]	(50,533)	
Surplus/Deficit (£/ha)	(124,868)	
Surplus/Deficit Total (£)	(2,497)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	16,908	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	1,423	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	3,666	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	H				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	7	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			7	Units	Carry on from here	
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	100%			
AH tenure split %		Affordable Rent:		35.0%		
		Social Rent:		35.0%	70.0%	% Rented
		First Homes:				
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	7.5%	% of total (>10% First Homes PPG 023)
			125%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	2.9	50.0%	0.9	44%	3.8
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	2.8	43.0%	0.8	41%	3.6
4 bed House (with garage)	18.0%	1.3	7.0%	0.1	16%	1.4
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	7.0	100.0%	1.8	100%	8.8

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	221	2,373	66	706	286	3,080
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	297	3,195	68	729	365	3,924
4 bed House (with garage)	175	1,885	14	152	189	2,037
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	692	7,453	147	1,587	840	9,040
AH % by floor area:			17.55%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	1,201,725
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	1,243,375
4 bed House (with garage)	425,000	3,696	343	3,058	284	587,563
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,032,663

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	0	60%	0	40%	0	0%	0	70%
2 bed Flat	0	60%	0	40%	0	0%	0	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses**		No Units:	**7**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	2.9	@	315,000		926,100
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.8	@	350,000		980,000
4 bed House (with garage)	1.3	@	425,000		535,500
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	7.0				2,441,600
Affordable Rent GDV -					
2 bed House	0.3	@	189,000		57,881
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.3	@	210,000		55,309
4 bed House (with garage)	0.0	@	255,000		10,933
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.6				124,123
Social Rent GDV -					
2 bed House	0.3	@	126,000		38,588
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.3	@	140,000		36,873
4 bed House (with garage)	0.0	@	170,000		7,289
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.6				82,749
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.3	@	220,500		57,881
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.2	@	245,000		55,309
4 bed House (with garage)	0.0	@	297,500		10,933
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.5	1.8			124,123
Sub-total GDV Residential	**9**				**2,772,595**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	260,068
	310	£ psm (total GIA sqm)		37,153 £ per unit (total units)	
Grant	7	units @	0	per unit	-
Total GDV					**2,772,595**

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Scheme Typology:	**Houses**		No Units:	**7**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	4,116	£		(4,116)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	20,580	£		(20,580)
Building Safety Levy				692	sqm	15.11	£ psm			(10,463)
CIL (Mrkt only inc. garages)	Max			692	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				7	units @	3,000	per unit			(21,000)
	Sub-total								(21,000)	
S106 analysis:	270,000	£ per ha		0.76%	% of GDV	3,000	£ per unit (total units)			
AH Commuted Sum				840	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.08	ha @	123,500	£ per ha (if brownfield)			(9,606)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			7	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				286	sqm @	2,107	psm			(602,865)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				308	sqm @	2,107	psm			(648,292)
4 bed House (EXC. garage)				156	sqm @	2,107	psm			(328,792)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				-	sqm @	2,522	psm			-
2 bed Flat				-	sqm @	2,522	psm			-
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	3.6		16.0	57	sqm @	600	psm			(34,104)
Garages for 4B House	1.4		24.0	33	sqm @	600	psm			(19,908)
Garages for 5B House	-		-	0	sqm @	600	psm			-
Total GIA check:				840	£ per garage	£0				
External works				1,633,962	@	10.0%				(163,396)
Ext. Works analysis:						23,342	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				7	units @	0	£ per unit			-
M4(2) Category 2 Housing	Aff units		2	units @	100%	@	1,400	£ per unit		(2,450)
M4(2) Category 2 Housing	OMS units		7	units @	100%	@	1,400	£ per unit		(9,800)
M4(3) Category 3 Housing	Aff units		2	units @	10%	@	22,000	£ per unit		(3,850)
M4(3) Category 3 Housing	OMS units		7	units @	10%	@	22,000	£ per unit		(15,400)
Part L/FHS			7	units @			4,350	£ per unit		(30,450)
Part L/FHS analysis:						1.9%	% of BCIS costs			
Net Zero for Housing			840	sqm			105	£ psm		(88,187)
Net Zero for Flats			-	sqm			72	£ psm		-
Water Efficiency			7	units @			20	£ per unit		(140)
Urban Greening Factory	0.0	flats @	6		per storey = GIA	0	0	£ per unit		-
	Sub-total								(150,277)	
Policy Costs analysis:	(design costs only)					21,468	£ per unit (total units)			
						9.2%	% of BCIS costs			
Contingency (on construction)				1,957,241	@	5.0%				(97,862)

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Scheme Typology:	**Houses**		No Units:	**7**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		1,957,241	@	10.0%			(195,724)
Disposal Costs -							
OMS Marketing and Promotion		2,441,600	OMS @	1.00%	3,488	£ per unit	(24,416)
Residential Sales Agent Costs		2,441,600	OMS @	1.00%	3,488	£ per unit	(24,416)
Residential Sales Legal Costs		2,441,600	OMS @	0.50%	1,744	£ per unit	(12,208)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		7	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,720	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(52,985)
Developers Profit -							
Profit on OMS		2,441,600		17.50%			(427,280)
Margin on AH		330,995		6.00%	on AH values		(19,860)
Profit analysis:		2,772,595		16.13%	blended GDV	(447,140)	
		2,421,011		18.47%	on costs	(447,140)	
TOTAL COSTS							**(2,868,151)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(95,556)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(95,556)**
RLV analysis:	(13,651) £ per plot	(1,228,572)	£ per ha (net)	(497,196)	£ per acre (net)		
		(1,228,572)	£ per ha (gross)	(497,196)	£ per acre (gross)		
				-3.45%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		90.0	dph (net)				
Site Area (net)		0.08	ha (net)	0.19	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.08	ha (gross)	0.19	acres (gross)		
Density analysis:		10,798	sqm/ha (net)	47,039	sqft/ac (net)		
		90	dph (gross)				
Benchmark Land Value (net)	10,982 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**76,876**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(2,216,972)**	£ per ha (net)	**(897,196)**	£ per acre (net)	**(172,431)**

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Scheme Typology: Houses — No Units: 7
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	897,196	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(479,364)	(562,931)	(646,497)	(730,064)	(813,630)	(897,196)	(980,763)
	10.00	(516,610)	(600,176)	(683,743)	(767,309)	(850,875)	(934,442)	(1,018,008)
Max CIL £ psm	20.00	(553,855)	(637,422)	(720,988)	(804,554)	(888,121)	(971,687)	(1,055,253)
0.00	30.00	(591,101)	(674,667)	(758,233)	(841,800)	(925,366)	(1,008,932)	(1,092,499)
(recommended CIL)	40.00	(628,346)	(711,912)	(795,479)	(879,045)	(962,611)	(1,046,178)	(1,129,744)
(100)	50.00	(665,591)	(749,158)	(832,724)	(916,290)	(999,857)	(1,083,423)	(1,166,989)
	60.00	(702,837)	(786,403)	(869,969)	(953,536)	(1,037,102)	(1,120,668)	(1,204,235)
	70.00	(740,082)	(823,648)	(907,215)	(990,781)	(1,074,348)	(1,157,914)	(1,241,480)
	80.00	(777,328)	(860,894)	(944,460)	(1,028,027)	(1,111,593)	(1,195,159)	(1,278,726)
	90.00	(814,573)	(898,139)	(981,706)	(1,065,272)	(1,148,838)	(1,232,405)	(1,315,971)
	100.00	(851,818)	(935,385)	(1,018,951)	(1,102,517)	(1,186,084)	(1,269,650)	(1,353,216)
	110.00	(889,064)	(972,630)	(1,056,196)	(1,139,763)	(1,223,329)	(1,306,895)	(1,390,462)
	120.00	(926,309)	(1,009,875)	(1,093,442)	(1,177,008)	(1,260,574)	(1,344,141)	(1,427,707)
	130.00	(963,554)	(1,047,121)	(1,130,687)	(1,214,253)	(1,297,820)	(1,381,386)	(1,464,952)
	140.00	(1,000,800)	(1,084,366)	(1,167,933)	(1,251,499)	(1,335,065)	(1,418,632)	(1,502,198)
	150.00	(1,038,045)	(1,121,612)	(1,205,178)	(1,288,744)	(1,372,311)	(1,455,877)	(1,539,443)
	160.00	(1,075,291)	(1,158,857)	(1,242,423)	(1,325,990)	(1,409,556)	(1,493,122)	(1,576,689)
	170.00	(1,112,536)	(1,196,102)	(1,279,669)	(1,363,235)	(1,446,801)	(1,530,368)	(1,613,934)
	180.00	(1,149,781)	(1,233,348)	(1,316,914)	(1,400,480)	(1,484,047)	(1,567,613)	(1,651,179)
	190.00	(1,187,027)	(1,270,593)	(1,354,159)	(1,437,726)	(1,521,292)	(1,604,858)	(1,688,425)
	200.00	(1,224,272)	(1,307,838)	(1,391,405)	(1,474,971)	(1,558,537)	(1,642,104)	(1,725,670)
	210.00	(1,261,517)	(1,345,084)	(1,428,650)	(1,512,217)	(1,595,783)	(1,679,349)	(1,762,916)
	220.00	(1,298,763)	(1,382,329)	(1,465,896)	(1,549,462)	(1,633,028)	(1,716,595)	(1,800,161)
	230.00	(1,336,008)	(1,419,575)	(1,503,141)	(1,586,707)	(1,670,274)	(1,753,840)	(1,837,406)
	240.00	(1,373,254)	(1,456,820)	(1,540,386)	(1,623,953)	(1,707,519)	(1,791,085)	(1,874,652)
	250.00	(1,410,499)	(1,494,065)	(1,577,632)	(1,661,198)	(1,744,764)	(1,828,331)	(1,911,897)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(897,196)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(784,240)	(812,479)	(840,718)	(868,957)	(897,196)	(925,435)	(953,674)
	10.00	(821,486)	(849,725)	(877,964)	(906,203)	(934,442)	(962,681)	(990,920)
CIL £psm	20.00	(858,731)	(886,970)	(915,209)	(943,448)	(971,687)	(999,926)	(1,028,165)
0.00	30.00	(895,976)	(924,215)	(952,454)	(980,693)	(1,008,932)	(1,037,171)	(1,065,410)
(recommended CIL)	40.00	(933,222)	(961,461)	(989,700)	(1,017,939)	(1,046,178)	(1,074,417)	(1,102,656)
(100)	50.00	(970,467)	(998,706)	(1,026,945)	(1,055,184)	(1,083,423)	(1,111,662)	(1,139,901)
	60.00	(1,007,712)	(1,035,951)	(1,064,190)	(1,092,429)	(1,120,668)	(1,148,908)	(1,177,147)
	70.00	(1,044,958)	(1,073,197)	(1,101,436)	(1,129,675)	(1,157,914)	(1,186,153)	(1,214,392)
	80.00	(1,082,203)	(1,110,442)	(1,138,681)	(1,166,920)	(1,195,159)	(1,223,398)	(1,251,637)
	90.00	(1,119,449)	(1,147,688)	(1,175,927)	(1,204,166)	(1,232,405)	(1,260,644)	(1,288,883)
	100.00	(1,156,694)	(1,184,933)	(1,213,172)	(1,241,411)	(1,269,650)	(1,297,889)	(1,326,128)
	110.00	(1,193,939)	(1,222,178)	(1,250,417)	(1,278,656)	(1,306,895)	(1,335,134)	(1,363,373)
	120.00	(1,231,185)	(1,259,424)	(1,287,663)	(1,315,902)	(1,344,141)	(1,372,380)	(1,400,619)
	130.00	(1,268,430)	(1,296,669)	(1,324,908)	(1,353,147)	(1,381,386)	(1,409,625)	(1,437,864)
	140.00	(1,305,675)	(1,333,914)	(1,362,153)	(1,390,393)	(1,418,632)	(1,446,871)	(1,475,110)
	150.00	(1,342,921)	(1,371,160)	(1,399,399)	(1,427,638)	(1,455,877)	(1,484,116)	(1,512,355)
	160.00	(1,380,166)	(1,408,405)	(1,436,644)	(1,464,883)	(1,493,122)	(1,521,361)	(1,549,600)
	170.00	(1,417,412)	(1,445,651)	(1,473,890)	(1,502,129)	(1,530,368)	(1,558,607)	(1,586,846)
	180.00	(1,454,657)	(1,482,896)	(1,511,135)	(1,539,374)	(1,567,613)	(1,595,852)	(1,624,091)
	190.00	(1,491,902)	(1,520,141)	(1,548,380)	(1,576,619)	(1,604,858)	(1,633,097)	(1,661,336)
	200.00	(1,529,148)	(1,557,387)	(1,585,626)	(1,613,865)	(1,642,104)	(1,670,343)	(1,698,582)
	210.00	(1,566,393)	(1,594,632)	(1,622,871)	(1,651,110)	(1,679,349)	(1,707,588)	(1,735,827)
	220.00	(1,603,639)	(1,631,878)	(1,660,117)	(1,688,356)	(1,716,595)	(1,744,834)	(1,773,073)
	230.00	(1,640,884)	(1,669,123)	(1,697,362)	(1,725,601)	(1,753,840)	(1,782,079)	(1,810,318)
	240.00	(1,678,129)	(1,706,368)	(1,734,607)	(1,762,846)	(1,791,085)	(1,819,324)	(1,847,563)
	250.00	(1,715,375)	(1,743,614)	(1,771,853)	(1,800,092)	(1,828,331)	(1,856,570)	(1,884,809)

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Scheme Typology: Houses — No Units: 7
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(897,196)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(579,592)	(706,634)	(833,675)	(960,717)	(1,087,759)	(1,214,800)	(1,341,842)
	10.00	(616,837)	(743,879)	(870,921)	(997,962)	(1,125,004)	(1,252,046)	(1,379,087)
CIL £psm	20.00	(654,083)	(781,124)	(908,166)	(1,035,208)	(1,162,249)	(1,289,291)	(1,416,333)
0.00	30.00	(691,328)	(818,370)	(945,411)	(1,072,453)	(1,199,495)	(1,326,537)	(1,453,578)
(recommended CIL)	40.00	(728,574)	(855,615)	(982,657)	(1,109,699)	(1,236,740)	(1,363,782)	(1,490,824)
(100)	50.00	(765,819)	(892,861)	(1,019,902)	(1,146,944)	(1,273,986)	(1,401,027)	(1,528,069)
	60.00	(803,064)	(930,106)	(1,057,148)	(1,184,189)	(1,311,231)	(1,438,273)	(1,565,314)
	70.00	(840,310)	(967,351)	(1,094,393)	(1,221,435)	(1,348,476)	(1,475,518)	(1,602,560)
	80.00	(877,555)	(1,004,597)	(1,131,638)	(1,258,680)	(1,385,722)	(1,512,763)	(1,639,805)
	90.00	(914,800)	(1,041,842)	(1,168,884)	(1,295,925)	(1,422,967)	(1,550,009)	(1,677,051)
	100.00	(952,046)	(1,079,087)	(1,206,129)	(1,333,171)	(1,460,213)	(1,587,254)	(1,714,296)
	110.00	(989,291)	(1,116,333)	(1,243,375)	(1,370,416)	(1,497,458)	(1,624,500)	(1,751,541)
	120.00	(1,026,537)	(1,153,578)	(1,280,620)	(1,407,662)	(1,534,703)	(1,661,745)	(1,788,787)
	130.00	(1,063,782)	(1,190,824)	(1,317,865)	(1,444,907)	(1,571,949)	(1,698,990)	(1,826,032)
	140.00	(1,101,027)	(1,228,069)	(1,355,111)	(1,482,152)	(1,609,194)	(1,736,236)	(1,863,277)
	150.00	(1,138,273)	(1,265,314)	(1,392,356)	(1,519,398)	(1,646,439)	(1,773,481)	(1,900,523)
	160.00	(1,175,518)	(1,302,560)	(1,429,601)	(1,556,643)	(1,683,685)	(1,810,727)	(1,937,768)
	170.00	(1,212,763)	(1,339,805)	(1,466,847)	(1,593,889)	(1,720,930)	(1,847,972)	(1,975,014)
	180.00	(1,250,009)	(1,377,051)	(1,504,092)	(1,631,134)	(1,758,176)	(1,885,217)	(2,012,259)
	190.00	(1,287,254)	(1,414,296)	(1,541,338)	(1,668,379)	(1,795,421)	(1,922,463)	(2,049,504)
	200.00	(1,324,500)	(1,451,541)	(1,578,583)	(1,705,625)	(1,832,666)	(1,959,708)	(2,086,750)
	210.00	(1,361,745)	(1,488,787)	(1,615,828)	(1,742,870)	(1,869,912)	(1,996,953)	(2,123,995)
	220.00	(1,398,990)	(1,526,032)	(1,653,074)	(1,780,115)	(1,907,157)	(2,034,199)	(2,161,240)
	230.00	(1,436,236)	(1,563,277)	(1,690,319)	(1,817,361)	(1,944,402)	(2,071,444)	(2,198,486)
	240.00	(1,473,481)	(1,600,523)	(1,727,564)	(1,854,606)	(1,981,648)	(2,108,690)	(2,235,731)
	250.00	(1,510,727)	(1,637,768)	(1,764,810)	(1,891,852)	(2,018,893)	(2,145,935)	(2,272,977)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(897,196)	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	(597,196)	(622,196)	(647,196)	(672,196)	(697,196)	(722,196)	(747,196)
	10.00	(634,442)	(659,442)	(684,442)	(709,442)	(734,442)	(759,442)	(784,442)
CIL £psm	20.00	(671,687)	(696,687)	(721,687)	(746,687)	(771,687)	(796,687)	(821,687)
0.00	30.00	(708,932)	(733,932)	(758,932)	(783,932)	(808,932)	(833,932)	(858,932)
(recommended CIL)	40.00	(746,178)	(771,178)	(796,178)	(821,178)	(846,178)	(871,178)	(896,178)
(100)	50.00	(783,423)	(808,423)	(833,423)	(858,423)	(883,423)	(908,423)	(933,423)
	60.00	(820,668)	(845,668)	(870,668)	(895,668)	(920,668)	(945,668)	(970,668)
	70.00	(857,914)	(882,914)	(907,914)	(932,914)	(957,914)	(982,914)	(1,007,914)
	80.00	(895,159)	(920,159)	(945,159)	(970,159)	(995,159)	(1,020,159)	(1,045,159)
	90.00	(932,405)	(957,405)	(982,405)	(1,007,405)	(1,032,405)	(1,057,405)	(1,082,405)
	100.00	(969,650)	(994,650)	(1,019,650)	(1,044,650)	(1,069,650)	(1,094,650)	(1,119,650)
	110.00	(1,006,895)	(1,031,895)	(1,056,895)	(1,081,895)	(1,106,895)	(1,131,895)	(1,156,895)
	120.00	(1,044,141)	(1,069,141)	(1,094,141)	(1,119,141)	(1,144,141)	(1,169,141)	(1,194,141)
	130.00	(1,081,386)	(1,106,386)	(1,131,386)	(1,156,386)	(1,181,386)	(1,206,386)	(1,231,386)
	140.00	(1,118,632)	(1,143,632)	(1,168,632)	(1,193,632)	(1,218,632)	(1,243,632)	(1,268,632)
	150.00	(1,155,877)	(1,180,877)	(1,205,877)	(1,230,877)	(1,255,877)	(1,280,877)	(1,305,877)
	160.00	(1,193,122)	(1,218,122)	(1,243,122)	(1,268,122)	(1,293,122)	(1,318,122)	(1,343,122)
	170.00	(1,230,368)	(1,255,368)	(1,280,368)	(1,305,368)	(1,330,368)	(1,355,368)	(1,380,368)
	180.00	(1,267,613)	(1,292,613)	(1,317,613)	(1,342,613)	(1,367,613)	(1,392,613)	(1,417,613)
	190.00	(1,304,858)	(1,329,858)	(1,354,858)	(1,379,858)	(1,404,858)	(1,429,858)	(1,454,858)
	200.00	(1,342,104)	(1,367,104)	(1,392,104)	(1,417,104)	(1,442,104)	(1,467,104)	(1,492,104)
	210.00	(1,379,349)	(1,404,349)	(1,429,349)	(1,454,349)	(1,479,349)	(1,504,349)	(1,529,349)
	220.00	(1,416,595)	(1,441,595)	(1,466,595)	(1,491,595)	(1,516,595)	(1,541,595)	(1,566,595)
	230.00	(1,453,840)	(1,478,840)	(1,503,840)	(1,528,840)	(1,553,840)	(1,578,840)	(1,603,840)
	240.00	(1,491,085)	(1,516,085)	(1,541,085)	(1,566,085)	(1,591,085)	(1,616,085)	(1,641,085)
	250.00	(1,528,331)	(1,553,331)	(1,578,331)	(1,603,331)	(1,628,331)	(1,653,331)	(1,678,331)

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Scheme Typology: Houses — No Units: 7
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(897,196)	Density (dph) (net) 30	35	90 40	45	50	55	60
	0.00	(605,343)	(629,664)	(653,986)	(678,307)	(702,628)	(726,949)	(751,270)
	10.00	(617,759)	(644,149)	(670,539)	(696,929)	(723,320)	(749,710)	(776,100)
CIL £psm	20.00	(630,174)	(658,633)	(687,093)	(715,552)	(744,011)	(772,471)	(800,930)
0.00	30.00	(642,589)	(673,117)	(703,646)	(734,175)	(764,703)	(795,232)	(825,761)
(recommended CIL)	40.00	(655,004)	(687,602)	(720,200)	(752,797)	(785,395)	(817,993)	(850,591)
(100)	50.00	(667,419)	(702,086)	(736,753)	(771,420)	(806,087)	(840,754)	(875,421)
	60.00	(679,834)	(716,570)	(753,307)	(790,043)	(826,779)	(863,515)	(900,251)
	70.00	(692,249)	(731,055)	(769,860)	(808,665)	(847,471)	(886,276)	(925,082)
	80.00	(704,664)	(745,539)	(786,414)	(827,288)	(868,163)	(909,037)	(949,912)
	90.00	(717,080)	(760,023)	(802,967)	(845,911)	(888,855)	(931,798)	(974,742)
	100.00	(729,495)	(774,508)	(819,521)	(864,533)	(909,546)	(954,559)	(999,572)
	110.00	(741,910)	(788,992)	(836,074)	(883,156)	(930,238)	(977,320)	(1,024,403)
	120.00	(754,325)	(803,476)	(852,628)	(901,779)	(950,930)	(1,000,082)	(1,049,233)
	130.00	(766,740)	(817,961)	(869,181)	(920,402)	(971,622)	(1,022,843)	(1,074,063)
	140.00	(779,155)	(832,445)	(885,735)	(939,024)	(992,314)	(1,045,604)	(1,098,893)
	150.00	(791,570)	(846,929)	(902,288)	(957,647)	(1,013,006)	(1,068,365)	(1,123,724)
	160.00	(803,985)	(861,413)	(918,842)	(976,270)	(1,033,698)	(1,091,126)	(1,148,554)
	170.00	(816,401)	(875,898)	(935,395)	(994,892)	(1,054,390)	(1,113,887)	(1,173,384)
	180.00	(828,816)	(890,382)	(951,949)	(1,013,515)	(1,075,081)	(1,136,648)	(1,198,214)
	190.00	(841,231)	(904,866)	(968,502)	(1,032,138)	(1,095,773)	(1,159,409)	(1,223,045)
	200.00	(853,646)	(919,351)	(985,056)	(1,050,760)	(1,116,465)	(1,182,170)	(1,247,875)
	210.00	(866,061)	(933,835)	(1,001,609)	(1,069,383)	(1,137,157)	(1,204,931)	(1,272,705)
	220.00	(878,476)	(948,319)	(1,018,163)	(1,088,006)	(1,157,849)	(1,227,692)	(1,297,535)
	230.00	(890,891)	(962,804)	(1,034,716)	(1,106,628)	(1,178,541)	(1,250,453)	(1,322,366)
	240.00	(903,306)	(977,288)	(1,051,270)	(1,125,251)	(1,199,233)	(1,273,214)	(1,347,196)
	250.00	(915,722)	(991,772)	(1,067,823)	(1,143,874)	(1,219,925)	(1,295,975)	(1,372,026)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(897,196)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	110%
	0.00	3,040,504	2,090,110	1,139,323	159,280	(897,196)	(1,453,091)	(2,008,986)
	10.00	3,008,666	2,058,271	1,107,292	125,387	(934,442)	(1,490,336)	(2,046,231)
CIL £psm	20.00	2,976,827	2,026,433	1,075,261	91,494	(971,687)	(1,527,582)	(2,083,477)
0.00	30.00	2,944,988	1,994,594	1,043,230	57,600	(1,008,932)	(1,564,827)	(2,120,722)
(recommended CIL)	40.00	2,913,150	1,962,756	1,011,199	23,707	(1,046,178)	(1,602,073)	(2,157,968)
(100)	50.00	2,881,311	1,930,917	979,168	(10,186)	(1,083,423)	(1,639,318)	(2,195,213)
	60.00	2,849,473	1,899,079	947,137	(44,080)	(1,120,668)	(1,676,563)	(2,232,458)
	70.00	2,817,634	1,867,240	915,106	(77,973)	(1,157,914)	(1,713,809)	(2,269,704)
	80.00	2,785,796	1,835,401	883,075	(111,866)	(1,195,159)	(1,751,054)	(2,306,949)
	90.00	2,753,957	1,803,563	851,044	(145,759)	(1,232,405)	(1,788,300)	(2,344,194)
	100.00	2,722,118	1,771,724	819,013	(179,653)	(1,269,650)	(1,825,545)	(2,381,440)
	110.00	2,690,280	1,739,886	786,982	(213,546)	(1,306,895)	(1,862,790)	(2,418,685)
	120.00	2,658,441	1,708,047	754,310	(247,439)	(1,344,141)	(1,900,036)	(2,455,931)
	130.00	2,626,603	1,676,209	721,162	(281,333)	(1,381,386)	(1,937,281)	(2,493,176)
	140.00	2,594,764	1,644,370	688,013	(315,226)	(1,418,632)	(1,974,526)	(2,530,421)
	150.00	2,562,926	1,612,531	654,865	(349,119)	(1,455,877)	(2,011,772)	(2,567,667)
	160.00	2,531,087	1,580,693	621,717	(383,013)	(1,493,122)	(2,049,017)	(2,604,912)
	170.00	2,499,248	1,548,854	588,568	(418,578)	(1,530,368)	(2,086,263)	(2,642,157)
	180.00	2,467,410	1,517,016	555,420	(455,823)	(1,567,613)	(2,123,508)	(2,679,403)
	190.00	2,435,571	1,485,177	522,271	(493,069)	(1,604,858)	(2,160,753)	(2,716,648)
	200.00	2,403,733	1,453,339	489,123	(530,314)	(1,642,104)	(2,197,999)	(2,976,146)
	210.00	2,371,894	1,421,500	455,975	(567,559)	(1,679,349)	(2,235,244)	(3,316,278)
	220.00	2,340,056	1,389,661	422,826	(604,805)	(1,716,595)	(2,272,489)	(3,656,410)
	230.00	2,308,217	1,357,823	389,678	(642,050)	(1,753,840)	(2,309,735)	(3,996,543)
	240.00	2,276,378	1,325,984	356,530	(679,296)	(1,791,085)	(2,346,980)	(4,336,675)
	250.00	2,244,540	1,294,146	323,381	(716,541)	(1,828,331)	(2,384,226)	(4,676,808)

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Scheme Typology: Houses — No Units: 7
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(897,196)	Market Values 100% 90%	95%	100%	105%	110%	120%	130%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(1,921,032)	(1,409,114)	(897,196)	(386,603)	79,242	988,043	1,867,507
	10.00	(1,958,278)	(1,446,360)	(934,442)	(422,524)	45,349	956,012	1,835,668
CIL £psm	20.00	(1,995,523)	(1,483,605)	(971,687)	(459,769)	11,456	923,981	1,803,830
0.00	30.00	(2,032,768)	(1,520,850)	(1,008,932)	(497,014)	(22,438)	891,950	1,771,991
(recommended CIL)	40.00	(2,070,014)	(1,558,096)	(1,046,178)	(534,260)	(56,331)	859,919	1,740,153
(100)	50.00	(2,107,259)	(1,595,341)	(1,083,423)	(571,505)	(90,224)	827,888	1,708,314
	60.00	(2,144,505)	(1,632,587)	(1,120,668)	(608,750)	(124,117)	795,857	1,676,356
	70.00	(2,181,750)	(1,669,832)	(1,157,914)	(645,996)	(158,011)	763,495	1,644,325
	80.00	(2,218,995)	(1,707,077)	(1,195,159)	(683,241)	(191,904)	730,346	1,612,294
	90.00	(2,256,241)	(1,744,323)	(1,232,405)	(720,487)	(225,797)	697,198	1,580,263
	100.00	(2,293,486)	(1,781,568)	(1,269,650)	(757,732)	(259,691)	664,049	1,548,232
	110.00	(2,330,732)	(1,818,813)	(1,306,895)	(794,977)	(293,584)	630,901	1,516,201
	120.00	(2,367,977)	(1,856,059)	(1,344,141)	(832,223)	(327,477)	597,753	1,484,170
	130.00	(2,405,222)	(1,893,304)	(1,381,386)	(869,468)	(361,371)	564,604	1,452,139
	140.00	(2,442,468)	(1,930,550)	(1,418,632)	(906,713)	(395,264)	531,456	1,420,108
	150.00	(2,479,713)	(1,967,795)	(1,455,877)	(943,959)	(432,041)	498,308	1,388,077
	160.00	(2,620,381)	(2,005,040)	(1,493,122)	(981,204)	(469,286)	465,159	1,356,046
	170.00	(2,960,513)	(2,042,286)	(1,530,368)	(1,018,450)	(506,532)	432,011	1,324,015
	180.00	(3,300,646)	(2,079,531)	(1,567,613)	(1,055,695)	(543,777)	398,862	1,291,984
	190.00	(3,640,778)	(2,116,777)	(1,604,858)	(1,092,940)	(581,022)	365,714	1,259,953
	200.00	(3,980,910)	(2,154,022)	(1,642,104)	(1,130,186)	(618,268)	332,566	1,227,922
	210.00	(4,321,043)	(2,191,267)	(1,679,349)	(1,167,431)	(655,513)	299,174	1,195,891
	220.00	(4,661,175)	(2,228,513)	(1,716,595)	(1,204,677)	(692,758)	265,281	1,163,860
	230.00	(5,001,307)	(2,265,758)	(1,753,840)	(1,241,922)	(730,004)	231,387	1,131,829
	240.00	(5,341,440)	(2,303,003)	(1,791,085)	(1,279,167)	(767,249)	197,494	1,099,798
	250.00	(5,681,572)	(2,340,249)	(1,828,331)	(1,316,413)	(804,495)	163,601	1,067,767

TABLE 8

Balance (RLV - BLV £ per acre (n))	(897,196)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(897,196)	(522,938)	(171,299)	169,275	505,463	836,354	2,438,206
	10.00	(934,442)	(560,184)	(205,193)	135,382	472,315	804,323	2,406,367
CIL £psm	20.00	(971,687)	(597,429)	(239,086)	101,489	439,166	772,256	2,374,529
0.00	30.00	(1,008,932)	(634,674)	(272,979)	67,596	406,018	739,107	2,342,690
(recommended CIL)	40.00	(1,046,178)	(671,920)	(306,872)	33,702	372,869	705,959	2,310,851
(100)	50.00	(1,083,423)	(709,165)	(340,766)	(191)	339,721	672,811	2,279,013
	60.00	(1,120,668)	(746,411)	(374,659)	(34,084)	306,490	639,662	2,247,174
	70.00	(1,157,914)	(783,656)	(409,398)	(67,978)	272,597	606,514	2,215,336
	80.00	(1,195,159)	(820,901)	(446,644)	(101,871)	238,704	573,365	2,183,497
	90.00	(1,232,405)	(858,147)	(483,889)	(135,764)	204,810	540,217	2,151,659
	100.00	(1,269,650)	(895,392)	(521,134)	(169,658)	170,917	507,069	2,119,820
	110.00	(1,306,895)	(932,638)	(558,380)	(203,551)	137,024	473,920	2,087,981
	120.00	(1,344,141)	(969,883)	(595,625)	(237,444)	103,131	440,772	2,056,143
	130.00	(1,381,386)	(1,007,128)	(632,870)	(271,337)	69,237	407,623	2,024,304
	140.00	(1,418,632)	(1,044,374)	(670,116)	(305,231)	35,344	374,475	1,992,466
	150.00	(1,455,877)	(1,081,619)	(707,361)	(339,124)	1,451	341,327	1,960,627
	160.00	(1,493,122)	(1,118,864)	(744,607)	(373,017)	(32,443)	308,132	1,928,789
	170.00	(1,530,368)	(1,156,110)	(781,852)	(407,594)	(66,336)	274,239	1,896,950
	180.00	(1,567,613)	(1,193,355)	(819,097)	(444,839)	(100,229)	240,345	1,865,111
	190.00	(1,604,858)	(1,230,601)	(856,343)	(482,085)	(134,123)	206,452	1,833,273
	200.00	(1,642,104)	(1,267,846)	(893,588)	(519,330)	(168,016)	172,559	1,801,434
	210.00	(1,679,349)	(1,305,091)	(930,833)	(556,576)	(201,909)	138,666	1,769,596
	220.00	(1,716,595)	(1,342,337)	(968,079)	(593,821)	(235,802)	104,772	1,737,757
	230.00	(1,753,840)	(1,379,582)	(1,005,324)	(631,066)	(269,696)	70,879	1,705,919
	240.00	(1,791,085)	(1,416,827)	(1,042,570)	(668,312)	(303,589)	36,986	1,674,080
	250.00	(1,828,331)	(1,454,073)	(1,079,815)	(705,557)	(337,482)	3,092	1,642,242

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Typology:	**Houses**	No Units:	**7**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**H**	
Scheme Typology:	Houses	
No Units:	7	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	2,772,595	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	3,000	
Sub-total CIL+S106 (£ per unit)	3,000	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	3,000	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	16.13%	
Developers Profit (% on costs)	18.47%	
Developers Profit Total (£)	447,140	
Land Value KPI's		
RLV (£/acre (net))	(497,196)	
RLV (£/ha (net))	(1,228,572)	
RLV (% of GDV)	-3.45%	
RLV Total (£)	(95,556)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	76,876	
Surplus/Deficit (£/acre) [RLV-BLV]	(897,196)	
Surplus/Deficit (£/ha)	(2,216,972)	
Surplus/Deficit Total (£)	(172,431)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	52,985	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	7,569	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	I				(see Typologies Matrix)
Scheme Typology:	Flats		No Units:	15	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			15	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	3.9	46.0%	1.7	38%	5.7
2 bed Flat	65.0%	7.3	54.0%	2.0	62%	9.3
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	11.3	100.0%	3.8	100%	15.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	232	2,493	101	1,092	333	3,585
2 bed Flat	559	6,019	155	1,667	714	7,686
3 bed Flat	0	0	0	0	0	0
	791	8,512	256	2,759	1,047	11,271
AH % by floor area:			24.48%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	0
4 bed House (with garage)	425,000	3,696	343	3,058	284	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	1,090,031
2 bed Flat	245,000	3,769	350	3,204	298	2,287,688
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,377,719

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Flats**		No Units:	**15**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	315,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	350,000		-
4 bed House (with garage)	0.0	@	425,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	3.9	@	192,500		757,969
2 bed Flat	7.3	@	245,000		1,791,563
3 bed Flat	0.0	@	0		-
	11.3				2,549,531
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.6	@	115,500		69,733
2 bed Flat	0.7	@	147,000		104,186
3 bed Flat	0.0	@	0		-
	1.3				173,919
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.6	@	77,000		46,489
2 bed Flat	0.7	@	98,000		69,458
3 bed Flat	0.0	@	0		-
	1.3				115,946
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.5	@	134,750		69,733
2 bed Flat	0.6	@	171,500		104,186
3 bed Flat	0.0	@	0		-
	1.1	3.8			173,919
Sub-total GDV Residential	**15**				**3,013,316**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	364,403
	348	£ psm (total GIA sqm)		24,294 £ per unit (total units)	
Grant	15	units @	0	per unit	-
Total GDV					**3,013,316**

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Scheme Typology:	**Flats**		No Units:	**15**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	9,525	£		(9,525)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	38,100	£		(38,100)
Building Safety Levy				791	sqm	15.11	£ psm			(11,949)
CIL (Mrkt only inc. garages)	Max			791	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				15	units @	6,700	per unit			(100,500)
	Sub-total								(100,500)	
S106 analysis:	1,005,000	£ per ha		3.34%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				1,047	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.10	ha @	123,500	£ per ha (if brownfield)			(12,350)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			15	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	2,107	psm			-
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				-	sqm @	2,107	psm			-
4 bed House (EXC. garage)				-	sqm @	2,107	psm			-
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				333	sqm @	2,522	psm			(840,049)
2 bed Flat				714	sqm @	2,522	psm			(1,800,819)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	-	16.0		0	sqm @	600	psm			-
Garages for 4B House	-	24.0		0	sqm @	600	psm			-
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				1,047	£ per garage	£0				
External works				2,640,868	@	10.0%				(264,087)
Ext. Works analysis:						17,606	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				15	units @	0	£ per unit			-
M4(2) Category 2 Housing	Aff units		4	units @	100%	@	1,400	£ per unit		(5,250)
M4(2) Category 2 Housing	OMS units		11	units @	100%	@	1,400	£ per unit		(15,750)
M4(3) Category 3 Housing	Aff units		4	units @	10%	@	22,000	£ per unit		(8,250)
M4(3) Category 3 Housing	OMS units		11	units @	10%	@	22,000	£ per unit		(24,750)
Part L/FHS			15	units @			4,350	£ per unit		(65,250)
Part L/FHS analysis:						2.5%	% of BCIS costs			
Net Zero for Housing			-	sqm			105	£ psm		-
Net Zero for Flats			1,047	sqm			72	£ psm		(75,394)
Water Efficiency			15	units @			20	£ per unit		(300)
Urban Greening Factory	15.0	flats @	6	per storey = GIA	419		128	£ per unit		(53,404)
	Sub-total								(194,944)	
Policy Costs analysis:	(design costs only)					12,996	£ per unit (total units)			
						7.4%	% of BCIS costs			
Contingency (on construction)				3,165,652	@	5.0%				(158,283)

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Scheme Typology:	**Flats**		No Units:	**15**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		3,165,652	@	10.0%			(316,565)
Disposal Costs -							
OMS Marketing and Promotion		2,549,531	OMS @	1.00%	1,700	£ per unit	(25,495)
Residential Sales Agent Costs		2,549,531	OMS @	1.00%	1,700	£ per unit	(25,495)
Residential Sales Legal Costs		2,549,531	OMS @	0.50%	850	£ per unit	(12,748)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	15	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					4,249	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(177,881)
Developers Profit -							
Profit on OMS		2,549,531		17.50%			(446,168)
Margin on AH		463,785		6.00%	on AH values		(27,827)
Profit analysis:		3,013,316		15.73%	blended GDV	(473,995)	
		4,042,193		11.73%	on costs	(473,995)	
TOTAL COSTS							**(4,516,188)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(1,502,871)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(1,502,871)**
RLV analysis:	(100,191) £ per plot	(15,028,714)	£ per ha (net)	(6,082,037)	£ per acre (net)		
		(15,028,714)	£ per ha (gross)	(6,082,037)	£ per acre (gross)		
				-49.87%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		150.0	dph (net)				
Site Area (net)		0.10	ha (net)	0.25	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.10	ha (gross)	0.25	acres (gross)		
Density analysis:		10,471	sqm/ha (net)	45,614	sqft/ac (net)		
		150	dph (gross)				
Benchmark Land Value (net)	6,589 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**98,840**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(16,017,114)**	£ per ha (net)	**(6,482,037)**	£ per acre (net)	**(1,601,711)**

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Scheme Typology: Flats — No Units: 15
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	6,482,037	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(5,674,259)	(5,835,815)	(5,997,370)	(6,158,926)	(6,320,481)	(6,482,037)	(6,643,593)
	10.00	(5,719,861)	(5,879,136)	(6,038,412)	(6,197,687)	(6,356,963)	(6,516,238)	(6,675,514)
Max CIL £ psm	20.00	(5,765,462)	(5,922,458)	(6,079,453)	(6,236,449)	(6,393,444)	(6,550,440)	(6,707,435)
0.00	30.00	(5,811,064)	(5,965,779)	(6,120,495)	(6,275,210)	(6,429,926)	(6,584,641)	(6,739,356)
(recommended CIL)	40.00	(5,856,666)	(6,009,101)	(6,161,536)	(6,313,972)	(6,466,407)	(6,618,842)	(6,771,278)
(100)	50.00	(5,902,267)	(6,052,423)	(6,202,578)	(6,352,733)	(6,502,888)	(6,653,044)	(6,803,199)
	60.00	(5,947,869)	(6,095,744)	(6,243,619)	(6,391,495)	(6,539,370)	(6,687,245)	(6,835,120)
	70.00	(5,993,471)	(6,139,066)	(6,284,661)	(6,430,256)	(6,575,851)	(6,721,446)	(6,867,041)
	80.00	(6,039,073)	(6,182,388)	(6,325,703)	(6,469,017)	(6,612,332)	(6,755,647)	(6,898,962)
	90.00	(6,084,674)	(6,225,709)	(6,366,744)	(6,507,779)	(6,648,814)	(6,789,849)	(6,930,884)
	100.00	(6,130,276)	(6,269,031)	(6,407,786)	(6,546,540)	(6,685,295)	(6,824,050)	(6,962,805)
	110.00	(6,175,878)	(6,312,352)	(6,448,827)	(6,585,302)	(6,721,777)	(6,858,251)	(6,994,726)
	120.00	(6,221,479)	(6,355,674)	(6,489,869)	(6,624,063)	(6,758,258)	(6,892,453)	(7,026,647)
	130.00	(6,267,081)	(6,398,996)	(6,530,910)	(6,662,825)	(6,794,739)	(6,926,654)	(7,058,568)
	140.00	(6,312,683)	(6,442,317)	(6,571,952)	(6,701,586)	(6,831,221)	(6,960,855)	(7,090,490)
	150.00	(6,358,285)	(6,485,639)	(6,612,993)	(6,740,348)	(6,867,702)	(6,995,056)	(7,122,411)
	160.00	(6,403,886)	(6,528,961)	(6,654,035)	(6,779,109)	(6,904,183)	(7,029,258)	(7,154,332)
	170.00	(6,449,488)	(6,572,282)	(6,695,076)	(6,817,871)	(6,940,665)	(7,063,459)	(7,186,253)
	180.00	(6,495,090)	(6,615,604)	(6,736,118)	(6,856,632)	(6,977,146)	(7,097,660)	(7,218,174)
	190.00	(6,540,691)	(6,658,925)	(6,777,159)	(6,895,393)	(7,013,628)	(7,131,862)	(7,250,096)
	200.00	(6,586,293)	(6,702,247)	(6,818,201)	(6,934,155)	(7,050,109)	(7,166,063)	(7,282,017)
	210.00	(6,631,895)	(6,745,569)	(6,859,243)	(6,972,916)	(7,086,590)	(7,200,264)	(7,313,938)
	220.00	(6,677,497)	(6,788,890)	(6,900,284)	(7,011,678)	(7,123,072)	(7,234,465)	(7,345,859)
	230.00	(6,723,098)	(6,832,212)	(6,941,326)	(7,050,439)	(7,159,553)	(7,268,667)	(7,377,780)
	240.00	(6,768,700)	(6,875,534)	(6,982,367)	(7,089,201)	(7,196,034)	(7,302,868)	(7,409,702)
	250.00	(6,814,302)	(6,918,855)	(7,023,409)	(7,127,962)	(7,232,516)	(7,337,069)	(7,441,623)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(6,482,037)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(6,047,390)	(6,156,052)	(6,264,713)	(6,373,375)	(6,482,037)	(6,590,699)	(6,699,361)
	10.00	(6,081,591)	(6,190,253)	(6,298,915)	(6,407,577)	(6,516,238)	(6,624,900)	(6,733,562)
CIL £psm	20.00	(6,115,792)	(6,224,454)	(6,333,116)	(6,441,778)	(6,550,440)	(6,659,101)	(6,767,763)
0.00	30.00	(6,149,994)	(6,258,655)	(6,367,317)	(6,475,979)	(6,584,641)	(6,693,303)	(6,801,965)
(recommended CIL)	40.00	(6,184,195)	(6,292,857)	(6,401,519)	(6,510,180)	(6,618,842)	(6,727,504)	(6,836,166)
(100)	50.00	(6,218,396)	(6,327,058)	(6,435,720)	(6,544,382)	(6,653,044)	(6,761,705)	(6,870,367)
	60.00	(6,252,597)	(6,361,259)	(6,469,921)	(6,578,583)	(6,687,245)	(6,795,907)	(6,904,568)
	70.00	(6,286,799)	(6,395,461)	(6,504,122)	(6,612,784)	(6,721,446)	(6,830,108)	(6,938,770)
	80.00	(6,321,000)	(6,429,662)	(6,538,324)	(6,646,986)	(6,755,647)	(6,864,309)	(6,972,971)
	90.00	(6,355,201)	(6,463,863)	(6,572,525)	(6,681,187)	(6,789,849)	(6,898,510)	(7,007,172)
	100.00	(6,389,403)	(6,498,064)	(6,606,726)	(6,715,388)	(6,824,050)	(6,932,712)	(7,041,374)
	110.00	(6,423,604)	(6,532,266)	(6,640,928)	(6,749,589)	(6,858,251)	(6,966,913)	(7,075,575)
	120.00	(6,457,805)	(6,566,467)	(6,675,129)	(6,783,791)	(6,892,453)	(7,001,114)	(7,109,776)
	130.00	(6,492,006)	(6,600,668)	(6,709,330)	(6,817,992)	(6,926,654)	(7,035,316)	(7,143,977)
	140.00	(6,526,208)	(6,634,870)	(6,743,531)	(6,852,193)	(6,960,855)	(7,069,517)	(7,178,179)
	150.00	(6,560,409)	(6,669,071)	(6,777,733)	(6,886,395)	(6,995,056)	(7,103,718)	(7,212,380)
	160.00	(6,594,610)	(6,703,272)	(6,811,934)	(6,920,596)	(7,029,258)	(7,137,919)	(7,246,581)
	170.00	(6,628,812)	(6,737,473)	(6,846,135)	(6,954,797)	(7,063,459)	(7,172,121)	(7,280,783)
	180.00	(6,663,013)	(6,771,675)	(6,880,337)	(6,988,998)	(7,097,660)	(7,206,322)	(7,314,984)
	190.00	(6,697,214)	(6,805,876)	(6,914,538)	(7,023,200)	(7,131,862)	(7,240,523)	(7,349,185)
	200.00	(6,731,415)	(6,840,077)	(6,948,739)	(7,057,401)	(7,166,063)	(7,274,725)	(7,383,386)
	210.00	(6,765,617)	(6,874,279)	(6,982,940)	(7,091,602)	(7,200,264)	(7,308,926)	(7,417,588)
	220.00	(6,799,818)	(6,908,480)	(7,017,142)	(7,125,804)	(7,234,465)	(7,343,127)	(7,451,789)
	230.00	(6,834,019)	(6,942,681)	(7,051,343)	(7,160,005)	(7,268,667)	(7,377,328)	(7,485,990)
	240.00	(6,868,221)	(6,976,882)	(7,085,544)	(7,194,206)	(7,302,868)	(7,411,530)	(7,520,192)
	250.00	(6,902,422)	(7,011,084)	(7,119,746)	(7,228,407)	(7,337,069)	(7,445,731)	(7,554,393)

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Scheme Typology: Flats — No Units: 15
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3 — Profit 18%

Balance (RLV - BLV £ per acre (n))	(6,482,037)	15%	16%	17%	18%	19%	20%	21%
	0.00	(6,224,092)	(6,327,270)	(6,430,448)	(6,533,626)	(6,636,804)	(6,739,982)	(6,843,160)
	10.00	(6,258,293)	(6,361,471)	(6,464,649)	(6,567,827)	(6,671,006)	(6,774,184)	(6,877,362)
CIL £psm	20.00	(6,292,494)	(6,395,672)	(6,498,851)	(6,602,029)	(6,705,207)	(6,808,385)	(6,911,563)
0.00	30.00	(6,326,696)	(6,429,874)	(6,533,052)	(6,636,230)	(6,739,408)	(6,842,586)	(6,945,764)
(recommended CIL)	40.00	(6,360,897)	(6,464,075)	(6,567,253)	(6,670,431)	(6,773,609)	(6,876,788)	(6,979,966)
(100)	50.00	(6,395,098)	(6,498,276)	(6,601,454)	(6,704,633)	(6,807,811)	(6,910,989)	(7,014,167)
	60.00	(6,429,300)	(6,532,478)	(6,635,656)	(6,738,834)	(6,842,012)	(6,945,190)	(7,048,368)
	70.00	(6,463,501)	(6,566,679)	(6,669,857)	(6,773,035)	(6,876,213)	(6,979,391)	(7,082,569)
	80.00	(6,497,702)	(6,600,880)	(6,704,058)	(6,807,236)	(6,910,415)	(7,013,593)	(7,116,771)
	90.00	(6,531,903)	(6,635,081)	(6,738,260)	(6,841,438)	(6,944,616)	(7,047,794)	(7,150,972)
	100.00	(6,566,105)	(6,669,283)	(6,772,461)	(6,875,639)	(6,978,817)	(7,081,995)	(7,185,173)
	110.00	(6,600,306)	(6,703,484)	(6,806,662)	(6,909,840)	(7,013,018)	(7,116,197)	(7,219,375)
	120.00	(6,634,507)	(6,737,685)	(6,840,863)	(6,944,042)	(7,047,220)	(7,150,398)	(7,253,576)
	130.00	(6,668,709)	(6,771,887)	(6,875,065)	(6,978,243)	(7,081,421)	(7,184,599)	(7,287,777)
	140.00	(6,702,910)	(6,806,088)	(6,909,266)	(7,012,444)	(7,115,622)	(7,218,800)	(7,321,978)
	150.00	(6,737,111)	(6,840,289)	(6,943,467)	(7,046,645)	(7,149,824)	(7,253,002)	(7,356,180)
	160.00	(6,771,312)	(6,874,490)	(6,977,669)	(7,080,847)	(7,184,025)	(7,287,203)	(7,390,381)
	170.00	(6,805,514)	(6,908,692)	(7,011,870)	(7,115,048)	(7,218,226)	(7,321,404)	(7,424,582)
	180.00	(6,839,715)	(6,942,893)	(7,046,071)	(7,149,249)	(7,252,427)	(7,355,606)	(7,458,784)
	190.00	(6,873,916)	(6,977,094)	(7,080,272)	(7,183,451)	(7,286,629)	(7,389,807)	(7,492,985)
	200.00	(6,908,118)	(7,011,296)	(7,114,474)	(7,217,652)	(7,320,830)	(7,424,008)	(7,527,186)
	210.00	(6,942,319)	(7,045,497)	(7,148,675)	(7,251,853)	(7,355,031)	(7,458,209)	(7,561,387)
	220.00	(6,976,520)	(7,079,698)	(7,182,876)	(7,286,054)	(7,389,233)	(7,492,411)	(7,595,589)
	230.00	(7,010,721)	(7,113,899)	(7,217,078)	(7,320,256)	(7,423,434)	(7,526,612)	(7,629,790)
	240.00	(7,044,923)	(7,148,101)	(7,251,279)	(7,354,457)	(7,457,635)	(7,560,813)	(7,663,991)
	250.00	(7,079,124)	(7,182,302)	(7,285,480)	(7,388,658)	(7,491,836)	(7,595,015)	(7,698,193)

TABLE 4 — BLV (£ per acre (n)) 400,000

Balance (RLV - BLV £ per acre (n))	(6,482,037)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(6,182,037)	(6,207,037)	(6,232,037)	(6,257,037)	(6,282,037)	(6,307,037)	(6,332,037)
	10.00	(6,216,238)	(6,241,238)	(6,266,238)	(6,291,238)	(6,316,238)	(6,341,238)	(6,366,238)
CIL £psm	20.00	(6,250,440)	(6,275,440)	(6,300,440)	(6,325,440)	(6,350,440)	(6,375,440)	(6,400,440)
0.00	30.00	(6,284,641)	(6,309,641)	(6,334,641)	(6,359,641)	(6,384,641)	(6,409,641)	(6,434,641)
(recommended CIL)	40.00	(6,318,842)	(6,343,842)	(6,368,842)	(6,393,842)	(6,418,842)	(6,443,842)	(6,468,842)
(100)	50.00	(6,353,044)	(6,378,044)	(6,403,044)	(6,428,044)	(6,453,044)	(6,478,044)	(6,503,044)
	60.00	(6,387,245)	(6,412,245)	(6,437,245)	(6,462,245)	(6,487,245)	(6,512,245)	(6,537,245)
	70.00	(6,421,446)	(6,446,446)	(6,471,446)	(6,496,446)	(6,521,446)	(6,546,446)	(6,571,446)
	80.00	(6,455,647)	(6,480,647)	(6,505,647)	(6,530,647)	(6,555,647)	(6,580,647)	(6,605,647)
	90.00	(6,489,849)	(6,514,849)	(6,539,849)	(6,564,849)	(6,589,849)	(6,614,849)	(6,639,849)
	100.00	(6,524,050)	(6,549,050)	(6,574,050)	(6,599,050)	(6,624,050)	(6,649,050)	(6,674,050)
	110.00	(6,558,251)	(6,583,251)	(6,608,251)	(6,633,251)	(6,658,251)	(6,683,251)	(6,708,251)
	120.00	(6,592,453)	(6,617,453)	(6,642,453)	(6,667,453)	(6,692,453)	(6,717,453)	(6,742,453)
	130.00	(6,626,654)	(6,651,654)	(6,676,654)	(6,701,654)	(6,726,654)	(6,751,654)	(6,776,654)
	140.00	(6,660,855)	(6,685,855)	(6,710,855)	(6,735,855)	(6,760,855)	(6,785,855)	(6,810,855)
	150.00	(6,695,056)	(6,720,056)	(6,745,056)	(6,770,056)	(6,795,056)	(6,820,056)	(6,845,056)
	160.00	(6,729,258)	(6,754,258)	(6,779,258)	(6,804,258)	(6,829,258)	(6,854,258)	(6,879,258)
	170.00	(6,763,459)	(6,788,459)	(6,813,459)	(6,838,459)	(6,863,459)	(6,888,459)	(6,913,459)
	180.00	(6,797,660)	(6,822,660)	(6,847,660)	(6,872,660)	(6,897,660)	(6,922,660)	(6,947,660)
	190.00	(6,831,862)	(6,856,862)	(6,881,862)	(6,906,862)	(6,931,862)	(6,956,862)	(6,981,862)
	200.00	(6,866,063)	(6,891,063)	(6,916,063)	(6,941,063)	(6,966,063)	(6,991,063)	(7,016,063)
	210.00	(6,900,264)	(6,925,264)	(6,950,264)	(6,975,264)	(7,000,264)	(7,025,264)	(7,050,264)
	220.00	(6,934,465)	(6,959,465)	(6,984,465)	(7,009,465)	(7,034,465)	(7,059,465)	(7,084,465)
	230.00	(6,968,667)	(6,993,667)	(7,018,667)	(7,043,667)	(7,068,667)	(7,093,667)	(7,118,667)
	240.00	(7,002,868)	(7,027,868)	(7,052,868)	(7,077,868)	(7,102,868)	(7,127,868)	(7,152,868)
	250.00	(7,037,069)	(7,062,069)	(7,087,069)	(7,112,069)	(7,137,069)	(7,162,069)	(7,187,069)

260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Flats — No Units: 15
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(6,482,037)	Density (dph) (net) 30	35	150 40	45	50	55	60
	0.00	(1,665,546)	(1,866,233)	(2,066,921)	(2,267,608)	(2,468,295)	(2,668,982)	(2,869,669)
	10.00	(1,672,387)	(1,874,214)	(2,076,041)	(2,277,868)	(2,479,695)	(2,681,522)	(2,883,350)
CIL £psm	20.00	(1,679,227)	(1,882,194)	(2,085,161)	(2,288,128)	(2,491,096)	(2,694,063)	(2,897,030)
0.00	30.00	(1,686,067)	(1,890,174)	(2,094,282)	(2,298,389)	(2,502,496)	(2,706,603)	(2,910,711)
(recommended CIL)	40.00	(1,692,907)	(1,898,155)	(2,103,402)	(2,308,649)	(2,513,897)	(2,719,144)	(2,924,391)
(100)	50.00	(1,699,748)	(1,906,135)	(2,112,522)	(2,318,910)	(2,525,297)	(2,731,684)	(2,938,072)
	60.00	(1,706,588)	(1,914,115)	(2,121,643)	(2,329,170)	(2,536,697)	(2,744,225)	(2,951,752)
	70.00	(1,713,428)	(1,922,096)	(2,130,763)	(2,339,430)	(2,548,098)	(2,756,765)	(2,965,433)
	80.00	(1,720,268)	(1,930,076)	(2,139,883)	(2,349,691)	(2,559,498)	(2,769,306)	(2,979,113)
	90.00	(1,727,109)	(1,938,056)	(2,149,004)	(2,359,951)	(2,570,899)	(2,781,846)	(2,992,794)
	100.00	(1,733,949)	(1,946,036)	(2,158,124)	(2,370,212)	(2,582,299)	(2,794,387)	(3,006,474)
	110.00	(1,740,789)	(1,954,017)	(2,167,244)	(2,380,472)	(2,593,700)	(2,806,927)	(3,020,155)
	120.00	(1,747,629)	(1,961,997)	(2,176,365)	(2,390,732)	(2,605,100)	(2,819,468)	(3,033,835)
	130.00	(1,754,470)	(1,969,977)	(2,185,485)	(2,400,993)	(2,616,500)	(2,832,008)	(3,047,516)
	140.00	(1,761,310)	(1,977,958)	(2,194,605)	(2,411,253)	(2,627,901)	(2,844,549)	(3,061,196)
	150.00	(1,768,150)	(1,985,938)	(2,203,726)	(2,421,513)	(2,639,301)	(2,857,089)	(3,074,877)
	160.00	(1,774,990)	(1,993,918)	(2,212,846)	(2,431,774)	(2,650,702)	(2,869,629)	(3,088,557)
	170.00	(1,781,831)	(2,001,899)	(2,221,966)	(2,442,034)	(2,662,102)	(2,882,170)	(3,102,238)
	180.00	(1,788,671)	(2,009,879)	(2,231,087)	(2,452,295)	(2,673,503)	(2,894,710)	(3,115,918)
	190.00	(1,795,511)	(2,017,859)	(2,240,207)	(2,462,555)	(2,684,903)	(2,907,251)	(3,129,599)
	200.00	(1,802,351)	(2,025,839)	(2,249,327)	(2,472,815)	(2,696,303)	(2,919,791)	(3,143,279)
	210.00	(1,809,192)	(2,033,820)	(2,258,448)	(2,483,076)	(2,707,704)	(2,932,332)	(3,156,960)
	220.00	(1,816,032)	(2,041,800)	(2,267,568)	(2,493,336)	(2,719,104)	(2,944,872)	(3,170,640)
	230.00	(1,822,872)	(2,049,780)	(2,276,688)	(2,503,597)	(2,730,505)	(2,957,413)	(3,184,321)
	240.00	(1,829,713)	(2,057,761)	(2,285,809)	(2,513,857)	(2,741,905)	(2,969,953)	(3,198,001)
	250.00	(1,836,553)	(2,065,741)	(2,294,929)	(2,524,117)	(2,753,306)	(2,982,494)	(3,211,682)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(6,482,037)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	110%
	0.00	(712,538)	(2,148,658)	(3,592,435)	(5,037,236)	(6,482,037)	(7,204,438)	(7,926,838)
	10.00	(746,534)	(2,182,654)	(3,626,636)	(5,071,437)	(6,516,238)	(7,238,639)	(7,961,040)
CIL £psm	20.00	(780,530)	(2,216,650)	(3,660,837)	(5,105,638)	(6,550,440)	(7,272,840)	(7,995,241)
0.00	30.00	(814,526)	(2,250,646)	(3,695,038)	(5,139,840)	(6,584,641)	(7,307,042)	(8,029,442)
(recommended CIL)	40.00	(848,521)	(2,284,641)	(3,729,240)	(5,174,041)	(6,618,842)	(7,341,243)	(8,063,643)
(100)	50.00	(882,517)	(2,318,640)	(3,763,441)	(5,208,242)	(6,653,044)	(7,375,444)	(8,097,845)
	60.00	(916,513)	(2,352,841)	(3,797,642)	(5,242,444)	(6,687,245)	(7,409,645)	(8,132,046)
	70.00	(950,509)	(2,387,042)	(3,831,844)	(5,276,645)	(6,721,446)	(7,443,847)	(8,166,247)
	80.00	(984,505)	(2,421,244)	(3,866,045)	(5,310,846)	(6,755,647)	(7,478,048)	(8,200,449)
	90.00	(1,018,500)	(2,455,445)	(3,900,246)	(5,345,047)	(6,789,849)	(7,512,249)	(8,234,650)
	100.00	(1,052,496)	(2,489,646)	(3,934,447)	(5,379,249)	(6,824,050)	(7,546,451)	(8,268,851)
	110.00	(1,086,492)	(2,523,847)	(3,968,649)	(5,413,450)	(6,858,251)	(7,580,652)	(8,303,052)
	120.00	(1,120,488)	(2,558,049)	(4,002,850)	(5,447,651)	(6,892,453)	(7,614,853)	(8,337,254)
	130.00	(1,154,484)	(2,592,250)	(4,037,051)	(5,481,853)	(6,926,654)	(7,649,054)	(8,371,455)
	140.00	(1,188,479)	(2,626,451)	(4,071,253)	(5,516,054)	(6,960,855)	(7,683,256)	(8,405,656)
	150.00	(1,222,475)	(2,660,653)	(4,105,454)	(5,550,255)	(6,995,056)	(7,717,457)	(8,439,858)
	160.00	(1,256,471)	(2,694,854)	(4,139,655)	(5,584,456)	(7,029,258)	(7,751,658)	(8,474,059)
	170.00	(1,290,467)	(2,729,055)	(4,173,856)	(5,618,658)	(7,063,459)	(7,785,860)	(8,508,260)
	180.00	(1,324,462)	(2,763,256)	(4,208,058)	(5,652,859)	(7,097,660)	(7,820,061)	(8,542,461)
	190.00	(1,358,458)	(2,797,458)	(4,242,259)	(5,687,060)	(7,131,862)	(7,854,262)	(8,576,663)
	200.00	(1,392,454)	(2,831,659)	(4,276,460)	(5,721,262)	(7,166,063)	(7,888,463)	(8,610,864)
	210.00	(1,426,450)	(2,865,860)	(4,310,662)	(5,755,463)	(7,200,264)	(7,922,665)	(8,645,065)
	220.00	(1,460,446)	(2,900,062)	(4,344,863)	(5,789,664)	(7,234,465)	(7,956,866)	(8,679,267)
	230.00	(1,494,441)	(2,934,263)	(4,379,064)	(5,823,865)	(7,268,667)	(7,991,067)	(8,713,468)
	240.00	(1,528,437)	(2,968,464)	(4,413,265)	(5,858,067)	(7,302,868)	(8,025,269)	(8,747,669)
	250.00	(1,562,433)	(3,002,665)	(4,447,467)	(5,892,268)	(7,337,069)	(8,059,470)	(8,781,870)

260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Flats — No Units: 15
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	(6,482,037)	90%	95%	100%	105%	110%	120%	130%
	0.00	(7,328,962)	(6,905,499)	(6,482,037)	(6,058,575)	(5,635,113)	(4,788,188)	(3,941,263)
	10.00	(7,363,163)	(6,939,701)	(6,516,238)	(6,092,776)	(5,669,314)	(4,822,389)	(3,975,465)
CIL £psm	20.00	(7,397,364)	(6,973,902)	(6,550,440)	(6,126,977)	(5,703,515)	(4,856,591)	(4,009,666)
0.00	30.00	(7,431,565)	(7,008,103)	(6,584,641)	(6,161,179)	(5,737,716)	(4,890,792)	(4,043,867)
(recommended CIL)	40.00	(7,465,767)	(7,042,304)	(6,618,842)	(6,195,380)	(5,771,918)	(4,924,993)	(4,078,069)
(100)	50.00	(7,499,968)	(7,076,506)	(6,653,044)	(6,229,581)	(5,806,119)	(4,959,194)	(4,112,270)
	60.00	(7,534,169)	(7,110,707)	(6,687,245)	(6,263,783)	(5,840,320)	(4,993,396)	(4,146,471)
	70.00	(7,568,371)	(7,144,908)	(6,721,446)	(6,297,984)	(5,874,522)	(5,027,597)	(4,180,672)
	80.00	(7,602,572)	(7,179,110)	(6,755,647)	(6,332,185)	(5,908,723)	(5,061,798)	(4,214,874)
	90.00	(7,636,773)	(7,213,311)	(6,789,849)	(6,366,386)	(5,942,924)	(5,096,000)	(4,249,075)
	100.00	(7,670,974)	(7,247,512)	(6,824,050)	(6,400,588)	(5,977,125)	(5,130,201)	(4,283,276)
	110.00	(7,705,176)	(7,281,713)	(6,858,251)	(6,434,789)	(6,011,327)	(5,164,402)	(4,317,478)
	120.00	(7,739,377)	(7,315,915)	(6,892,453)	(6,468,990)	(6,045,528)	(5,198,603)	(4,351,679)
	130.00	(7,773,578)	(7,350,116)	(6,926,654)	(6,503,192)	(6,079,729)	(5,232,805)	(4,385,880)
	140.00	(7,807,780)	(7,384,317)	(6,960,855)	(6,537,393)	(6,113,931)	(5,267,006)	(4,420,081)
	150.00	(7,841,981)	(7,418,519)	(6,995,056)	(6,571,594)	(6,148,132)	(5,301,207)	(4,454,283)
	160.00	(7,876,182)	(7,452,720)	(7,029,258)	(6,605,795)	(6,182,333)	(5,335,409)	(4,488,484)
	170.00	(7,910,383)	(7,486,921)	(7,063,459)	(6,639,997)	(6,216,534)	(5,369,610)	(4,522,685)
	180.00	(7,944,585)	(7,521,122)	(7,097,660)	(6,674,198)	(6,250,736)	(5,403,811)	(4,556,887)
	190.00	(7,978,786)	(7,555,324)	(7,131,862)	(6,708,399)	(6,284,937)	(5,438,012)	(4,591,088)
	200.00	(8,012,987)	(7,589,525)	(7,166,063)	(6,742,601)	(6,319,138)	(5,472,214)	(4,625,289)
	210.00	(8,047,189)	(7,623,726)	(7,200,264)	(6,776,802)	(6,353,340)	(5,506,415)	(4,659,490)
	220.00	(8,081,390)	(7,657,928)	(7,234,465)	(6,811,003)	(6,387,541)	(5,540,616)	(4,693,692)
	230.00	(8,115,591)	(7,692,129)	(7,268,667)	(6,845,204)	(6,421,742)	(5,574,818)	(4,727,893)
	240.00	(8,149,792)	(7,726,330)	(7,302,868)	(6,879,406)	(6,455,943)	(5,609,019)	(4,762,094)
	250.00	(8,183,994)	(7,760,531)	(7,337,069)	(6,913,607)	(6,490,145)	(5,643,220)	(4,796,296)

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	(6,482,037)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(6,482,037)	(5,837,208)	(5,192,378)	(4,547,549)	(3,902,720)	(3,257,890)	(82,446)
	10.00	(6,516,238)	(5,871,409)	(5,226,580)	(4,581,750)	(3,936,921)	(3,292,091)	(113,196)
CIL £psm	20.00	(6,550,440)	(5,905,610)	(5,260,781)	(4,615,952)	(3,971,122)	(3,326,293)	(143,947)
0.00	30.00	(6,584,641)	(5,939,812)	(5,294,982)	(4,650,153)	(4,005,323)	(3,360,494)	(174,697)
(recommended CIL)	40.00	(6,618,842)	(5,974,013)	(5,329,183)	(4,684,354)	(4,039,525)	(3,394,695)	(205,447)
(100)	50.00	(6,653,044)	(6,008,214)	(5,363,385)	(4,718,555)	(4,073,726)	(3,428,897)	(236,198)
	60.00	(6,687,245)	(6,042,415)	(5,397,586)	(4,752,757)	(4,107,927)	(3,463,098)	(266,948)
	70.00	(6,721,446)	(6,076,617)	(5,431,787)	(4,786,958)	(4,142,129)	(3,497,299)	(297,698)
	80.00	(6,755,647)	(6,110,818)	(5,465,989)	(4,821,159)	(4,176,330)	(3,531,500)	(328,448)
	90.00	(6,789,849)	(6,145,019)	(5,500,190)	(4,855,361)	(4,210,531)	(3,565,702)	(359,199)
	100.00	(6,824,050)	(6,179,221)	(5,534,391)	(4,889,562)	(4,244,732)	(3,599,903)	(389,949)
	110.00	(6,858,251)	(6,213,422)	(5,568,592)	(4,923,763)	(4,278,934)	(3,634,104)	(422,746)
	120.00	(6,892,453)	(6,247,623)	(5,602,794)	(4,957,964)	(4,313,135)	(3,668,306)	(456,538)
	130.00	(6,926,654)	(6,281,824)	(5,636,995)	(4,992,166)	(4,347,336)	(3,702,507)	(490,329)
	140.00	(6,960,855)	(6,316,026)	(5,671,196)	(5,026,367)	(4,381,538)	(3,736,708)	(524,121)
	150.00	(6,995,056)	(6,350,227)	(5,705,398)	(5,060,568)	(4,415,739)	(3,770,909)	(557,912)
	160.00	(7,029,258)	(6,384,428)	(5,739,599)	(5,094,770)	(4,449,940)	(3,805,111)	(591,704)
	170.00	(7,063,459)	(6,418,630)	(5,773,800)	(5,128,971)	(4,484,141)	(3,839,312)	(625,496)
	180.00	(7,097,660)	(6,452,831)	(5,808,001)	(5,163,172)	(4,518,343)	(3,873,513)	(659,394)
	190.00	(7,131,862)	(6,487,032)	(5,842,203)	(5,197,373)	(4,552,544)	(3,907,715)	(693,390)
	200.00	(7,166,063)	(6,521,233)	(5,876,404)	(5,231,575)	(4,586,745)	(3,941,916)	(727,386)
	210.00	(7,200,264)	(6,555,435)	(5,910,605)	(5,265,776)	(4,620,947)	(3,976,117)	(761,381)
	220.00	(7,234,465)	(6,589,636)	(5,944,807)	(5,299,977)	(4,655,148)	(4,010,318)	(795,377)
	230.00	(7,268,667)	(6,623,837)	(5,979,008)	(5,334,179)	(4,689,349)	(4,044,520)	(829,373)
	240.00	(7,302,868)	(6,658,039)	(6,013,209)	(5,368,380)	(4,723,550)	(4,078,721)	(863,369)
	250.00	(7,337,069)	(6,692,240)	(6,047,410)	(5,402,581)	(4,757,752)	(4,112,922)	(897,365)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Flats | No Units: 15
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Brownfield
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	I	
Scheme Typology:	Flats	
No Units:	15	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	3,013,316	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.73%	
Developers Profit (% on costs)	11.73%	
Developers Profit Total (£)	473,995	
Land Value KPI's		
RLV (£/acre (net))	(6,082,037)	
RLV (£/ha (net))	(15,028,714)	
RLV (% of GDV)	-49.87%	
RLV Total (£)	(1,502,871)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	98,840	
Surplus/Deficit (£/acre) [RLV-BLV]	(6,482,037)	
Surplus/Deficit (£/ha)	(16,017,114)	
Surplus/Deficit Total (£)	(1,601,711)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	177,881	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	11,859	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	J				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	20		
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			20	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	2.6	17.5%	0.9	17%	3.4
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	5.0	30.0%	1.5	32%	6.5
4 bed House (with garage)	15.0%	2.3	5.0%	0.3	13%	2.5
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	2.7	30.0%	1.5	21%	4.2
2 bed Flat	17.0%	2.6	17.5%	0.9	17%	3.4
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	15.0	100.0%	5.0	100%	20.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	191	2,059	66	706	257	2,765
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	525	5,648	135	1,453	660	7,101
4 bed House (with garage)	313	3,366	29	309	342	3,676
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	159	1,710	88	950	247	2,659
2 bed Flat	195	2,099	67	720	262	2,819
3 bed Flat	0	0	0	0	0	0
	1,383	14,881	385	4,139	1,767	19,020
AH % by floor area:			21.76%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	1,078,875
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	2,257,500
4 bed House (with garage)	425,000	3,696	343	3,058	284	1,062,500
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	808,500
2 bed Flat	245,000	3,769	350	3,204	298	839,125
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						6,046,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses and Flats**		No Units:	**20**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	2.6	@	315,000		803,250
3 bed House	0.0	@	0		-
3 bed House (with garage)	5.0	@	350,000		1,732,500
4 bed House (with garage)	2.3	@	425,000		956,250
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.7	@	192,500		519,750
2 bed Flat	2.6	@	245,000		624,750
3 bed Flat	0.0	@	0		-
	15.0				4,636,500
Affordable Rent GDV -					
2 bed House	0.3	@	189,000		57,881
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.5	@	210,000		110,250
4 bed House (with garage)	0.1	@	255,000		22,313
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.5	@	115,500		60,638
2 bed Flat	0.3	@	147,000		45,019
3 bed Flat	0.0	@	0		-
	1.8				296,100
Social Rent GDV -					
2 bed House	0.3	@	126,000		38,588
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.5	@	140,000		73,500
4 bed House (with garage)	0.1	@	170,000		14,875
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.5	@	77,000		40,425
2 bed Flat	0.3	@	98,000		30,013
3 bed Flat	0.0	@	0		-
	1.8				197,400
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.3	@	220,500		57,881
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.5	@	245,000		110,250
4 bed House (with garage)	0.1	@	297,500		22,313
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.5	@	134,750		60,638
2 bed Flat	0.3	@	171,500		45,019
3 bed Flat	0.0	@	0		-
	1.5	5.0			296,100
Sub-total GDV Residential	**20**				**5,426,100**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	620,400
	351	£ psm (total GIA sqm)		31,020 £ per unit (total units)	
Grant	20	units @	0	per unit	-
Total GDV					**5,426,100**

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Scheme Typology:	**Houses and Flats**		No Units:	**20**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	12,700	£		(12,700)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	50,800	£		(50,800)
Building Safety Levy				1,383	sqm	15.11	£ psm			(20,890)
CIL (Mrkt only inc. garages)	Max			1,383	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				20	units @	6,700	per unit			(134,000)
	Sub-total								(134,000)	
S106 analysis:	569,500	£ per ha		2.47%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				1,767	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.24	ha @	123,500	£ per ha (if brownfield)			(29,059)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			20	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				257	sqm @	2,107	psm			(541,236)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				557	sqm @	2,107	psm			(1,172,546)
4 bed House (EXC. garage)				282	sqm @	2,107	psm			(593,121)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				247	sqm @	2,522	psm			(623,082)
2 bed Flat				262	sqm @	2,522	psm			(660,541)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	6.5		16.0	103	sqm @	600	psm			(61,920)
Garages for 4B House	2.5		24.0	60	sqm @	600	psm			(36,000)
Garages for 5B House	-		-	0	sqm @	600	psm			-
Total GIA check:				1,767	£ per garage	£0				
External works				3,688,445	@	10.0%				(368,845)
Ext. Works analysis:						18,442	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				20	units @	400	£ per unit			(8,000)
M4(2) Category 2 Housing	Aff units		5	units @	100%	@	1,400	£ per unit		(7,000)
M4(2) Category 2 Housing	OMS units		15	units @	100%	@	1,400	£ per unit		(21,000)
M4(3) Category 3 Housing	Aff units		5	units @	10%	@	22,000	£ per unit		(11,000)
M4(3) Category 3 Housing	OMS units		15	units @	10%	@	22,000	£ per unit		(33,000)
Part L/FHS			20	units @			4,350	£ per unit		(87,000)
Part L/FHS analysis:						2.4%	% of BCIS costs			
Net Zero for Housing			1,258	sqm			105	£ psm		(132,098)
Net Zero for Flats			509	sqm			72	£ psm		(36,646)
Water Efficiency			20	units @			20	£ per unit		(400)
Urban Greening Factory	7.6	flats @	6		per storey = GIA	401	128	£ per unit		(51,064)
	Sub-total								(336,144)	
Policy Costs analysis:	(design costs only)					16,807	£ per unit (total units)			
						9.1%	% of BCIS costs			
Contingency (on construction)				4,473,557	@	5.0%				(223,678)

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Scheme Typology:	**Houses and Flats**		No Units:	**20**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		4,473,557	@	10.0%			(447,356)
Disposal Costs -							
OMS Marketing and Promotion		4,636,500	OMS @	1.00%	2,318	£ per unit	(46,365)
Residential Sales Agent Costs		4,636,500	OMS @	1.00%	2,318	£ per unit	(46,365)
Residential Sales Legal Costs		4,636,500	OMS @	0.50%	1,159	£ per unit	(23,183)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	20	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,796	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(223,854)
Developers Profit -							
Profit on OMS		4,636,500		17.50%			(811,388)
Margin on AH		789,600		6.00%	on AH values		(47,376)
Profit analysis:		5,426,100		15.83%	blended GDV	(858,764)	
		5,702,747		15.06%	on costs	(858,764)	
TOTAL COSTS							**(6,561,510)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(1,135,410)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(1,135,410)**
RLV analysis:	(56,771) £ per plot	(4,825,494)	£ per ha (net)	(1,952,851)	£ per acre (net)		
		(4,825,494)	£ per ha (gross)	(1,952,851)	£ per acre (gross)		
				-20.92%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		85.0	dph (net)				
Site Area (net)		0.24	ha (net)	0.58	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.24	ha (gross)	0.58	acres (gross)		
Density analysis:		7,510	sqm/ha (net)	32,714	sqft/ac (net)		
		85	dph (gross)				
Benchmark Land Value (net)	11,628 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**232,565**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(5,813,894)**	£ per ha (net)	**(2,352,851)**	£ per acre (net)	**(1,367,975)**

260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**20**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	2,352,851	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(1,856,161)	(1,954,913)	(2,053,672)	(2,153,175)	(2,253,010)	(2,352,851)	(2,452,698)
	10.00	(1,890,149)	(1,987,201)	(2,084,261)	(2,182,239)	(2,280,364)	(2,378,495)	(2,476,633)
Max CIL £ psm	20.00	(1,924,136)	(2,019,489)	(2,114,895)	(2,211,303)	(2,307,719)	(2,404,140)	(2,500,568)
0.00	30.00	(1,958,124)	(2,051,777)	(2,145,669)	(2,240,368)	(2,335,073)	(2,429,785)	(2,524,503)
(recommended CIL)	40.00	(1,992,112)	(2,084,066)	(2,176,443)	(2,269,432)	(2,362,427)	(2,455,430)	(2,548,439)
(100)	50.00	(2,026,099)	(2,116,354)	(2,207,217)	(2,298,496)	(2,389,782)	(2,481,075)	(2,572,374)
	60.00	(2,060,087)	(2,148,642)	(2,237,991)	(2,327,560)	(2,417,136)	(2,506,720)	(2,596,309)
	70.00	(2,094,075)	(2,180,930)	(2,268,764)	(2,356,624)	(2,444,491)	(2,532,364)	(2,620,244)
	80.00	(2,128,062)	(2,213,395)	(2,299,538)	(2,385,688)	(2,471,845)	(2,558,009)	(2,644,179)
	90.00	(2,162,050)	(2,245,879)	(2,330,312)	(2,414,752)	(2,499,200)	(2,583,654)	(2,668,115)
	100.00	(2,196,038)	(2,278,362)	(2,361,086)	(2,443,817)	(2,526,554)	(2,609,299)	(2,692,050)
	110.00	(2,230,025)	(2,310,846)	(2,391,860)	(2,472,881)	(2,553,909)	(2,634,944)	(2,715,985)
	120.00	(2,264,033)	(2,343,329)	(2,422,633)	(2,501,945)	(2,581,263)	(2,660,589)	(2,739,920)
	130.00	(2,298,226)	(2,375,813)	(2,453,407)	(2,531,009)	(2,608,618)	(2,686,233)	(2,763,855)
	140.00	(2,332,419)	(2,408,296)	(2,484,181)	(2,560,073)	(2,635,972)	(2,711,878)	(2,787,790)
	150.00	(2,366,612)	(2,440,780)	(2,514,955)	(2,589,137)	(2,663,327)	(2,737,523)	(2,811,726)
	160.00	(2,400,805)	(2,473,263)	(2,545,729)	(2,618,201)	(2,690,681)	(2,763,168)	(2,835,661)
	170.00	(2,434,998)	(2,505,747)	(2,576,502)	(2,647,266)	(2,718,036)	(2,788,813)	(2,859,596)
	180.00	(2,469,192)	(2,538,230)	(2,607,276)	(2,676,330)	(2,745,390)	(2,814,458)	(2,883,531)
	190.00	(2,503,385)	(2,570,713)	(2,638,050)	(2,705,394)	(2,772,745)	(2,840,102)	(2,907,466)
	200.00	(2,537,578)	(2,603,197)	(2,668,824)	(2,734,458)	(2,800,099)	(2,865,747)	(2,931,401)
	210.00	(2,571,771)	(2,635,680)	(2,699,598)	(2,763,522)	(2,827,454)	(2,891,392)	(2,955,337)
	220.00	(2,605,964)	(2,668,164)	(2,730,371)	(2,792,586)	(2,854,808)	(2,917,037)	(2,979,272)
	230.00	(2,640,157)	(2,700,647)	(2,761,145)	(2,821,650)	(2,882,163)	(2,942,682)	(3,003,207)
	240.00	(2,674,350)	(2,733,131)	(2,791,919)	(2,850,715)	(2,909,517)	(2,968,327)	(3,027,142)
	250.00	(2,708,543)	(2,765,614)	(2,822,693)	(2,879,779)	(2,936,872)	(2,993,971)	(3,051,077)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(2,352,851)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(2,104,290)	(2,166,430)	(2,228,570)	(2,290,710)	(2,352,851)	(2,414,991)	(2,477,131)
	10.00	(2,129,935)	(2,192,075)	(2,254,215)	(2,316,355)	(2,378,495)	(2,440,636)	(2,502,776)
CIL £psm	20.00	(2,155,580)	(2,217,720)	(2,279,860)	(2,342,000)	(2,404,140)	(2,466,280)	(2,528,420)
0.00	30.00	(2,181,225)	(2,243,365)	(2,305,505)	(2,367,645)	(2,429,785)	(2,491,925)	(2,554,065)
(recommended CIL)	40.00	(2,206,869)	(2,269,010)	(2,331,150)	(2,393,290)	(2,455,430)	(2,517,570)	(2,579,710)
(100)	50.00	(2,232,514)	(2,294,654)	(2,356,794)	(2,418,935)	(2,481,075)	(2,543,215)	(2,605,355)
	60.00	(2,258,159)	(2,320,299)	(2,382,439)	(2,444,579)	(2,506,720)	(2,568,860)	(2,631,000)
	70.00	(2,283,804)	(2,345,944)	(2,408,084)	(2,470,224)	(2,532,364)	(2,594,505)	(2,656,645)
	80.00	(2,309,449)	(2,371,589)	(2,433,729)	(2,495,869)	(2,558,009)	(2,620,149)	(2,682,289)
	90.00	(2,335,094)	(2,397,234)	(2,459,374)	(2,521,514)	(2,583,654)	(2,645,794)	(2,707,934)
	100.00	(2,360,738)	(2,422,879)	(2,485,019)	(2,547,159)	(2,609,299)	(2,671,439)	(2,733,579)
	110.00	(2,386,383)	(2,448,523)	(2,510,663)	(2,572,804)	(2,634,944)	(2,697,084)	(2,759,224)
	120.00	(2,412,028)	(2,474,168)	(2,536,308)	(2,598,448)	(2,660,589)	(2,722,729)	(2,784,869)
	130.00	(2,437,673)	(2,499,813)	(2,561,953)	(2,624,093)	(2,686,233)	(2,748,374)	(2,810,514)
	140.00	(2,463,318)	(2,525,458)	(2,587,598)	(2,649,738)	(2,711,878)	(2,774,018)	(2,836,158)
	150.00	(2,488,963)	(2,551,103)	(2,613,243)	(2,675,383)	(2,737,523)	(2,799,663)	(2,861,803)
	160.00	(2,514,607)	(2,576,748)	(2,638,888)	(2,701,028)	(2,763,168)	(2,825,308)	(2,887,448)
	170.00	(2,540,252)	(2,602,392)	(2,664,532)	(2,726,673)	(2,788,813)	(2,850,953)	(2,913,093)
	180.00	(2,565,897)	(2,628,037)	(2,690,177)	(2,752,317)	(2,814,458)	(2,876,598)	(2,938,738)
	190.00	(2,591,542)	(2,653,682)	(2,715,822)	(2,777,962)	(2,840,102)	(2,902,243)	(2,964,383)
	200.00	(2,617,187)	(2,679,327)	(2,741,467)	(2,803,607)	(2,865,747)	(2,927,887)	(2,990,027)
	210.00	(2,642,832)	(2,704,972)	(2,767,112)	(2,829,252)	(2,891,392)	(2,953,532)	(3,015,672)
	220.00	(2,668,476)	(2,730,616)	(2,792,757)	(2,854,897)	(2,917,037)	(2,979,177)	(3,041,317)
	230.00	(2,694,121)	(2,756,261)	(2,818,401)	(2,880,542)	(2,942,682)	(3,004,822)	(3,066,962)
	240.00	(2,719,766)	(2,781,906)	(2,844,046)	(2,906,186)	(2,968,327)	(3,030,467)	(3,092,607)
	250.00	(2,745,411)	(2,807,551)	(2,869,691)	(2,931,831)	(2,993,971)	(3,056,111)	(3,118,252)

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Scheme Typology: Houses and Flats — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

		Profit	18%					
Balance (RLV - BLV £ per acre (n))	(2,352,851)	15%	16%	17%	18%	19%	20%	21%
	0.00	(2,153,487)	(2,233,232)	(2,312,978)	(2,392,723)	(2,472,469)	(2,552,214)	(2,631,960)
	10.00	(2,179,132)	(2,258,877)	(2,338,623)	(2,418,368)	(2,498,114)	(2,577,859)	(2,657,605)
CIL £psm	20.00	(2,204,776)	(2,284,522)	(2,364,267)	(2,444,013)	(2,523,759)	(2,603,504)	(2,683,250)
0.00	30.00	(2,230,421)	(2,310,167)	(2,389,912)	(2,469,658)	(2,549,403)	(2,629,149)	(2,708,894)
(recommended CIL)	40.00	(2,256,066)	(2,335,812)	(2,415,557)	(2,495,303)	(2,575,048)	(2,654,794)	(2,734,539)
(100)	50.00	(2,281,711)	(2,361,456)	(2,441,202)	(2,520,948)	(2,600,693)	(2,680,439)	(2,760,184)
	60.00	(2,307,356)	(2,387,101)	(2,466,847)	(2,546,592)	(2,626,338)	(2,706,083)	(2,785,829)
	70.00	(2,333,001)	(2,412,746)	(2,492,492)	(2,572,237)	(2,651,983)	(2,731,728)	(2,811,474)
	80.00	(2,358,645)	(2,438,391)	(2,518,136)	(2,597,882)	(2,677,628)	(2,757,373)	(2,837,119)
	90.00	(2,384,290)	(2,464,036)	(2,543,781)	(2,623,527)	(2,703,272)	(2,783,018)	(2,862,763)
	100.00	(2,409,935)	(2,489,681)	(2,569,426)	(2,649,172)	(2,728,917)	(2,808,663)	(2,888,408)
	110.00	(2,435,580)	(2,515,325)	(2,595,071)	(2,674,816)	(2,754,562)	(2,834,308)	(2,914,053)
	120.00	(2,461,225)	(2,540,970)	(2,620,716)	(2,700,461)	(2,780,207)	(2,859,952)	(2,939,698)
	130.00	(2,486,870)	(2,566,615)	(2,646,361)	(2,726,106)	(2,805,852)	(2,885,597)	(2,965,343)
	140.00	(2,512,514)	(2,592,260)	(2,672,005)	(2,751,751)	(2,831,497)	(2,911,242)	(2,990,988)
	150.00	(2,538,159)	(2,617,905)	(2,697,650)	(2,777,396)	(2,857,141)	(2,936,887)	(3,016,632)
	160.00	(2,563,804)	(2,643,550)	(2,723,295)	(2,803,041)	(2,882,786)	(2,962,532)	(3,042,277)
	170.00	(2,589,449)	(2,669,194)	(2,748,940)	(2,828,685)	(2,908,431)	(2,988,177)	(3,067,922)
	180.00	(2,615,094)	(2,694,839)	(2,774,585)	(2,854,330)	(2,934,076)	(3,013,821)	(3,093,567)
	190.00	(2,640,739)	(2,720,484)	(2,800,230)	(2,879,975)	(2,959,721)	(3,039,466)	(3,119,212)
	200.00	(2,666,383)	(2,746,129)	(2,825,874)	(2,905,620)	(2,985,366)	(3,065,111)	(3,144,857)
	210.00	(2,692,028)	(2,771,774)	(2,851,519)	(2,931,265)	(3,011,010)	(3,090,756)	(3,170,501)
	220.00	(2,717,673)	(2,797,419)	(2,877,164)	(2,956,910)	(3,036,655)	(3,116,401)	(3,196,146)
	230.00	(2,743,318)	(2,823,063)	(2,902,809)	(2,982,554)	(3,062,300)	(3,142,046)	(3,221,791)
	240.00	(2,768,963)	(2,848,708)	(2,928,454)	(3,008,199)	(3,087,945)	(3,167,690)	(3,247,436)
	250.00	(2,794,607)	(2,874,353)	(2,954,099)	(3,033,844)	(3,113,590)	(3,193,335)	(3,273,081)

TABLE 4

		BLV (£ per acre (n))		400,000				
Balance (RLV - BLV £ per acre (n))	(2,352,851)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(2,052,851)	(2,077,851)	(2,102,851)	(2,127,851)	(2,152,851)	(2,177,851)	(2,202,851)
	10.00	(2,078,495)	(2,103,495)	(2,128,495)	(2,153,495)	(2,178,495)	(2,203,495)	(2,228,495)
CIL £psm	20.00	(2,104,140)	(2,129,140)	(2,154,140)	(2,179,140)	(2,204,140)	(2,229,140)	(2,254,140)
0.00	30.00	(2,129,785)	(2,154,785)	(2,179,785)	(2,204,785)	(2,229,785)	(2,254,785)	(2,279,785)
(recommended CIL)	40.00	(2,155,430)	(2,180,430)	(2,205,430)	(2,230,430)	(2,255,430)	(2,280,430)	(2,305,430)
(100)	50.00	(2,181,075)	(2,206,075)	(2,231,075)	(2,256,075)	(2,281,075)	(2,306,075)	(2,331,075)
	60.00	(2,206,720)	(2,231,720)	(2,256,720)	(2,281,720)	(2,306,720)	(2,331,720)	(2,356,720)
	70.00	(2,232,364)	(2,257,364)	(2,282,364)	(2,307,364)	(2,332,364)	(2,357,364)	(2,382,364)
	80.00	(2,258,009)	(2,283,009)	(2,308,009)	(2,333,009)	(2,358,009)	(2,383,009)	(2,408,009)
	90.00	(2,283,654)	(2,308,654)	(2,333,654)	(2,358,654)	(2,383,654)	(2,408,654)	(2,433,654)
	100.00	(2,309,299)	(2,334,299)	(2,359,299)	(2,384,299)	(2,409,299)	(2,434,299)	(2,459,299)
	110.00	(2,334,944)	(2,359,944)	(2,384,944)	(2,409,944)	(2,434,944)	(2,459,944)	(2,484,944)
	120.00	(2,360,589)	(2,385,589)	(2,410,589)	(2,435,589)	(2,460,589)	(2,485,589)	(2,510,589)
	130.00	(2,386,233)	(2,411,233)	(2,436,233)	(2,461,233)	(2,486,233)	(2,511,233)	(2,536,233)
	140.00	(2,411,878)	(2,436,878)	(2,461,878)	(2,486,878)	(2,511,878)	(2,536,878)	(2,561,878)
	150.00	(2,437,523)	(2,462,523)	(2,487,523)	(2,512,523)	(2,537,523)	(2,562,523)	(2,587,523)
	160.00	(2,463,168)	(2,488,168)	(2,513,168)	(2,538,168)	(2,563,168)	(2,588,168)	(2,613,168)
	170.00	(2,488,813)	(2,513,813)	(2,538,813)	(2,563,813)	(2,588,813)	(2,613,813)	(2,638,813)
	180.00	(2,514,458)	(2,539,458)	(2,564,458)	(2,589,458)	(2,614,458)	(2,639,458)	(2,664,458)
	190.00	(2,540,102)	(2,565,102)	(2,590,102)	(2,615,102)	(2,640,102)	(2,665,102)	(2,690,102)
	200.00	(2,565,747)	(2,590,747)	(2,615,747)	(2,640,747)	(2,665,747)	(2,690,747)	(2,715,747)
	210.00	(2,591,392)	(2,616,392)	(2,641,392)	(2,666,392)	(2,691,392)	(2,716,392)	(2,741,392)
	220.00	(2,617,037)	(2,642,037)	(2,667,037)	(2,692,037)	(2,717,037)	(2,742,037)	(2,767,037)
	230.00	(2,642,682)	(2,667,682)	(2,692,682)	(2,717,682)	(2,742,682)	(2,767,682)	(2,792,682)
	240.00	(2,668,327)	(2,693,327)	(2,718,327)	(2,743,327)	(2,768,327)	(2,793,327)	(2,818,327)
	250.00	(2,693,971)	(2,718,971)	(2,743,971)	(2,768,971)	(2,793,971)	(2,818,971)	(2,843,971)

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Scheme Typology: Houses and Flats — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(2,352,851)	Density (dph) (net) 30	35	85 40	45	50	55	60
	0.00	(1,129,351)	(1,240,578)	(1,351,805)	(1,463,033)	(1,574,260)	(1,685,487)	(1,796,714)
	10.00	(1,138,402)	(1,251,138)	(1,363,874)	(1,476,609)	(1,589,345)	(1,702,081)	(1,814,817)
CIL £psm	20.00	(1,147,453)	(1,261,697)	(1,375,942)	(1,490,186)	(1,604,430)	(1,718,675)	(1,832,919)
0.00	30.00	(1,156,504)	(1,272,257)	(1,388,010)	(1,503,763)	(1,619,515)	(1,735,268)	(1,851,021)
(recommended CIL)	40.00	(1,165,555)	(1,282,817)	(1,400,078)	(1,517,339)	(1,634,601)	(1,751,862)	(1,869,123)
(100)	50.00	(1,174,606)	(1,293,376)	(1,412,146)	(1,530,916)	(1,649,686)	(1,768,456)	(1,887,226)
	60.00	(1,183,658)	(1,303,936)	(1,424,214)	(1,544,493)	(1,664,771)	(1,785,049)	(1,905,328)
	70.00	(1,192,709)	(1,314,496)	(1,436,282)	(1,558,069)	(1,679,856)	(1,801,643)	(1,923,430)
	80.00	(1,201,760)	(1,325,055)	(1,448,351)	(1,571,646)	(1,694,941)	(1,818,237)	(1,941,532)
	90.00	(1,210,811)	(1,335,615)	(1,460,419)	(1,585,223)	(1,710,027)	(1,834,831)	(1,959,634)
	100.00	(1,219,862)	(1,346,174)	(1,472,487)	(1,598,799)	(1,725,112)	(1,851,424)	(1,977,737)
	110.00	(1,228,913)	(1,356,734)	(1,484,555)	(1,612,376)	(1,740,197)	(1,868,018)	(1,995,839)
	120.00	(1,237,964)	(1,367,294)	(1,496,623)	(1,625,953)	(1,755,282)	(1,884,612)	(2,013,941)
	130.00	(1,247,015)	(1,377,853)	(1,508,691)	(1,639,529)	(1,770,367)	(1,901,205)	(2,032,043)
	140.00	(1,256,066)	(1,388,413)	(1,520,760)	(1,653,106)	(1,785,453)	(1,917,799)	(2,050,146)
	150.00	(1,265,118)	(1,398,973)	(1,532,828)	(1,666,683)	(1,800,538)	(1,934,393)	(2,068,248)
	160.00	(1,274,169)	(1,409,532)	(1,544,896)	(1,680,259)	(1,815,623)	(1,950,987)	(2,086,350)
	170.00	(1,283,220)	(1,420,092)	(1,556,964)	(1,693,836)	(1,830,708)	(1,967,580)	(2,104,452)
	180.00	(1,292,271)	(1,430,652)	(1,569,032)	(1,707,413)	(1,845,793)	(1,984,174)	(2,122,555)
	190.00	(1,301,322)	(1,441,211)	(1,581,100)	(1,720,989)	(1,860,879)	(2,000,768)	(2,140,657)
	200.00	(1,310,373)	(1,451,771)	(1,593,168)	(1,734,566)	(1,875,964)	(2,017,361)	(2,158,759)
	210.00	(1,319,424)	(1,462,330)	(1,605,237)	(1,748,143)	(1,891,049)	(2,033,955)	(2,176,861)
	220.00	(1,328,475)	(1,472,890)	(1,617,305)	(1,761,719)	(1,906,134)	(2,050,549)	(2,194,963)
	230.00	(1,337,527)	(1,483,450)	(1,629,373)	(1,775,296)	(1,921,219)	(2,067,143)	(2,213,066)
	240.00	(1,346,578)	(1,494,009)	(1,641,441)	(1,788,873)	(1,936,305)	(2,083,736)	(2,231,168)
	250.00	(1,355,629)	(1,504,569)	(1,653,509)	(1,802,449)	(1,951,390)	(2,100,330)	(2,249,270)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(2,352,851)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	110%
	0.00	881,398	152,256	(631,721)	(1,489,704)	(2,352,851)	(2,785,595)	(3,218,339)
	10.00	859,868	130,597	(657,059)	(1,515,194)	(2,378,495)	(2,811,240)	(3,243,984)
CIL £psm	20.00	838,339	108,937	(682,396)	(1,540,685)	(2,404,140)	(2,836,884)	(3,269,629)
0.00	30.00	816,810	87,278	(707,734)	(1,566,176)	(2,429,785)	(2,862,529)	(3,295,273)
(recommended CIL)	40.00	795,281	65,618	(733,072)	(1,591,667)	(2,455,430)	(2,888,174)	(3,320,918)
(100)	50.00	773,751	43,959	(758,409)	(1,617,157)	(2,481,075)	(2,913,819)	(3,346,563)
	60.00	752,222	22,300	(783,747)	(1,642,648)	(2,506,720)	(2,939,464)	(3,372,208)
	70.00	730,693	640	(809,084)	(1,668,139)	(2,532,364)	(2,965,109)	(3,397,853)
	80.00	709,164	(21,328)	(834,422)	(1,693,630)	(2,558,009)	(2,990,753)	(3,423,498)
	90.00	687,634	(43,743)	(859,759)	(1,719,120)	(2,583,654)	(3,016,398)	(3,449,142)
	100.00	666,105	(66,158)	(885,097)	(1,744,611)	(2,609,299)	(3,042,043)	(3,474,787)
	110.00	644,576	(88,573)	(910,435)	(1,770,102)	(2,634,944)	(3,067,688)	(3,500,432)
	120.00	623,047	(110,988)	(935,772)	(1,795,593)	(2,660,589)	(3,093,333)	(3,526,077)
	130.00	601,517	(133,403)	(961,110)	(1,821,083)	(2,686,233)	(3,118,978)	(3,551,722)
	140.00	579,988	(155,818)	(986,447)	(1,846,574)	(2,711,878)	(3,144,622)	(3,577,367)
	150.00	558,349	(178,566)	(1,011,785)	(1,872,065)	(2,737,523)	(3,170,267)	(3,603,011)
	160.00	536,689	(201,623)	(1,037,268)	(1,897,680)	(2,763,168)	(3,195,912)	(3,628,656)
	170.00	515,030	(224,681)	(1,062,758)	(1,923,324)	(2,788,813)	(3,221,557)	(3,654,301)
	180.00	493,370	(247,738)	(1,088,249)	(1,948,969)	(2,814,458)	(3,247,202)	(3,679,946)
	190.00	471,711	(270,795)	(1,113,740)	(1,974,614)	(2,840,102)	(3,272,847)	(3,705,591)
	200.00	450,052	(293,852)	(1,139,231)	(2,000,259)	(2,865,747)	(3,298,491)	(3,731,236)
	210.00	428,392	(316,909)	(1,164,721)	(2,025,904)	(2,891,392)	(3,324,136)	(3,756,880)
	220.00	406,733	(339,967)	(1,190,212)	(2,051,549)	(2,917,037)	(3,349,781)	(3,782,525)
	230.00	385,074	(363,024)	(1,215,703)	(2,077,193)	(2,942,682)	(3,375,426)	(3,808,170)
	240.00	363,414	(386,081)	(1,241,193)	(2,102,838)	(2,968,327)	(3,401,071)	(3,833,815)
	250.00	341,755	(410,042)	(1,266,684)	(2,128,483)	(2,993,971)	(3,426,716)	(3,859,460)

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Scheme Typology: Houses and Flats — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	(2,352,851)	90%	95%	100%	105%	110%	120%	130%
	0.00	(3,014,698)	(2,683,774)	(2,352,851)	(2,021,927)	(1,692,959)	(1,036,429)	(385,134)
	10.00	(3,040,343)	(2,709,419)	(2,378,495)	(2,047,572)	(1,718,450)	(1,061,767)	(409,002)
CIL £psm	20.00	(3,065,988)	(2,735,064)	(2,404,140)	(2,073,217)	(1,743,941)	(1,087,104)	(434,339)
0.00	30.00	(3,091,633)	(2,760,709)	(2,429,785)	(2,098,861)	(1,769,432)	(1,112,442)	(459,677)
(recommended CIL)	40.00	(3,117,277)	(2,786,354)	(2,455,430)	(2,124,506)	(1,794,922)	(1,137,890)	(485,015)
(100)	50.00	(3,142,922)	(2,811,998)	(2,481,075)	(2,150,151)	(1,820,413)	(1,163,381)	(510,352)
	60.00	(3,168,567)	(2,837,643)	(2,506,720)	(2,175,796)	(1,845,904)	(1,188,872)	(535,690)
	70.00	(3,194,212)	(2,863,288)	(2,532,364)	(2,201,441)	(1,871,395)	(1,214,362)	(561,027)
	80.00	(3,219,857)	(2,888,933)	(2,558,009)	(2,227,086)	(1,896,885)	(1,239,853)	(586,365)
	90.00	(3,245,502)	(2,914,578)	(2,583,654)	(2,252,730)	(1,922,376)	(1,265,344)	(611,702)
	100.00	(3,271,146)	(2,940,223)	(2,609,299)	(2,278,375)	(1,947,867)	(1,290,835)	(637,040)
	110.00	(3,296,791)	(2,965,867)	(2,634,944)	(2,304,020)	(1,973,358)	(1,316,325)	(662,378)
	120.00	(3,322,436)	(2,991,512)	(2,660,589)	(2,329,665)	(1,998,848)	(1,341,816)	(687,715)
	130.00	(3,348,081)	(3,017,157)	(2,686,233)	(2,355,310)	(2,024,386)	(1,367,307)	(713,053)
	140.00	(3,373,726)	(3,042,802)	(2,711,878)	(2,380,954)	(2,050,031)	(1,392,798)	(738,390)
	150.00	(3,399,370)	(3,068,447)	(2,737,523)	(2,406,599)	(2,075,676)	(1,418,288)	(763,728)
	160.00	(3,425,015)	(3,094,092)	(2,763,168)	(2,432,244)	(2,101,320)	(1,443,779)	(789,066)
	170.00	(3,450,660)	(3,119,736)	(2,788,813)	(2,457,889)	(2,126,965)	(1,469,270)	(814,403)
	180.00	(3,476,305)	(3,145,381)	(2,814,458)	(2,483,534)	(2,152,610)	(1,494,761)	(839,741)
	190.00	(3,501,950)	(3,171,026)	(2,840,102)	(2,509,179)	(2,178,255)	(1,520,251)	(865,078)
	200.00	(3,527,595)	(3,196,671)	(2,865,747)	(2,534,823)	(2,203,900)	(1,545,742)	(890,416)
	210.00	(3,553,239)	(3,222,316)	(2,891,392)	(2,560,468)	(2,229,545)	(1,571,233)	(915,753)
	220.00	(3,578,884)	(3,247,961)	(2,917,037)	(2,586,113)	(2,255,189)	(1,596,724)	(941,091)
	230.00	(3,604,529)	(3,273,605)	(2,942,682)	(2,611,758)	(2,280,834)	(1,622,214)	(966,429)
	240.00	(3,630,174)	(3,299,250)	(2,968,327)	(2,637,403)	(2,306,479)	(1,647,705)	(991,766)
	250.00	(3,655,819)	(3,324,895)	(2,993,971)	(2,663,048)	(2,332,124)	(1,673,196)	(1,017,104)

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	(2,352,851)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(2,352,851)	(1,984,094)	(1,616,910)	(1,250,369)	(884,604)	(520,266)	1,070,804
	10.00	(2,378,495)	(2,009,739)	(1,642,400)	(1,275,859)	(909,942)	(545,603)	1,049,275
CIL £psm	20.00	(2,404,140)	(2,035,384)	(1,667,891)	(1,301,350)	(935,280)	(570,941)	1,027,746
0.00	30.00	(2,429,785)	(2,061,028)	(1,693,382)	(1,326,841)	(960,617)	(596,279)	1,006,216
(recommended CIL)	40.00	(2,455,430)	(2,086,673)	(1,718,873)	(1,352,332)	(985,955)	(621,616)	984,687
(100)	50.00	(2,481,075)	(2,112,318)	(1,744,363)	(1,377,822)	(1,011,292)	(646,954)	963,158
	60.00	(2,506,720)	(2,137,963)	(1,769,854)	(1,403,313)	(1,036,772)	(672,291)	941,629
	70.00	(2,532,364)	(2,163,608)	(1,795,345)	(1,428,804)	(1,062,263)	(697,629)	920,099
	80.00	(2,558,009)	(2,189,253)	(1,820,835)	(1,454,294)	(1,087,753)	(722,966)	898,570
	90.00	(2,583,654)	(2,214,897)	(1,846,326)	(1,479,785)	(1,113,244)	(748,304)	877,041
	100.00	(2,609,299)	(2,240,542)	(1,871,817)	(1,505,276)	(1,138,735)	(773,642)	855,512
	110.00	(2,634,944)	(2,266,187)	(1,897,430)	(1,530,767)	(1,164,226)	(798,979)	833,982
	120.00	(2,660,589)	(2,291,832)	(1,923,075)	(1,556,257)	(1,189,716)	(824,317)	812,453
	130.00	(2,686,233)	(2,317,477)	(1,948,720)	(1,581,748)	(1,215,207)	(849,654)	790,924
	140.00	(2,711,878)	(2,343,121)	(1,974,365)	(1,607,239)	(1,240,698)	(874,992)	769,395
	150.00	(2,737,523)	(2,368,766)	(2,000,010)	(1,632,730)	(1,266,189)	(900,329)	747,865
	160.00	(2,763,168)	(2,394,411)	(2,025,654)	(1,658,220)	(1,291,679)	(925,667)	726,336
	170.00	(2,788,813)	(2,420,056)	(2,051,299)	(1,683,711)	(1,317,170)	(951,005)	704,807
	180.00	(2,814,458)	(2,445,701)	(2,076,944)	(1,709,202)	(1,342,661)	(976,342)	683,278
	190.00	(2,840,102)	(2,471,346)	(2,102,589)	(1,734,693)	(1,368,152)	(1,001,680)	661,748
	200.00	(2,865,747)	(2,496,990)	(2,128,234)	(1,760,183)	(1,393,642)	(1,027,101)	640,219
	210.00	(2,891,392)	(2,522,635)	(2,153,879)	(1,785,674)	(1,419,133)	(1,052,592)	618,690
	220.00	(2,917,037)	(2,548,280)	(2,179,523)	(1,811,165)	(1,444,624)	(1,078,083)	597,161
	230.00	(2,942,682)	(2,573,925)	(2,205,168)	(1,836,656)	(1,470,115)	(1,103,574)	575,625
	240.00	(2,968,327)	(2,599,570)	(2,230,813)	(1,862,146)	(1,495,605)	(1,129,064)	553,966
	250.00	(2,993,971)	(2,625,215)	(2,256,458)	(1,887,701)	(1,521,096)	(1,154,555)	532,306

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**20**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**J**	
Scheme Typology:	Houses and Flats	
No Units:	20	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	5,426,100	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.83%	
Developers Profit (% on costs)	15.06%	
Developers Profit Total (£)	858,764	
Land Value KPI's		
RLV (£/acre (net))	(1,952,851)	
RLV (£/ha (net))	(4,825,494)	
RLV (% of GDV)	-20.92%	
RLV Total (£)	(1,135,410)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	232,565	
Surplus/Deficit (£/acre) [RLV-BLV]	(2,352,851)	
Surplus/Deficit (£/ha)	(5,813,894)	
Surplus/Deficit Total (£)	(1,367,975)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	223,854	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	11,193	Put into summary table for ease of checking. Don't print this row in the summary table

260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Appraisal Ref:	K			(see Typologies Matrix)
Scheme Typology:	Flats (Conversions)	No Units:	40	
Site Typology:	Location / Value Zone: Lower	Greenfield/Brownfield:	Brownfield	
Notes/Comments:				

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			40	Units	
AH Policy requirement (% Target)			25%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%		
AH tenure split %	Affordable Rent:			35.0%	
	Social Rent:			35.0%	70.0% % Rented
	First Homes:				
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	7.5% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	10.5	46.0%	4.6	38%	15.1
2 bed Flat	65.0%	19.5	54.0%	5.4	62%	24.9
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	30.0	100.0%	10.0	100%	40.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	618	6,648	271	2,913	888	9,561
2 bed Flat	1,491	16,051	413	4,445	1,904	20,496
3 bed Flat	0	0	0	0	0	0
	2,109	22,699	684	7,357	2,792	30,057
AH % by floor area:			24.48%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	0
4 bed House (with garage)	425,000	3,696	343	3,058	284	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	2,906,750
2 bed Flat	245,000	3,769	350	3,204	298	6,100,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						9,007,250

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Flats (Conversions)**	No Units:	**40**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	315,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	350,000		-
4 bed House (with garage)	0.0	@	425,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	10.5	@	192,500		2,021,250
2 bed Flat	19.5	@	245,000		4,777,500
3 bed Flat	0.0	@	0		-
	30.0				6,798,750
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	1.6	@	115,500		185,955
2 bed Flat	1.9	@	147,000		277,830
3 bed Flat	0.0	@	0		-
	3.5				463,785
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	1.6	@	77,000		123,970
2 bed Flat	1.9	@	98,000		185,220
3 bed Flat	0.0	@	0		-
	3.5				309,190
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	1.4	@	134,750		185,955
2 bed Flat	1.6	@	171,500		277,830
3 bed Flat	0.0	@	0		-
	3.0	10.0			463,785
Sub-total GDV Residential	**40**				**8,035,510**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	971,740
	348 £ psm (total GIA sqm)			24,294 £ per unit (total units)	
Grant	40	units @	0	per unit	-
Total GDV					**8,035,510**

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Scheme Typology:	**Flats (Conversions)**	No Units:	**40**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	25,400	£		(25,400)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	101,600	£		(101,600)
Building Safety Levy				2,109	sqm	15.11	£ psm			(31,864)
CIL (Mrkt only inc. garages)	Max			2,109	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				40	units @	6,700	per unit			(268,000)
	Sub-total								(268,000)	
S106 analysis:	2,891,586	£ per ha		3.34%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				2,792	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.09	ha @	123,500	£ per ha (if brownfield)			(11,446)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			40	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	2,107	psm			-
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				-	sqm @	2,107	psm			-
4 bed House (EXC. garage)				-	sqm @	2,107	psm			-
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat	Conversion			888	sqm @	1,529	psm			(1,358,112)
2 bed Flat	Conversion			1,904	sqm @	1,529	psm			(2,911,396)
3 bed Flat	Conversion			-	sqm @	1,529	psm			-
Garages for 3B House	-	16.0		0	sqm @	600	psm			-
Garages for 4B House	-	24.0		0	sqm @	600	psm			-
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				2,792	£ per garage	£0				
External works				4,269,508	@	10.0%				(426,951)
Ext. Works analysis:						10,674	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				40	units @	0	£ per unit			-
M4(2) Category 2 Housing	Aff units	10	units @		100%	@	1,400	£ per unit		(14,000)
M4(2) Category 2 Housing	OMS units	30	units @		100%	@	1,400	£ per unit		(42,000)
M4(3) Category 3 Housing	Aff units	10	units @		10%	@	22,000	£ per unit		(22,000)
M4(3) Category 3 Housing	OMS units	30	units @		10%	@	22,000	£ per unit		(66,000)
Part L/FHS		40	units @				4,350	£ per unit		(174,000)
Part L/FHS analysis:						4.1%	% of BCIS costs			
Net Zero for Housing		-	sqm				105	£ psm		-
Net Zero for Flats		2,792	sqm				72	£ psm		(201,049)
Water Efficiency		40	units @				20	£ per unit		(800)
Urban Greening Factory	40.0	flats @	6		per storey = GIA	419	0	£ per unit		-
	Sub-total								(519,849)	
Policy Costs analysis:	(design costs only)					12,996	£ per unit (total units)			
						12.2%	% of BCIS costs			
Contingency (on construction)				5,227,754	@	5.0%				(261,388)

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Scheme Typology:	**Flats (Conversions)**	No Units:	**40**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

Professional Fees			5,227,754	@	10.0%			(522,775)
Disposal Costs -								
OMS Marketing and Promotion			6,798,750	OMS @	1.00%	1,700	£ per unit	(67,988)
Residential Sales Agent Costs			6,798,750	OMS @	1.00%	1,700	£ per unit	(67,988)
Residential Sales Legal Costs			6,798,750	OMS @	0.50%	850	£ per unit	(33,994)
Affordable Sale Legal Costs							lump sum	-
Empty Property Costs (SC, Council Tax proxy)		40	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:						4,249	£ per unit (exc. EPC)	
Interest (on Development Costs) -			7.50%	APR	0.604%	pcm		(475,204)
Developers Profit -								
Profit on OMS			6,798,750		17.50%			(1,189,781)
Margin on AH			1,236,760		6.00%	on AH values		(74,206)
Profit analysis:			8,035,510		15.73%	blended GDV	(1,263,987)	
			7,083,954		17.84%	on costs	(1,263,987)	
TOTAL COSTS								**(8,347,941)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(312,431)
SDLT			-	@	HMRC formula		-
Acquisition Agent fees			-	@	1.0%		-
Acquisition Legal fees			-	@	0.5%		-
Interest on Land			-	@	7.50%		-
Residual Land Value							**(312,431)**
RLV analysis:	(7,811)	£ per plot	(3,370,976)	£ per ha (net)	(1,364,215)	£ per acre (net)	
			(3,202,427)	£ per ha (gross)	(1,296,005)	£ per acre (gross)	
					-3.89%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)							
Residential Density			431.6	dph (net)			
Site Area (net)			0.09	ha (net)	0.23	acres (net)	
Net to Gross ratio			95%				
Site Area (gross)			0.10	ha (gross)	0.24	acres (gross)	
Density analysis:			30,128	sqm/ha (net)	131,241	sqft/ac (net)	
			410	dph (gross)			
Benchmark Land Value (net)	2,411	£ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)	**96,429**
BLV analysis:			1,040,421	£ per ha (net)	421,053	£ per acre (net)	

BALANCE					
Surplus/(Deficit)	**(4,411,397)**	£ per ha (net)	**(1,785,268)**	£ per acre (net)	**(408,860)**

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Scheme Typology: **Flats (Conversions)** No Units: **40**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n)) -	1,785,268	0%	5%	10%	15%	20%	25%	30%
	0.00	321,157	(72,213)	(473,596)	(909,480)	(1,346,991)	(1,785,268)	(2,223,545)
	10.00	198,940	(190,928)	(597,186)	(1,026,204)	(1,457,513)	(1,888,882)	(2,320,251)
Max CIL £ psm	20.00	74,515	(309,643)	(720,776)	(1,143,574)	(1,568,035)	(1,992,497)	(2,416,958)
0.00	30.00	(50,448)	(429,081)	(844,366)	(1,261,003)	(1,678,557)	(2,096,111)	(2,513,665)
(recommended CIL)	40.00	(175,412)	(559,537)	(967,956)	(1,378,433)	(1,789,079)	(2,199,725)	(2,610,371)
(100)	50.00	(300,375)	(689,993)	(1,092,124)	(1,495,863)	(1,899,601)	(2,303,340)	(2,707,078)
	60.00	(425,762)	(820,449)	(1,216,461)	(1,613,292)	(2,010,123)	(2,406,954)	(2,803,785)
	70.00	(563,084)	(950,905)	(1,340,799)	(1,730,722)	(2,120,645)	(2,510,568)	(2,900,492)
	80.00	(700,407)	(1,082,120)	(1,465,136)	(1,848,151)	(2,231,167)	(2,614,183)	(2,997,198)
	90.00	(837,729)	(1,213,365)	(1,589,473)	(1,965,581)	(2,341,689)	(2,717,797)	(3,093,905)
	100.00	(975,409)	(1,344,610)	(1,713,810)	(2,083,011)	(2,452,211)	(2,821,411)	(3,190,612)
	110.00	(1,113,562)	(1,475,855)	(1,838,147)	(2,200,440)	(2,562,733)	(2,925,026)	(3,287,318)
	120.00	(1,251,714)	(1,607,099)	(1,962,485)	(2,317,870)	(2,673,255)	(3,028,640)	(3,384,025)
	130.00	(1,389,867)	(1,738,344)	(2,086,822)	(2,435,299)	(2,783,777)	(3,132,254)	(3,481,175)
	140.00	(1,528,019)	(1,869,589)	(2,211,159)	(2,552,729)	(2,894,299)	(3,235,869)	(3,578,466)
	150.00	(1,666,172)	(2,000,834)	(2,335,496)	(2,670,158)	(3,004,821)	(3,339,483)	(3,675,757)
	160.00	(1,804,324)	(2,132,079)	(2,459,833)	(2,787,588)	(3,115,343)	(3,443,097)	(3,773,049)
	170.00	(1,942,477)	(2,263,324)	(2,584,171)	(2,905,018)	(3,225,865)	(3,546,824)	(3,870,340)
	180.00	(2,080,629)	(2,394,568)	(2,708,508)	(3,022,447)	(3,336,387)	(3,651,064)	(3,967,631)
	190.00	(2,218,781)	(2,525,813)	(2,832,845)	(3,139,877)	(3,446,909)	(3,755,305)	(4,064,923)
	200.00	(2,356,934)	(2,657,058)	(2,957,182)	(3,257,306)	(3,557,430)	(3,859,546)	(4,162,214)
	210.00	(2,495,086)	(2,788,303)	(3,081,519)	(3,374,736)	(3,668,068)	(3,963,786)	(4,259,505)
	220.00	(2,633,239)	(2,919,548)	(3,205,857)	(3,492,165)	(3,779,258)	(4,068,027)	(4,356,797)
	230.00	(2,771,391)	(3,050,793)	(3,330,194)	(3,609,595)	(3,890,448)	(4,172,268)	(4,454,088)
	240.00	(2,909,544)	(3,182,037)	(3,454,531)	(3,727,025)	(4,001,638)	(4,276,508)	(4,551,379)
	250.00	(3,047,696)	(3,313,282)	(3,578,868)	(3,844,906)	(4,112,828)	(4,380,749)	(4,648,670)

TABLE 2

		Site Specific S106		100%	(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))	(1,785,268)	0%	25%	50%	75%	100%	125%	150%
	0.00	(472,376)	(799,594)	(1,126,876)	(1,456,072)	(1,785,268)	(2,114,464)	(2,443,660)
	10.00	(575,368)	(902,586)	(1,230,490)	(1,559,686)	(1,888,882)	(2,218,078)	(2,547,274)
CIL £psm	20.00	(678,359)	(1,005,577)	(1,334,105)	(1,663,301)	(1,992,497)	(2,321,692)	(2,650,888)
0.00	30.00	(781,351)	(1,108,569)	(1,437,719)	(1,766,915)	(2,096,111)	(2,425,307)	(2,754,503)
(recommended CIL)	40.00	(884,343)	(1,212,138)	(1,541,333)	(1,870,529)	(2,199,725)	(2,528,921)	(2,858,117)
(100)	50.00	(987,335)	(1,315,752)	(1,644,948)	(1,974,144)	(2,303,340)	(2,632,535)	(2,961,731)
	60.00	(1,090,326)	(1,419,366)	(1,748,562)	(2,077,758)	(2,406,954)	(2,736,150)	(3,065,346)
	70.00	(1,193,785)	(1,522,981)	(1,852,176)	(2,181,372)	(2,510,568)	(2,839,764)	(3,168,960)
	80.00	(1,297,399)	(1,626,595)	(1,955,791)	(2,284,987)	(2,614,183)	(2,943,378)	(3,272,574)
	90.00	(1,401,013)	(1,730,209)	(2,059,405)	(2,388,601)	(2,717,797)	(3,046,993)	(3,376,189)
	100.00	(1,504,628)	(1,833,824)	(2,163,019)	(2,492,215)	(2,821,411)	(3,150,607)	(3,479,803)
	110.00	(1,608,242)	(1,937,438)	(2,266,634)	(2,595,830)	(2,925,026)	(3,254,221)	(3,583,751)
	120.00	(1,711,856)	(2,041,052)	(2,370,248)	(2,699,444)	(3,028,640)	(3,357,836)	(3,687,992)
	130.00	(1,815,471)	(2,144,667)	(2,473,862)	(2,803,058)	(3,132,254)	(3,461,450)	(3,792,233)
	140.00	(1,919,085)	(2,248,281)	(2,577,477)	(2,906,673)	(3,235,869)	(3,565,288)	(3,896,473)
	150.00	(2,022,699)	(2,351,895)	(2,681,091)	(3,010,287)	(3,339,483)	(3,669,528)	(4,000,714)
	160.00	(2,126,314)	(2,455,510)	(2,784,705)	(3,113,901)	(3,443,097)	(3,773,769)	(4,104,955)
	170.00	(2,229,928)	(2,559,124)	(2,888,320)	(3,217,516)	(3,546,824)	(3,878,010)	(4,209,195)
	180.00	(2,333,542)	(2,662,738)	(2,991,934)	(3,321,130)	(3,651,064)	(3,982,250)	(4,313,436)
	190.00	(2,437,157)	(2,766,353)	(3,095,549)	(3,424,744)	(3,755,305)	(4,086,491)	(4,417,677)
	200.00	(2,540,771)	(2,869,967)	(3,199,163)	(3,528,360)	(3,859,546)	(4,190,732)	(4,521,917)
	210.00	(2,644,385)	(2,973,581)	(3,302,777)	(3,632,601)	(3,963,786)	(4,294,972)	(4,626,158)
	220.00	(2,748,000)	(3,077,196)	(3,406,392)	(3,736,841)	(4,068,027)	(4,399,213)	(4,730,399)
	230.00	(2,851,614)	(3,180,810)	(3,510,006)	(3,841,082)	(4,172,268)	(4,503,454)	(4,834,639)
	240.00	(2,955,228)	(3,284,424)	(3,614,137)	(3,945,323)	(4,276,508)	(4,607,694)	(4,938,880)
	250.00	(3,058,843)	(3,388,039)	(3,718,377)	(4,049,563)	(4,380,749)	(4,711,935)	(5,043,121)

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Scheme Typology: **Flats (Conversions)** No Units: **40**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(1,785,268)	Profit 18%						
		15%	16%	17%	18%	19%	20%	21%
	0.00	(1,043,108)	(1,339,972)	(1,636,836)	(1,933,700)	(2,230,564)	(2,527,428)	(2,824,292)
	10.00	(1,146,722)	(1,443,586)	(1,740,450)	(2,037,314)	(2,334,178)	(2,631,042)	(2,927,907)
CIL £psm	20.00	(1,250,336)	(1,547,200)	(1,844,065)	(2,140,929)	(2,437,793)	(2,734,657)	(3,031,521)
0.00	30.00	(1,353,951)	(1,650,815)	(1,947,679)	(2,244,543)	(2,541,407)	(2,838,271)	(3,135,135)
(recommended CIL)	40.00	(1,457,565)	(1,754,429)	(2,051,293)	(2,348,157)	(2,645,021)	(2,941,885)	(3,238,750)
(100)	50.00	(1,561,179)	(1,858,043)	(2,154,908)	(2,451,772)	(2,748,636)	(3,045,500)	(3,342,364)
	60.00	(1,664,794)	(1,961,658)	(2,258,522)	(2,555,386)	(2,852,250)	(3,149,114)	(3,445,978)
	70.00	(1,768,408)	(2,065,272)	(2,362,136)	(2,659,000)	(2,955,864)	(3,252,728)	(3,549,593)
	80.00	(1,872,022)	(2,168,886)	(2,465,751)	(2,762,615)	(3,059,479)	(3,356,343)	(3,653,207)
	90.00	(1,975,637)	(2,272,501)	(2,569,365)	(2,866,229)	(3,163,093)	(3,459,957)	(3,756,821)
	100.00	(2,079,251)	(2,376,115)	(2,672,979)	(2,969,843)	(3,266,707)	(3,563,571)	(3,860,436)
	110.00	(2,182,865)	(2,479,729)	(2,776,594)	(3,073,458)	(3,370,322)	(3,667,186)	(3,964,050)
	120.00	(2,286,480)	(2,583,344)	(2,880,208)	(3,177,072)	(3,473,936)	(3,770,800)	(4,067,664)
	130.00	(2,390,094)	(2,686,958)	(2,983,822)	(3,280,686)	(3,577,550)	(3,874,414)	(4,171,279)
	140.00	(2,493,708)	(2,790,572)	(3,087,437)	(3,384,301)	(3,681,165)	(3,978,029)	(4,274,893)
	150.00	(2,597,323)	(2,894,187)	(3,191,051)	(3,487,915)	(3,784,779)	(4,081,643)	(4,378,507)
	160.00	(2,700,937)	(2,997,801)	(3,294,665)	(3,591,529)	(3,888,393)	(4,185,257)	(4,482,122)
	170.00	(2,804,664)	(3,101,528)	(3,398,392)	(3,695,256)	(3,992,120)	(4,288,984)	(4,585,848)
	180.00	(2,908,904)	(3,205,768)	(3,502,632)	(3,799,496)	(4,096,360)	(4,393,225)	(4,690,089)
	190.00	(3,013,145)	(3,310,009)	(3,606,873)	(3,903,737)	(4,200,601)	(4,497,465)	(4,794,329)
	200.00	(3,117,386)	(3,414,250)	(3,711,114)	(4,007,978)	(4,304,842)	(4,601,706)	(4,898,570)
	210.00	(3,221,626)	(3,518,490)	(3,815,354)	(4,112,218)	(4,409,083)	(4,705,947)	(5,002,811)
	220.00	(3,325,867)	(3,622,731)	(3,919,595)	(4,216,459)	(4,513,323)	(4,810,187)	(5,107,051)
	230.00	(3,430,108)	(3,726,972)	(4,023,836)	(4,320,700)	(4,617,564)	(4,914,428)	(5,211,292)
	240.00	(3,534,348)	(3,831,212)	(4,128,076)	(4,424,940)	(4,721,805)	(5,018,669)	(5,315,533)
	250.00	(3,638,589)	(3,935,453)	(4,232,317)	(4,529,181)	(4,826,045)	(5,122,909)	(5,419,773)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(1,785,268)	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	(1,469,478)	(1,495,794)	(1,522,110)	(1,548,426)	(1,574,742)	(1,601,057)	(1,627,373)
	10.00	(1,573,093)	(1,599,409)	(1,625,724)	(1,652,040)	(1,678,356)	(1,704,672)	(1,730,988)
CIL £psm	20.00	(1,676,707)	(1,703,023)	(1,729,339)	(1,755,654)	(1,781,970)	(1,808,286)	(1,834,602)
0.00	30.00	(1,780,321)	(1,806,637)	(1,832,953)	(1,859,269)	(1,885,585)	(1,911,900)	(1,938,216)
(recommended CIL)	40.00	(1,883,936)	(1,910,252)	(1,936,567)	(1,962,883)	(1,989,199)	(2,015,515)	(2,041,831)
(100)	50.00	(1,987,550)	(2,013,866)	(2,040,182)	(2,066,497)	(2,092,813)	(2,119,129)	(2,145,445)
	60.00	(2,091,164)	(2,117,480)	(2,143,796)	(2,170,112)	(2,196,428)	(2,222,743)	(2,249,059)
	70.00	(2,194,779)	(2,221,095)	(2,247,410)	(2,273,726)	(2,300,042)	(2,326,358)	(2,352,674)
	80.00	(2,298,393)	(2,324,709)	(2,351,025)	(2,377,341)	(2,403,656)	(2,429,972)	(2,456,288)
	90.00	(2,402,007)	(2,428,323)	(2,454,639)	(2,480,955)	(2,507,271)	(2,533,586)	(2,559,902)
	100.00	(2,505,622)	(2,531,938)	(2,558,253)	(2,584,569)	(2,610,885)	(2,637,201)	(2,663,517)
	110.00	(2,609,236)	(2,635,552)	(2,661,868)	(2,688,184)	(2,714,499)	(2,740,815)	(2,767,131)
	120.00	(2,712,850)	(2,739,166)	(2,765,482)	(2,791,798)	(2,818,114)	(2,844,429)	(2,870,745)
	130.00	(2,816,465)	(2,842,781)	(2,869,096)	(2,895,412)	(2,921,728)	(2,948,044)	(2,974,360)
	140.00	(2,920,079)	(2,946,395)	(2,972,711)	(2,999,027)	(3,025,342)	(3,051,658)	(3,077,974)
	150.00	(3,023,693)	(3,050,009)	(3,076,325)	(3,102,641)	(3,128,957)	(3,155,272)	(3,181,588)
	160.00	(3,127,308)	(3,153,624)	(3,179,939)	(3,206,255)	(3,232,571)	(3,258,887)	(3,285,203)
	170.00	(3,231,034)	(3,257,350)	(3,283,666)	(3,309,982)	(3,336,297)	(3,362,613)	(3,388,929)
	180.00	(3,335,275)	(3,361,591)	(3,387,906)	(3,414,222)	(3,440,538)	(3,466,854)	(3,493,170)
	190.00	(3,439,516)	(3,465,831)	(3,492,147)	(3,518,463)	(3,544,779)	(3,571,095)	(3,597,410)
	200.00	(3,543,756)	(3,570,072)	(3,596,388)	(3,622,704)	(3,649,019)	(3,675,335)	(3,701,651)
	210.00	(3,647,997)	(3,674,313)	(3,700,629)	(3,726,944)	(3,753,260)	(3,779,576)	(3,805,892)
	220.00	(3,752,238)	(3,778,553)	(3,804,869)	(3,831,185)	(3,857,501)	(3,883,817)	(3,910,132)
	230.00	(3,856,478)	(3,882,794)	(3,909,110)	(3,935,426)	(3,961,741)	(3,988,057)	(4,014,373)
	240.00	(3,960,719)	(3,987,035)	(4,013,351)	(4,039,666)	(4,065,982)	(4,092,298)	(4,118,614)
	250.00	(4,064,960)	(4,091,275)	(4,117,591)	(4,143,907)	(4,170,223)	(4,196,539)	(4,222,854)

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Scheme Typology: Flats (Conversions) No Units: 40
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(1,785,268)	Density (dph) (net) 30	35	432 40	45	50	55	60
	0.00	(576,062)	(591,118)	(606,173)	(621,229)	(636,285)	(651,340)	(666,396)
	10.00	(583,265)	(599,521)	(615,777)	(632,033)	(648,289)	(664,545)	(680,801)
CIL £psm	20.00	(590,467)	(607,924)	(625,380)	(642,836)	(660,293)	(677,749)	(695,206)
0.00	30.00	(597,670)	(616,326)	(634,983)	(653,640)	(672,297)	(690,954)	(709,610)
(recommended CIL)	40.00	(604,872)	(624,729)	(644,586)	(664,444)	(684,301)	(704,158)	(724,015)
(100)	50.00	(612,074)	(633,132)	(654,190)	(675,247)	(696,305)	(717,363)	(738,420)
	60.00	(619,277)	(641,535)	(663,793)	(686,051)	(708,309)	(730,567)	(752,825)
	70.00	(626,479)	(649,938)	(673,396)	(696,855)	(720,313)	(743,772)	(767,230)
	80.00	(633,682)	(658,341)	(682,999)	(707,658)	(732,317)	(756,976)	(781,635)
	90.00	(640,907)	(666,743)	(692,603)	(718,462)	(744,321)	(770,181)	(796,040)
	100.00	(648,153)	(675,159)	(702,206)	(729,266)	(756,325)	(783,385)	(810,445)
	110.00	(655,399)	(683,613)	(711,826)	(740,069)	(768,329)	(796,589)	(824,850)
	120.00	(662,645)	(692,066)	(721,487)	(750,908)	(780,333)	(809,794)	(839,254)
	130.00	(669,891)	(700,520)	(731,149)	(761,777)	(792,406)	(823,035)	(853,663)
	140.00	(677,137)	(708,974)	(740,810)	(772,646)	(804,483)	(836,319)	(868,155)
	150.00	(684,383)	(717,427)	(750,471)	(783,515)	(816,559)	(849,603)	(882,647)
	160.00	(691,629)	(725,881)	(760,133)	(794,384)	(828,636)	(862,887)	(897,139)
	170.00	(698,875)	(734,335)	(769,794)	(805,253)	(840,712)	(876,172)	(911,631)
	180.00	(706,121)	(742,788)	(779,455)	(816,122)	(852,789)	(889,456)	(926,123)
	190.00	(713,367)	(751,242)	(789,117)	(826,991)	(864,866)	(902,740)	(940,615)
	200.00	(720,613)	(759,696)	(798,778)	(837,860)	(876,942)	(916,025)	(955,107)
	210.00	(727,859)	(768,149)	(808,439)	(848,729)	(889,019)	(929,309)	(969,599)
	220.00	(735,105)	(776,603)	(818,100)	(859,598)	(901,096)	(942,593)	(984,091)
	230.00	(742,351)	(785,056)	(827,762)	(870,467)	(913,172)	(955,878)	(998,583)
	240.00	(749,597)	(793,510)	(837,423)	(881,336)	(925,249)	(969,162)	(1,013,075)
	250.00	(756,843)	(801,964)	(847,084)	(892,205)	(937,326)	(982,446)	(1,027,567)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(1,785,268)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	110%
	0.00	7,450,214	5,223,008	2,980,566	723,476	(1,785,268)	(3,112,106)	(4,444,450)
	10.00	7,363,750	5,135,497	2,892,525	634,904	(1,888,882)	(3,215,720)	(4,548,690)
CIL £psm	20.00	7,277,003	5,047,985	2,804,484	545,729	(1,992,497)	(3,319,335)	(4,652,931)
0.00	30.00	7,190,017	4,960,473	2,716,444	454,066	(2,096,111)	(3,422,949)	(4,757,172)
(recommended CIL)	40.00	7,103,031	4,872,962	2,628,403	362,404	(2,199,725)	(3,526,563)	(4,861,412)
(100)	50.00	7,016,045	4,785,450	2,540,362	270,741	(2,303,340)	(3,630,794)	(4,965,653)
	60.00	6,929,059	4,697,938	2,452,321	179,078	(2,406,954)	(3,735,035)	(5,069,894)
	70.00	6,842,073	4,610,427	2,364,281	85,448	(2,510,568)	(3,839,276)	(5,174,134)
	80.00	6,755,087	4,522,915	2,276,240	(8,274)	(2,614,183)	(3,943,516)	(5,278,375)
	90.00	6,668,101	4,435,403	2,188,199	(101,997)	(2,717,797)	(4,047,757)	(5,382,616)
	100.00	6,581,115	4,347,891	2,100,159	(195,719)	(2,821,411)	(4,151,998)	(5,486,856)
	110.00	6,494,130	4,260,380	2,012,118	(289,442)	(2,925,026)	(4,256,238)	(5,591,097)
	120.00	6,407,144	4,172,868	1,924,077	(383,164)	(3,028,640)	(4,360,479)	(5,695,338)
	130.00	6,320,158	4,085,356	1,836,036	(482,409)	(3,132,254)	(4,464,720)	(5,799,578)
	140.00	6,233,172	3,997,845	1,747,996	(585,401)	(3,235,869)	(4,568,960)	(5,903,819)
	150.00	6,146,186	3,910,333	1,659,955	(688,393)	(3,339,483)	(4,673,201)	(6,476,530)
	160.00	6,059,200	3,822,821	1,571,914	(791,384)	(3,443,097)	(4,777,442)	(7,300,281)
	170.00	5,972,214	3,735,309	1,483,874	(894,376)	(3,546,824)	(4,881,682)	(8,124,032)
	180.00	5,885,228	3,647,798	1,395,833	(997,368)	(3,651,064)	(4,985,923)	(8,947,782)
	190.00	5,798,242	3,560,286	1,307,792	(1,100,360)	(3,755,305)	(5,090,164)	(9,771,533)
	200.00	5,711,257	3,472,774	1,219,751	(1,203,878)	(3,859,546)	(5,194,404)	(10,595,284)
	210.00	5,624,271	3,385,263	1,131,711	(1,307,493)	(3,963,786)	(5,298,645)	(11,419,034)
	220.00	5,537,285	3,297,751	1,043,321	(1,411,107)	(4,068,027)	(5,402,886)	(12,242,785)
	230.00	5,450,299	3,210,239	954,748	(1,514,721)	(4,172,268)	(5,507,126)	(13,066,536)
	240.00	5,363,313	3,122,407	866,175	(1,618,336)	(4,276,508)	(5,611,367)	(13,890,287)
	250.00	5,276,327	3,034,367	777,603	(1,721,950)	(4,380,749)	(5,715,608)	(14,714,037)

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Scheme Typology: Flats (Conversions) No Units: 40
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	(1,785,268)	90%	95%	100%	105%	110%	120%	130%
	0.00	(4,247,842)	(3,013,557)	(1,785,268)	(560,451)	554,492	2,647,345	4,733,084
	10.00	(4,352,082)	(3,117,171)	(1,888,882)	(663,442)	462,829	2,559,305	4,645,572
CIL £psm	20.00	(4,456,323)	(3,220,785)	(1,992,497)	(766,434)	371,166	2,471,264	4,558,061
0.00	30.00	(4,560,564)	(3,324,400)	(2,096,111)	(869,426)	279,504	2,383,223	4,470,549
(recommended CIL)	40.00	(4,664,804)	(3,428,250)	(2,199,725)	(972,418)	187,841	2,295,182	4,383,037
(100)	50.00	(4,769,045)	(3,532,490)	(2,303,340)	(1,075,409)	94,408	2,207,142	4,295,350
	60.00	(4,873,286)	(3,636,731)	(2,406,954)	(1,178,665)	685	2,119,101	4,207,309
	70.00	(4,977,526)	(3,740,972)	(2,510,568)	(1,282,280)	(93,037)	2,031,060	4,119,269
	80.00	(5,081,767)	(3,845,212)	(2,614,183)	(1,385,894)	(186,760)	1,943,020	4,031,228
	90.00	(5,186,008)	(3,949,453)	(2,717,797)	(1,489,508)	(280,482)	1,854,979	3,943,187
	100.00	(5,290,248)	(4,053,694)	(2,821,411)	(1,593,123)	(374,205)	1,766,938	3,855,147
	110.00	(5,394,489)	(4,157,934)	(2,925,026)	(1,696,737)	(472,563)	1,678,897	3,767,106
	120.00	(6,037,481)	(4,262,175)	(3,028,640)	(1,800,351)	(575,555)	1,590,857	3,679,065
	130.00	(6,861,231)	(4,366,416)	(3,132,254)	(1,903,966)	(678,547)	1,502,816	3,591,024
	140.00	(7,684,982)	(4,470,656)	(3,235,869)	(2,007,580)	(781,538)	1,414,548	3,502,984
	150.00	(8,508,733)	(4,574,897)	(3,339,483)	(2,111,194)	(884,530)	1,325,975	3,414,943
	160.00	(9,332,483)	(4,679,138)	(3,443,097)	(2,214,809)	(987,522)	1,237,402	3,326,902
	170.00	(10,156,234)	(4,783,378)	(3,546,824)	(2,318,423)	(1,090,514)	1,148,829	3,238,862
	180.00	(10,979,985)	(4,887,619)	(3,651,064)	(2,422,037)	(1,193,749)	1,060,256	3,150,821
	190.00	(11,803,736)	(4,991,860)	(3,755,305)	(2,525,652)	(1,297,363)	971,683	3,062,780
	200.00	(12,627,486)	(5,096,100)	(3,859,546)	(2,629,266)	(1,400,977)	883,110	2,974,739
	210.00	(13,451,237)	(5,200,341)	(3,963,786)	(2,732,880)	(1,504,592)	794,537	2,886,699
	220.00	(14,274,988)	(5,304,582)	(4,068,027)	(2,836,495)	(1,608,206)	705,965	2,798,658
	230.00	(15,098,739)	(5,408,822)	(4,172,268)	(2,940,109)	(1,711,820)	617,392	2,710,617
	240.00	(15,922,489)	(5,513,063)	(4,276,508)	(3,043,723)	(1,815,435)	527,606	2,622,577
	250.00	(16,746,240)	(5,617,304)	(4,380,749)	(3,147,338)	(1,919,049)	435,943	2,534,536

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	(1,785,268)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(1,785,268)	108,210	1,790,759	3,449,022	5,098,963	6,739,899	14,833,126
	10.00	(1,888,882)	14,487	1,702,718	3,361,510	5,011,452	6,652,913	14,748,212
CIL £psm	20.00	(1,992,497)	(79,235)	1,614,677	3,273,998	4,923,940	6,565,927	14,663,298
0.00	30.00	(2,096,111)	(172,958)	1,526,637	3,186,487	4,836,428	6,478,941	14,578,384
(recommended CIL)	40.00	(2,199,725)	(266,680)	1,438,596	3,098,511	4,748,917	6,391,955	14,493,470
(100)	50.00	(2,303,340)	(360,403)	1,350,555	3,010,471	4,661,405	6,304,969	14,408,556
	60.00	(2,406,954)	(457,396)	1,262,515	2,922,430	4,573,893	6,217,983	14,323,642
	70.00	(2,510,568)	(560,388)	1,174,474	2,834,389	4,486,381	6,130,998	14,238,728
	80.00	(2,614,183)	(663,380)	1,086,343	2,746,348	4,398,870	6,044,012	14,153,814
	90.00	(2,717,797)	(766,372)	997,770	2,658,308	4,311,358	5,957,026	14,068,900
	100.00	(2,821,411)	(869,363)	909,197	2,570,267	4,223,846	5,870,040	13,983,986
	110.00	(2,925,026)	(972,355)	820,624	2,482,226	4,136,335	5,783,054	13,899,072
	120.00	(3,028,640)	(1,075,347)	732,051	2,394,186	4,048,823	5,696,068	13,814,158
	130.00	(3,132,254)	(1,178,715)	643,478	2,306,145	3,961,311	5,609,082	13,729,244
	140.00	(3,235,869)	(1,282,329)	554,603	2,218,104	3,873,799	5,522,096	13,644,330
	150.00	(3,339,483)	(1,385,943)	462,940	2,130,063	3,786,288	5,435,110	13,559,416
	160.00	(3,443,097)	(1,489,558)	371,278	2,042,023	3,698,776	5,348,125	13,474,062
	170.00	(3,546,824)	(1,593,172)	279,615	1,953,982	3,611,264	5,261,139	13,388,635
	180.00	(3,651,064)	(1,696,786)	187,952	1,865,941	3,523,753	5,173,694	13,303,207
	190.00	(3,755,305)	(1,800,401)	94,521	1,777,901	3,436,241	5,086,182	13,217,780
	200.00	(3,859,546)	(1,904,015)	799	1,689,860	3,348,729	4,998,671	13,132,353
	210.00	(3,963,786)	(2,007,629)	(92,924)	1,601,819	3,261,217	4,911,159	13,046,925
	220.00	(4,068,027)	(2,111,244)	(186,646)	1,513,778	3,173,694	4,823,647	12,961,498
	230.00	(4,172,268)	(2,214,858)	(280,369)	1,425,738	3,085,653	4,736,136	12,876,071
	240.00	(4,276,508)	(2,318,472)	(374,091)	1,337,697	2,997,612	4,648,624	12,790,643
	250.00	(4,380,749)	(2,422,087)	(472,438)	1,249,656	2,909,572	4,561,112	12,705,216

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Flats (Conversions)**	No Units:	**40**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**K**	
Scheme Typology:	Flats (Conversions)	
No Units:	40	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	8,035,510	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.73%	
Developers Profit (% on costs)	17.84%	
Developers Profit Total (£)	1,263,987	
Land Value KPI's		
RLV (£/acre (net))	(1,364,215)	
RLV (£/ha (net))	(3,370,976)	
RLV (% of GDV)	-3.89%	
RLV Total (£)	(312,431)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	96,429	
Surplus/Deficit (£/acre) [RLV-BLV]	(1,785,268)	
Surplus/Deficit (£/ha)	(4,411,397)	
Surplus/Deficit Total (£)	(408,860)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	475,204	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	11,880	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	L				(see Typologies Matrix)
Scheme Typology:	Houses and Flats		No Units:	100	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	12.8	17.5%	4.4	17%	17.1
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	24.8	30.0%	7.5	32%	32.3
4 bed House (with garage)	15.0%	11.3	5.0%	1.3	13%	12.5
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	13.5	30.0%	7.5	21%	21.0
2 bed Flat	17.0%	12.8	17.5%	4.4	17%	17.1
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	75.0	100.0%	25.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	956	10,293	328	3,532	1,284	13,825
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	2,624	28,239	675	7,266	3,299	35,505
4 bed House (with garage)	1,564	16,832	144	1,547	1,708	18,379
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	794	8,548	441	4,749	1,235	13,297
2 bed Flat	975	10,495	335	3,601	1,310	14,096
3 bed Flat	0	0	0	0	0	0
	6,913	74,407	1,923	20,695	8,835	95,102
AH % by floor area:			21.76%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	5,394,375
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	11,287,500
4 bed House (with garage)	425,000	3,696	343	3,058	284	5,312,500
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	4,042,500
2 bed Flat	245,000	3,769	350	3,204	298	4,195,625
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						30,232,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses and Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	12.8	@	315,000		4,016,250
3 bed House	0.0	@	0		-
3 bed House (with garage)	24.8	@	350,000		8,662,500
4 bed House (with garage)	11.3	@	425,000		4,781,250
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	13.5	@	192,500		2,598,750
2 bed Flat	12.8	@	245,000		3,123,750
3 bed Flat	0.0	@	0		-
	75.0				23,182,500
Affordable Rent GDV -					
2 bed House	1.5	@	189,000		289,406
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.6	@	210,000		551,250
4 bed House (with garage)	0.4	@	255,000		111,563
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.6	@	115,500		303,188
2 bed Flat	1.5	@	147,000		225,094
3 bed Flat	0.0	@	0		-
	8.8				1,480,500
Social Rent GDV -					
2 bed House	1.5	@	126,000		192,938
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.6	@	140,000		367,500
4 bed House (with garage)	0.4	@	170,000		74,375
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.6	@	77,000		202,125
2 bed Flat	1.5	@	98,000		150,063
3 bed Flat	0.0	@	0		-
	8.8				987,000
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.3	@	220,500		289,406
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.3	@	245,000		551,250
4 bed House (with garage)	0.4	@	297,500		111,563
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.3	@	134,750		303,188
2 bed Flat	1.3	@	171,500		225,094
3 bed Flat	0.0	@	0		-
	7.5	25.0			1,480,500
Sub-total GDV Residential	**100**				**27,130,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	3,102,000
	351	£ psm (total GIA sqm)		31,020 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**27,130,500**

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Scheme Typology:	**Houses and Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	122,505	£		(122,505)
Building Safety Levy				6,913	sqm	15.11	£ psm			(104,450)
CIL (Mrkt only inc. garages)	Max			6,913	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				100	units @	6,700	per unit			(670,000)
	Sub-total								(670,000)	
S106 analysis:	632,748	£ per ha		2.47%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				8,835	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.06	ha @	123,500	£ per ha (if brownfield)			(130,771)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			100	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				1,284	sqm @	1,892	psm			(2,430,038)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				2,783	sqm @	1,892	psm			(5,264,490)
4 bed House (EXC. garage)				1,408	sqm @	1,892	psm			(2,662,990)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				1,235	sqm @	2,064	psm			(2,549,647)
2 bed Flat				1,310	sqm @	2,064	psm			(2,702,929)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	32.3	16.0		516	sqm @	600	psm			(309,600)
Garages for 4B House	12.5	24.0		300	sqm @	600	psm			(180,000)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				8,835	£ per garage	£0				
External works				16,099,694	@	10.0%				(1,609,969)
Ext. Works analysis:						16,100	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				100	units @	400	£ per unit			(40,000)
M4(2) Category 2 Housing	Aff units		25	units @	100%	@	1,400	£ per unit		(35,000)
M4(2) Category 2 Housing	OMS units		75	units @	100%	@	1,400	£ per unit		(105,000)
M4(3) Category 3 Housing	Aff units		25	units @	10%	@	22,000	£ per unit		(55,000)
M4(3) Category 3 Housing	OMS units		75	units @	10%	@	22,000	£ per unit		(165,000)
Part L/FHS			100	units @			4,350	£ per unit		(435,000)
Part L/FHS analysis:						2.7%	% of BCIS costs			
Net Zero for Housing			6,290	sqm			105	£ psm		(660,489)
Net Zero for Flats			2,545	sqm			72	£ psm		(183,229)
Water Efficiency			100	units @			20	£ per unit		(2,000)
Urban Greening Factory	38.1	flats @	6		per storey = GIA	401	128	£ per unit		(51,064)
	Sub-total								(1,680,719)	
Policy Costs analysis:	(design costs only)					16,807	£ per unit (total units)			
						10.4%	% of BCIS costs			
Contingency (on construction)				19,572,217	@	5.0%				(978,611)

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Scheme Typology:	**Houses and Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		19,572,217	@	10.0%			(1,957,222)
Disposal Costs -							
OMS Marketing and Promotion		23,182,500	OMS @	1.00%	2,318	£ per unit	(231,825)
Residential Sales Agent Costs		23,182,500	OMS @	1.00%	2,318	£ per unit	(231,825)
Residential Sales Legal Costs		23,182,500	OMS @	0.50%	1,159	£ per unit	(115,913)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	100	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,796	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(2,204,349)
Developers Profit -							
Profit on OMS		23,182,500		17.50%			(4,056,938)
Margin on AH		3,948,000		6.00%	on AH values		(236,880)
Profit analysis:		27,130,500		15.83%	blended GDV	(4,293,818)	
		26,229,751		16.37%	on costs	(4,293,818)	
TOTAL COSTS							**(30,523,569)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(3,393,069)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(3,393,069)**
RLV analysis:	(33,931) £ per plot	(3,204,414)	£ per ha (net)	(1,296,809)	£ per acre (net)		
		(2,883,973)	£ per ha (gross)	(1,167,128)	£ per acre (gross)		
				-12.51%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		94.4	dph (net)				
Site Area (net)		1.06	ha (net)	2.62	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		1.18	ha (gross)	2.91	acres (gross)		
Density analysis:		8,344	sqm/ha (net)	36,347	sqft/ac (net)		
		85	dph (gross)				
Benchmark Land Value (net)	11,629 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**1,162,878**
BLV analysis:		1,098,222	£ per ha (net)	444,444	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(4,302,636)**	£ per ha (net)	**(1,741,253)**	£ per acre (net)	**(4,555,947)**

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Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	1,741,253	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(1,275,565)	(1,368,229)	(1,460,895)	(1,554,248)	(1,647,702)	(1,741,253)	(1,835,646)
	10.00	(1,317,198)	(1,407,780)	(1,498,491)	(1,589,849)	(1,681,210)	(1,772,856)	(1,865,142)
Max CIL £ psm	20.00	(1,358,830)	(1,447,331)	(1,536,186)	(1,625,451)	(1,714,717)	(1,804,459)	(1,894,639)
0.00	30.00	(1,400,463)	(1,486,882)	(1,573,882)	(1,661,053)	(1,748,225)	(1,836,062)	(1,924,135)
(recommended CIL)	40.00	(1,442,095)	(1,526,504)	(1,611,578)	(1,696,654)	(1,781,732)	(1,867,665)	(1,953,631)
(100)	50.00	(1,483,728)	(1,566,294)	(1,649,274)	(1,732,256)	(1,815,411)	(1,899,268)	(1,983,127)
	60.00	(1,525,360)	(1,606,084)	(1,686,970)	(1,767,857)	(1,849,121)	(1,930,871)	(2,012,698)
	70.00	(1,567,084)	(1,645,874)	(1,724,665)	(1,803,459)	(1,882,831)	(1,962,474)	(2,042,372)
	80.00	(1,608,968)	(1,685,664)	(1,762,361)	(1,839,060)	(1,916,541)	(1,994,077)	(2,072,047)
	90.00	(1,650,852)	(1,725,454)	(1,800,057)	(1,874,823)	(1,950,251)	(2,025,680)	(2,101,721)
	100.00	(1,692,736)	(1,765,244)	(1,837,753)	(1,910,639)	(1,983,961)	(2,057,283)	(2,131,396)
	110.00	(1,734,621)	(1,805,034)	(1,875,448)	(1,946,456)	(2,017,670)	(2,088,907)	(2,161,070)
	120.00	(1,776,505)	(1,844,824)	(1,913,167)	(1,982,273)	(2,051,380)	(2,120,701)	(2,190,745)
	130.00	(1,818,389)	(1,884,614)	(1,951,091)	(2,018,090)	(2,085,090)	(2,152,495)	(2,220,419)
	140.00	(1,860,273)	(1,924,404)	(1,989,014)	(2,053,906)	(2,118,800)	(2,184,289)	(2,250,094)
	150.00	(1,902,158)	(1,964,194)	(2,026,938)	(2,089,723)	(2,152,510)	(2,216,083)	(2,279,768)
	160.00	(1,944,042)	(2,004,185)	(2,064,862)	(2,125,540)	(2,186,313)	(2,247,877)	(2,309,443)
	170.00	(1,985,926)	(2,044,216)	(2,102,785)	(2,161,357)	(2,220,227)	(2,279,671)	(2,339,117)
	180.00	(2,027,810)	(2,084,246)	(2,140,709)	(2,197,174)	(2,254,141)	(2,311,466)	(2,368,792)
	190.00	(2,069,923)	(2,124,277)	(2,178,633)	(2,232,990)	(2,288,055)	(2,343,260)	(2,398,466)
	200.00	(2,112,060)	(2,164,307)	(2,216,556)	(2,268,884)	(2,321,968)	(2,375,054)	(2,428,141)
	210.00	(2,154,198)	(2,204,338)	(2,254,480)	(2,304,918)	(2,355,882)	(2,406,848)	(2,457,815)
	220.00	(2,196,335)	(2,244,368)	(2,292,404)	(2,340,951)	(2,389,796)	(2,438,642)	(2,487,490)
	230.00	(2,238,472)	(2,284,399)	(2,330,327)	(2,376,984)	(2,423,709)	(2,470,436)	(2,517,164)
	240.00	(2,280,610)	(2,324,429)	(2,368,414)	(2,413,018)	(2,457,623)	(2,502,230)	(2,546,839)
	250.00	(2,322,747)	(2,364,460)	(2,406,567)	(2,449,051)	(2,491,537)	(2,534,024)	(2,576,513)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(1,741,253)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(1,436,689)	(1,512,807)	(1,588,924)	(1,665,041)	(1,741,253)	(1,817,831)	(1,894,408)
	10.00	(1,468,102)	(1,544,220)	(1,620,337)	(1,696,455)	(1,772,856)	(1,849,434)	(1,926,011)
CIL £psm	20.00	(1,499,516)	(1,575,633)	(1,651,750)	(1,727,882)	(1,804,459)	(1,881,037)	(1,957,614)
0.00	30.00	(1,530,929)	(1,607,046)	(1,683,163)	(1,759,485)	(1,836,062)	(1,912,640)	(1,989,217)
(recommended CIL)	40.00	(1,562,342)	(1,638,459)	(1,714,577)	(1,791,088)	(1,867,665)	(1,944,243)	(2,020,820)
(100)	50.00	(1,593,755)	(1,669,872)	(1,746,113)	(1,822,691)	(1,899,268)	(1,975,846)	(2,052,423)
	60.00	(1,625,168)	(1,701,286)	(1,777,716)	(1,854,294)	(1,930,871)	(2,007,449)	(2,084,026)
	70.00	(1,656,581)	(1,732,742)	(1,809,319)	(1,885,897)	(1,962,474)	(2,039,052)	(2,115,811)
	80.00	(1,687,994)	(1,764,345)	(1,840,922)	(1,917,500)	(1,994,077)	(2,070,655)	(2,147,605)
	90.00	(1,719,408)	(1,795,948)	(1,872,525)	(1,949,103)	(2,025,680)	(2,102,359)	(2,179,400)
	100.00	(1,750,973)	(1,827,551)	(1,904,128)	(1,980,706)	(2,057,283)	(2,134,153)	(2,211,194)
	110.00	(1,782,576)	(1,859,154)	(1,935,732)	(2,012,309)	(2,088,907)	(2,165,947)	(2,242,988)
	120.00	(1,814,180)	(1,890,757)	(1,967,335)	(2,043,912)	(2,120,701)	(2,197,741)	(2,274,782)
	130.00	(1,845,783)	(1,922,360)	(1,998,938)	(2,075,515)	(2,152,495)	(2,229,535)	(2,306,576)
	140.00	(1,877,386)	(1,953,963)	(2,030,541)	(2,107,249)	(2,184,289)	(2,261,330)	(2,338,370)
	150.00	(1,908,989)	(1,985,566)	(2,062,144)	(2,139,043)	(2,216,083)	(2,293,124)	(2,370,164)
	160.00	(1,940,592)	(2,017,169)	(2,093,797)	(2,170,837)	(2,247,877)	(2,324,918)	(2,401,958)
	170.00	(1,972,195)	(2,048,772)	(2,125,591)	(2,202,631)	(2,279,671)	(2,356,712)	(2,433,752)
	180.00	(2,003,798)	(2,080,375)	(2,157,385)	(2,234,425)	(2,311,466)	(2,388,506)	(2,465,546)
	190.00	(2,035,401)	(2,112,138)	(2,189,179)	(2,266,219)	(2,343,260)	(2,420,300)	(2,497,340)
	200.00	(2,067,004)	(2,143,932)	(2,220,973)	(2,298,013)	(2,375,054)	(2,452,094)	(2,529,135)
	210.00	(2,098,686)	(2,175,727)	(2,252,767)	(2,329,807)	(2,406,848)	(2,483,888)	(2,560,929)
	220.00	(2,130,480)	(2,207,521)	(2,284,561)	(2,361,601)	(2,438,642)	(2,515,682)	(2,592,723)
	230.00	(2,162,274)	(2,239,315)	(2,316,355)	(2,393,396)	(2,470,436)	(2,547,476)	(2,624,517)
	240.00	(2,194,068)	(2,271,109)	(2,348,149)	(2,425,190)	(2,502,230)	(2,579,270)	(2,656,311)
	250.00	(2,225,862)	(2,302,903)	(2,379,943)	(2,456,984)	(2,534,024)	(2,611,065)	(2,688,105)

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Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

		Profit	18%					
Balance (RLV - BLV £ per acre (n))	(1,741,253)	15%	16%	17%	18%	19%	20%	21%
	0.00	(1,519,748)	(1,608,350)	(1,696,952)	(1,785,554)	(1,874,156)	(1,962,758)	(2,051,360)
	10.00	(1,551,351)	(1,639,953)	(1,728,555)	(1,817,157)	(1,905,759)	(1,994,361)	(2,082,963)
CIL £psm	20.00	(1,582,954)	(1,671,556)	(1,760,158)	(1,848,760)	(1,937,362)	(2,025,964)	(2,114,566)
0.00	30.00	(1,614,557)	(1,703,159)	(1,791,761)	(1,880,363)	(1,968,965)	(2,057,567)	(2,146,169)
(recommended CIL)	40.00	(1,646,160)	(1,734,762)	(1,823,364)	(1,911,966)	(2,000,568)	(2,089,170)	(2,177,772)
(100)	50.00	(1,677,763)	(1,766,365)	(1,854,967)	(1,943,569)	(2,032,171)	(2,120,773)	(2,209,375)
	60.00	(1,709,366)	(1,797,968)	(1,886,570)	(1,975,172)	(2,063,774)	(2,152,376)	(2,240,978)
	70.00	(1,740,969)	(1,829,571)	(1,918,173)	(2,006,775)	(2,095,377)	(2,183,979)	(2,272,581)
	80.00	(1,772,572)	(1,861,174)	(1,949,776)	(2,038,378)	(2,126,980)	(2,215,582)	(2,304,184)
	90.00	(1,804,175)	(1,892,777)	(1,981,379)	(2,069,981)	(2,158,583)	(2,247,185)	(2,335,787)
	100.00	(1,835,778)	(1,924,380)	(2,012,982)	(2,101,584)	(2,190,186)	(2,278,788)	(2,367,390)
	110.00	(1,867,402)	(1,956,004)	(2,044,606)	(2,133,208)	(2,221,810)	(2,310,412)	(2,399,014)
	120.00	(1,899,196)	(1,987,798)	(2,076,400)	(2,165,002)	(2,253,604)	(2,342,206)	(2,430,808)
	130.00	(1,930,990)	(2,019,592)	(2,108,194)	(2,196,796)	(2,285,398)	(2,374,000)	(2,462,602)
	140.00	(1,962,784)	(2,051,386)	(2,139,988)	(2,228,590)	(2,317,192)	(2,405,794)	(2,494,396)
	150.00	(1,994,578)	(2,083,180)	(2,171,782)	(2,260,384)	(2,348,986)	(2,437,588)	(2,526,190)
	160.00	(2,026,372)	(2,114,974)	(2,203,576)	(2,292,178)	(2,380,780)	(2,469,382)	(2,557,984)
	170.00	(2,058,166)	(2,146,768)	(2,235,370)	(2,323,972)	(2,412,574)	(2,501,176)	(2,589,778)
	180.00	(2,089,961)	(2,178,563)	(2,267,165)	(2,355,767)	(2,444,369)	(2,532,970)	(2,621,572)
	190.00	(2,121,755)	(2,210,357)	(2,298,959)	(2,387,561)	(2,476,163)	(2,564,765)	(2,653,367)
	200.00	(2,153,549)	(2,242,151)	(2,330,753)	(2,419,355)	(2,507,957)	(2,596,559)	(2,685,161)
	210.00	(2,185,343)	(2,273,945)	(2,362,547)	(2,451,149)	(2,539,751)	(2,628,353)	(2,716,955)
	220.00	(2,217,137)	(2,305,739)	(2,394,341)	(2,482,943)	(2,571,545)	(2,660,147)	(2,748,749)
	230.00	(2,248,931)	(2,337,533)	(2,426,135)	(2,514,737)	(2,603,339)	(2,691,941)	(2,780,543)
	240.00	(2,280,725)	(2,369,327)	(2,457,929)	(2,546,531)	(2,635,133)	(2,723,735)	(2,812,337)
	250.00	(2,312,519)	(2,401,121)	(2,489,723)	(2,578,325)	(2,666,927)	(2,755,529)	(2,844,131)

TABLE 4

		BLV (£ per acre (n))		400,000				
Balance (RLV - BLV £ per acre (n))	(1,741,253)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(1,407,920)	(1,435,697)	(1,463,475)	(1,491,253)	(1,519,031)	(1,546,809)	(1,574,586)
	10.00	(1,439,523)	(1,467,300)	(1,495,078)	(1,522,856)	(1,550,634)	(1,578,412)	(1,606,189)
CIL £psm	20.00	(1,471,126)	(1,498,904)	(1,526,681)	(1,554,459)	(1,582,237)	(1,610,015)	(1,637,792)
0.00	30.00	(1,502,729)	(1,530,507)	(1,558,284)	(1,586,062)	(1,613,840)	(1,641,618)	(1,669,395)
(recommended CIL)	40.00	(1,534,332)	(1,562,110)	(1,589,887)	(1,617,665)	(1,645,443)	(1,673,221)	(1,700,999)
(100)	50.00	(1,565,935)	(1,593,713)	(1,621,490)	(1,649,268)	(1,677,046)	(1,704,824)	(1,732,602)
	60.00	(1,597,538)	(1,625,316)	(1,653,094)	(1,680,871)	(1,708,649)	(1,736,427)	(1,764,205)
	70.00	(1,629,141)	(1,656,919)	(1,684,697)	(1,712,474)	(1,740,252)	(1,768,030)	(1,795,808)
	80.00	(1,660,744)	(1,688,522)	(1,716,300)	(1,744,077)	(1,771,855)	(1,799,633)	(1,827,411)
	90.00	(1,692,347)	(1,720,125)	(1,747,903)	(1,775,680)	(1,803,458)	(1,831,236)	(1,859,014)
	100.00	(1,723,950)	(1,751,728)	(1,779,506)	(1,807,283)	(1,835,061)	(1,862,839)	(1,890,617)
	110.00	(1,755,574)	(1,783,351)	(1,811,129)	(1,838,907)	(1,866,685)	(1,894,462)	(1,922,240)
	120.00	(1,787,368)	(1,815,145)	(1,842,923)	(1,870,701)	(1,898,479)	(1,926,257)	(1,954,034)
	130.00	(1,819,162)	(1,846,940)	(1,874,717)	(1,902,495)	(1,930,273)	(1,958,051)	(1,985,828)
	140.00	(1,850,956)	(1,878,734)	(1,906,511)	(1,934,289)	(1,962,067)	(1,989,845)	(2,017,623)
	150.00	(1,882,750)	(1,910,528)	(1,938,305)	(1,966,083)	(1,993,861)	(2,021,639)	(2,049,417)
	160.00	(1,914,544)	(1,942,322)	(1,970,100)	(1,997,877)	(2,025,655)	(2,053,433)	(2,081,211)
	170.00	(1,946,338)	(1,974,116)	(2,001,894)	(2,029,671)	(2,057,449)	(2,085,227)	(2,113,005)
	180.00	(1,978,132)	(2,005,910)	(2,033,688)	(2,061,466)	(2,089,243)	(2,117,021)	(2,144,799)
	190.00	(2,009,926)	(2,037,704)	(2,065,482)	(2,093,260)	(2,121,037)	(2,148,815)	(2,176,593)
	200.00	(2,041,720)	(2,069,498)	(2,097,276)	(2,125,054)	(2,152,831)	(2,180,609)	(2,208,387)
	210.00	(2,073,514)	(2,101,292)	(2,129,070)	(2,156,848)	(2,184,626)	(2,212,403)	(2,240,181)
	220.00	(2,105,309)	(2,133,086)	(2,160,864)	(2,188,642)	(2,216,420)	(2,244,197)	(2,271,975)
	230.00	(2,137,103)	(2,164,880)	(2,192,658)	(2,220,436)	(2,248,214)	(2,275,991)	(2,303,769)
	240.00	(2,168,897)	(2,196,674)	(2,224,452)	(2,252,230)	(2,280,008)	(2,307,786)	(2,335,563)
	250.00	(2,200,691)	(2,228,469)	(2,256,246)	(2,284,024)	(2,311,802)	(2,339,580)	(2,367,357)

260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(1,741,253)	Density (dph) (net) 30	35	94 40	45	50	55	60
	0.00	(903,304)	(968,322)	(1,033,340)	(1,098,358)	(1,163,375)	(1,228,393)	(1,293,411)
	10.00	(913,344)	(980,034)	(1,046,725)	(1,113,416)	(1,180,107)	(1,246,798)	(1,313,489)
CIL £psm	20.00	(923,383)	(991,747)	(1,060,111)	(1,128,475)	(1,196,839)	(1,265,203)	(1,333,567)
0.00	30.00	(933,422)	(1,003,459)	(1,073,496)	(1,143,534)	(1,213,571)	(1,283,608)	(1,353,645)
(recommended CIL)	40.00	(943,461)	(1,015,171)	(1,086,882)	(1,158,592)	(1,230,303)	(1,302,013)	(1,373,724)
(100)	50.00	(953,500)	(1,026,884)	(1,100,267)	(1,173,651)	(1,247,034)	(1,320,418)	(1,393,802)
	60.00	(963,539)	(1,038,596)	(1,113,653)	(1,188,709)	(1,263,766)	(1,338,823)	(1,413,880)
	70.00	(973,625)	(1,050,308)	(1,127,038)	(1,203,768)	(1,280,498)	(1,357,228)	(1,433,958)
	80.00	(983,725)	(1,062,077)	(1,140,429)	(1,218,827)	(1,297,230)	(1,375,633)	(1,454,036)
	90.00	(993,825)	(1,073,860)	(1,153,895)	(1,233,931)	(1,313,966)	(1,394,038)	(1,474,114)
	100.00	(1,003,925)	(1,085,643)	(1,167,362)	(1,249,080)	(1,330,799)	(1,412,517)	(1,494,236)
	110.00	(1,014,024)	(1,097,426)	(1,180,828)	(1,264,230)	(1,347,632)	(1,431,033)	(1,514,435)
	120.00	(1,024,124)	(1,109,209)	(1,194,294)	(1,279,380)	(1,364,465)	(1,449,550)	(1,534,635)
	130.00	(1,034,224)	(1,120,992)	(1,207,761)	(1,294,529)	(1,381,298)	(1,468,066)	(1,554,834)
	140.00	(1,044,324)	(1,132,775)	(1,221,227)	(1,309,679)	(1,398,131)	(1,486,582)	(1,575,034)
	150.00	(1,054,424)	(1,144,559)	(1,234,694)	(1,324,829)	(1,414,963)	(1,505,098)	(1,595,233)
	160.00	(1,064,523)	(1,156,342)	(1,248,160)	(1,339,978)	(1,431,796)	(1,523,615)	(1,615,433)
	170.00	(1,074,623)	(1,168,125)	(1,261,626)	(1,355,128)	(1,448,629)	(1,542,131)	(1,635,633)
	180.00	(1,084,723)	(1,179,908)	(1,275,093)	(1,370,277)	(1,465,462)	(1,560,647)	(1,655,832)
	190.00	(1,094,823)	(1,191,691)	(1,288,559)	(1,385,427)	(1,482,295)	(1,579,163)	(1,676,032)
	200.00	(1,104,922)	(1,203,474)	(1,302,025)	(1,400,577)	(1,499,128)	(1,597,680)	(1,696,231)
	210.00	(1,115,022)	(1,215,257)	(1,315,492)	(1,415,726)	(1,515,961)	(1,616,196)	(1,716,431)
	220.00	(1,125,122)	(1,227,040)	(1,328,958)	(1,430,876)	(1,532,794)	(1,634,712)	(1,736,630)
	230.00	(1,135,222)	(1,238,823)	(1,342,424)	(1,446,026)	(1,549,627)	(1,653,228)	(1,756,830)
	240.00	(1,145,321)	(1,250,606)	(1,355,891)	(1,461,175)	(1,566,460)	(1,671,745)	(1,777,029)
	250.00	(1,155,421)	(1,262,389)	(1,369,357)	(1,476,325)	(1,583,293)	(1,690,261)	(1,797,229)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(1,741,253)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	110%
	0.00	1,543,113	785,562	17,079	(820,084)	(1,741,253)	(2,207,534)	(2,675,897)
	10.00	1,517,524	759,663	(9,223)	(851,120)	(1,772,856)	(2,239,328)	(2,707,691)
CIL £psm	20.00	1,491,935	733,763	(35,595)	(882,157)	(1,804,459)	(2,271,122)	(2,739,485)
0.00	30.00	1,466,346	707,864	(61,967)	(913,194)	(1,836,062)	(2,302,917)	(2,771,279)
(recommended CIL)	40.00	1,440,757	681,965	(88,339)	(944,231)	(1,867,665)	(2,334,711)	(2,803,073)
(100)	50.00	1,415,168	656,065	(114,710)	(975,267)	(1,899,268)	(2,366,505)	(2,834,867)
	60.00	1,389,579	630,166	(141,082)	(1,006,308)	(1,930,871)	(2,398,299)	(2,866,661)
	70.00	1,363,990	604,143	(167,454)	(1,037,532)	(1,962,474)	(2,430,093)	(2,898,455)
	80.00	1,338,401	578,087	(193,826)	(1,068,757)	(1,994,077)	(2,461,887)	(2,930,249)
	90.00	1,312,812	552,032	(220,198)	(1,099,981)	(2,025,680)	(2,493,681)	(2,962,043)
	100.00	1,287,223	525,976	(246,570)	(1,131,206)	(2,057,283)	(2,525,475)	(2,993,837)
	110.00	1,261,634	499,920	(272,941)	(1,162,430)	(2,088,907)	(2,557,269)	(3,025,632)
	120.00	1,235,998	473,864	(299,313)	(1,193,655)	(2,120,701)	(2,589,063)	(3,057,426)
	130.00	1,210,254	447,808	(325,816)	(1,224,879)	(2,152,495)	(2,620,857)	(3,089,220)
	140.00	1,184,510	421,752	(352,348)	(1,256,103)	(2,184,289)	(2,652,651)	(3,121,014)
	150.00	1,158,767	395,696	(379,598)	(1,287,328)	(2,216,083)	(2,684,446)	(3,152,808)
	160.00	1,133,023	369,640	(407,387)	(1,318,552)	(2,247,877)	(2,716,240)	(3,184,602)
	170.00	1,107,279	343,584	(435,461)	(1,349,777)	(2,279,671)	(2,748,034)	(3,216,396)
	180.00	1,081,536	317,529	(465,423)	(1,381,094)	(2,311,466)	(2,779,828)	(3,248,190)
	190.00	1,055,792	291,330	(496,273)	(1,412,507)	(2,343,260)	(2,811,622)	(3,279,984)
	200.00	1,030,048	265,116	(527,123)	(1,443,920)	(2,375,054)	(2,843,416)	(3,311,778)
	210.00	1,004,304	238,903	(557,974)	(1,475,333)	(2,406,848)	(2,875,210)	(3,343,572)
	220.00	978,561	212,690	(588,824)	(1,506,747)	(2,438,642)	(2,907,004)	(3,375,366)
	230.00	952,817	186,476	(619,674)	(1,538,160)	(2,470,436)	(2,938,798)	(3,407,161)
	240.00	927,030	160,263	(650,553)	(1,569,573)	(2,502,230)	(2,970,592)	(3,438,955)
	250.00	901,131	134,049	(681,590)	(1,600,986)	(2,534,024)	(3,002,386)	(3,470,749)

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Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	(1,741,253)	90%	95%	100%	105%	110%	120%	130%
	0.00	(2,516,392)	(2,127,782)	(1,741,253)	(1,358,321)	(978,190)	(251,393)	389,937
	10.00	(2,548,186)	(2,159,576)	(1,772,856)	(1,389,545)	(1,009,227)	(277,865)	363,723
CIL £psm	20.00	(2,579,980)	(2,191,370)	(1,804,459)	(1,420,852)	(1,040,264)	(304,396)	337,510
0.00	30.00	(2,611,774)	(2,223,164)	(1,836,062)	(1,452,265)	(1,071,413)	(330,927)	311,297
(recommended CIL)	40.00	(2,643,568)	(2,254,958)	(1,867,665)	(1,483,678)	(1,102,637)	(357,459)	285,083
(100)	50.00	(2,675,362)	(2,286,752)	(1,899,268)	(1,515,091)	(1,133,861)	(384,888)	258,870
	60.00	(2,707,156)	(2,318,546)	(1,930,871)	(1,546,505)	(1,165,086)	(412,795)	232,656
	70.00	(2,738,950)	(2,350,340)	(1,962,474)	(1,577,918)	(1,196,310)	(440,869)	206,443
	80.00	(2,770,744)	(2,382,134)	(1,994,077)	(1,609,331)	(1,227,535)	(471,366)	180,230
	90.00	(2,802,538)	(2,413,929)	(2,025,680)	(1,640,744)	(1,258,759)	(502,216)	153,964
	100.00	(2,834,332)	(2,445,723)	(2,057,283)	(1,672,157)	(1,289,984)	(533,066)	127,592
	110.00	(2,866,126)	(2,477,517)	(2,088,907)	(1,703,570)	(1,321,208)	(563,917)	101,220
	120.00	(2,897,921)	(2,509,311)	(2,120,701)	(1,734,984)	(1,352,432)	(594,767)	74,848
	130.00	(2,929,715)	(2,541,105)	(2,152,495)	(1,766,397)	(1,383,657)	(625,617)	48,476
	140.00	(2,961,509)	(2,572,899)	(2,184,289)	(1,797,887)	(1,414,881)	(656,468)	22,104
	150.00	(2,993,303)	(2,604,693)	(2,216,083)	(1,829,490)	(1,446,106)	(687,435)	(4,268)
	160.00	(3,025,097)	(2,636,487)	(2,247,877)	(1,861,093)	(1,477,503)	(718,472)	(30,639)
	170.00	(3,056,891)	(2,668,281)	(2,279,671)	(1,892,696)	(1,508,916)	(749,509)	(57,011)
	180.00	(3,088,685)	(2,700,075)	(2,311,466)	(1,924,299)	(1,540,329)	(780,546)	(83,383)
	190.00	(3,120,479)	(2,731,869)	(2,343,260)	(1,955,902)	(1,571,743)	(811,583)	(109,755)
	200.00	(3,152,273)	(2,763,663)	(2,375,054)	(1,987,505)	(1,603,156)	(842,619)	(136,127)
	210.00	(3,184,067)	(2,795,458)	(2,406,848)	(2,019,108)	(1,634,569)	(873,656)	(162,499)
	220.00	(3,215,861)	(2,827,252)	(2,438,642)	(2,050,711)	(1,665,982)	(904,693)	(188,870)
	230.00	(3,247,655)	(2,859,046)	(2,470,436)	(2,082,314)	(1,697,395)	(935,730)	(215,242)
	240.00	(3,279,450)	(2,890,840)	(2,502,230)	(2,113,917)	(1,728,808)	(966,767)	(241,626)
	250.00	(3,311,244)	(2,922,634)	(2,534,024)	(2,145,520)	(1,760,222)	(997,803)	(268,157)

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	(1,741,253)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(1,741,253)	(1,289,915)	(841,917)	(401,388)	(19,955)	356,878	2,200,873
	10.00	(1,772,856)	(1,321,139)	(872,954)	(429,462)	(46,327)	330,822	2,175,742
CIL £psm	20.00	(1,804,459)	(1,352,364)	(903,991)	(458,831)	(72,699)	304,704	2,150,480
0.00	30.00	(1,836,062)	(1,383,697)	(935,027)	(489,681)	(99,071)	278,490	2,125,197
(recommended CIL)	40.00	(1,867,665)	(1,415,110)	(966,064)	(520,531)	(125,442)	252,277	2,099,915
(100)	50.00	(1,899,268)	(1,446,523)	(997,101)	(551,382)	(151,814)	226,064	2,074,632
	60.00	(1,930,871)	(1,477,936)	(1,028,274)	(582,232)	(178,186)	199,850	2,049,350
	70.00	(1,962,474)	(1,509,349)	(1,059,498)	(613,082)	(204,558)	173,637	2,024,067
	80.00	(1,994,077)	(1,540,762)	(1,090,722)	(643,933)	(230,930)	147,423	1,998,785
	90.00	(2,025,680)	(1,572,176)	(1,121,947)	(674,958)	(257,302)	121,210	1,973,503
	100.00	(2,057,283)	(1,603,589)	(1,153,171)	(705,995)	(283,673)	94,997	1,948,220
	110.00	(2,088,907)	(1,635,002)	(1,184,396)	(737,032)	(310,082)	68,783	1,922,938
	120.00	(2,120,701)	(1,666,415)	(1,215,620)	(768,069)	(336,613)	42,570	1,897,655
	130.00	(2,152,495)	(1,697,828)	(1,246,845)	(799,106)	(363,315)	16,357	1,872,373
	140.00	(2,184,289)	(1,729,264)	(1,278,069)	(830,142)	(390,772)	(9,950)	1,846,995
	150.00	(2,216,083)	(1,760,867)	(1,309,293)	(861,179)	(418,812)	(36,322)	1,821,560
	160.00	(2,247,877)	(1,792,470)	(1,340,518)	(892,216)	(447,127)	(62,694)	1,796,124
	170.00	(2,279,671)	(1,824,073)	(1,371,779)	(923,253)	(477,977)	(89,066)	1,770,689
	180.00	(2,311,466)	(1,855,676)	(1,403,192)	(954,290)	(508,827)	(115,437)	1,745,254
	190.00	(2,343,260)	(1,887,279)	(1,434,605)	(985,326)	(539,678)	(141,809)	1,719,819
	200.00	(2,375,054)	(1,918,882)	(1,466,019)	(1,016,428)	(570,528)	(168,181)	1,694,383
	210.00	(2,406,848)	(1,950,485)	(1,497,432)	(1,047,652)	(601,378)	(194,553)	1,668,948
	220.00	(2,438,642)	(1,982,088)	(1,528,845)	(1,078,877)	(632,229)	(220,925)	1,643,513
	230.00	(2,470,436)	(2,013,691)	(1,560,258)	(1,110,101)	(663,184)	(247,297)	1,618,077
	240.00	(2,502,230)	(2,045,294)	(1,591,671)	(1,141,325)	(694,221)	(273,669)	1,592,642
	250.00	(2,534,024)	(2,076,897)	(1,623,084)	(1,172,550)	(725,257)	(300,040)	1,567,207

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: **Houses and Flats** No Units: **100**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**L**	
Scheme Typology:	Houses and Flats	
No Units:	100	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	27,130,500	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.83%	
Developers Profit (% on costs)	16.37%	
Developers Profit Total (£)	4,293,818	
Land Value KPI's		
RLV (£/acre (net))	(1,296,809)	
RLV (£/ha (net))	(3,204,414)	
RLV (% of GDV)	-12.51%	
RLV Total (£)	(3,393,069)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	1,162,878	
Surplus/Deficit (£/acre) [RLV-BLV]	(1,741,253)	
Surplus/Deficit (£/ha)	(4,302,636)	
Surplus/Deficit Total (£)	(4,555,947)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	2,204,349	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	22,043	Put into summary table for ease of checking. Don't print this row in the summary table

Appendix 10 – Scenario A Middle Value Zone Appraisals

Aspinall Verdi

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Appraisal Ref:	M				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	6	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			6	Units		
AH Policy requirement (% Target)			40%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		60%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	12.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	1.5	50.0%	1.2	45%	2.7
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	1.4	43.0%	1.0	41%	2.5
4 bed House (with garage)	18.0%	0.6	7.0%	0.2	14%	0.8
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	3.6	100.0%	2.4	100%	6.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	113	1,221	90	969	203	2,189
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	153	1,643	93	1,000	246	2,643
4 bed House (with garage)	90	970	19	208	109	1,177
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	356	3,833	202	2,176	558	6,010
AH % by floor area:			36.22%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	881,400
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	902,280
4 bed House (with garage)	440,000	3,826	355	3,165	294	359,040
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	0
2 bed Flat	255,000	3,923	364	3,335	310	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						2,142,720

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses**		No Units:	**6**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	1.5	@	325,000		491,400
3 bed House	0.0	@	0		-
3 bed House (with garage)	1.4	@	365,000		525,600
4 bed House (with garage)	0.6	@	440,000		285,120
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	200,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	3.6				1,302,120
Affordable Rent GDV -					
2 bed House	0.4	@	195,000		81,900
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.4	@	219,000		79,103
4 bed House (with garage)	0.1	@	264,000		15,523
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.8				176,526
Social Rent GDV -					
2 bed House	0.4	@	130,000		54,600
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.4	@	146,000		52,735
4 bed House (with garage)	0.1	@	176,000		10,349
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.8				117,684
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.4	@	227,500		81,900
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.3	@	255,500		79,103
4 bed House (with garage)	0.1	@	308,000		15,523
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.7	2.4			176,526
Sub-total GDV Residential	**6**				**1,772,856**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	369,864
	662	£ psm (total GIA sqm)		61,644 £ per unit (total units)	
Grant	6	units @	0	per unit	-
Total GDV					**1,772,856**

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Scheme Typology:	**Houses**	No Units:	**6**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	3,528	£		(3,528)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	17,640	£		(17,640)
Building Safety Levy				356	sqm		30.21	£ psm			(10,758)
CIL (Mrkt only inc. garages)	Max			356	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				6	units @		3,000	per unit			(18,000)
	Sub-total									(18,000)	
S106 analysis:		63,150	£ per ha	1.02%	% of GDV		3,000	£ per unit (total units)			
AH Commuted Sum				558	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.29	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			6	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				203	sqm @		2,107	psm			(428,564)
3 bed House				-	sqm @		2,107	psm			-
3 bed House (EXC. garage)				206	sqm @		2,107	psm			(433,975)
4 bed House (EXC. garage)				90	sqm @		2,107	psm			(189,225)
5 bed House (EXC. garage)				-	sqm @		2,107	psm			-
1 bed Flat				-	sqm @		2,522	psm			-
2 bed Flat				-	sqm @		2,522	psm			-
3 bed Flat				-	sqm @		2,522	psm			-
Garages for 3B House		2.5	16.0	40	sqm @		600	psm			(23,731)
Garages for 4B House		0.8	24.0	20	sqm @		600	psm			(11,750)
Garages for 5B House		-	-	0	sqm @		600	psm			-
Total GIA check:				558	£ per garage		£0				
External works				1,087,245	@		15.0%				(163,087)
Ext. Works analysis:							27,181	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				6	units @		1,000	£ per unit			(6,000)
M4(2) Category 2 Housing	Aff units		2	units @		100%	@	1,400	£ per unit		(3,360)
M4(2) Category 2 Housing	OMS units		4	units @		100%	@	1,400	£ per unit		(5,040)
M4(3)(b) Category 3 Housing	Aff units		2	units @		10%	@	22,000	£ per unit		(5,280)
M4(3)(b) Category 3 Housing	OMS units		4	units @		10%	@	22,000	£ per unit		(7,920)
Part L/FHS			6	units @				4,350	£ per unit		(26,100)
Part L/FHS analysis:							2.4%	% of BCIS costs			
Net Zero for Housing			558	sqm				105	£ psm		(58,623)
Net Zero for Flats			-	sqm				72	£ psm		-
Water Efficiency			6	units @				20	£ per unit		(120)
Urban Greening Factor	0.0		flats @	6		per storey = GIA	0	0	£ per unit		-
	Sub-total									(112,443)	
Policy Costs analysis:	(design costs only)						18,740	£ per unit (total units)			
							10.3%	% of BCIS costs			
Contingency (on construction)				1,362,775	@		3.0%				(40,883)

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Scheme Typology:	**Houses**		No Units:	**6**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		1,362,775	@	10.0%			(136,278)
Disposal Costs -							
OMS Marketing and Promotion		1,302,120	OMS @	1.00%	2,170	£ per unit	(13,021)
Residential Sales Agent Costs		1,302,120	OMS @	1.00%	2,170	£ per unit	(13,021)
Residential Sales Legal Costs		1,302,120	OMS @	0.50%	1,085	£ per unit	(6,511)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		6	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,426	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(30,689)
Developers Profit -							
Profit on OMS		1,302,120		17.50%			(227,871)
Margin on AH		470,736		6.00%	on AH values		(28,244)
Profit analysis:		1,772,856		14.45%	blended GDV	(256,115)	
		1,653,104		15.49%	on costs	(256,115)	
TOTAL COSTS							**(1,909,219)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(136,363)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(136,363)**
RLV analysis:	(22,727) £ per plot	(478,408)	£ per ha (net)	(193,609)	£ per acre (net)		
		(454,488)	£ per ha (gross)	(183,929)	£ per acre (gross)		
				-7.69%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		21.1	dph (net)				
Site Area (net)		0.29	ha (net)	0.70	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		0.30	ha (gross)	0.74	acres (gross)		
Density analysis:		1,959	sqm/ha (net)	8,532	sqft/ac (net)		
		20	dph (gross)				
Benchmark Land Value (net)	21,006 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**126,037**
BLV analysis:		442,179	£ per ha (net)	178,947	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(920,587)**	£ per ha (net)	**(372,557)**	£ per acre (net)	**(262,400)**

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Scheme Typology: Houses — No Units: 6
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	372,557	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(173,842)	(198,240)	(223,142)	(248,044)	(272,947)	(297,849)	(322,752)
	10.00	(182,048)	(206,515)	(230,982)	(255,449)	(279,916)	(304,383)	(328,850)
Max CIL £ psm	20.00	(190,760)	(214,791)	(238,822)	(262,854)	(286,885)	(310,916)	(334,947)
0.00	30.00	(199,471)	(223,067)	(246,662)	(270,258)	(293,854)	(317,450)	(341,045)
(recommended CIL)	40.00	(208,182)	(231,342)	(254,503)	(277,663)	(300,823)	(323,983)	(347,143)
(100)	50.00	(216,894)	(239,618)	(262,343)	(285,067)	(307,792)	(330,517)	(353,241)
	60.00	(225,605)	(247,894)	(270,183)	(292,472)	(314,761)	(337,050)	(359,339)
	70.00	(234,316)	(256,170)	(278,023)	(299,877)	(321,730)	(343,584)	(365,437)
	80.00	(243,027)	(264,445)	(285,863)	(307,281)	(328,699)	(350,117)	(371,535)
	90.00	(251,739)	(272,721)	(293,703)	(314,686)	(335,668)	(356,650)	(377,633)
	100.00	(260,450)	(280,997)	(301,544)	(322,090)	(342,637)	(363,184)	(383,731)
	110.00	(269,161)	(289,272)	(309,384)	(329,495)	(349,606)	(369,717)	(389,829)
	120.00	(277,873)	(297,548)	(317,224)	(336,900)	(356,575)	(376,251)	(395,926)
	130.00	(286,584)	(305,824)	(325,064)	(344,304)	(363,544)	(382,784)	(402,024)
	140.00	(295,295)	(314,100)	(332,904)	(351,709)	(370,513)	(389,318)	(408,122)
	150.00	(304,006)	(322,375)	(340,744)	(359,113)	(377,482)	(395,851)	(414,220)
	160.00	(312,718)	(330,651)	(348,584)	(366,518)	(384,451)	(402,385)	(420,318)
	170.00	(321,429)	(338,927)	(356,425)	(373,922)	(391,420)	(408,918)	(426,416)
	180.00	(330,140)	(347,203)	(364,265)	(381,327)	(398,389)	(415,452)	(432,514)
	190.00	(338,852)	(355,478)	(372,105)	(388,732)	(405,358)	(421,985)	(438,612)
	200.00	(347,563)	(363,754)	(379,945)	(396,136)	(412,327)	(428,518)	(444,710)
	210.00	(356,274)	(372,030)	(387,785)	(403,541)	(419,296)	(435,052)	(450,808)
	220.00	(364,985)	(380,305)	(395,625)	(410,945)	(426,265)	(441,585)	(456,905)
	230.00	(373,697)	(388,581)	(403,466)	(418,350)	(433,234)	(448,119)	(463,003)
	240.00	(382,408)	(396,857)	(411,306)	(425,755)	(440,203)	(454,652)	(469,101)
	250.00	(391,119)	(405,133)	(419,146)	(433,159)	(447,172)	(461,186)	(475,199)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(372,557)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(346,137)	(352,742)	(359,347)	(365,952)	(372,557)	(379,161)	(385,766)
	10.00	(351,364)	(357,969)	(364,574)	(371,179)	(377,783)	(384,388)	(390,993)
CIL £psm	20.00	(356,591)	(363,196)	(369,800)	(376,405)	(383,010)	(389,615)	(396,220)
0.00	30.00	(361,818)	(368,422)	(375,027)	(381,632)	(388,237)	(394,842)	(401,446)
(recommended CIL)	40.00	(367,044)	(373,649)	(380,254)	(386,859)	(393,464)	(400,068)	(406,673)
(100)	50.00	(372,271)	(378,876)	(385,481)	(392,086)	(398,690)	(405,295)	(411,900)
	60.00	(377,498)	(384,103)	(390,708)	(397,312)	(403,917)	(410,522)	(417,127)
	70.00	(382,725)	(389,330)	(395,934)	(402,539)	(409,144)	(415,749)	(422,353)
	80.00	(387,952)	(394,556)	(401,161)	(407,766)	(414,371)	(420,975)	(427,580)
	90.00	(393,178)	(399,783)	(406,388)	(412,993)	(419,597)	(426,202)	(432,807)
	100.00	(398,405)	(405,010)	(411,615)	(418,219)	(424,824)	(431,429)	(438,034)
	110.00	(403,632)	(410,237)	(416,841)	(423,446)	(430,051)	(436,656)	(443,261)
	120.00	(408,859)	(415,463)	(422,068)	(428,673)	(435,278)	(441,883)	(448,487)
	130.00	(414,085)	(420,690)	(427,295)	(433,900)	(440,505)	(447,109)	(453,714)
	140.00	(419,312)	(425,917)	(432,522)	(439,126)	(445,731)	(452,336)	(458,941)
	150.00	(424,539)	(431,144)	(437,748)	(444,353)	(450,958)	(457,563)	(464,168)
	160.00	(429,766)	(436,370)	(442,975)	(449,580)	(456,185)	(462,790)	(469,394)
	170.00	(434,992)	(441,597)	(448,202)	(454,807)	(461,412)	(468,016)	(474,621)
	180.00	(440,219)	(446,824)	(453,429)	(460,034)	(466,638)	(473,243)	(479,848)
	190.00	(445,446)	(452,051)	(458,656)	(465,260)	(471,865)	(478,470)	(485,075)
	200.00	(450,673)	(457,278)	(463,882)	(470,487)	(477,092)	(483,697)	(490,301)
	210.00	(455,899)	(462,504)	(469,109)	(475,714)	(482,319)	(488,923)	(495,528)
	220.00	(461,126)	(467,731)	(474,336)	(480,941)	(487,545)	(494,150)	(500,755)
	230.00	(466,353)	(472,958)	(479,563)	(486,167)	(492,772)	(499,377)	(505,982)
	240.00	(471,580)	(478,185)	(484,789)	(491,394)	(497,999)	(504,604)	(511,209)
	250.00	(476,807)	(483,411)	(490,016)	(496,621)	(503,226)	(509,831)	(516,435)

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Scheme Typology: Houses — No Units: 6
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(372,557)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(326,338)	(344,825)	(363,313)	(381,800)	(400,288)	(418,775)	(437,263)
	10.00	(331,564)	(350,052)	(368,540)	(387,027)	(405,515)	(424,002)	(442,490)
CIL £psm	20.00	(336,791)	(355,279)	(373,766)	(392,254)	(410,741)	(429,229)	(447,716)
0.00	30.00	(342,018)	(360,506)	(378,993)	(397,481)	(415,968)	(434,456)	(452,943)
(recommended CIL)	40.00	(347,245)	(365,732)	(384,220)	(402,707)	(421,195)	(439,682)	(458,170)
(100)	50.00	(352,472)	(370,959)	(389,447)	(407,934)	(426,422)	(444,909)	(463,397)
	60.00	(357,698)	(376,186)	(394,673)	(413,161)	(431,648)	(450,136)	(468,624)
	70.00	(362,925)	(381,413)	(399,900)	(418,388)	(436,875)	(455,363)	(473,850)
	80.00	(368,152)	(386,639)	(405,127)	(423,614)	(442,102)	(460,590)	(479,077)
	90.00	(373,379)	(391,866)	(410,354)	(428,841)	(447,329)	(465,816)	(484,304)
	100.00	(378,605)	(397,093)	(415,580)	(434,068)	(452,556)	(471,043)	(489,531)
	110.00	(383,832)	(402,320)	(420,807)	(439,295)	(457,782)	(476,270)	(494,757)
	120.00	(389,059)	(407,546)	(426,034)	(444,522)	(463,009)	(481,497)	(499,984)
	130.00	(394,286)	(412,773)	(431,261)	(449,748)	(468,236)	(486,723)	(505,211)
	140.00	(399,512)	(418,000)	(436,488)	(454,975)	(473,463)	(491,950)	(510,438)
	150.00	(404,739)	(423,227)	(441,714)	(460,202)	(478,689)	(497,177)	(515,664)
	160.00	(409,966)	(428,454)	(446,941)	(465,429)	(483,916)	(502,404)	(520,891)
	170.00	(415,193)	(433,680)	(452,168)	(470,655)	(489,143)	(507,630)	(526,118)
	180.00	(420,420)	(438,907)	(457,395)	(475,882)	(494,370)	(512,857)	(531,345)
	190.00	(425,646)	(444,134)	(462,621)	(481,109)	(499,596)	(518,084)	(536,572)
	200.00	(430,873)	(449,361)	(467,848)	(486,336)	(504,823)	(523,311)	(541,798)
	210.00	(436,100)	(454,587)	(473,075)	(491,562)	(510,050)	(528,538)	(547,025)
	220.00	(441,327)	(459,814)	(478,302)	(496,789)	(515,277)	(533,764)	(552,252)
	230.00	(446,553)	(465,041)	(483,528)	(502,016)	(520,504)	(538,991)	(557,479)
	240.00	(451,780)	(470,268)	(488,755)	(507,243)	(525,730)	(544,218)	(562,705)
	250.00	(457,007)	(475,494)	(493,982)	(512,470)	(530,957)	(549,445)	(567,932)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(372,557)	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	(298,872)	(325,188)	(351,504)	(377,820)	(404,135)	(430,451)	(456,767)
	10.00	(304,099)	(330,415)	(356,731)	(383,046)	(409,362)	(435,678)	(461,994)
CIL £psm	20.00	(309,326)	(335,642)	(361,957)	(388,273)	(414,589)	(440,905)	(467,221)
0.00	30.00	(314,553)	(340,868)	(367,184)	(393,500)	(419,816)	(446,132)	(472,447)
(recommended CIL)	40.00	(319,779)	(346,095)	(372,411)	(398,727)	(425,043)	(451,358)	(477,674)
(100)	50.00	(325,006)	(351,322)	(377,638)	(403,954)	(430,269)	(456,585)	(482,901)
	60.00	(330,233)	(356,549)	(382,865)	(409,180)	(435,496)	(461,812)	(488,128)
	70.00	(335,460)	(361,775)	(388,091)	(414,407)	(440,723)	(467,039)	(493,354)
	80.00	(340,686)	(367,002)	(393,318)	(419,634)	(445,950)	(472,265)	(498,581)
	90.00	(345,913)	(372,229)	(398,545)	(424,861)	(451,176)	(477,492)	(503,808)
	100.00	(351,140)	(377,456)	(403,772)	(430,087)	(456,403)	(482,719)	(509,035)
	110.00	(356,367)	(382,683)	(408,998)	(435,314)	(461,630)	(487,946)	(514,262)
	120.00	(361,594)	(387,909)	(414,225)	(440,541)	(466,857)	(493,172)	(519,488)
	130.00	(366,820)	(393,136)	(419,452)	(445,768)	(472,083)	(498,399)	(524,715)
	140.00	(372,047)	(398,363)	(424,679)	(450,994)	(477,310)	(503,626)	(529,942)
	150.00	(377,274)	(403,590)	(429,905)	(456,221)	(482,537)	(508,853)	(535,169)
	160.00	(382,501)	(408,816)	(435,132)	(461,448)	(487,764)	(514,080)	(540,395)
	170.00	(387,727)	(414,043)	(440,359)	(466,675)	(492,991)	(519,306)	(545,622)
	180.00	(392,954)	(419,270)	(445,586)	(471,902)	(498,217)	(524,533)	(550,849)
	190.00	(398,181)	(424,497)	(450,813)	(477,128)	(503,444)	(529,760)	(556,076)
	200.00	(403,408)	(429,723)	(456,039)	(482,355)	(508,671)	(534,987)	(561,302)
	210.00	(408,634)	(434,950)	(461,266)	(487,582)	(513,898)	(540,213)	(566,529)
	220.00	(413,861)	(440,177)	(466,493)	(492,809)	(519,124)	(545,440)	(571,756)
	230.00	(419,088)	(445,404)	(471,720)	(498,035)	(524,351)	(550,667)	(576,983)
	240.00	(424,315)	(450,631)	(476,946)	(503,262)	(529,578)	(555,894)	(582,210)
	250.00	(429,542)	(455,857)	(482,173)	(508,489)	(534,805)	(561,120)	(587,436)

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Scheme Typology: Houses — No Units: 6
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(372,557)	Density (dph) (net) 30	35	21 40	45	50	55	60
	0.00	(454,875)	(500,863)	(546,851)	(592,839)	(638,827)	(684,815)	(730,802)
	10.00	(462,324)	(509,553)	(556,783)	(604,012)	(651,242)	(698,471)	(745,701)
CIL £psm	20.00	(469,773)	(518,244)	(566,715)	(615,186)	(663,657)	(712,128)	(760,599)
0.00	30.00	(477,222)	(526,935)	(576,647)	(626,360)	(676,072)	(725,784)	(775,497)
(recommended CIL)	40.00	(484,671)	(535,625)	(586,579)	(637,533)	(688,487)	(739,441)	(790,395)
(100)	50.00	(492,120)	(544,316)	(596,511)	(648,707)	(700,902)	(753,098)	(805,293)
	60.00	(499,569)	(553,006)	(606,443)	(659,880)	(713,317)	(766,754)	(820,191)
	70.00	(507,018)	(561,697)	(616,375)	(671,054)	(725,733)	(780,411)	(835,090)
	80.00	(514,468)	(570,388)	(626,308)	(682,228)	(738,148)	(794,068)	(849,988)
	90.00	(521,917)	(579,078)	(636,240)	(693,401)	(750,563)	(807,724)	(864,886)
	100.00	(529,366)	(587,769)	(646,172)	(704,575)	(762,978)	(821,381)	(879,784)
	110.00	(536,815)	(596,459)	(656,104)	(715,748)	(775,393)	(835,038)	(894,682)
	120.00	(544,264)	(605,150)	(666,036)	(726,922)	(787,808)	(848,694)	(909,580)
	130.00	(551,713)	(613,840)	(675,968)	(738,096)	(800,223)	(862,351)	(924,478)
	140.00	(559,162)	(622,531)	(685,900)	(749,269)	(812,638)	(876,007)	(939,377)
	150.00	(566,611)	(631,222)	(695,832)	(760,443)	(825,054)	(889,664)	(954,275)
	160.00	(574,060)	(639,912)	(705,764)	(771,617)	(837,469)	(903,321)	(969,173)
	170.00	(581,509)	(648,603)	(715,696)	(782,790)	(849,884)	(916,977)	(984,071)
	180.00	(588,958)	(657,293)	(725,629)	(793,964)	(862,299)	(930,634)	(998,969)
	190.00	(596,407)	(665,984)	(735,561)	(805,137)	(874,714)	(944,291)	(1,013,867)
	200.00	(603,856)	(674,675)	(745,493)	(816,311)	(887,129)	(957,947)	(1,028,766)
	210.00	(611,306)	(683,365)	(755,425)	(827,485)	(899,544)	(971,604)	(1,043,664)
	220.00	(618,755)	(692,056)	(765,357)	(838,658)	(911,959)	(985,261)	(1,058,562)
	230.00	(626,204)	(700,746)	(775,289)	(849,832)	(924,375)	(998,917)	(1,073,460)
	240.00	(633,653)	(709,437)	(785,221)	(861,005)	(936,790)	(1,012,574)	(1,088,358)
	250.00	(641,102)	(718,128)	(795,153)	(872,179)	(949,205)	(1,026,231)	(1,103,256)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(372,557)	Build cost 100% 70%	80%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 90%	100%	105%	110%	120%
	0.00	203,488	22,122	(166,423)	(372,557)	(476,243)	(883,652)	(2,777,417)
	10.00	199,020	17,471	(171,179)	(377,783)	(481,469)	(931,384)	(2,825,149)
CIL £psm	20.00	194,552	12,773	(175,936)	(383,010)	(486,696)	(979,116)	(2,872,881)
0.00	30.00	190,084	8,017	(180,865)	(388,237)	(491,923)	(1,026,848)	(2,920,613)
(recommended CIL)	40.00	185,616	3,260	(186,091)	(393,464)	(497,150)	(1,074,580)	(2,968,345)
(100)	50.00	181,148	(1,496)	(191,318)	(398,690)	(502,376)	(1,122,312)	(3,016,077)
	60.00	176,680	(6,252)	(196,545)	(403,917)	(507,603)	(1,170,044)	(3,063,809)
	70.00	172,212	(11,009)	(201,772)	(409,144)	(512,830)	(1,217,776)	(3,111,541)
	80.00	167,744	(15,765)	(206,998)	(414,371)	(518,057)	(1,265,508)	(3,159,273)
	90.00	163,276	(20,522)	(212,225)	(419,597)	(523,284)	(1,313,240)	(3,207,005)
	100.00	158,808	(25,278)	(217,452)	(424,824)	(528,510)	(1,360,972)	(3,254,736)
	110.00	154,340	(30,034)	(222,679)	(430,051)	(533,737)	(1,408,703)	(3,302,468)
	120.00	149,872	(34,791)	(227,906)	(435,278)	(538,964)	(1,456,435)	(3,350,200)
	130.00	145,404	(39,547)	(233,132)	(440,505)	(557,285)	(1,504,167)	(3,397,932)
	140.00	140,926	(44,303)	(238,359)	(445,731)	(605,017)	(1,551,899)	(3,445,664)
	150.00	136,303	(49,060)	(243,586)	(450,958)	(652,749)	(1,599,631)	(3,493,396)
	160.00	131,679	(53,816)	(248,813)	(456,185)	(700,481)	(1,647,363)	(3,541,128)
	170.00	127,055	(58,572)	(254,039)	(461,412)	(748,212)	(1,695,095)	(3,588,860)
	180.00	122,431	(63,329)	(259,266)	(466,638)	(795,944)	(1,742,827)	(3,636,592)
	190.00	117,807	(68,085)	(264,493)	(471,865)	(843,676)	(1,790,559)	(3,684,324)
	200.00	113,183	(72,841)	(269,720)	(477,092)	(891,408)	(1,838,291)	(3,732,056)
	210.00	108,559	(77,598)	(274,946)	(482,319)	(939,140)	(1,886,023)	(3,779,787)
	220.00	103,935	(82,354)	(280,173)	(487,545)	(986,872)	(1,933,754)	(3,827,519)
	230.00	99,312	(87,111)	(285,400)	(492,772)	(1,034,604)	(1,981,486)	(3,875,251)
	240.00	94,688	(91,867)	(290,627)	(497,999)	(1,082,336)	(2,029,218)	(3,922,983)
	250.00	90,064	(96,623)	(295,854)	(503,226)	(1,130,068)	(2,076,950)	(3,970,715)

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Scheme Typology: Houses — No Units: 6
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(372,557)	90%	95%	100%	105%	110%	115%	120%
	0.00	(613,617)	(447,053)	(372,557)	(298,060)	(223,564)	(151,757)	(83,966)
	10.00	(661,348)	(452,279)	(377,783)	(303,287)	(228,791)	(156,514)	(88,722)
CIL £psm	20.00	(709,080)	(457,506)	(383,010)	(308,514)	(234,018)	(161,270)	(93,479)
0.00	30.00	(756,812)	(462,733)	(388,237)	(313,741)	(239,245)	(166,027)	(98,235)
(recommended CIL)	40.00	(804,544)	(467,960)	(393,464)	(318,968)	(244,471)	(170,783)	(102,991)
(100)	50.00	(852,276)	(473,186)	(398,690)	(324,194)	(249,698)	(175,539)	(107,748)
	60.00	(900,008)	(478,413)	(403,917)	(329,421)	(254,925)	(180,429)	(112,504)
	70.00	(947,740)	(483,640)	(409,144)	(334,648)	(260,152)	(185,656)	(117,261)
	80.00	(995,472)	(488,867)	(414,371)	(339,875)	(265,379)	(190,882)	(122,017)
	90.00	(1,043,204)	(494,094)	(419,597)	(345,101)	(270,605)	(196,109)	(126,773)
	100.00	(1,090,936)	(499,320)	(424,824)	(350,328)	(275,832)	(201,336)	(131,530)
	110.00	(1,138,668)	(504,547)	(430,051)	(355,555)	(281,059)	(206,563)	(136,286)
	120.00	(1,186,399)	(509,774)	(435,278)	(360,782)	(286,286)	(211,790)	(141,042)
	130.00	(1,234,131)	(515,001)	(440,505)	(366,008)	(291,512)	(217,016)	(145,799)
	140.00	(1,281,863)	(520,227)	(445,731)	(371,235)	(296,739)	(222,243)	(150,555)
	150.00	(1,329,595)	(525,454)	(450,958)	(376,462)	(301,966)	(227,470)	(155,311)
	160.00	(1,377,327)	(565,463)	(456,185)	(381,689)	(307,193)	(232,697)	(160,068)
	170.00	(1,425,059)	(613,195)	(461,412)	(386,916)	(312,419)	(237,923)	(164,824)
	180.00	(1,472,791)	(660,926)	(466,638)	(392,142)	(317,646)	(243,150)	(169,580)
	190.00	(1,520,523)	(708,658)	(471,865)	(397,369)	(322,873)	(248,377)	(174,337)
	200.00	(1,568,255)	(756,390)	(477,092)	(402,596)	(328,100)	(253,604)	(179,108)
	210.00	(1,615,987)	(804,122)	(482,319)	(407,823)	(333,327)	(258,830)	(184,334)
	220.00	(1,663,719)	(851,854)	(487,545)	(413,049)	(338,553)	(264,057)	(189,561)
	230.00	(1,711,450)	(899,586)	(492,772)	(418,276)	(343,780)	(269,284)	(194,788)
	240.00	(1,759,182)	(947,318)	(497,999)	(423,503)	(349,007)	(274,511)	(200,015)
	250.00	(1,806,914)	(995,050)	(503,226)	(428,730)	(354,234)	(279,738)	(205,241)

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(372,557)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(372,557)	(285,022)	(197,487)	(116,162)	(36,505)	42,493	419,959
	10.00	(377,783)	(290,249)	(202,714)	(120,918)	(41,262)	37,869	415,491
CIL £psm	20.00	(383,010)	(295,475)	(207,941)	(125,675)	(46,018)	33,226	411,023
0.00	30.00	(388,237)	(300,702)	(213,167)	(130,431)	(50,774)	28,574	406,555
(recommended CIL)	40.00	(393,464)	(305,929)	(218,394)	(135,187)	(55,531)	23,922	402,087
(100)	50.00	(398,690)	(311,156)	(223,621)	(139,944)	(60,287)	19,270	397,618
	60.00	(403,917)	(316,382)	(228,848)	(144,700)	(65,043)	14,613	393,150
	70.00	(409,144)	(321,609)	(234,074)	(149,456)	(69,800)	9,857	388,682
	80.00	(414,371)	(326,836)	(239,301)	(154,213)	(74,556)	5,101	384,214
	90.00	(419,597)	(332,063)	(244,528)	(158,969)	(79,312)	344	379,746
	100.00	(424,824)	(337,289)	(249,755)	(163,725)	(84,069)	(4,412)	375,278
	110.00	(430,051)	(342,516)	(254,981)	(168,482)	(88,825)	(9,169)	370,810
	120.00	(435,278)	(347,743)	(260,208)	(173,238)	(93,582)	(13,925)	366,342
	130.00	(440,505)	(352,970)	(265,435)	(177,994)	(98,338)	(18,681)	361,874
	140.00	(445,731)	(358,197)	(270,662)	(183,127)	(103,094)	(23,438)	357,406
	150.00	(450,958)	(363,423)	(275,889)	(188,354)	(107,851)	(28,194)	352,938
	160.00	(456,185)	(368,650)	(281,115)	(193,581)	(112,607)	(32,950)	348,470
	170.00	(461,412)	(373,877)	(286,342)	(198,807)	(117,363)	(37,707)	344,002
	180.00	(466,638)	(379,104)	(291,569)	(204,034)	(122,120)	(42,463)	339,534
	190.00	(471,865)	(384,330)	(296,796)	(209,261)	(126,876)	(47,219)	335,066
	200.00	(477,092)	(389,557)	(302,022)	(214,488)	(131,632)	(51,976)	330,598
	210.00	(482,319)	(394,784)	(307,249)	(219,714)	(136,389)	(56,732)	326,130
	220.00	(487,545)	(400,011)	(312,476)	(224,941)	(141,145)	(61,488)	321,662
	230.00	(492,772)	(405,237)	(317,703)	(230,168)	(145,901)	(66,245)	317,194
	240.00	(497,999)	(410,464)	(322,929)	(235,395)	(150,658)	(71,001)	312,726
	250.00	(503,226)	(415,691)	(328,156)	(240,621)	(155,414)	(75,758)	308,258

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

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Scheme Typology:	**Houses**	No Units:	**6**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**M**	
Scheme Typology:	Houses	
No Units:	6	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	1,772,856	
Policy Assumptions		
AH Target %	40%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	3,000	
Sub-total CIL+S106 (£ per unit)	3,000	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	3,000	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	14.45%	
Developers Profit (% on costs)	15.49%	
Developers Profit Total (£)	256,115	
Land Value KPI's		
RLV (£/acre (net))	(193,609)	
RLV (£/ha (net))	(478,408)	
RLV (% of GDV)	-7.69%	
RLV Total (£)	(136,363)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	126,037	
Surplus/Deficit (£/acre) [RLV-BLV]	(372,557)	
Surplus/Deficit (£/ha)	(920,587)	
Surplus/Deficit Total (£)	(262,400)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	30,689	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	5,115	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	N			(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	22	
Site Typology:	Location / Value Zone: Mid	Greenfield/Brownfield:	Greenfield	
Notes/Comments:				

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		22	Units		
AH Policy requirement (% Target)		40%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)	60%			
AH tenure split %	Affordable Rent:		35.0%		
	Social Rent:		35.0%	70.0%	% Rented
	First Homes:				
	Other Intermediate (LCHO/Sub-Market etc.):		30.0%	12.0%	% of total (>10% First Homes PPG 023)
		100%	100.0%		
CIL Rate (£ psm)		0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	2.2	17.5%	1.5	17%	3.8
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	4.4	30.0%	2.6	32%	7.0
4 bed House (with garage)	15.0%	2.0	5.0%	0.4	11%	2.4
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	2.4	30.0%	2.6	23%	5.0
2 bed Flat	17.0%	2.2	17.5%	1.5	17%	3.8
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	13.2	100.0%	8.8	100%	22.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	168	1,812	116	1,243	284	3,055
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	462	4,970	238	2,558	699	7,528
4 bed House (with garage)	275	2,962	51	545	326	3,507
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	140	1,504	155	1,672	295	3,176
2 bed Flat	172	1,847	118	1,268	289	3,115
3 bed Flat	0	0	0	0	0	0
	1,217	13,096	677	7,285	1,893	20,380
AH % by floor area:			35.74%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	1,229,800
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	2,553,540
4 bed House (with garage)	440,000	3,826	355	3,165	294	1,064,800
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	1,003,200
2 bed Flat	255,000	3,923	364	3,335	310	964,920
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						6,816,260

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**22**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	2.2	@	325,000		729,300
3 bed House	0.0	@	0		-
3 bed House (with garage)	4.4	@	365,000		1,589,940
4 bed House (with garage)	2.0	@	440,000		871,200
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.4	@	200,000		475,200
2 bed Flat	2.2	@	255,000		572,220
3 bed Flat	0.0	@	0		-
	13.2				4,237,860
Affordable Rent GDV -					
2 bed House	0.5	@	195,000		105,105
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.9	@	219,000		202,356
4 bed House (with garage)	0.2	@	264,000		40,656
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.9	@	120,000		110,880
2 bed Flat	0.5	@	153,000		82,467
3 bed Flat	0.0	@	0		-
	3.1				541,464
Social Rent GDV -					
2 bed House	0.5	@	130,000		70,070
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.9	@	146,000		134,904
4 bed House (with garage)	0.2	@	176,000		27,104
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.9	@	80,000		73,920
2 bed Flat	0.5	@	102,000		54,978
3 bed Flat	0.0	@	0		-
	3.1				360,976
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.5	@	227,500		105,105
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.8	@	255,500		202,356
4 bed House (with garage)	0.1	@	308,000		40,656
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.8	@	140,000		110,880
2 bed Flat	0.5	@	178,500		82,467
3 bed Flat	0.0	@	0		-
	2.6	8.8			541,464
Sub-total GDV Residential	**22**				**5,681,764**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,134,496
	599	£ psm (total GIA sqm)		51,568 £ per unit (total units)	
Grant	22	units @	0	per unit	-
Total GDV					**5,681,764**

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**22**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	13,970	£		(13,970)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	55,880	£		(55,880)
Building Safety Levy				1,217	sqm	30.21	£ psm			(36,754)
CIL (Mrkt only inc. garages)	Max			1,217	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				22	units @	6,700	per unit			(147,400)
	Sub-total								(147,400)	
S106 analysis:	409,437	£ per ha		2.59%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				1,893	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.36	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			22	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				284	sqm @	2,107	psm			(597,967)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				587	sqm @	2,107	psm			(1,237,652)
4 bed House (EXC. garage)				268	sqm @	2,107	psm			(564,128)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				295	sqm @	2,522	psm			(744,138)
2 bed Flat				289	sqm @	2,522	psm			(729,778)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	7.0	16.0		112	sqm @	600	psm			(67,162)
Garages for 4B House	2.4	24.0		58	sqm @	600	psm			(34,848)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				1,893	£ per garage	£0				
External works				3,975,672	@	15.0%				(596,351)
Ext. Works analysis:						27,107	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				22	units @	1,000	£ per unit			(22,000)
M4(2) Category 2 Housing	Aff units		9	units @	100%	@	1,400	£ per unit		(12,320)
M4(2) Category 2 Housing	OMS units		13	units @	100%	@	1,400	£ per unit		(18,480)
M4(3)(b) Category 3 Housing	Aff units		9	units @	10%	@	22,000	£ per unit		(19,360)
M4(3)(b) Category 3 Housing	OMS units		13	units @	10%	@	22,000	£ per unit		(29,040)
Part L/FHS			22	units @			4,350	£ per unit		(95,700)
Part L/FHS analysis:						2.4%	% of BCIS costs			
Net Zero for Housing			1,309	sqm			105	£ psm		(137,440)
Net Zero for Flats			584	sqm			72	£ psm		(42,078)
Water Efficiency			22	units @			20	£ per unit		(440)
Urban Greening Factor	8.8	flats @	6		per storey = GIA	398	0	£ per unit		-
	Sub-total								(376,859)	
Policy Costs analysis:	(design costs only)					17,130	£ per unit (total units)			
						9.5%	% of BCIS costs			
Contingency (on construction)				4,948,882	@	3.0%				(148,466)

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Scheme Typology:	**Houses and Flats**		No Units:	**22**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		4,948,882	@	10.0%			(494,888)
Disposal Costs -							
OMS Marketing and Promotion		4,237,860	OMS @	1.00%	1,926	£ per unit	(42,379)
Residential Sales Agent Costs		4,237,860	OMS @	1.00%	1,926	£ per unit	(42,379)
Residential Sales Legal Costs		4,237,860	OMS @	0.50%	963	£ per unit	(21,189)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	22	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					4,816	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(222,751)
Developers Profit -							
Profit on OMS		4,237,860		17.50%			(741,626)
Margin on AH		1,443,904		6.00%	on AH values		(86,634)
Profit analysis:		5,681,764		14.58%	blended GDV	(828,260)	
		6,174,938		13.41%	on costs	(828,260)	
TOTAL COSTS							**(7,003,198)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(1,321,434)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(1,321,434)**
RLV analysis:	(60,065) £ per plot	(3,670,583)	£ per ha (net)	(1,485,464)	£ per acre (net)		
		(3,303,524)	£ per ha (gross)	(1,336,918)	£ per acre (gross)		
				-23.26%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		61.1	dph (net)				
Site Area (net)		0.36	ha (net)	0.89	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		0.40	ha (gross)	0.99	acres (gross)		
Density analysis:		5,259	sqm/ha (net)	22,910	sqft/ac (net)		
		55	dph (gross)				
Benchmark Land Value (net)	7,638 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**168,031**
BLV analysis:		466,744	£ per ha (net)	188,889	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(4,137,327)**	£ per ha (net)	**(1,674,353)**	£ per acre (net)	**(1,489,465)**

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 22
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	1,674,353	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(1,089,449)	(1,162,146)	(1,234,843)	(1,307,539)	(1,380,424)	(1,453,906)	(1,527,388)
	10.00	(1,113,884)	(1,185,359)	(1,256,834)	(1,328,309)	(1,400,090)	(1,472,343)	(1,544,596)
Max CIL £ psm	20.00	(1,138,320)	(1,208,573)	(1,278,826)	(1,349,079)	(1,419,756)	(1,490,780)	(1,561,804)
0.00	30.00	(1,162,755)	(1,231,786)	(1,300,817)	(1,369,849)	(1,439,422)	(1,509,217)	(1,579,012)
(recommended CIL)	40.00	(1,187,190)	(1,254,999)	(1,322,809)	(1,390,619)	(1,459,089)	(1,527,655)	(1,596,220)
(100)	50.00	(1,211,625)	(1,278,213)	(1,344,801)	(1,411,418)	(1,478,755)	(1,546,092)	(1,613,428)
	60.00	(1,236,060)	(1,301,426)	(1,366,792)	(1,432,314)	(1,498,421)	(1,564,529)	(1,630,636)
	70.00	(1,260,495)	(1,324,639)	(1,388,784)	(1,453,209)	(1,518,087)	(1,582,966)	(1,647,844)
	80.00	(1,284,930)	(1,347,853)	(1,410,775)	(1,474,104)	(1,537,754)	(1,601,403)	(1,665,052)
	90.00	(1,309,365)	(1,371,066)	(1,432,767)	(1,495,000)	(1,557,420)	(1,619,840)	(1,682,260)
	100.00	(1,333,801)	(1,394,280)	(1,454,759)	(1,515,895)	(1,577,086)	(1,638,277)	(1,699,468)
	110.00	(1,358,236)	(1,417,493)	(1,476,829)	(1,536,791)	(1,596,753)	(1,656,714)	(1,716,676)
	120.00	(1,382,671)	(1,440,706)	(1,498,953)	(1,557,686)	(1,616,419)	(1,675,152)	(1,733,884)
	130.00	(1,407,106)	(1,463,920)	(1,521,078)	(1,578,581)	(1,636,085)	(1,693,589)	(1,751,092)
	140.00	(1,431,541)	(1,487,133)	(1,543,202)	(1,599,477)	(1,655,751)	(1,712,026)	(1,768,300)
	150.00	(1,455,976)	(1,510,346)	(1,565,327)	(1,620,372)	(1,675,418)	(1,730,463)	(1,785,508)
	160.00	(1,480,411)	(1,533,635)	(1,587,452)	(1,641,268)	(1,695,084)	(1,748,900)	(1,802,716)
	170.00	(1,504,846)	(1,556,989)	(1,609,576)	(1,662,163)	(1,714,750)	(1,767,337)	(1,819,924)
	180.00	(1,529,282)	(1,580,343)	(1,631,701)	(1,683,059)	(1,734,416)	(1,785,774)	(1,837,132)
	190.00	(1,553,717)	(1,603,696)	(1,653,825)	(1,703,954)	(1,754,083)	(1,804,211)	(1,854,340)
	200.00	(1,578,152)	(1,627,050)	(1,675,950)	(1,724,849)	(1,773,749)	(1,822,649)	(1,871,548)
	210.00	(1,602,733)	(1,650,404)	(1,698,074)	(1,745,745)	(1,793,415)	(1,841,086)	(1,888,756)
	220.00	(1,627,316)	(1,673,757)	(1,720,199)	(1,766,640)	(1,813,081)	(1,859,523)	(1,905,964)
	230.00	(1,651,899)	(1,697,111)	(1,742,323)	(1,787,536)	(1,832,748)	(1,877,960)	(1,923,172)
	240.00	(1,676,482)	(1,720,465)	(1,764,448)	(1,808,431)	(1,852,414)	(1,896,397)	(1,940,380)
	250.00	(1,701,065)	(1,743,819)	(1,786,572)	(1,829,326)	(1,872,080)	(1,914,834)	(1,957,588)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(1,674,353)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(1,495,653)	(1,540,328)	(1,585,003)	(1,629,678)	(1,674,353)	(1,719,028)	(1,763,704)
	10.00	(1,510,403)	(1,555,078)	(1,599,753)	(1,644,428)	(1,689,103)	(1,733,778)	(1,778,453)
CIL £psm	20.00	(1,525,152)	(1,569,828)	(1,614,503)	(1,659,178)	(1,703,853)	(1,748,528)	(1,793,203)
0.00	30.00	(1,539,902)	(1,584,577)	(1,629,252)	(1,673,927)	(1,718,602)	(1,763,278)	(1,807,953)
(recommended CIL)	40.00	(1,554,652)	(1,599,327)	(1,644,002)	(1,688,677)	(1,733,352)	(1,778,027)	(1,822,702)
(100)	50.00	(1,569,402)	(1,614,077)	(1,658,752)	(1,703,427)	(1,748,102)	(1,792,777)	(1,837,452)
	60.00	(1,584,151)	(1,628,826)	(1,673,501)	(1,718,176)	(1,762,852)	(1,807,527)	(1,852,202)
	70.00	(1,598,901)	(1,643,576)	(1,688,251)	(1,732,926)	(1,777,601)	(1,822,276)	(1,866,951)
	80.00	(1,613,651)	(1,658,326)	(1,703,001)	(1,747,676)	(1,792,351)	(1,837,026)	(1,881,701)
	90.00	(1,628,400)	(1,673,075)	(1,717,750)	(1,762,426)	(1,807,101)	(1,851,776)	(1,896,451)
	100.00	(1,643,150)	(1,687,825)	(1,732,500)	(1,777,175)	(1,821,850)	(1,866,525)	(1,911,201)
	110.00	(1,657,900)	(1,702,575)	(1,747,250)	(1,791,925)	(1,836,600)	(1,881,275)	(1,925,950)
	120.00	(1,672,649)	(1,717,325)	(1,762,000)	(1,806,675)	(1,851,350)	(1,896,025)	(1,940,700)
	130.00	(1,687,399)	(1,732,074)	(1,776,749)	(1,821,424)	(1,866,099)	(1,910,775)	(1,955,450)
	140.00	(1,702,149)	(1,746,824)	(1,791,499)	(1,836,174)	(1,880,849)	(1,925,524)	(1,970,199)
	150.00	(1,716,899)	(1,761,574)	(1,806,249)	(1,850,924)	(1,895,599)	(1,940,274)	(1,984,949)
	160.00	(1,731,648)	(1,776,323)	(1,820,998)	(1,865,673)	(1,910,349)	(1,955,024)	(1,999,699)
	170.00	(1,746,398)	(1,791,073)	(1,835,748)	(1,880,423)	(1,925,098)	(1,969,773)	(2,014,448)
	180.00	(1,761,148)	(1,805,823)	(1,850,498)	(1,895,173)	(1,939,848)	(1,984,523)	(2,029,198)
	190.00	(1,775,897)	(1,820,572)	(1,865,248)	(1,909,923)	(1,954,598)	(1,999,273)	(2,043,948)
	200.00	(1,790,647)	(1,835,322)	(1,879,997)	(1,924,672)	(1,969,347)	(2,014,022)	(2,058,698)
	210.00	(1,805,397)	(1,850,072)	(1,894,747)	(1,939,422)	(1,984,097)	(2,028,772)	(2,073,447)
	220.00	(1,820,146)	(1,864,822)	(1,909,497)	(1,954,172)	(1,998,847)	(2,043,522)	(2,088,197)
	230.00	(1,834,896)	(1,879,571)	(1,924,246)	(1,968,921)	(2,013,596)	(2,058,272)	(2,102,947)
	240.00	(1,849,646)	(1,894,321)	(1,938,996)	(1,983,671)	(2,028,346)	(2,073,021)	(2,117,696)
	250.00	(1,864,396)	(1,909,071)	(1,953,746)	(1,998,421)	(2,043,096)	(2,087,771)	(2,132,446)

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Scheme Typology: Houses and Flats — No Units: 22
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3 — Profit 18%

Balance (RLV - BLV £ per acre (n))	(1,674,353)	15%	16%	17%	18%	19%	20%	21%
	0.00	(1,555,256)	(1,602,895)	(1,650,534)	(1,698,173)	(1,745,812)	(1,793,451)	(1,841,090)
	10.00	(1,570,005)	(1,617,644)	(1,665,284)	(1,712,923)	(1,760,562)	(1,808,201)	(1,855,840)
CIL £psm	20.00	(1,584,755)	(1,632,394)	(1,680,033)	(1,727,672)	(1,775,311)	(1,822,951)	(1,870,590)
0.00	30.00	(1,599,505)	(1,647,144)	(1,694,783)	(1,742,422)	(1,790,061)	(1,837,700)	(1,885,339)
(recommended CIL)	40.00	(1,614,254)	(1,661,894)	(1,709,533)	(1,757,172)	(1,804,811)	(1,852,450)	(1,900,089)
(100)	50.00	(1,629,004)	(1,676,643)	(1,724,282)	(1,771,921)	(1,819,561)	(1,867,200)	(1,914,839)
	60.00	(1,643,754)	(1,691,393)	(1,739,032)	(1,786,671)	(1,834,310)	(1,881,949)	(1,929,588)
	70.00	(1,658,504)	(1,706,143)	(1,753,782)	(1,801,421)	(1,849,060)	(1,896,699)	(1,944,338)
	80.00	(1,673,253)	(1,720,892)	(1,768,531)	(1,816,171)	(1,863,810)	(1,911,449)	(1,959,088)
	90.00	(1,688,003)	(1,735,642)	(1,783,281)	(1,830,920)	(1,878,559)	(1,926,198)	(1,973,838)
	100.00	(1,702,753)	(1,750,392)	(1,798,031)	(1,845,670)	(1,893,309)	(1,940,948)	(1,988,587)
	110.00	(1,717,502)	(1,765,141)	(1,812,781)	(1,860,420)	(1,908,059)	(1,955,698)	(2,003,337)
	120.00	(1,732,252)	(1,779,891)	(1,827,530)	(1,875,169)	(1,922,808)	(1,970,448)	(2,018,087)
	130.00	(1,747,002)	(1,794,641)	(1,842,280)	(1,889,919)	(1,937,558)	(1,985,197)	(2,032,836)
	140.00	(1,761,751)	(1,809,391)	(1,857,030)	(1,904,669)	(1,952,308)	(1,999,947)	(2,047,586)
	150.00	(1,776,501)	(1,824,140)	(1,871,779)	(1,919,418)	(1,967,058)	(2,014,697)	(2,062,336)
	160.00	(1,791,251)	(1,838,890)	(1,886,529)	(1,934,168)	(1,981,807)	(2,029,446)	(2,077,085)
	170.00	(1,806,001)	(1,853,640)	(1,901,279)	(1,948,918)	(1,996,557)	(2,044,196)	(2,091,835)
	180.00	(1,820,750)	(1,868,389)	(1,916,028)	(1,963,668)	(2,011,307)	(2,058,946)	(2,106,585)
	190.00	(1,835,500)	(1,883,139)	(1,930,778)	(1,978,417)	(2,026,056)	(2,073,695)	(2,121,335)
	200.00	(1,850,250)	(1,897,889)	(1,945,528)	(1,993,167)	(2,040,806)	(2,088,445)	(2,136,084)
	210.00	(1,864,999)	(1,912,638)	(1,960,278)	(2,007,917)	(2,055,556)	(2,103,195)	(2,150,834)
	220.00	(1,879,749)	(1,927,388)	(1,975,027)	(2,022,666)	(2,070,305)	(2,117,945)	(2,165,584)
	230.00	(1,894,499)	(1,942,138)	(1,989,777)	(2,037,416)	(2,085,055)	(2,132,694)	(2,180,333)
	240.00	(1,909,248)	(1,956,888)	(2,004,527)	(2,052,166)	(2,099,805)	(2,147,444)	(2,195,083)
	250.00	(1,923,998)	(1,971,637)	(2,019,276)	(2,066,915)	(2,114,555)	(2,162,194)	(2,209,833)

TABLE 4 — BLV (£ per acre (n)) 170,000

Balance (RLV - BLV £ per acre (n))	(1,674,353)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(1,596,576)	(1,624,353)	(1,652,131)	(1,679,909)	(1,707,687)	(1,735,464)	(1,763,242)
	10.00	(1,611,325)	(1,639,103)	(1,666,881)	(1,694,659)	(1,722,436)	(1,750,214)	(1,777,992)
CIL £psm	20.00	(1,626,075)	(1,653,853)	(1,681,631)	(1,709,408)	(1,737,186)	(1,764,964)	(1,792,742)
0.00	30.00	(1,640,825)	(1,668,602)	(1,696,380)	(1,724,158)	(1,751,936)	(1,779,714)	(1,807,491)
(recommended CIL)	40.00	(1,655,574)	(1,683,352)	(1,711,130)	(1,738,908)	(1,766,686)	(1,794,463)	(1,822,241)
(100)	50.00	(1,670,324)	(1,698,102)	(1,725,880)	(1,753,657)	(1,781,435)	(1,809,213)	(1,836,991)
	60.00	(1,685,074)	(1,712,852)	(1,740,629)	(1,768,407)	(1,796,185)	(1,823,963)	(1,851,740)
	70.00	(1,699,824)	(1,727,601)	(1,755,379)	(1,783,157)	(1,810,935)	(1,838,712)	(1,866,490)
	80.00	(1,714,573)	(1,742,351)	(1,770,129)	(1,797,907)	(1,825,684)	(1,853,462)	(1,881,240)
	90.00	(1,729,323)	(1,757,101)	(1,784,878)	(1,812,656)	(1,840,434)	(1,868,212)	(1,895,990)
	100.00	(1,744,073)	(1,771,850)	(1,799,628)	(1,827,406)	(1,855,184)	(1,882,962)	(1,910,739)
	110.00	(1,758,822)	(1,786,600)	(1,814,378)	(1,842,156)	(1,869,933)	(1,897,711)	(1,925,489)
	120.00	(1,773,572)	(1,801,350)	(1,829,128)	(1,856,905)	(1,884,683)	(1,912,461)	(1,940,239)
	130.00	(1,788,322)	(1,816,099)	(1,843,877)	(1,871,655)	(1,899,433)	(1,927,211)	(1,954,988)
	140.00	(1,803,071)	(1,830,849)	(1,858,627)	(1,886,405)	(1,914,183)	(1,941,960)	(1,969,738)
	150.00	(1,817,821)	(1,845,599)	(1,873,377)	(1,901,154)	(1,928,932)	(1,956,710)	(1,984,488)
	160.00	(1,832,571)	(1,860,349)	(1,888,126)	(1,915,904)	(1,943,682)	(1,971,460)	(1,999,237)
	170.00	(1,847,321)	(1,875,098)	(1,902,876)	(1,930,654)	(1,958,432)	(1,986,209)	(2,013,987)
	180.00	(1,862,070)	(1,889,848)	(1,917,626)	(1,945,404)	(1,973,181)	(2,000,959)	(2,028,737)
	190.00	(1,876,820)	(1,904,598)	(1,932,375)	(1,960,153)	(1,987,931)	(2,015,709)	(2,043,487)
	200.00	(1,891,570)	(1,919,347)	(1,947,125)	(1,974,903)	(2,002,681)	(2,030,459)	(2,058,236)
	210.00	(1,906,319)	(1,934,097)	(1,961,875)	(1,989,653)	(2,017,430)	(2,045,208)	(2,072,986)
	220.00	(1,921,069)	(1,948,847)	(1,976,625)	(2,004,402)	(2,032,180)	(2,059,958)	(2,087,736)
	230.00	(1,935,819)	(1,963,596)	(1,991,374)	(2,019,152)	(2,046,930)	(2,074,708)	(2,102,485)
	240.00	(1,950,568)	(1,978,346)	(2,006,124)	(2,033,902)	(2,061,680)	(2,089,457)	(2,117,235)
	250.00	(1,965,318)	(1,993,096)	(2,020,874)	(2,048,651)	(2,076,429)	(2,104,207)	(2,131,985)

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Scheme Typology: Houses and Flats — No Units: 22
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(1,674,353)	Density (dph) (net) 30	35	61 40	45	50	55	60
	0.00	(918,130)	(1,039,670)	(1,161,211)	(1,282,751)	(1,404,291)	(1,525,831)	(1,647,371)
	10.00	(925,371)	(1,048,118)	(1,170,865)	(1,293,612)	(1,416,359)	(1,539,106)	(1,661,853)
CIL £psm	20.00	(932,612)	(1,056,566)	(1,180,520)	(1,304,473)	(1,428,427)	(1,552,381)	(1,676,335)
0.00	30.00	(939,853)	(1,065,014)	(1,190,174)	(1,315,335)	(1,440,495)	(1,565,656)	(1,690,817)
(recommended CIL)	40.00	(947,094)	(1,073,461)	(1,199,829)	(1,326,196)	(1,452,564)	(1,578,931)	(1,705,299)
(100)	50.00	(954,335)	(1,081,909)	(1,209,483)	(1,337,058)	(1,464,632)	(1,592,206)	(1,719,780)
	60.00	(961,576)	(1,090,357)	(1,219,138)	(1,347,919)	(1,476,700)	(1,605,481)	(1,734,262)
	70.00	(968,816)	(1,098,804)	(1,228,792)	(1,358,780)	(1,488,768)	(1,618,756)	(1,748,744)
	80.00	(976,057)	(1,107,252)	(1,238,447)	(1,369,642)	(1,500,836)	(1,632,031)	(1,763,226)
	90.00	(983,298)	(1,115,700)	(1,248,101)	(1,380,503)	(1,512,904)	(1,645,306)	(1,777,708)
	100.00	(990,539)	(1,124,147)	(1,257,756)	(1,391,364)	(1,524,973)	(1,658,581)	(1,792,189)
	110.00	(997,780)	(1,132,595)	(1,267,410)	(1,402,226)	(1,537,041)	(1,671,856)	(1,806,671)
	120.00	(1,005,021)	(1,141,043)	(1,277,065)	(1,413,087)	(1,549,109)	(1,685,131)	(1,821,153)
	130.00	(1,012,262)	(1,149,491)	(1,286,719)	(1,423,948)	(1,561,177)	(1,698,406)	(1,835,635)
	140.00	(1,019,503)	(1,157,938)	(1,296,374)	(1,434,810)	(1,573,245)	(1,711,681)	(1,850,116)
	150.00	(1,026,744)	(1,166,386)	(1,306,028)	(1,445,671)	(1,585,313)	(1,724,956)	(1,864,598)
	160.00	(1,033,984)	(1,174,834)	(1,315,683)	(1,456,532)	(1,597,382)	(1,738,231)	(1,879,080)
	170.00	(1,041,225)	(1,183,281)	(1,325,338)	(1,467,394)	(1,609,450)	(1,751,506)	(1,893,562)
	180.00	(1,048,466)	(1,191,729)	(1,334,992)	(1,478,255)	(1,621,518)	(1,764,781)	(1,908,044)
	190.00	(1,055,707)	(1,200,177)	(1,344,647)	(1,489,116)	(1,633,586)	(1,778,056)	(1,922,525)
	200.00	(1,062,948)	(1,208,625)	(1,354,301)	(1,499,978)	(1,645,654)	(1,791,331)	(1,937,007)
	210.00	(1,070,189)	(1,217,072)	(1,363,956)	(1,510,839)	(1,657,722)	(1,804,606)	(1,951,489)
	220.00	(1,077,430)	(1,225,520)	(1,373,610)	(1,521,700)	(1,669,790)	(1,817,881)	(1,965,971)
	230.00	(1,084,671)	(1,233,968)	(1,383,265)	(1,532,562)	(1,681,859)	(1,831,156)	(1,980,453)
	240.00	(1,091,912)	(1,242,415)	(1,392,919)	(1,543,423)	(1,693,927)	(1,844,431)	(1,994,934)
	250.00	(1,099,153)	(1,250,863)	(1,402,574)	(1,554,284)	(1,705,995)	(1,857,706)	(2,009,416)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(1,674,353)	Build cost 100% 70%	80%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 90%	100%	105%	110%	120%
	0.00	148,962	(426,925)	(1,048,439)	(1,674,353)	(1,987,527)	(2,300,700)	(2,927,047)
	10.00	136,505	(441,498)	(1,063,100)	(1,689,103)	(2,002,276)	(2,315,450)	(2,941,797)
CIL £psm	20.00	124,048	(456,071)	(1,077,761)	(1,703,853)	(2,017,026)	(2,330,200)	(2,956,546)
0.00	30.00	111,590	(470,644)	(1,092,422)	(1,718,602)	(2,031,776)	(2,344,949)	(2,971,296)
(recommended CIL)	40.00	99,133	(485,217)	(1,107,083)	(1,733,352)	(2,046,526)	(2,359,699)	(2,986,046)
(100)	50.00	86,675	(499,790)	(1,121,755)	(1,748,102)	(2,061,275)	(2,374,449)	(3,000,795)
	60.00	74,218	(514,363)	(1,136,505)	(1,762,852)	(2,076,025)	(2,389,198)	(3,015,545)
	70.00	61,661	(528,936)	(1,151,254)	(1,777,601)	(2,090,775)	(2,403,948)	(3,030,295)
	80.00	48,769	(543,509)	(1,166,004)	(1,792,351)	(2,105,524)	(2,418,698)	(3,045,045)
	90.00	35,877	(558,082)	(1,180,754)	(1,807,101)	(2,120,274)	(2,433,447)	(3,059,794)
	100.00	22,985	(572,655)	(1,195,504)	(1,821,850)	(2,135,024)	(2,448,197)	(3,074,544)
	110.00	10,093	(587,228)	(1,210,253)	(1,836,600)	(2,149,773)	(2,462,947)	(3,089,294)
	120.00	(2,799)	(601,801)	(1,225,003)	(1,851,350)	(2,164,523)	(2,477,697)	(3,104,043)
	130.00	(15,691)	(616,450)	(1,239,753)	(1,866,099)	(2,179,273)	(2,492,446)	(3,118,793)
	140.00	(28,583)	(631,111)	(1,254,502)	(1,880,849)	(2,194,023)	(2,507,196)	(3,133,543)
	150.00	(41,611)	(645,772)	(1,269,252)	(1,895,599)	(2,208,772)	(2,521,946)	(3,148,292)
	160.00	(54,792)	(660,433)	(1,284,002)	(1,910,349)	(2,223,522)	(2,536,695)	(3,163,042)
	170.00	(67,974)	(675,094)	(1,298,751)	(1,925,098)	(2,238,272)	(2,551,445)	(3,177,792)
	180.00	(81,156)	(689,755)	(1,313,501)	(1,939,848)	(2,253,021)	(2,566,195)	(3,192,542)
	190.00	(94,338)	(704,416)	(1,328,251)	(1,954,598)	(2,267,771)	(2,580,944)	(3,207,291)
	200.00	(107,584)	(719,077)	(1,343,001)	(1,969,347)	(2,282,521)	(2,595,694)	(3,222,041)
	210.00	(120,845)	(733,738)	(1,357,750)	(1,984,097)	(2,297,270)	(2,610,444)	(3,236,791)
	220.00	(134,106)	(748,399)	(1,372,500)	(1,998,847)	(2,312,020)	(2,625,194)	(3,251,540)
	230.00	(147,368)	(763,060)	(1,387,250)	(2,013,596)	(2,326,770)	(2,639,943)	(3,266,290)
	240.00	(160,629)	(777,721)	(1,401,999)	(2,028,346)	(2,341,520)	(2,654,693)	(3,281,040)
	250.00	(173,891)	(792,382)	(1,416,749)	(2,043,096)	(2,356,269)	(2,669,443)	(3,295,789)

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Scheme Typology: Houses and Flats — No Units: 22
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(1,674,353)	90%	95%	100%	105%	110%	115%	120%
	0.00	(2,069,734)	(1,872,043)	(1,674,353)	(1,476,663)	(1,278,973)	(1,082,267)	(886,015)
	10.00	(2,084,483)	(1,886,793)	(1,689,103)	(1,491,413)	(1,293,723)	(1,096,928)	(900,676)
CIL £psm	20.00	(2,099,233)	(1,901,543)	(1,703,853)	(1,506,163)	(1,308,473)	(1,111,589)	(915,337)
0.00	30.00	(2,113,983)	(1,916,293)	(1,718,602)	(1,520,912)	(1,323,222)	(1,126,250)	(929,998)
(recommended CIL)	40.00	(2,128,732)	(1,931,042)	(1,733,352)	(1,535,662)	(1,337,972)	(1,140,911)	(944,659)
(100)	50.00	(2,143,482)	(1,945,792)	(1,748,102)	(1,550,412)	(1,352,722)	(1,155,572)	(959,320)
	60.00	(2,158,232)	(1,960,542)	(1,762,852)	(1,565,161)	(1,367,471)	(1,170,233)	(973,982)
	70.00	(2,172,981)	(1,975,291)	(1,777,601)	(1,579,911)	(1,382,221)	(1,184,894)	(988,643)
	80.00	(2,187,731)	(1,990,041)	(1,792,351)	(1,594,661)	(1,396,971)	(1,199,555)	(1,003,304)
	90.00	(2,202,481)	(2,004,791)	(1,807,101)	(1,609,411)	(1,411,720)	(1,214,217)	(1,017,965)
	100.00	(2,217,231)	(2,019,540)	(1,821,850)	(1,624,160)	(1,426,470)	(1,228,878)	(1,032,626)
	110.00	(2,231,980)	(2,034,290)	(1,836,600)	(1,638,910)	(1,441,220)	(1,243,539)	(1,047,287)
	120.00	(2,246,730)	(2,049,040)	(1,851,350)	(1,653,660)	(1,455,970)	(1,258,280)	(1,061,948)
	130.00	(2,261,480)	(2,063,790)	(1,866,099)	(1,668,409)	(1,470,719)	(1,273,029)	(1,076,609)
	140.00	(2,276,229)	(2,078,539)	(1,880,849)	(1,683,159)	(1,485,469)	(1,287,779)	(1,091,270)
	150.00	(2,290,979)	(2,093,289)	(1,895,599)	(1,697,909)	(1,500,219)	(1,302,529)	(1,105,931)
	160.00	(2,305,729)	(2,108,039)	(1,910,349)	(1,712,658)	(1,514,968)	(1,317,278)	(1,120,592)
	170.00	(2,320,478)	(2,122,788)	(1,925,098)	(1,727,408)	(1,529,718)	(1,332,028)	(1,135,253)
	180.00	(2,335,228)	(2,137,538)	(1,939,848)	(1,742,158)	(1,544,468)	(1,346,778)	(1,149,914)
	190.00	(2,349,978)	(2,152,288)	(1,954,598)	(1,756,908)	(1,559,217)	(1,361,527)	(1,164,576)
	200.00	(2,364,728)	(2,167,037)	(1,969,347)	(1,771,657)	(1,573,967)	(1,376,277)	(1,179,237)
	210.00	(2,379,477)	(2,181,787)	(1,984,097)	(1,786,407)	(1,588,717)	(1,391,027)	(1,193,898)
	220.00	(2,394,227)	(2,196,537)	(1,998,847)	(1,801,157)	(1,603,467)	(1,405,777)	(1,208,559)
	230.00	(2,408,977)	(2,211,287)	(2,013,596)	(1,815,906)	(1,618,216)	(1,420,526)	(1,223,220)
	240.00	(2,423,726)	(2,226,036)	(2,028,346)	(1,830,656)	(1,632,966)	(1,435,276)	(1,237,881)
	250.00	(2,438,476)	(2,240,786)	(2,043,096)	(1,845,406)	(1,647,716)	(1,450,026)	(1,252,542)

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(1,674,353)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(1,674,353)	(1,409,239)	(1,144,125)	(880,458)	(616,937)	(354,920)	798,381
	10.00	(1,689,103)	(1,423,989)	(1,158,874)	(895,119)	(631,598)	(369,493)	786,003
CIL £psm	20.00	(1,703,853)	(1,438,738)	(1,173,624)	(909,780)	(646,259)	(384,066)	773,621
0.00	30.00	(1,718,602)	(1,453,488)	(1,188,374)	(924,441)	(660,920)	(398,639)	761,238
(recommended CIL)	40.00	(1,733,352)	(1,468,238)	(1,203,123)	(939,102)	(675,581)	(413,212)	748,855
(100)	50.00	(1,748,102)	(1,482,987)	(1,217,873)	(953,763)	(690,242)	(427,785)	736,473
	60.00	(1,762,852)	(1,497,737)	(1,232,623)	(968,424)	(704,903)	(442,358)	724,090
	70.00	(1,777,601)	(1,512,487)	(1,247,373)	(983,086)	(719,564)	(456,931)	711,708
	80.00	(1,792,351)	(1,527,237)	(1,262,122)	(997,747)	(734,225)	(471,504)	699,325
	90.00	(1,807,101)	(1,541,986)	(1,276,872)	(1,012,408)	(748,886)	(486,077)	686,942
	100.00	(1,821,850)	(1,556,736)	(1,291,622)	(1,027,069)	(763,547)	(500,650)	674,560
	110.00	(1,836,600)	(1,571,486)	(1,306,371)	(1,041,730)	(778,208)	(515,223)	662,177
	120.00	(1,851,350)	(1,586,235)	(1,321,121)	(1,056,391)	(792,869)	(529,796)	649,795
	130.00	(1,866,099)	(1,600,985)	(1,335,871)	(1,071,052)	(807,531)	(544,369)	637,412
	140.00	(1,880,849)	(1,615,735)	(1,350,620)	(1,085,713)	(822,192)	(558,942)	625,029
	150.00	(1,895,599)	(1,630,485)	(1,365,370)	(1,100,374)	(836,853)	(573,515)	612,647
	160.00	(1,910,349)	(1,645,234)	(1,380,120)	(1,115,035)	(851,514)	(588,088)	600,264
	170.00	(1,925,098)	(1,659,984)	(1,394,870)	(1,129,755)	(866,175)	(602,661)	587,882
	180.00	(1,939,848)	(1,674,734)	(1,409,619)	(1,144,505)	(880,836)	(617,315)	575,499
	190.00	(1,954,598)	(1,689,483)	(1,424,369)	(1,159,255)	(895,497)	(631,976)	563,116
	200.00	(1,969,347)	(1,704,233)	(1,439,119)	(1,174,004)	(910,158)	(646,637)	550,734
	210.00	(1,984,097)	(1,718,983)	(1,453,868)	(1,188,754)	(924,819)	(661,298)	538,351
	220.00	(1,998,847)	(1,733,732)	(1,468,618)	(1,203,504)	(939,480)	(675,959)	525,968
	230.00	(2,013,596)	(1,748,482)	(1,483,368)	(1,218,253)	(954,141)	(690,620)	513,586
	240.00	(2,028,346)	(1,763,232)	(1,498,117)	(1,233,003)	(968,802)	(705,281)	501,203
	250.00	(2,043,096)	(1,777,982)	(1,512,867)	(1,247,753)	(983,463)	(719,942)	488,821

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

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**22**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**N**	
Scheme Typology:	Houses and Flats	
No Units:	22	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	5,681,764	
Policy Assumptions		
AH Target %	40%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	14.58%	
Developers Profit (% on costs)	13.41%	
Developers Profit Total (£)	828,260	
Land Value KPI's		
RLV (£/acre (net))	(1,485,464)	
RLV (£/ha (net))	(3,670,583)	
RLV (% of GDV)	-23.26%	
RLV Total (£)	(1,321,434)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	168,031	
Surplus/Deficit (£/acre) [RLV-BLV]	(1,674,353)	
Surplus/Deficit (£/ha)	(4,137,327)	
Surplus/Deficit Total (£)	(1,489,465)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	222,751	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	10,125	Put into summary table for ease of checking. Don't print this row in the summary table

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Appraisal Ref:	O				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	50		
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			40%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		60%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	12.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	5.1	17.5%	3.5	17%	8.6
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	9.9	30.0%	6.0	32%	15.9
4 bed House (with garage)	15.0%	4.5	5.0%	1.0	11%	5.5
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	5.4	30.0%	6.0	23%	11.4
2 bed Flat	17.0%	5.1	17.5%	3.5	17%	8.6
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	30.0	100.0%	20.0	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	383	4,117	263	2,826	645	6,943
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	1,049	11,296	540	5,813	1,589	17,108
4 bed House (with garage)	626	6,733	115	1,238	741	7,971
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	318	3,419	353	3,799	671	7,218
2 bed Flat	390	4,198	268	2,881	658	7,079
3 bed Flat	0	0	0	0	0	0
	2,765	29,763	1,538	16,556	4,303	46,319
AH % by floor area:			35.74%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	2,795,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	5,803,500
4 bed House (with garage)	440,000	3,826	355	3,165	294	2,420,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	2,280,000
2 bed Flat	255,000	3,923	364	3,335	310	2,193,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						15,491,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	5.1	@	325,000		1,657,500
3 bed House	0.0	@	0		-
3 bed House (with garage)	9.9	@	365,000		3,613,500
4 bed House (with garage)	4.5	@	440,000		1,980,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	5.4	@	200,000		1,080,000
2 bed Flat	5.1	@	255,000		1,300,500
3 bed Flat	0.0	@	0		-
	30.0				9,631,500
Affordable Rent GDV -					
2 bed House	1.2	@	195,000		238,875
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.1	@	219,000		459,900
4 bed House (with garage)	0.4	@	264,000		92,400
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.1	@	120,000		252,000
2 bed Flat	1.2	@	153,000		187,425
3 bed Flat	0.0	@	0		-
	7.0				1,230,600
Social Rent GDV -					
2 bed House	1.2	@	130,000		159,250
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.1	@	146,000		306,600
4 bed House (with garage)	0.4	@	176,000		61,600
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.1	@	80,000		168,000
2 bed Flat	1.2	@	102,000		124,950
3 bed Flat	0.0	@	0		-
	7.0				820,400
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.1	@	227,500		238,875
3 bed House	0.0	@	0		-
3 bed House (with garage)	1.8	@	255,500		459,900
4 bed House (with garage)	0.3	@	308,000		92,400
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	1.8	@	140,000		252,000
2 bed Flat	1.1	@	178,500		187,425
3 bed Flat	0.0	@	0		-
	6.0	20.0			1,230,600
Sub-total GDV Residential	**50**				**12,913,100**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	2,578,400
	599	£ psm (total GIA sqm)		51,568 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**12,913,100**

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	127,000	£		(127,000)
Building Safety Levy				2,765	sqm	30.21	£ psm			(83,532)
CIL (Mrkt only inc. garages)	Max			2,765	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				50	units @	6,700	per unit			(335,000)
	Sub-total								(335,000)	
S106 analysis:	315,302	£ per ha		2.59%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				4,303	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.06	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			50	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				645	sqm @	2,107	psm			(1,359,015)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				1,335	sqm @	2,107	psm			(2,812,845)
4 bed House (EXC. garage)				609	sqm @	2,107	psm			(1,282,110)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				671	sqm @	2,522	psm			(1,691,224)
2 bed Flat				658	sqm @	2,522	psm			(1,658,586)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	15.9	16.0		254	sqm @	600	psm			(152,640)
Garages for 4B House	5.5	24.0		132	sqm @	600	psm			(79,200)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				4,303	£ per garage	£0				
External works				9,035,619	@	15.0%				(1,355,343)
Ext. Works analysis:						27,107	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				50	units @	1,000	£ per unit			(50,000)
M4(2) Category 2 Housing	Aff units		20	units @	100%	@	1,400	£ per unit		(28,000)
M4(2) Category 2 Housing	OMS units		30	units @	100%	@	1,400	£ per unit		(42,000)
M4(3)(b) Category 3 Housing	Aff units		20	units @	10%	@	22,000	£ per unit		(44,000)
M4(3)(b) Category 3 Housing	OMS units		30	units @	10%	@	22,000	£ per unit		(66,000)
Part L/FHS			50	units @			4,350	£ per unit		(217,500)
Part L/FHS analysis:						2.4%	% of BCIS costs			
Net Zero for Housing		2,975	sqm				105	£ psm		(312,365)
Net Zero for Flats		1,328	sqm				72	£ psm		(95,633)
Water Efficiency		50	units @				20	£ per unit		(1,000)
Urban Greening Factor	20.0	flats @	6		per storey = GIA	398	0	£ per unit		-
	Sub-total								(856,497)	
Policy Costs analysis:	(design costs only)					17,130	£ per unit (total units)			
						9.5%	% of BCIS costs			
Contingency (on construction)				11,247,459	@	3.0%				(337,424)

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		11,247,459	@	10.0%			(1,124,746)
Disposal Costs -							
OMS Marketing and Promotion		9,631,500	OMS @	1.00%	1,926	£ per unit	(96,315)
Residential Sales Agent Costs		9,631,500	OMS @	1.00%	1,926	£ per unit	(96,315)
Residential Sales Legal Costs		9,631,500	OMS @	0.50%	963	£ per unit	(48,158)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	50	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					4,816	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(936,023)
Developers Profit -							
Profit on OMS		9,631,500		17.50%			(1,685,513)
Margin on AH		3,281,600		6.00%	on AH values		(196,896)
Profit analysis:		12,913,100		14.58%	blended GDV	(1,882,409)	
		14,463,721		13.01%	on costs	(1,882,409)	
TOTAL COSTS							**(16,346,130)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(3,433,030)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(3,433,030)**
RLV analysis:	(68,661) £ per plot	(3,231,168)	£ per ha (net)	(1,307,636)	£ per acre (net)		
		(2,746,492)	£ per ha (gross)	(1,111,490)	£ per acre (gross)		
				-26.59%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		47.1	dph (net)				
Site Area (net)		1.06	ha (net)	2.63	acres (net)		
Net to Gross ratio		85%					
Site Area (gross)		1.25	ha (gross)	3.09	acres (gross)		
Density analysis:		4,050	sqm/ha (net)	17,643	sqft/ac (net)		
		40	dph (gross)				
Benchmark Land Value (net)	10,501 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**525,074**
BLV analysis:		494,200	£ per ha (net)	200,000	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(3,725,368)**	£ per ha (net)	**(1,507,636)**	£ per acre (net)	**(3,958,104)**

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre (n)) -	1,507,636	0%	5%	10%	15%	20%	25%	30%
	0.00	(1,103,117)	(1,153,238)	(1,203,490)	(1,254,181)	(1,304,872)	(1,355,563)	(1,406,254)
	10.00	(1,122,988)	(1,172,116)	(1,221,482)	(1,271,174)	(1,320,865)	(1,370,556)	(1,420,248)
Max CIL £ psm	20.00	(1,142,859)	(1,190,994)	(1,239,475)	(1,288,166)	(1,336,858)	(1,385,550)	(1,434,242)
0.00	30.00	(1,162,731)	(1,209,871)	(1,257,467)	(1,305,159)	(1,352,851)	(1,400,544)	(1,448,236)
(recommended CIL)	40.00	(1,182,602)	(1,228,767)	(1,275,459)	(1,322,152)	(1,368,845)	(1,415,537)	(1,462,230)
(100)	50.00	(1,202,474)	(1,247,759)	(1,293,452)	(1,339,145)	(1,384,838)	(1,430,531)	(1,476,224)
	60.00	(1,222,345)	(1,266,751)	(1,311,444)	(1,356,138)	(1,400,831)	(1,445,525)	(1,490,218)
	70.00	(1,242,217)	(1,285,742)	(1,329,436)	(1,373,130)	(1,416,824)	(1,460,518)	(1,504,212)
	80.00	(1,262,088)	(1,304,734)	(1,347,429)	(1,390,123)	(1,432,818)	(1,475,512)	(1,518,206)
	90.00	(1,282,032)	(1,323,726)	(1,365,421)	(1,407,116)	(1,448,811)	(1,490,506)	(1,532,200)
	100.00	(1,302,023)	(1,342,718)	(1,383,414)	(1,424,109)	(1,464,804)	(1,505,499)	(1,546,194)
	110.00	(1,322,015)	(1,361,710)	(1,401,406)	(1,441,102)	(1,480,797)	(1,520,493)	(1,560,188)
	120.00	(1,342,006)	(1,380,702)	(1,419,398)	(1,458,094)	(1,496,790)	(1,535,487)	(1,574,183)
	130.00	(1,361,998)	(1,399,694)	(1,437,391)	(1,475,087)	(1,512,784)	(1,550,480)	(1,588,177)
	140.00	(1,381,989)	(1,418,686)	(1,455,383)	(1,492,080)	(1,528,777)	(1,565,474)	(1,602,171)
	150.00	(1,401,981)	(1,437,678)	(1,473,376)	(1,509,073)	(1,544,770)	(1,580,467)	(1,616,165)
	160.00	(1,421,972)	(1,456,670)	(1,491,368)	(1,526,066)	(1,560,763)	(1,595,461)	(1,630,159)
	170.00	(1,441,964)	(1,475,662)	(1,509,360)	(1,543,058)	(1,576,757)	(1,610,455)	(1,644,153)
	180.00	(1,461,955)	(1,494,654)	(1,527,353)	(1,560,051)	(1,592,750)	(1,625,448)	(1,658,147)
	190.00	(1,481,947)	(1,513,646)	(1,545,345)	(1,577,044)	(1,608,743)	(1,640,442)	(1,672,141)
	200.00	(1,501,939)	(1,532,638)	(1,563,337)	(1,594,037)	(1,624,736)	(1,655,436)	(1,686,135)
	210.00	(1,521,930)	(1,551,630)	(1,581,330)	(1,611,030)	(1,640,730)	(1,670,429)	(1,700,129)
	220.00	(1,541,922)	(1,570,622)	(1,599,322)	(1,628,022)	(1,656,723)	(1,685,423)	(1,714,123)
	230.00	(1,561,913)	(1,589,614)	(1,617,315)	(1,645,015)	(1,672,716)	(1,700,417)	(1,728,117)
	240.00	(1,581,905)	(1,608,606)	(1,635,307)	(1,662,008)	(1,688,709)	(1,715,410)	(1,742,111)
	250.00	(1,601,896)	(1,627,598)	(1,653,299)	(1,679,001)	(1,704,702)	(1,730,404)	(1,756,106)

TABLE 2

		Site Specific S106		100%	(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))	(1,507,636)	0%	25%	50%	75%	100%	125%	150%
	0.00	(1,362,311)	(1,398,642)	(1,434,973)	(1,471,304)	(1,507,636)	(1,543,967)	(1,580,298)
	10.00	(1,374,306)	(1,410,637)	(1,446,968)	(1,483,299)	(1,519,631)	(1,555,962)	(1,592,293)
CIL £psm	20.00	(1,386,301)	(1,422,632)	(1,458,963)	(1,495,294)	(1,531,625)	(1,567,957)	(1,604,288)
0.00	30.00	(1,398,296)	(1,434,627)	(1,470,958)	(1,507,289)	(1,543,620)	(1,579,952)	(1,616,283)
(recommended CIL)	40.00	(1,410,290)	(1,446,622)	(1,482,953)	(1,519,284)	(1,555,615)	(1,591,947)	(1,628,278)
(100)	50.00	(1,422,285)	(1,458,617)	(1,494,948)	(1,531,279)	(1,567,610)	(1,603,941)	(1,640,273)
	60.00	(1,434,280)	(1,470,612)	(1,506,943)	(1,543,274)	(1,579,605)	(1,615,936)	(1,652,268)
	70.00	(1,446,275)	(1,482,606)	(1,518,938)	(1,555,269)	(1,591,600)	(1,627,931)	(1,664,262)
	80.00	(1,458,270)	(1,494,601)	(1,530,933)	(1,567,264)	(1,603,595)	(1,639,926)	(1,676,257)
	90.00	(1,470,265)	(1,506,596)	(1,542,928)	(1,579,259)	(1,615,590)	(1,651,921)	(1,688,252)
	100.00	(1,482,260)	(1,518,591)	(1,554,922)	(1,591,254)	(1,627,585)	(1,663,916)	(1,700,247)
	110.00	(1,494,255)	(1,530,586)	(1,566,917)	(1,603,249)	(1,639,580)	(1,675,911)	(1,712,242)
	120.00	(1,506,250)	(1,542,581)	(1,578,912)	(1,615,243)	(1,651,575)	(1,687,906)	(1,724,237)
	130.00	(1,518,245)	(1,554,576)	(1,590,907)	(1,627,238)	(1,663,570)	(1,699,901)	(1,736,232)
	140.00	(1,530,240)	(1,566,571)	(1,602,902)	(1,639,233)	(1,675,565)	(1,711,896)	(1,748,227)
	150.00	(1,542,235)	(1,578,566)	(1,614,897)	(1,651,228)	(1,687,559)	(1,723,891)	(1,760,222)
	160.00	(1,554,230)	(1,590,561)	(1,626,892)	(1,663,223)	(1,699,554)	(1,735,886)	(1,772,217)
	170.00	(1,566,224)	(1,602,556)	(1,638,887)	(1,675,218)	(1,711,549)	(1,747,881)	(1,784,212)
	180.00	(1,578,219)	(1,614,551)	(1,650,882)	(1,687,213)	(1,723,544)	(1,759,875)	(1,796,207)
	190.00	(1,590,214)	(1,626,546)	(1,662,877)	(1,699,208)	(1,735,539)	(1,771,870)	(1,808,202)
	200.00	(1,602,209)	(1,638,540)	(1,674,872)	(1,711,203)	(1,747,534)	(1,783,865)	(1,820,196)
	210.00	(1,614,204)	(1,650,535)	(1,686,867)	(1,723,198)	(1,759,529)	(1,795,860)	(1,832,191)
	220.00	(1,626,199)	(1,662,530)	(1,698,862)	(1,735,193)	(1,771,524)	(1,807,855)	(1,844,186)
	230.00	(1,638,194)	(1,674,525)	(1,710,856)	(1,747,188)	(1,783,519)	(1,819,850)	(1,856,181)
	240.00	(1,650,189)	(1,686,520)	(1,722,851)	(1,759,183)	(1,795,514)	(1,831,845)	(1,868,176)
	250.00	(1,662,184)	(1,698,515)	(1,734,846)	(1,771,177)	(1,807,509)	(1,843,840)	(1,880,171)

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Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(1,507,636)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(1,415,920)	(1,452,606)	(1,489,292)	(1,525,979)	(1,562,665)	(1,599,351)	(1,636,037)
	10.00	(1,427,915)	(1,464,601)	(1,501,287)	(1,537,974)	(1,574,660)	(1,611,346)	(1,648,032)
CIL £psm	20.00	(1,439,910)	(1,476,596)	(1,513,282)	(1,549,969)	(1,586,655)	(1,623,341)	(1,660,027)
0.00	30.00	(1,451,905)	(1,488,591)	(1,525,277)	(1,561,963)	(1,598,650)	(1,635,336)	(1,672,022)
(recommended CIL)	40.00	(1,463,900)	(1,500,586)	(1,537,272)	(1,573,958)	(1,610,645)	(1,647,331)	(1,684,017)
(100)	50.00	(1,475,895)	(1,512,581)	(1,549,267)	(1,585,953)	(1,622,640)	(1,659,326)	(1,696,012)
	60.00	(1,487,890)	(1,524,576)	(1,561,262)	(1,597,948)	(1,634,634)	(1,671,321)	(1,708,007)
	70.00	(1,499,884)	(1,536,571)	(1,573,257)	(1,609,943)	(1,646,629)	(1,683,316)	(1,720,002)
	80.00	(1,511,879)	(1,548,566)	(1,585,252)	(1,621,938)	(1,658,624)	(1,695,311)	(1,731,997)
	90.00	(1,523,874)	(1,560,561)	(1,597,247)	(1,633,933)	(1,670,619)	(1,707,305)	(1,743,992)
	100.00	(1,535,869)	(1,572,555)	(1,609,242)	(1,645,928)	(1,682,614)	(1,719,300)	(1,755,987)
	110.00	(1,547,864)	(1,584,550)	(1,621,237)	(1,657,923)	(1,694,609)	(1,731,295)	(1,767,982)
	120.00	(1,559,859)	(1,596,545)	(1,633,232)	(1,669,918)	(1,706,604)	(1,743,290)	(1,779,976)
	130.00	(1,571,854)	(1,608,540)	(1,645,226)	(1,681,913)	(1,718,599)	(1,755,285)	(1,791,971)
	140.00	(1,583,849)	(1,620,535)	(1,657,221)	(1,693,908)	(1,730,594)	(1,767,280)	(1,803,966)
	150.00	(1,595,844)	(1,632,530)	(1,669,216)	(1,705,903)	(1,742,589)	(1,779,275)	(1,815,961)
	160.00	(1,607,839)	(1,644,525)	(1,681,211)	(1,717,897)	(1,754,584)	(1,791,270)	(1,827,956)
	170.00	(1,619,834)	(1,656,520)	(1,693,206)	(1,729,892)	(1,766,579)	(1,803,265)	(1,839,951)
	180.00	(1,631,829)	(1,668,515)	(1,705,201)	(1,741,887)	(1,778,574)	(1,815,260)	(1,851,946)
	190.00	(1,643,824)	(1,680,510)	(1,717,196)	(1,753,882)	(1,790,568)	(1,827,255)	(1,863,941)
	200.00	(1,655,818)	(1,692,505)	(1,729,191)	(1,765,877)	(1,802,563)	(1,839,250)	(1,875,936)
	210.00	(1,667,813)	(1,704,500)	(1,741,186)	(1,777,872)	(1,814,558)	(1,851,245)	(1,887,931)
	220.00	(1,679,808)	(1,716,495)	(1,753,181)	(1,789,867)	(1,826,553)	(1,863,239)	(1,899,926)
	230.00	(1,691,803)	(1,728,489)	(1,765,176)	(1,801,862)	(1,838,548)	(1,875,234)	(1,911,921)
	240.00	(1,703,798)	(1,740,484)	(1,777,171)	(1,813,857)	(1,850,543)	(1,887,229)	(1,923,916)
	250.00	(1,715,793)	(1,752,479)	(1,789,166)	(1,825,852)	(1,862,538)	(1,899,224)	(1,935,910)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(1,507,636)	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	(1,425,283)	(1,454,694)	(1,484,106)	(1,513,518)	(1,542,930)	(1,572,341)	(1,601,753)
	10.00	(1,437,278)	(1,466,689)	(1,496,101)	(1,525,513)	(1,554,925)	(1,584,336)	(1,613,748)
CIL £psm	20.00	(1,449,273)	(1,478,684)	(1,508,096)	(1,537,508)	(1,566,920)	(1,596,331)	(1,625,743)
0.00	30.00	(1,461,267)	(1,490,679)	(1,520,091)	(1,549,503)	(1,578,914)	(1,608,326)	(1,637,738)
(recommended CIL)	40.00	(1,473,262)	(1,502,674)	(1,532,086)	(1,561,498)	(1,590,909)	(1,620,321)	(1,649,733)
(100)	50.00	(1,485,257)	(1,514,669)	(1,544,081)	(1,573,493)	(1,602,904)	(1,632,316)	(1,661,728)
	60.00	(1,497,252)	(1,526,664)	(1,556,076)	(1,585,488)	(1,614,899)	(1,644,311)	(1,673,723)
	70.00	(1,509,247)	(1,538,659)	(1,568,071)	(1,597,482)	(1,626,894)	(1,656,306)	(1,685,718)
	80.00	(1,521,242)	(1,550,654)	(1,580,066)	(1,609,477)	(1,638,889)	(1,668,301)	(1,697,713)
	90.00	(1,533,237)	(1,562,649)	(1,592,061)	(1,621,472)	(1,650,884)	(1,680,296)	(1,709,708)
	100.00	(1,545,232)	(1,574,644)	(1,604,055)	(1,633,467)	(1,662,879)	(1,692,291)	(1,721,702)
	110.00	(1,557,227)	(1,586,639)	(1,616,050)	(1,645,462)	(1,674,874)	(1,704,286)	(1,733,697)
	120.00	(1,569,222)	(1,598,634)	(1,628,045)	(1,657,457)	(1,686,869)	(1,716,281)	(1,745,692)
	130.00	(1,581,217)	(1,610,628)	(1,640,040)	(1,669,452)	(1,698,864)	(1,728,275)	(1,757,687)
	140.00	(1,593,212)	(1,622,623)	(1,652,035)	(1,681,447)	(1,710,859)	(1,740,270)	(1,769,682)
	150.00	(1,605,207)	(1,634,618)	(1,664,030)	(1,693,442)	(1,722,854)	(1,752,265)	(1,781,677)
	160.00	(1,617,201)	(1,646,613)	(1,676,025)	(1,705,437)	(1,734,848)	(1,764,260)	(1,793,672)
	170.00	(1,629,196)	(1,658,608)	(1,688,020)	(1,717,432)	(1,746,843)	(1,776,255)	(1,805,667)
	180.00	(1,641,191)	(1,670,603)	(1,700,015)	(1,729,427)	(1,758,838)	(1,788,250)	(1,817,662)
	190.00	(1,653,186)	(1,682,598)	(1,712,010)	(1,741,422)	(1,770,833)	(1,800,245)	(1,829,657)
	200.00	(1,665,181)	(1,694,593)	(1,724,005)	(1,753,416)	(1,782,828)	(1,812,240)	(1,841,652)
	210.00	(1,677,176)	(1,706,588)	(1,736,000)	(1,765,411)	(1,794,823)	(1,824,235)	(1,853,647)
	220.00	(1,689,171)	(1,718,583)	(1,747,995)	(1,777,406)	(1,806,818)	(1,836,230)	(1,865,642)
	230.00	(1,701,166)	(1,730,578)	(1,759,989)	(1,789,401)	(1,818,813)	(1,848,225)	(1,877,636)
	240.00	(1,713,161)	(1,742,573)	(1,771,984)	(1,801,396)	(1,830,808)	(1,860,220)	(1,889,631)
	250.00	(1,725,156)	(1,754,568)	(1,783,979)	(1,813,391)	(1,842,803)	(1,872,215)	(1,901,626)

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(1,507,636)	Density (dph) (net) 30	35	47 40	45	50	55	60
	0.00	(1,033,597)	(1,172,530)	(1,311,462)	(1,450,395)	(1,589,328)	(1,728,261)	(1,867,194)
	10.00	(1,041,243)	(1,181,451)	(1,321,658)	(1,461,865)	(1,602,072)	(1,742,280)	(1,882,487)
CIL £psm	20.00	(1,048,890)	(1,190,372)	(1,331,853)	(1,473,335)	(1,614,817)	(1,756,298)	(1,897,780)
0.00	30.00	(1,056,537)	(1,199,293)	(1,342,049)	(1,484,805)	(1,627,561)	(1,770,317)	(1,913,073)
(recommended CIL)	40.00	(1,064,183)	(1,208,214)	(1,352,244)	(1,496,275)	(1,640,305)	(1,784,336)	(1,928,366)
(100)	50.00	(1,071,830)	(1,217,135)	(1,362,440)	(1,507,745)	(1,653,050)	(1,798,354)	(1,943,659)
	60.00	(1,079,476)	(1,226,056)	(1,372,635)	(1,519,214)	(1,665,794)	(1,812,373)	(1,958,953)
	70.00	(1,087,123)	(1,234,977)	(1,382,830)	(1,530,684)	(1,678,538)	(1,826,392)	(1,974,246)
	80.00	(1,094,769)	(1,243,898)	(1,393,026)	(1,542,154)	(1,691,282)	(1,840,411)	(1,989,539)
	90.00	(1,102,416)	(1,252,819)	(1,403,221)	(1,553,624)	(1,704,027)	(1,854,429)	(2,004,832)
	100.00	(1,110,063)	(1,261,740)	(1,413,417)	(1,565,094)	(1,716,771)	(1,868,448)	(2,020,125)
	110.00	(1,117,709)	(1,270,661)	(1,423,612)	(1,576,564)	(1,729,515)	(1,882,467)	(2,035,418)
	120.00	(1,125,356)	(1,279,582)	(1,433,808)	(1,588,034)	(1,742,260)	(1,896,486)	(2,050,711)
	130.00	(1,133,002)	(1,288,503)	(1,444,003)	(1,599,503)	(1,755,004)	(1,910,504)	(2,066,005)
	140.00	(1,140,649)	(1,297,424)	(1,454,198)	(1,610,973)	(1,767,748)	(1,924,523)	(2,081,298)
	150.00	(1,148,295)	(1,306,345)	(1,464,394)	(1,622,443)	(1,780,492)	(1,938,542)	(2,096,591)
	160.00	(1,155,942)	(1,315,266)	(1,474,589)	(1,633,913)	(1,793,237)	(1,952,560)	(2,111,884)
	170.00	(1,163,589)	(1,324,187)	(1,484,785)	(1,645,383)	(1,805,981)	(1,966,579)	(2,127,177)
	180.00	(1,171,235)	(1,333,108)	(1,494,980)	(1,656,853)	(1,818,725)	(1,980,598)	(2,142,470)
	190.00	(1,178,882)	(1,342,029)	(1,505,176)	(1,668,323)	(1,831,470)	(1,994,617)	(2,157,763)
	200.00	(1,186,528)	(1,350,950)	(1,515,371)	(1,679,792)	(1,844,214)	(2,008,635)	(2,173,057)
	210.00	(1,194,175)	(1,359,871)	(1,525,567)	(1,691,262)	(1,856,958)	(2,022,654)	(2,188,350)
	220.00	(1,201,821)	(1,368,792)	(1,535,762)	(1,702,732)	(1,869,702)	(2,036,673)	(2,203,643)
	230.00	(1,209,468)	(1,377,713)	(1,545,957)	(1,714,202)	(1,882,447)	(2,050,691)	(2,218,936)
	240.00	(1,217,115)	(1,386,634)	(1,556,153)	(1,725,672)	(1,895,191)	(2,064,710)	(2,234,229)
	250.00	(1,224,761)	(1,395,555)	(1,566,348)	(1,737,142)	(1,907,935)	(2,078,729)	(2,249,522)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(1,507,636)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	120%
	0.00	(18,245)	(492,602)	(998,271)	(1,507,636)	(1,762,318)	(2,017,001)	(2,526,366)
	10.00	(28,315)	(504,453)	(1,010,265)	(1,519,631)	(1,774,313)	(2,028,996)	(2,538,361)
CIL £psm	20.00	(38,385)	(516,304)	(1,022,260)	(1,531,625)	(1,786,308)	(2,040,990)	(2,550,356)
0.00	30.00	(48,455)	(528,155)	(1,034,255)	(1,543,620)	(1,798,303)	(2,052,985)	(2,562,350)
(recommended CIL)	40.00	(58,524)	(540,007)	(1,046,250)	(1,555,615)	(1,810,298)	(2,064,980)	(2,574,345)
(100)	50.00	(68,594)	(551,858)	(1,058,245)	(1,567,610)	(1,822,293)	(2,076,975)	(2,586,340)
	60.00	(78,664)	(563,709)	(1,070,240)	(1,579,605)	(1,834,288)	(2,088,970)	(2,598,335)
	70.00	(88,734)	(575,560)	(1,082,235)	(1,591,600)	(1,846,283)	(2,100,965)	(2,610,330)
	80.00	(98,804)	(587,412)	(1,094,230)	(1,603,595)	(1,858,278)	(2,112,960)	(2,622,325)
	90.00	(108,874)	(599,263)	(1,106,225)	(1,615,590)	(1,870,272)	(2,124,955)	(2,634,320)
	100.00	(119,113)	(611,114)	(1,118,220)	(1,627,585)	(1,882,267)	(2,136,950)	(2,646,315)
	110.00	(129,534)	(622,965)	(1,130,215)	(1,639,580)	(1,894,262)	(2,148,945)	(2,658,310)
	120.00	(139,955)	(634,816)	(1,142,210)	(1,651,575)	(1,906,257)	(2,160,940)	(2,670,305)
	130.00	(150,430)	(646,668)	(1,154,205)	(1,663,570)	(1,918,252)	(2,172,935)	(2,682,300)
	140.00	(161,085)	(658,519)	(1,166,199)	(1,675,565)	(1,930,247)	(2,184,930)	(2,694,295)
	150.00	(171,740)	(670,370)	(1,178,194)	(1,687,559)	(1,942,242)	(2,196,924)	(2,706,290)
	160.00	(182,396)	(682,243)	(1,190,189)	(1,699,554)	(1,954,237)	(2,208,919)	(2,718,284)
	170.00	(193,051)	(694,166)	(1,202,184)	(1,711,549)	(1,966,232)	(2,220,914)	(2,730,279)
	180.00	(204,088)	(706,089)	(1,214,179)	(1,723,544)	(1,978,227)	(2,232,909)	(2,742,274)
	190.00	(215,868)	(718,012)	(1,226,174)	(1,735,539)	(1,990,222)	(2,244,904)	(2,754,269)
	200.00	(227,648)	(729,935)	(1,238,169)	(1,747,534)	(2,002,217)	(2,256,899)	(2,766,264)
	210.00	(239,428)	(741,858)	(1,250,164)	(1,759,529)	(2,014,212)	(2,268,894)	(2,778,259)
	220.00	(251,208)	(753,781)	(1,262,159)	(1,771,524)	(2,026,206)	(2,280,889)	(2,790,254)
	230.00	(262,988)	(765,703)	(1,274,154)	(1,783,519)	(2,038,201)	(2,292,884)	(2,802,249)
	240.00	(274,768)	(777,626)	(1,286,149)	(1,795,514)	(2,050,196)	(2,304,879)	(2,814,244)
	250.00	(286,548)	(789,549)	(1,298,144)	(1,807,509)	(2,062,191)	(2,316,874)	(2,826,239)

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Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(1,507,636)	90%	95%	100%	105%	110%	115%	120%
	0.00	(1,818,921)	(1,663,278)	(1,507,636)	(1,351,993)	(1,196,350)	(1,040,708)	(886,029)
	10.00	(1,830,916)	(1,675,273)	(1,519,631)	(1,363,988)	(1,208,345)	(1,052,703)	(897,951)
CIL £psm	20.00	(1,842,911)	(1,687,268)	(1,531,625)	(1,375,983)	(1,220,340)	(1,064,698)	(909,874)
0.00	30.00	(1,854,906)	(1,699,263)	(1,543,620)	(1,387,978)	(1,232,335)	(1,076,693)	(921,797)
(recommended CIL)	40.00	(1,866,901)	(1,711,258)	(1,555,615)	(1,399,973)	(1,244,330)	(1,088,687)	(933,720)
(100)	50.00	(1,878,895)	(1,723,253)	(1,567,610)	(1,411,968)	(1,256,325)	(1,100,682)	(945,643)
	60.00	(1,890,890)	(1,735,248)	(1,579,605)	(1,423,963)	(1,268,320)	(1,112,677)	(957,566)
	70.00	(1,902,885)	(1,747,243)	(1,591,600)	(1,435,957)	(1,280,315)	(1,124,672)	(969,489)
	80.00	(1,914,880)	(1,759,238)	(1,603,595)	(1,447,952)	(1,292,310)	(1,136,667)	(981,411)
	90.00	(1,926,875)	(1,771,233)	(1,615,590)	(1,459,947)	(1,304,305)	(1,148,662)	(993,334)
	100.00	(1,938,870)	(1,783,227)	(1,627,585)	(1,471,942)	(1,316,300)	(1,160,657)	(1,005,257)
	110.00	(1,950,865)	(1,795,222)	(1,639,580)	(1,483,937)	(1,328,295)	(1,172,652)	(1,017,180)
	120.00	(1,962,860)	(1,807,217)	(1,651,575)	(1,495,932)	(1,340,289)	(1,184,647)	(1,029,103)
	130.00	(1,974,855)	(1,819,212)	(1,663,570)	(1,507,927)	(1,352,284)	(1,196,642)	(1,041,026)
	140.00	(1,986,850)	(1,831,207)	(1,675,565)	(1,519,922)	(1,364,279)	(1,208,637)	(1,052,994)
	150.00	(1,998,845)	(1,843,202)	(1,687,559)	(1,531,917)	(1,376,274)	(1,220,632)	(1,064,989)
	160.00	(2,010,840)	(1,855,197)	(1,699,554)	(1,543,912)	(1,388,269)	(1,232,627)	(1,076,984)
	170.00	(2,022,835)	(1,867,192)	(1,711,549)	(1,555,907)	(1,400,264)	(1,244,621)	(1,088,979)
	180.00	(2,034,829)	(1,879,187)	(1,723,544)	(1,567,902)	(1,412,259)	(1,256,616)	(1,100,974)
	190.00	(2,046,824)	(1,891,182)	(1,735,539)	(1,579,897)	(1,424,254)	(1,268,611)	(1,112,969)
	200.00	(2,058,819)	(1,903,177)	(1,747,534)	(1,591,891)	(1,436,249)	(1,280,606)	(1,124,964)
	210.00	(2,070,814)	(1,915,172)	(1,759,529)	(1,603,886)	(1,448,244)	(1,292,601)	(1,136,959)
	220.00	(2,082,809)	(1,927,167)	(1,771,524)	(1,615,881)	(1,460,239)	(1,304,596)	(1,148,953)
	230.00	(2,094,804)	(1,939,161)	(1,783,519)	(1,627,876)	(1,472,234)	(1,316,591)	(1,160,948)
	240.00	(2,106,799)	(1,951,156)	(1,795,514)	(1,639,871)	(1,484,229)	(1,328,586)	(1,172,943)
	250.00	(2,118,794)	(1,963,151)	(1,807,509)	(1,651,866)	(1,496,223)	(1,340,581)	(1,184,938)

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(1,507,636)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(1,507,636)	(1,292,036)	(1,076,437)	(861,175)	(647,061)	(434,081)	503,595
	10.00	(1,519,631)	(1,304,031)	(1,088,432)	(873,098)	(658,912)	(445,896)	493,706
CIL £psm	20.00	(1,531,625)	(1,316,026)	(1,100,427)	(885,021)	(670,764)	(457,747)	483,816
0.00	30.00	(1,543,620)	(1,328,021)	(1,112,422)	(896,943)	(682,639)	(469,599)	473,927
(recommended CIL)	40.00	(1,555,615)	(1,340,016)	(1,124,416)	(908,866)	(694,562)	(481,450)	464,037
(100)	50.00	(1,567,610)	(1,352,011)	(1,136,411)	(920,812)	(706,485)	(493,301)	454,148
	60.00	(1,579,605)	(1,364,006)	(1,148,406)	(932,807)	(718,408)	(505,152)	444,258
	70.00	(1,591,600)	(1,376,001)	(1,160,401)	(944,802)	(730,331)	(517,003)	434,369
	80.00	(1,603,595)	(1,387,996)	(1,172,396)	(956,797)	(742,254)	(528,855)	424,479
	90.00	(1,615,590)	(1,399,991)	(1,184,391)	(968,792)	(754,177)	(540,706)	414,570
	100.00	(1,627,585)	(1,411,985)	(1,196,386)	(980,787)	(766,099)	(552,557)	404,621
	110.00	(1,639,580)	(1,423,980)	(1,208,381)	(992,782)	(778,022)	(564,408)	394,672
	120.00	(1,651,575)	(1,435,975)	(1,220,376)	(1,004,776)	(789,945)	(576,259)	384,722
	130.00	(1,663,570)	(1,447,970)	(1,232,371)	(1,016,771)	(801,868)	(588,111)	374,773
	140.00	(1,675,565)	(1,459,965)	(1,244,366)	(1,028,766)	(813,791)	(599,962)	364,824
	150.00	(1,687,559)	(1,471,960)	(1,256,361)	(1,040,761)	(825,714)	(611,813)	354,875
	160.00	(1,699,554)	(1,483,955)	(1,268,356)	(1,052,756)	(837,637)	(623,664)	344,925
	170.00	(1,711,549)	(1,495,950)	(1,280,350)	(1,064,751)	(849,559)	(635,516)	334,976
	180.00	(1,723,544)	(1,507,945)	(1,292,345)	(1,076,746)	(861,482)	(647,367)	325,027
	190.00	(1,735,539)	(1,519,940)	(1,304,340)	(1,088,741)	(873,405)	(659,218)	315,077
	200.00	(1,747,534)	(1,531,935)	(1,316,335)	(1,100,736)	(885,328)	(671,069)	305,128
	210.00	(1,759,529)	(1,543,930)	(1,328,330)	(1,112,731)	(897,251)	(682,947)	295,179
	220.00	(1,771,524)	(1,555,925)	(1,340,325)	(1,124,726)	(909,174)	(694,870)	285,230
	230.00	(1,783,519)	(1,567,919)	(1,352,320)	(1,136,721)	(921,121)	(706,792)	275,280
	240.00	(1,795,514)	(1,579,914)	(1,364,315)	(1,148,716)	(933,116)	(718,715)	265,331
	250.00	(1,807,509)	(1,591,909)	(1,376,310)	(1,160,710)	(945,111)	(730,638)	255,382

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**O**	
Scheme Typology:	Houses and Flats	
No Units:	50	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	12,913,100	
Policy Assumptions		
AH Target %	40%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	14.58%	
Developers Profit (% on costs)	13.01%	
Developers Profit Total (£)	1,882,409	
Land Value KPI's		
RLV (£/acre (net))	(1,307,636)	
RLV (£/ha (net))	(3,231,168)	
RLV (% of GDV)	-26.59%	
RLV Total (£)	(3,433,030)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	525,074	
Surplus/Deficit (£/acre) [RLV-BLV]	(1,507,636)	
Surplus/Deficit (£/ha)	(3,725,368)	
Surplus/Deficit Total (£)	(3,958,104)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	936,023	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	18,720	Put into summary table for ease of checking. Don't print this row in the summary table

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Appraisal Ref:	P			(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	100	
Site Typology:	Location / Value Zone: Mid	Greenfield/Brownfield:	Greenfield	
Notes/Comments:				

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			40%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		60%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	12.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	10.2	17.5%	7.0	17%	17.2
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	19.8	30.0%	12.0	32%	31.8
4 bed House (with garage)	15.0%	9.0	5.0%	2.0	11%	11.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	10.8	30.0%	12.0	23%	22.8
2 bed Flat	17.0%	10.2	17.5%	7.0	17%	17.2
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	60.0	100.0%	40.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	765	8,234	525	5,651	1,290	13,885
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	2,099	22,591	1,080	11,625	3,179	34,216
4 bed House (with garage)	1,251	13,466	230	2,476	1,481	15,941
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	635	6,838	706	7,598	1,341	14,436
2 bed Flat	780	8,396	535	5,762	1,315	14,158
3 bed Flat	0	0	0	0	0	0
	5,530	59,525	3,076	33,112	8,606	92,637
AH % by floor area:			35.74%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	5,590,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	11,607,000
4 bed House (with garage)	440,000	3,826	355	3,165	294	4,840,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	4,560,000
2 bed Flat	255,000	3,923	364	3,335	310	4,386,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						30,983,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	10.2	@	325,000		3,315,000
3 bed House	0.0	@	0		-
3 bed House (with garage)	19.8	@	365,000		7,227,000
4 bed House (with garage)	9.0	@	440,000		3,960,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	10.8	@	200,000		2,160,000
2 bed Flat	10.2	@	255,000		2,601,000
3 bed Flat	0.0	@	0		-
	60.0				19,263,000
Affordable Rent GDV -					
2 bed House	2.5	@	195,000		477,750
3 bed House	0.0	@	0		-
3 bed House (with garage)	4.2	@	219,000		919,800
4 bed House (with garage)	0.7	@	264,000		184,800
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	4.2	@	120,000		504,000
2 bed Flat	2.5	@	153,000		374,850
3 bed Flat	0.0	@	0		-
	14.0				2,461,200
Social Rent GDV -					
2 bed House	2.5	@	130,000		318,500
3 bed House	0.0	@	0		-
3 bed House (with garage)	4.2	@	146,000		613,200
4 bed House (with garage)	0.7	@	176,000		123,200
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	4.2	@	80,000		336,000
2 bed Flat	2.5	@	102,000		249,900
3 bed Flat	0.0	@	0		-
	14.0				1,640,800
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.1	@	227,500		477,750
3 bed House	0.0	@	0		-
3 bed House (with garage)	3.6	@	255,500		919,800
4 bed House (with garage)	0.6	@	308,000		184,800
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	3.6	@	140,000		504,000
2 bed Flat	2.1	@	178,500		374,850
3 bed Flat	0.0	@	0		-
	12.0	40.0			2,461,200
Sub-total GDV Residential	**100**				**25,826,200**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	5,156,800
	599	£ psm (total GIA sqm)		51,568 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**25,826,200**

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Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	122,505	£		(122,505)
Building Safety Levy				5,530	sqm	30.21	£ psm			(167,064)
CIL (Mrkt only inc. garages)	Max			5,530	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				100	units @	6,700	per unit			(670,000)
	Sub-total								(670,000)	
S106 analysis:	357,311	£ per ha		2.59%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				8,606	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.88	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			100	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				1,290	sqm @	1,892	psm			(2,440,680)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				2,670	sqm @	1,892	psm			(5,051,640)
4 bed House (EXC. garage)				1,217	sqm @	1,892	psm			(2,302,564)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				1,341	sqm @	2,064	psm			(2,768,188)
2 bed Flat				1,315	sqm @	2,064	psm			(2,714,767)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	31.8	16.0		509	sqm @	600	psm			(305,280)
Garages for 4B House	11.0	24.0		264	sqm @	600	psm			(158,400)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				8,606	£ per garage	£0				
External works				15,741,519	@	15.0%				(2,361,228)
Ext. Works analysis:						23,612	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				100	units @	1,000	£ per unit			(100,000)
M4(2) Category 2 Housing	Aff units		40	units @		100%	@	1,400	£ per unit	(56,000)
M4(2) Category 2 Housing	OMS units		60	units @		100%	@	1,400	£ per unit	(84,000)
M4(3)(b) Category 3 Housing	Aff units		40	units @		10%	@	22,000	£ per unit	(88,000)
M4(3)(b) Category 3 Housing	OMS units		60	units @		10%	@	22,000	£ per unit	(132,000)
Part L/FHS			100	units @				4,350	£ per unit	(435,000)
Part L/FHS analysis:						2.8%	% of BCIS costs			
Net Zero for Housing			5,950	sqm				105	£ psm	(624,729)
Net Zero for Flats			2,656	sqm				72	£ psm	(191,266)
Water Efficiency			100	units @				20	£ per unit	(2,000)
Urban Greening Factor	40.0		flats @	6	per storey = GIA	398		0	£ per unit	-
	Sub-total								(1,712,995)	
Policy Costs analysis:	(design costs only)					17,130	£ per unit (total units)			
						10.9%	% of BCIS costs			
Contingency (on construction)				19,815,742	@	3.0%				(594,472)

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Scheme Typology:	**Houses and Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		19,815,742	@	10.0%			(1,981,574)
Disposal Costs -							
OMS Marketing and Promotion		19,263,000	OMS @	1.00%	1,926	£ per unit	(192,630)
Residential Sales Agent Costs		19,263,000	OMS @	1.00%	1,926	£ per unit	(192,630)
Residential Sales Legal Costs		19,263,000	OMS @	0.50%	963	£ per unit	(96,315)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	100	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					4,816	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(1,958,581)
Developers Profit -							
Profit on OMS		19,263,000		17.50%			(3,371,025)
Margin on AH		6,563,200		6.00%	on AH values		(393,792)
Profit analysis:		25,826,200		14.58%	blended GDV	(3,764,817)	
		25,832,349		14.57%	on costs	(3,764,817)	
TOTAL COSTS							**(29,597,166)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(3,770,966)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(3,770,966)**
RLV analysis:	(37,710) £ per plot	(2,011,056)	£ per ha (net)	(813,863)	£ per acre (net)		
		(1,508,292)	£ per ha (gross)	(610,397)	£ per acre (gross)		
				-14.60%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		53.3	dph (net)				
Site Area (net)		1.88	ha (net)	4.63	acres (net)		
Net to Gross ratio		75%					
Site Area (gross)		2.50	ha (gross)	6.18	acres (gross)		
Density analysis:		4,590	sqm/ha (net)	19,993	sqft/ac (net)		
		40	dph (gross)				
Benchmark Land Value (net)	10,502 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**1,050,241**
BLV analysis:		560,093	£ per ha (net)	226,667	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(2,571,149)**	£ per ha (net)	**(1,040,530)**	£ per acre (net)	**(4,821,206)**

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Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	1,040,530	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(611,866)	(665,066)	(718,266)	(771,467)	(824,883)	(878,537)	(932,191)
	10.00	(635,376)	(687,400)	(739,425)	(791,450)	(843,805)	(896,276)	(948,787)
Max CIL £ psm	20.00	(658,885)	(709,735)	(760,584)	(811,438)	(862,726)	(914,015)	(965,444)
0.00	30.00	(682,395)	(732,069)	(781,743)	(831,542)	(881,648)	(931,754)	(982,100)
(recommended CIL)	40.00	(705,905)	(754,403)	(802,901)	(851,646)	(900,569)	(949,493)	(998,757)
(100)	50.00	(729,415)	(776,737)	(824,060)	(871,750)	(919,491)	(967,232)	(1,015,413)
	60.00	(752,924)	(799,072)	(845,296)	(891,854)	(938,412)	(985,012)	(1,032,069)
	70.00	(776,434)	(821,406)	(866,582)	(911,958)	(957,334)	(1,002,859)	(1,048,726)
	80.00	(799,944)	(843,740)	(887,869)	(932,062)	(976,255)	(1,020,705)	(1,065,382)
	90.00	(823,454)	(866,145)	(909,156)	(952,166)	(995,177)	(1,038,551)	(1,082,039)
	100.00	(846,964)	(888,614)	(930,442)	(972,270)	(1,014,099)	(1,056,397)	(1,098,695)
	110.00	(870,473)	(911,084)	(951,729)	(992,375)	(1,033,135)	(1,074,243)	(1,115,351)
	120.00	(894,090)	(933,553)	(973,016)	(1,012,479)	(1,052,171)	(1,092,089)	(1,132,008)
	130.00	(917,742)	(956,022)	(994,303)	(1,032,583)	(1,071,207)	(1,109,935)	(1,148,721)
	140.00	(941,394)	(978,492)	(1,015,589)	(1,052,703)	(1,090,242)	(1,127,782)	(1,165,478)
	150.00	(965,046)	(1,000,961)	(1,036,876)	(1,072,929)	(1,109,278)	(1,145,628)	(1,182,236)
	160.00	(988,698)	(1,023,430)	(1,058,163)	(1,093,155)	(1,128,314)	(1,163,474)	(1,198,993)
	170.00	(1,012,350)	(1,045,900)	(1,079,449)	(1,113,380)	(1,147,350)	(1,181,320)	(1,215,750)
	180.00	(1,036,002)	(1,068,369)	(1,100,826)	(1,133,606)	(1,166,386)	(1,199,226)	(1,232,507)
	190.00	(1,059,653)	(1,090,838)	(1,122,241)	(1,153,832)	(1,185,422)	(1,217,180)	(1,249,264)
	200.00	(1,083,305)	(1,113,307)	(1,143,657)	(1,174,057)	(1,204,458)	(1,235,134)	(1,266,021)
	210.00	(1,106,957)	(1,135,861)	(1,165,072)	(1,194,283)	(1,223,494)	(1,253,088)	(1,282,778)
	220.00	(1,130,609)	(1,158,466)	(1,186,487)	(1,214,508)	(1,242,550)	(1,271,042)	(1,299,535)
	230.00	(1,154,261)	(1,181,071)	(1,207,903)	(1,234,734)	(1,261,701)	(1,288,996)	(1,316,292)
	240.00	(1,178,035)	(1,203,676)	(1,229,318)	(1,254,960)	(1,280,852)	(1,306,950)	(1,333,049)
	250.00	(1,201,830)	(1,226,282)	(1,250,734)	(1,275,185)	(1,300,003)	(1,324,905)	(1,349,806)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(1,040,530)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(867,566)	(910,793)	(954,036)	(997,279)	(1,040,530)	(1,084,034)	(1,127,539)
	10.00	(881,826)	(925,070)	(968,313)	(1,011,556)	(1,054,893)	(1,098,398)	(1,141,902)
CIL £psm	20.00	(896,103)	(939,346)	(982,590)	(1,025,833)	(1,069,256)	(1,112,761)	(1,156,265)
0.00	30.00	(910,380)	(953,623)	(996,866)	(1,040,115)	(1,083,620)	(1,127,124)	(1,170,629)
(recommended CIL)	40.00	(924,657)	(967,900)	(1,011,143)	(1,054,478)	(1,097,983)	(1,141,487)	(1,184,992)
(100)	50.00	(938,934)	(982,177)	(1,025,420)	(1,068,842)	(1,112,346)	(1,155,851)	(1,199,355)
	60.00	(953,211)	(996,454)	(1,039,700)	(1,083,205)	(1,126,709)	(1,170,214)	(1,213,718)
	70.00	(967,488)	(1,010,731)	(1,054,063)	(1,097,568)	(1,141,072)	(1,184,577)	(1,228,081)
	80.00	(981,765)	(1,025,008)	(1,068,427)	(1,111,931)	(1,155,436)	(1,198,940)	(1,242,445)
	90.00	(996,042)	(1,039,285)	(1,082,790)	(1,126,294)	(1,169,799)	(1,213,303)	(1,256,808)
	100.00	(1,010,319)	(1,053,649)	(1,097,153)	(1,140,658)	(1,184,162)	(1,227,667)	(1,271,171)
	110.00	(1,024,596)	(1,068,012)	(1,111,516)	(1,155,021)	(1,198,525)	(1,242,030)	(1,285,534)
	120.00	(1,038,873)	(1,082,375)	(1,125,880)	(1,169,384)	(1,212,889)	(1,256,393)	(1,299,898)
	130.00	(1,053,234)	(1,096,738)	(1,140,243)	(1,183,747)	(1,227,252)	(1,270,756)	(1,314,261)
	140.00	(1,067,597)	(1,111,102)	(1,154,606)	(1,198,111)	(1,241,615)	(1,285,120)	(1,328,624)
	150.00	(1,081,960)	(1,125,465)	(1,168,969)	(1,212,474)	(1,255,978)	(1,299,483)	(1,342,987)
	160.00	(1,096,323)	(1,139,828)	(1,183,332)	(1,226,837)	(1,270,341)	(1,313,846)	(1,357,350)
	170.00	(1,110,687)	(1,154,191)	(1,197,696)	(1,241,200)	(1,284,705)	(1,328,209)	(1,371,714)
	180.00	(1,125,050)	(1,168,554)	(1,212,059)	(1,255,563)	(1,299,068)	(1,342,572)	(1,386,077)
	190.00	(1,139,413)	(1,182,918)	(1,226,422)	(1,269,927)	(1,313,431)	(1,356,936)	(1,400,440)
	200.00	(1,153,776)	(1,197,281)	(1,240,785)	(1,284,290)	(1,327,794)	(1,371,299)	(1,414,803)
	210.00	(1,168,140)	(1,211,644)	(1,255,149)	(1,298,653)	(1,342,158)	(1,385,662)	(1,429,167)
	220.00	(1,182,503)	(1,226,007)	(1,269,512)	(1,313,016)	(1,356,521)	(1,400,025)	(1,443,530)
	230.00	(1,196,866)	(1,240,371)	(1,283,875)	(1,327,380)	(1,370,884)	(1,414,389)	(1,457,893)
	240.00	(1,211,229)	(1,254,734)	(1,298,238)	(1,341,743)	(1,385,247)	(1,428,752)	(1,472,256)
	250.00	(1,225,592)	(1,269,097)	(1,312,601)	(1,356,106)	(1,399,610)	(1,443,115)	(1,486,619)

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats | No Units: 100
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

		Profit	18%					
Balance (RLV - BLV £ per acre (n))	(1,040,530)	15%	16%	17%	18%	19%	20%	21%
	0.00	(936,595)	(978,169)	(1,019,743)	(1,061,317)	(1,102,891)	(1,144,465)	(1,186,039)
	10.00	(950,958)	(992,532)	(1,034,106)	(1,075,680)	(1,117,254)	(1,158,828)	(1,200,402)
CIL £psm	20.00	(965,321)	(1,006,895)	(1,048,469)	(1,090,043)	(1,131,617)	(1,173,192)	(1,214,766)
0.00	30.00	(979,684)	(1,021,258)	(1,062,833)	(1,104,407)	(1,145,981)	(1,187,555)	(1,229,129)
(recommended CIL)	40.00	(994,048)	(1,035,622)	(1,077,196)	(1,118,770)	(1,160,344)	(1,201,918)	(1,243,492)
(100)	50.00	(1,008,411)	(1,049,985)	(1,091,559)	(1,133,133)	(1,174,707)	(1,216,281)	(1,257,855)
	60.00	(1,022,774)	(1,064,348)	(1,105,922)	(1,147,496)	(1,189,070)	(1,230,644)	(1,272,219)
	70.00	(1,037,137)	(1,078,711)	(1,120,285)	(1,161,860)	(1,203,434)	(1,245,008)	(1,286,582)
	80.00	(1,051,500)	(1,093,075)	(1,134,649)	(1,176,223)	(1,217,797)	(1,259,371)	(1,300,945)
	90.00	(1,065,864)	(1,107,438)	(1,149,012)	(1,190,586)	(1,232,160)	(1,273,734)	(1,315,308)
	100.00	(1,080,227)	(1,121,801)	(1,163,375)	(1,204,949)	(1,246,523)	(1,288,097)	(1,329,671)
	110.00	(1,094,590)	(1,136,164)	(1,177,738)	(1,219,312)	(1,260,886)	(1,302,461)	(1,344,035)
	120.00	(1,108,953)	(1,150,527)	(1,192,102)	(1,233,676)	(1,275,250)	(1,316,824)	(1,358,398)
	130.00	(1,123,317)	(1,164,891)	(1,206,465)	(1,248,039)	(1,289,613)	(1,331,187)	(1,372,761)
	140.00	(1,137,680)	(1,179,254)	(1,220,828)	(1,262,402)	(1,303,976)	(1,345,550)	(1,387,124)
	150.00	(1,152,043)	(1,193,617)	(1,235,191)	(1,276,765)	(1,318,339)	(1,359,913)	(1,401,488)
	160.00	(1,166,406)	(1,207,980)	(1,249,554)	(1,291,129)	(1,332,703)	(1,374,277)	(1,415,851)
	170.00	(1,180,769)	(1,222,344)	(1,263,918)	(1,305,492)	(1,347,066)	(1,388,640)	(1,430,214)
	180.00	(1,195,133)	(1,236,707)	(1,278,281)	(1,319,855)	(1,361,429)	(1,403,003)	(1,444,577)
	190.00	(1,209,496)	(1,251,070)	(1,292,644)	(1,334,218)	(1,375,792)	(1,417,366)	(1,458,940)
	200.00	(1,223,859)	(1,265,433)	(1,307,007)	(1,348,581)	(1,390,155)	(1,431,730)	(1,473,304)
	210.00	(1,238,222)	(1,279,796)	(1,321,371)	(1,362,945)	(1,404,519)	(1,446,093)	(1,487,667)
	220.00	(1,252,586)	(1,294,160)	(1,335,734)	(1,377,308)	(1,418,882)	(1,460,456)	(1,502,030)
	230.00	(1,266,949)	(1,308,523)	(1,350,097)	(1,391,671)	(1,433,245)	(1,474,819)	(1,516,393)
	240.00	(1,281,312)	(1,322,886)	(1,364,460)	(1,406,034)	(1,447,608)	(1,489,182)	(1,530,757)
	250.00	(1,295,675)	(1,337,249)	(1,378,823)	(1,420,398)	(1,461,972)	(1,503,546)	(1,545,120)

TABLE 4

		BLV (£ per acre (n))		170,000				
Balance (RLV - BLV £ per acre (n))	(1,040,530)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(947,197)	(980,530)	(1,013,863)	(1,047,197)	(1,080,530)	(1,113,863)	(1,147,197)
	10.00	(961,560)	(994,893)	(1,028,226)	(1,061,560)	(1,094,893)	(1,128,226)	(1,161,560)
CIL £psm	20.00	(975,923)	(1,009,256)	(1,042,590)	(1,075,923)	(1,109,256)	(1,142,590)	(1,175,923)
0.00	30.00	(990,286)	(1,023,620)	(1,056,953)	(1,090,286)	(1,123,620)	(1,156,953)	(1,190,286)
(recommended CIL)	40.00	(1,004,649)	(1,037,983)	(1,071,316)	(1,104,649)	(1,137,983)	(1,171,316)	(1,204,649)
(100)	50.00	(1,019,013)	(1,052,346)	(1,085,679)	(1,119,013)	(1,152,346)	(1,185,679)	(1,219,013)
	60.00	(1,033,376)	(1,066,709)	(1,100,043)	(1,133,376)	(1,166,709)	(1,200,043)	(1,233,376)
	70.00	(1,047,739)	(1,081,072)	(1,114,406)	(1,147,739)	(1,181,072)	(1,214,406)	(1,247,739)
	80.00	(1,062,102)	(1,095,436)	(1,128,769)	(1,162,102)	(1,195,436)	(1,228,769)	(1,262,102)
	90.00	(1,076,466)	(1,109,799)	(1,143,132)	(1,176,466)	(1,209,799)	(1,243,132)	(1,276,466)
	100.00	(1,090,829)	(1,124,162)	(1,157,495)	(1,190,829)	(1,224,162)	(1,257,495)	(1,290,829)
	110.00	(1,105,192)	(1,138,525)	(1,171,859)	(1,205,192)	(1,238,525)	(1,271,859)	(1,305,192)
	120.00	(1,119,555)	(1,152,889)	(1,186,222)	(1,219,555)	(1,252,889)	(1,286,222)	(1,319,555)
	130.00	(1,133,918)	(1,167,252)	(1,200,585)	(1,233,918)	(1,267,252)	(1,300,585)	(1,333,918)
	140.00	(1,148,282)	(1,181,615)	(1,214,948)	(1,248,282)	(1,281,615)	(1,314,948)	(1,348,282)
	150.00	(1,162,645)	(1,195,978)	(1,229,312)	(1,262,645)	(1,295,978)	(1,329,312)	(1,362,645)
	160.00	(1,177,008)	(1,210,341)	(1,243,675)	(1,277,008)	(1,310,341)	(1,343,675)	(1,377,008)
	170.00	(1,191,371)	(1,224,705)	(1,258,038)	(1,291,371)	(1,324,705)	(1,358,038)	(1,391,371)
	180.00	(1,205,735)	(1,239,068)	(1,272,401)	(1,305,735)	(1,339,068)	(1,372,401)	(1,405,735)
	190.00	(1,220,098)	(1,253,431)	(1,286,764)	(1,320,098)	(1,353,431)	(1,386,764)	(1,420,098)
	200.00	(1,234,461)	(1,267,794)	(1,301,128)	(1,334,461)	(1,367,794)	(1,401,128)	(1,434,461)
	210.00	(1,248,824)	(1,282,158)	(1,315,491)	(1,348,824)	(1,382,158)	(1,415,491)	(1,448,824)
	220.00	(1,263,187)	(1,296,521)	(1,329,854)	(1,363,187)	(1,396,521)	(1,429,854)	(1,463,187)
	230.00	(1,277,551)	(1,310,884)	(1,344,217)	(1,377,551)	(1,410,884)	(1,444,217)	(1,477,551)
	240.00	(1,291,914)	(1,325,247)	(1,358,581)	(1,391,914)	(1,425,247)	(1,458,581)	(1,491,914)
	250.00	(1,306,277)	(1,339,610)	(1,372,944)	(1,406,277)	(1,439,610)	(1,472,944)	(1,506,277)

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(1,040,530)	Density (dph) (net) 30	35	53 40	45	50	55	60
	0.00	(684,493)	(760,798)	(837,102)	(913,407)	(989,711)	(1,066,016)	(1,142,320)
	10.00	(692,573)	(770,224)	(847,875)	(925,526)	(1,003,177)	(1,080,829)	(1,158,480)
CIL £psm	20.00	(700,653)	(779,651)	(858,648)	(937,646)	(1,016,644)	(1,095,642)	(1,174,639)
0.00	30.00	(708,733)	(789,077)	(869,422)	(949,766)	(1,030,110)	(1,110,455)	(1,190,799)
(recommended CIL)	40.00	(716,813)	(798,504)	(880,195)	(961,886)	(1,043,577)	(1,125,268)	(1,206,959)
(100)	50.00	(724,892)	(807,930)	(890,968)	(974,005)	(1,057,043)	(1,140,081)	(1,223,118)
	60.00	(732,972)	(817,357)	(901,741)	(986,125)	(1,070,509)	(1,154,894)	(1,239,278)
	70.00	(741,052)	(826,783)	(912,514)	(998,245)	(1,083,976)	(1,169,707)	(1,255,437)
	80.00	(749,132)	(836,209)	(923,287)	(1,010,365)	(1,097,442)	(1,184,520)	(1,271,597)
	90.00	(757,212)	(845,636)	(934,060)	(1,022,484)	(1,110,908)	(1,199,333)	(1,287,757)
	100.00	(765,292)	(855,062)	(944,833)	(1,034,604)	(1,124,375)	(1,214,146)	(1,303,916)
	110.00	(773,371)	(864,489)	(955,606)	(1,046,724)	(1,137,841)	(1,228,959)	(1,320,076)
	120.00	(781,451)	(873,915)	(966,379)	(1,058,843)	(1,151,307)	(1,243,772)	(1,336,236)
	130.00	(789,531)	(883,342)	(977,152)	(1,070,963)	(1,164,774)	(1,258,585)	(1,352,395)
	140.00	(797,611)	(892,768)	(987,926)	(1,083,083)	(1,178,240)	(1,273,398)	(1,368,555)
	150.00	(805,691)	(902,195)	(998,699)	(1,095,203)	(1,191,707)	(1,288,211)	(1,384,715)
	160.00	(813,770)	(911,621)	(1,009,472)	(1,107,322)	(1,205,173)	(1,303,024)	(1,400,874)
	170.00	(821,850)	(921,048)	(1,020,245)	(1,119,442)	(1,218,639)	(1,317,837)	(1,417,034)
	180.00	(829,930)	(930,474)	(1,031,018)	(1,131,562)	(1,232,106)	(1,332,650)	(1,433,193)
	190.00	(838,010)	(939,900)	(1,041,791)	(1,143,682)	(1,245,572)	(1,347,463)	(1,449,353)
	200.00	(846,090)	(949,327)	(1,052,564)	(1,155,801)	(1,259,038)	(1,362,276)	(1,465,513)
	210.00	(854,170)	(958,753)	(1,063,337)	(1,167,921)	(1,272,505)	(1,377,089)	(1,481,672)
	220.00	(862,249)	(968,180)	(1,074,110)	(1,180,041)	(1,285,971)	(1,391,902)	(1,497,832)
	230.00	(870,329)	(977,606)	(1,084,883)	(1,192,160)	(1,299,437)	(1,406,715)	(1,513,992)
	240.00	(878,409)	(987,033)	(1,095,656)	(1,204,280)	(1,312,904)	(1,421,528)	(1,530,151)
	250.00	(886,489)	(996,459)	(1,106,430)	(1,216,400)	(1,326,370)	(1,436,341)	(1,546,311)

TABLE 6

Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(1,040,530)	70%	80%	90%	100%	105%	110%	120%
	0.00	404,985	(30,040)	(515,786)	(1,040,530)	(1,306,181)	(1,571,833)	(2,103,136)
	10.00	393,355	(41,882)	(529,807)	(1,054,893)	(1,320,545)	(1,586,196)	(2,117,499)
CIL £psm	20.00	381,711	(53,736)	(543,896)	(1,069,256)	(1,334,908)	(1,600,559)	(2,131,862)
0.00	30.00	370,011	(65,650)	(558,002)	(1,083,620)	(1,349,271)	(1,614,923)	(2,146,226)
(recommended CIL)	40.00	358,310	(77,564)	(572,108)	(1,097,983)	(1,363,634)	(1,629,286)	(2,160,589)
(100)	50.00	346,610	(89,477)	(586,214)	(1,112,346)	(1,377,998)	(1,643,649)	(2,174,952)
	60.00	334,910	(101,391)	(600,320)	(1,126,709)	(1,392,361)	(1,658,012)	(2,189,315)
	70.00	323,210	(113,305)	(614,425)	(1,141,072)	(1,406,724)	(1,672,376)	(2,203,679)
	80.00	311,509	(125,218)	(628,531)	(1,155,436)	(1,421,087)	(1,686,739)	(2,218,042)
	90.00	299,809	(137,132)	(642,637)	(1,169,799)	(1,435,450)	(1,701,102)	(2,232,405)
	100.00	288,109	(149,046)	(656,743)	(1,184,162)	(1,449,814)	(1,715,465)	(2,246,768)
	110.00	276,409	(160,959)	(670,849)	(1,198,525)	(1,464,177)	(1,729,828)	(2,261,131)
	120.00	264,709	(172,873)	(684,955)	(1,212,889)	(1,478,540)	(1,744,192)	(2,275,495)
	130.00	253,008	(185,023)	(699,061)	(1,227,252)	(1,492,903)	(1,758,555)	(2,289,858)
	140.00	241,308	(197,356)	(713,238)	(1,241,615)	(1,507,267)	(1,772,918)	(2,304,221)
	150.00	229,552	(210,037)	(727,429)	(1,255,978)	(1,521,630)	(1,787,281)	(2,318,584)
	160.00	217,781	(222,720)	(741,620)	(1,270,341)	(1,535,993)	(1,801,645)	(2,332,948)
	170.00	206,010	(236,266)	(755,811)	(1,284,705)	(1,550,356)	(1,816,008)	(2,347,311)
	180.00	194,239	(250,203)	(770,002)	(1,299,068)	(1,564,719)	(1,830,371)	(2,361,674)
	190.00	182,468	(264,140)	(784,193)	(1,313,431)	(1,579,083)	(1,844,734)	(2,376,037)
	200.00	170,698	(278,077)	(798,384)	(1,327,794)	(1,593,446)	(1,859,097)	(2,390,401)
	210.00	158,927	(292,014)	(812,576)	(1,342,158)	(1,607,809)	(1,873,461)	(2,404,764)
	220.00	147,156	(305,950)	(826,767)	(1,356,521)	(1,622,172)	(1,887,824)	(2,419,127)
	230.00	135,385	(319,887)	(840,958)	(1,370,884)	(1,636,536)	(1,902,187)	(2,433,490)
	240.00	123,614	(333,824)	(855,149)	(1,385,247)	(1,650,899)	(1,916,550)	(2,447,853)
	250.00	111,843	(347,761)	(869,340)	(1,399,610)	(1,665,262)	(1,930,914)	(2,462,217)

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(1,040,530)	90%	95%	100%	105%	110%	115%	120%
	0.00	(1,405,219)	(1,222,875)	(1,040,530)	(859,724)	(680,313)	(502,119)	(324,977)
	10.00	(1,419,582)	(1,237,238)	(1,054,893)	(873,915)	(694,419)	(516,140)	(338,914)
CIL £psm	20.00	(1,433,946)	(1,251,601)	(1,069,256)	(888,107)	(708,524)	(530,161)	(352,851)
0.00	30.00	(1,448,309)	(1,265,964)	(1,083,620)	(902,322)	(722,630)	(544,182)	(366,788)
(recommended CIL)	40.00	(1,462,672)	(1,280,327)	(1,097,983)	(916,599)	(736,736)	(558,204)	(380,765)
(100)	50.00	(1,477,035)	(1,294,691)	(1,112,346)	(930,876)	(750,905)	(572,264)	(394,786)
	60.00	(1,491,398)	(1,309,054)	(1,126,709)	(945,153)	(765,096)	(586,370)	(408,808)
	70.00	(1,505,762)	(1,323,417)	(1,141,072)	(959,430)	(779,287)	(600,476)	(422,829)
	80.00	(1,520,125)	(1,337,780)	(1,155,436)	(973,707)	(793,479)	(614,582)	(436,850)
	90.00	(1,534,488)	(1,352,144)	(1,169,799)	(987,984)	(807,670)	(628,688)	(450,871)
	100.00	(1,548,851)	(1,366,507)	(1,184,162)	(1,002,261)	(821,861)	(642,794)	(464,892)
	110.00	(1,563,215)	(1,380,870)	(1,198,525)	(1,016,538)	(836,052)	(656,900)	(478,913)
	120.00	(1,577,578)	(1,395,233)	(1,212,889)	(1,030,815)	(850,243)	(671,005)	(492,934)
	130.00	(1,591,941)	(1,409,596)	(1,227,252)	(1,045,091)	(864,434)	(685,111)	(506,955)
	140.00	(1,606,304)	(1,423,960)	(1,241,615)	(1,059,368)	(878,625)	(699,217)	(520,976)
	150.00	(1,620,668)	(1,438,323)	(1,255,978)	(1,073,645)	(892,817)	(713,323)	(534,998)
	160.00	(1,635,031)	(1,452,686)	(1,270,341)	(1,087,997)	(907,008)	(727,429)	(549,019)
	170.00	(1,649,394)	(1,467,049)	(1,284,705)	(1,102,360)	(921,199)	(741,535)	(563,040)
	180.00	(1,663,757)	(1,481,413)	(1,299,068)	(1,116,723)	(935,446)	(755,641)	(577,063)
	190.00	(1,678,120)	(1,495,776)	(1,313,431)	(1,131,087)	(949,723)	(769,806)	(591,169)
	200.00	(1,692,484)	(1,510,139)	(1,327,794)	(1,145,450)	(963,999)	(783,997)	(605,275)
	210.00	(1,706,847)	(1,524,502)	(1,342,158)	(1,159,813)	(978,276)	(798,189)	(619,381)
	220.00	(1,721,210)	(1,538,865)	(1,356,521)	(1,174,176)	(992,553)	(812,380)	(633,487)
	230.00	(1,735,573)	(1,553,229)	(1,370,884)	(1,188,539)	(1,006,830)	(826,571)	(647,592)
	240.00	(1,749,937)	(1,567,592)	(1,385,247)	(1,202,903)	(1,021,107)	(840,762)	(661,698)
	250.00	(1,764,300)	(1,581,955)	(1,399,610)	(1,217,266)	(1,035,384)	(854,953)	(675,804)

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(1,040,530)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(1,040,530)	(784,425)	(530,397)	(278,890)	(54,739)	157,744	1,193,406
	10.00	(1,054,893)	(798,616)	(544,490)	(292,827)	(66,652)	145,973	1,182,122
CIL £psm	20.00	(1,069,256)	(812,807)	(558,595)	(306,764)	(78,566)	134,202	1,170,837
0.00	30.00	(1,083,620)	(826,998)	(572,701)	(320,701)	(90,480)	122,431	1,159,552
(recommended CIL)	40.00	(1,097,983)	(841,189)	(586,807)	(334,638)	(102,393)	110,661	1,148,268
(100)	50.00	(1,112,346)	(855,380)	(600,913)	(348,575)	(114,307)	98,890	1,136,983
	60.00	(1,126,709)	(869,571)	(615,019)	(362,511)	(126,221)	87,080	1,125,698
	70.00	(1,141,072)	(883,844)	(629,125)	(376,526)	(138,134)	75,238	1,114,414
	80.00	(1,155,436)	(898,121)	(643,231)	(390,547)	(150,048)	63,395	1,103,086
	90.00	(1,169,799)	(912,398)	(657,337)	(404,568)	(161,962)	51,553	1,091,733
	100.00	(1,184,162)	(926,675)	(671,442)	(418,589)	(173,876)	39,711	1,080,380
	110.00	(1,198,525)	(940,951)	(685,548)	(432,610)	(186,061)	27,869	1,069,027
	120.00	(1,212,889)	(955,228)	(699,654)	(446,631)	(198,422)	16,027	1,057,674
	130.00	(1,227,252)	(969,505)	(713,835)	(460,652)	(211,104)	4,185	1,046,321
	140.00	(1,241,615)	(983,782)	(728,026)	(474,674)	(223,787)	(7,657)	1,034,968
	150.00	(1,255,978)	(998,059)	(742,217)	(488,695)	(237,439)	(19,499)	1,023,615
	160.00	(1,270,341)	(1,012,336)	(756,408)	(502,716)	(251,376)	(31,341)	1,012,262
	170.00	(1,284,705)	(1,026,613)	(770,599)	(516,737)	(265,313)	(43,183)	1,000,909
	180.00	(1,299,068)	(1,040,900)	(784,790)	(530,758)	(279,249)	(55,046)	989,556
	190.00	(1,313,431)	(1,055,263)	(798,981)	(544,853)	(293,186)	(66,959)	978,204
	200.00	(1,327,794)	(1,069,627)	(813,173)	(558,959)	(307,123)	(78,873)	966,851
	210.00	(1,342,158)	(1,083,990)	(827,364)	(573,065)	(321,060)	(90,787)	955,440
	220.00	(1,356,521)	(1,098,353)	(841,555)	(587,171)	(334,997)	(102,700)	944,018
	230.00	(1,370,884)	(1,112,716)	(855,746)	(601,277)	(348,934)	(114,614)	932,597
	240.00	(1,385,247)	(1,127,079)	(869,937)	(615,383)	(362,871)	(126,528)	921,175
	250.00	(1,399,610)	(1,141,443)	(884,212)	(629,488)	(376,887)	(138,442)	909,754

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

260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**P**	
Scheme Typology:	Houses and Flats	
No Units:	100	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	25,826,200	
Policy Assumptions		
AH Target %	40%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	14.58%	
Developers Profit (% on costs)	14.57%	
Developers Profit Total (£)	3,764,817	
Land Value KPI's		
RLV (£/acre (net))	(813,863)	
RLV (£/ha (net))	(2,011,056)	
RLV (% of GDV)	-14.60%	
RLV Total (£)	(3,770,966)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	1,050,241	
Surplus/Deficit (£/acre) [RLV-BLV]	(1,040,530)	
Surplus/Deficit (£/ha)	(2,571,149)	
Surplus/Deficit Total (£)	(4,821,206)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	1,958,581	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	19,586	Put into summary table for ease of checking. Don't print this row in the summary table

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	Q				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	9	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	2.8	50.0%	1.1	44%	4.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	2.7	43.0%	1.0	41%	3.7
4 bed House (with garage)	18.0%	1.2	7.0%	0.2	15%	1.4
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	6.8	100%	2.3	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	213	2,289	84	908	297	3,197
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	286	3,081	87	937	373	4,018
4 bed House (with garage)	169	1,818	18	195	187	2,013
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	668	7,187	190	2,040	857	9,228
AH % by floor area:			22.11%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	1,287,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	1,338,638
4 bed House (with garage)	440,000	3,826	355	3,165	294	603,900
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	0
2 bed Flat	255,000	3,923	364	3,335	310	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,229,538

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	2.8	@	325,000		921,375
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.7	@	365,000		985,500
4 bed House (with garage)	1.2	@	440,000		534,600
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	200,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	6.8				2,441,475
Affordable Rent GDV -					
2 bed House	0.4	@	195,000		76,781
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.3	@	219,000		74,159
4 bed House (with garage)	0.1	@	264,000		14,553
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.8				165,493
Social Rent GDV -					
2 bed House	0.4	@	130,000		51,188
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.3	@	146,000		49,439
4 bed House (with garage)	0.1	@	176,000		9,702
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.8				110,329
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.3	@	227,500		76,781
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.3	@	255,500		74,159
4 bed House (with garage)	0.0	@	308,000		14,553
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.7	2.3			165,493
Sub-total GDV Residential	**9**				**2,882,790**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	346,748
	404	£ psm (total GIA sqm)		38,528 £ per unit (total units)	
Grant	9	units @	0	per unit	-
Total GDV					**2,882,790**

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290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	26,460	£		(26,460)
Building Safety Levy				668	sqm	15.11	£ psm			(10,089)
CIL (Mrkt only inc. garages)	Max			668	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				9	units @	3,000	per unit			(27,000)
	Sub-total								(27,000)	
S106 analysis:	150,000	£ per ha		0.94%	% of GDV	3,000	£ per unit (total units)			
AH Commuted Sum				857	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.18	ha @	123,500	£ per ha (if brownfield)			(22,230)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			9	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				297	sqm @	2,107	psm			(625,779)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				315	sqm @	2,107	psm			(662,852)
4 bed House (EXC. garage)				154	sqm @	2,107	psm			(324,599)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				-	sqm @	2,522	psm			-
2 bed Flat				-	sqm @	2,522	psm			-
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	3.7	16.0		59	sqm @	600	psm			(35,208)
Garages for 4B House	1.4	24.0		33	sqm @	600	psm			(19,764)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				857	£ per garage	£0				
External works				1,668,202	@	10.0%				(166,820)
Ext. Works analysis:						18,536	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				9	units @	0	£ per unit			-
M4(2) Category 2 Housing	Aff units		2	units @	100%	@	1,400	£ per unit		(3,150)
M4(2) Category 2 Housing	OMS units		7	units @	100%	@	1,400	£ per unit		(9,450)
M4(3) Category 3 Housing	Aff units		2	units @	10%	@	22,000	£ per unit		(4,950)
M4(3) Category 3 Housing	OMS units		7	units @	10%	@	22,000	£ per unit		(14,850)
Part L/FHS			9	units @			4,350	£ per unit		(39,150)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing			857	sqm			105	£ psm		(90,014)
Net Zero for Flats			-	sqm			72	£ psm		-
Water Efficiency			-	units @			20	£ per unit		-
Urban Greening Factor	0.0		flats @	6	per storey = GIA	0	0	£ per unit		-
	Sub-total								(161,564)	
Policy Costs analysis:	(design costs only)					17,952	£ per unit (total units)			
						9.7%	% of BCIS costs			
Contingency (on construction)				2,018,816	@	5.0%				(100,941)

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Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		2,018,816	@	10.0%			(201,882)
Disposal Costs -							
OMS Marketing and Promotion		2,441,475	OMS @	1.00%	2,713	£ per unit	(24,415)
Residential Sales Agent Costs		2,441,475	OMS @	1.00%	2,713	£ per unit	(24,415)
Residential Sales Legal Costs		2,441,475	OMS @	0.50%	1,356	£ per unit	(12,207)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,782	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(67,213)
Developers Profit -							
Profit on OMS		2,441,475		17.50%			(427,258)
Margin on AH		441,315		6.00%	on AH values		(26,479)
Profit analysis:		2,882,790		15.74%	blended GDV	(453,737)	
		2,518,729		18.01%	on costs	(453,737)	
TOTAL COSTS							**(2,972,466)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(89,676)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(89,676)**
RLV analysis:	(9,964) £ per plot	(498,199)	£ per ha (net)	(201,618)	£ per acre (net)		
		(498,199)	£ per ha (gross)	(201,618)	£ per acre (gross)		
				-3.11%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		50.0	dph (net)				
Site Area (net)		0.18	ha (net)	0.44	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.18	ha (gross)	0.44	acres (gross)		
Density analysis:		4,763	sqm/ha (net)	20,746	sqft/ac (net)		
		50	dph (gross)				
Benchmark Land Value (net)	19,768 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**177,912**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(1,486,599)**	£ per ha (net)	**(601,618)**	£ per acre (net)	**(267,588)**

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Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	601,618	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(309,338)	(364,084)	(420,693)	(480,855)	(541,138)	(601,618)	(662,099)
	10.00	(328,396)	(382,189)	(439,542)	(498,656)	(557,993)	(617,420)	(676,847)
Max CIL £ psm	20.00	(347,454)	(400,324)	(458,390)	(516,475)	(574,849)	(633,222)	(691,596)
0.00	30.00	(366,512)	(420,219)	(477,239)	(534,384)	(591,704)	(649,024)	(706,344)
(recommended CIL)	40.00	(385,570)	(440,115)	(496,087)	(552,293)	(608,560)	(664,826)	(721,093)
(100)	50.00	(405,085)	(460,011)	(514,989)	(570,202)	(625,415)	(680,628)	(735,842)
	60.00	(426,028)	(479,906)	(533,952)	(588,111)	(642,271)	(696,430)	(750,590)
	70.00	(446,971)	(499,808)	(552,914)	(606,020)	(659,126)	(712,233)	(765,339)
	80.00	(467,914)	(519,824)	(571,876)	(623,929)	(675,982)	(728,035)	(780,087)
	90.00	(488,856)	(539,840)	(590,839)	(641,838)	(692,837)	(743,837)	(794,836)
	100.00	(509,910)	(559,856)	(609,801)	(659,747)	(709,693)	(759,639)	(809,584)
	110.00	(530,979)	(579,872)	(628,764)	(677,656)	(726,548)	(775,441)	(824,333)
	120.00	(552,049)	(599,887)	(647,726)	(695,565)	(743,404)	(791,243)	(839,082)
	130.00	(573,118)	(619,903)	(666,689)	(713,474)	(760,259)	(807,045)	(853,830)
	140.00	(594,187)	(639,919)	(685,651)	(731,383)	(777,115)	(822,847)	(868,579)
	150.00	(615,257)	(659,935)	(704,614)	(749,292)	(793,970)	(838,649)	(883,327)
	160.00	(636,326)	(679,951)	(723,576)	(767,201)	(810,826)	(854,451)	(898,076)
	170.00	(657,396)	(699,967)	(742,539)	(785,110)	(827,682)	(870,253)	(912,824)
	180.00	(678,465)	(719,983)	(761,501)	(803,019)	(844,537)	(886,055)	(927,573)
	190.00	(699,534)	(739,999)	(780,463)	(820,928)	(861,393)	(901,857)	(942,322)
	200.00	(720,604)	(760,015)	(799,426)	(838,837)	(878,248)	(917,659)	(957,070)
	210.00	(741,673)	(780,031)	(818,388)	(856,746)	(895,104)	(933,461)	(971,819)
	220.00	(762,743)	(800,047)	(837,351)	(874,655)	(911,959)	(949,263)	(986,567)
	230.00	(783,812)	(820,063)	(856,313)	(892,564)	(928,815)	(965,065)	(1,001,316)
	240.00	(804,881)	(840,079)	(875,276)	(910,473)	(945,670)	(980,867)	(1,016,064)
	250.00	(825,951)	(860,094)	(894,238)	(928,382)	(962,526)	(996,669)	(1,030,813)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(601,618)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(537,720)	(553,695)	(569,669)	(585,644)	(601,618)	(617,593)	(633,567)
	10.00	(553,522)	(569,497)	(585,471)	(601,446)	(617,420)	(633,395)	(649,369)
CIL £psm	20.00	(569,324)	(585,299)	(601,273)	(617,248)	(633,222)	(649,197)	(665,171)
0.00	30.00	(585,126)	(601,101)	(617,075)	(633,050)	(649,024)	(664,999)	(680,973)
(recommended CIL)	40.00	(600,928)	(616,903)	(632,877)	(648,852)	(664,826)	(680,801)	(696,776)
(100)	50.00	(616,730)	(632,705)	(648,679)	(664,654)	(680,628)	(696,603)	(712,578)
	60.00	(632,532)	(648,507)	(664,481)	(680,456)	(696,430)	(712,405)	(728,380)
	70.00	(648,334)	(664,309)	(680,283)	(696,258)	(712,233)	(728,207)	(744,182)
	80.00	(664,136)	(680,111)	(696,085)	(712,060)	(728,035)	(744,009)	(759,984)
	90.00	(679,938)	(695,913)	(711,887)	(727,862)	(743,837)	(759,811)	(775,786)
	100.00	(695,740)	(711,715)	(727,690)	(743,664)	(759,639)	(775,613)	(791,588)
	110.00	(711,542)	(727,517)	(743,492)	(759,466)	(775,441)	(791,415)	(807,390)
	120.00	(727,344)	(743,319)	(759,294)	(775,268)	(791,243)	(807,217)	(823,192)
	130.00	(743,147)	(759,121)	(775,096)	(791,070)	(807,045)	(823,019)	(838,994)
	140.00	(758,949)	(774,923)	(790,898)	(806,872)	(822,847)	(838,821)	(854,796)
	150.00	(774,751)	(790,725)	(806,700)	(822,674)	(838,649)	(854,623)	(870,598)
	160.00	(790,553)	(806,527)	(822,502)	(838,476)	(854,451)	(870,426)	(886,400)
	170.00	(806,355)	(822,329)	(838,304)	(854,278)	(870,253)	(886,228)	(902,202)
	180.00	(822,157)	(838,131)	(854,106)	(870,080)	(886,055)	(902,030)	(918,004)
	190.00	(837,959)	(853,933)	(869,908)	(885,882)	(901,857)	(917,832)	(933,806)
	200.00	(853,761)	(869,735)	(885,710)	(901,685)	(917,659)	(933,634)	(949,608)
	210.00	(869,563)	(885,537)	(901,512)	(917,487)	(933,461)	(949,436)	(965,410)
	220.00	(885,365)	(901,339)	(917,314)	(933,289)	(949,263)	(965,238)	(981,212)
	230.00	(901,167)	(917,142)	(933,116)	(949,091)	(965,065)	(981,040)	(997,014)
	240.00	(916,969)	(932,944)	(948,918)	(964,893)	(980,867)	(996,842)	(1,012,816)
	250.00	(932,771)	(948,746)	(964,720)	(980,695)	(996,669)	(1,012,644)	(1,028,618)

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3 — Profit 18%

Balance (RLV - BLV £ per acre (n))	(601,618)	15%	16%	17%	18%	19%	20%	21%
	0.00	(464,389)	(519,281)	(574,172)	(629,064)	(683,956)	(738,848)	(793,739)
	10.00	(480,191)	(535,083)	(589,974)	(644,866)	(699,758)	(754,650)	(809,541)
CIL £psm	20.00	(495,993)	(550,885)	(605,776)	(660,668)	(715,560)	(770,452)	(825,343)
0.00	30.00	(511,795)	(566,687)	(621,578)	(676,470)	(731,362)	(786,254)	(841,145)
(recommended CIL)	40.00	(527,597)	(582,489)	(637,381)	(692,272)	(747,164)	(802,056)	(856,947)
(100)	50.00	(543,399)	(598,291)	(653,183)	(708,074)	(762,966)	(817,858)	(872,750)
	60.00	(559,201)	(614,093)	(668,985)	(723,876)	(778,768)	(833,660)	(888,552)
	70.00	(575,003)	(629,895)	(684,787)	(739,678)	(794,570)	(849,462)	(904,354)
	80.00	(590,805)	(645,697)	(700,589)	(755,480)	(810,372)	(865,264)	(920,156)
	90.00	(606,607)	(661,499)	(716,391)	(771,282)	(826,174)	(881,066)	(935,958)
	100.00	(622,409)	(677,301)	(732,193)	(787,085)	(841,976)	(896,868)	(951,760)
	110.00	(638,211)	(693,103)	(747,995)	(802,887)	(857,778)	(912,670)	(967,562)
	120.00	(654,013)	(708,905)	(763,797)	(818,689)	(873,580)	(928,472)	(983,364)
	130.00	(669,815)	(724,707)	(779,599)	(834,491)	(889,382)	(944,274)	(999,166)
	140.00	(685,617)	(740,509)	(795,401)	(850,293)	(905,184)	(960,076)	(1,014,968)
	150.00	(701,420)	(756,311)	(811,203)	(866,095)	(920,987)	(975,878)	(1,030,770)
	160.00	(717,222)	(772,113)	(827,005)	(881,897)	(936,789)	(991,680)	(1,046,572)
	170.00	(733,024)	(787,915)	(842,807)	(897,699)	(952,591)	(1,007,482)	(1,062,374)
	180.00	(748,826)	(803,717)	(858,609)	(913,501)	(968,393)	(1,023,284)	(1,078,176)
	190.00	(764,628)	(819,519)	(874,411)	(929,303)	(984,195)	(1,039,086)	(1,093,978)
	200.00	(780,430)	(835,321)	(890,213)	(945,105)	(999,997)	(1,054,888)	(1,109,780)
	210.00	(796,232)	(851,124)	(906,015)	(960,907)	(1,015,799)	(1,070,691)	(1,125,582)
	220.00	(812,034)	(866,926)	(921,817)	(976,709)	(1,031,601)	(1,086,493)	(1,141,384)
	230.00	(827,836)	(882,728)	(937,619)	(992,511)	(1,047,403)	(1,102,295)	(1,157,186)
	240.00	(843,638)	(898,530)	(953,421)	(1,008,313)	(1,063,205)	(1,118,097)	(1,172,988)
	250.00	(859,440)	(914,332)	(969,223)	(1,024,115)	(1,079,007)	(1,133,899)	(1,188,790)

TABLE 4 — BLV (£ per acre (n)) 400,000

Balance (RLV - BLV £ per acre (n))	(601,618)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(301,618)	(326,618)	(351,618)	(376,618)	(401,618)	(426,618)	(451,618)
	10.00	(317,420)	(342,420)	(367,420)	(392,420)	(417,420)	(442,420)	(467,420)
CIL £psm	20.00	(333,222)	(358,222)	(383,222)	(408,222)	(433,222)	(458,222)	(483,222)
0.00	30.00	(349,024)	(374,024)	(399,024)	(424,024)	(449,024)	(474,024)	(499,024)
(recommended CIL)	40.00	(364,826)	(389,826)	(414,826)	(439,826)	(464,826)	(489,826)	(514,826)
(100)	50.00	(380,628)	(405,628)	(430,628)	(455,628)	(480,628)	(505,628)	(530,628)
	60.00	(396,430)	(421,430)	(446,430)	(471,430)	(496,430)	(521,430)	(546,430)
	70.00	(412,233)	(437,233)	(462,233)	(487,233)	(512,233)	(537,233)	(562,233)
	80.00	(428,035)	(453,035)	(478,035)	(503,035)	(528,035)	(553,035)	(578,035)
	90.00	(443,837)	(468,837)	(493,837)	(518,837)	(543,837)	(568,837)	(593,837)
	100.00	(459,639)	(484,639)	(509,639)	(534,639)	(559,639)	(584,639)	(609,639)
	110.00	(475,441)	(500,441)	(525,441)	(550,441)	(575,441)	(600,441)	(625,441)
	120.00	(491,243)	(516,243)	(541,243)	(566,243)	(591,243)	(616,243)	(641,243)
	130.00	(507,045)	(532,045)	(557,045)	(582,045)	(607,045)	(632,045)	(657,045)
	140.00	(522,847)	(547,847)	(572,847)	(597,847)	(622,847)	(647,847)	(672,847)
	150.00	(538,649)	(563,649)	(588,649)	(613,649)	(638,649)	(663,649)	(688,649)
	160.00	(554,451)	(579,451)	(604,451)	(629,451)	(654,451)	(679,451)	(704,451)
	170.00	(570,253)	(595,253)	(620,253)	(645,253)	(670,253)	(695,253)	(720,253)
	180.00	(586,055)	(611,055)	(636,055)	(661,055)	(686,055)	(711,055)	(736,055)
	190.00	(601,857)	(626,857)	(651,857)	(676,857)	(701,857)	(726,857)	(751,857)
	200.00	(617,659)	(642,659)	(667,659)	(692,659)	(717,659)	(742,659)	(767,659)
	210.00	(633,461)	(658,461)	(683,461)	(708,461)	(733,461)	(758,461)	(783,461)
	220.00	(649,263)	(674,263)	(699,263)	(724,263)	(749,263)	(774,263)	(799,263)
	230.00	(665,065)	(690,065)	(715,065)	(740,065)	(765,065)	(790,065)	(815,065)
	240.00	(680,867)	(705,867)	(730,867)	(755,867)	(780,867)	(805,867)	(830,867)
	250.00	(696,669)	(721,669)	(746,669)	(771,669)	(796,669)	(821,669)	(846,669)

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Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(601,618)	Density (dph) (net) 30	35	40 (50)	45	50	55	60
	0.00	(545,171)	(559,283)	(573,395)	(587,506)	(601,618)	(615,730)	(629,842)
	10.00	(554,653)	(570,344)	(586,036)	(601,728)	(617,420)	(633,112)	(648,804)
CIL £psm	20.00	(564,134)	(581,406)	(598,678)	(615,950)	(633,222)	(650,494)	(667,767)
0.00	30.00	(573,615)	(592,467)	(611,320)	(630,172)	(649,024)	(667,877)	(686,729)
(recommended CIL)	40.00	(583,096)	(603,529)	(623,961)	(644,394)	(664,826)	(685,259)	(705,691)
(100)	50.00	(592,577)	(614,590)	(636,603)	(658,616)	(680,628)	(702,641)	(724,654)
	60.00	(602,059)	(625,652)	(649,245)	(672,838)	(696,430)	(720,023)	(743,616)
	70.00	(611,540)	(636,713)	(661,886)	(687,059)	(712,233)	(737,406)	(762,579)
	80.00	(621,021)	(647,775)	(674,528)	(701,281)	(728,035)	(754,788)	(781,541)
	90.00	(630,502)	(658,836)	(687,169)	(715,503)	(743,837)	(772,170)	(800,504)
	100.00	(639,984)	(669,897)	(699,811)	(729,725)	(759,639)	(789,552)	(819,466)
	110.00	(649,465)	(680,959)	(712,453)	(743,947)	(775,441)	(806,935)	(838,429)
	120.00	(658,946)	(692,020)	(725,094)	(758,169)	(791,243)	(824,317)	(857,391)
	130.00	(668,427)	(703,082)	(737,736)	(772,390)	(807,045)	(841,699)	(876,354)
	140.00	(677,909)	(714,143)	(750,378)	(786,612)	(822,847)	(859,081)	(895,316)
	150.00	(687,390)	(725,205)	(763,019)	(800,834)	(838,649)	(876,464)	(914,278)
	160.00	(696,871)	(736,266)	(775,661)	(815,056)	(854,451)	(893,846)	(933,241)
	170.00	(706,352)	(747,327)	(788,303)	(829,278)	(870,253)	(911,228)	(952,203)
	180.00	(715,833)	(758,389)	(800,944)	(843,500)	(886,055)	(928,610)	(971,166)
	190.00	(725,315)	(769,450)	(813,586)	(857,721)	(901,857)	(945,993)	(990,128)
	200.00	(734,796)	(780,512)	(826,227)	(871,943)	(917,659)	(963,375)	(1,009,091)
	210.00	(744,277)	(791,573)	(838,869)	(886,165)	(933,461)	(980,757)	(1,028,053)
	220.00	(753,758)	(802,635)	(851,511)	(900,387)	(949,263)	(998,139)	(1,047,016)
	230.00	(763,240)	(813,696)	(864,152)	(914,609)	(965,065)	(1,015,522)	(1,065,978)
	240.00	(772,721)	(824,757)	(876,794)	(928,831)	(980,867)	(1,032,904)	(1,084,941)
	250.00	(782,202)	(835,819)	(889,436)	(943,053)	(996,669)	(1,050,286)	(1,103,903)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(601,618)	Build cost 60%	70%	80% (100%)	90%	100%	105%	120%
	0.00	1,152,364	728,644	304,290	(131,331)	(601,618)	(851,327)	(3,037,324)
	10.00	1,139,018	715,217	290,863	(145,624)	(617,420)	(867,129)	(3,179,045)
CIL £psm	20.00	1,125,672	701,790	277,417	(159,918)	(633,222)	(882,931)	(3,320,767)
0.00	30.00	1,112,326	688,363	263,909	(174,211)	(649,024)	(898,734)	(3,462,489)
(recommended CIL)	40.00	1,098,979	674,936	250,401	(188,505)	(664,826)	(914,536)	(3,604,211)
(100)	50.00	1,085,633	661,509	236,893	(202,798)	(680,628)	(930,338)	(3,745,933)
	60.00	1,072,287	648,082	223,385	(217,092)	(696,430)	(946,140)	(3,887,654)
	70.00	1,058,941	634,655	209,877	(231,385)	(712,233)	(961,942)	(4,029,376)
	80.00	1,045,582	621,228	196,369	(245,679)	(728,035)	(977,744)	(4,171,098)
	90.00	1,032,155	607,801	182,860	(259,972)	(743,837)	(993,546)	(4,312,820)
	100.00	1,018,728	594,374	169,352	(274,265)	(759,639)	(1,009,348)	(4,454,542)
	110.00	1,005,301	580,947	155,844	(288,559)	(775,441)	(1,025,150)	(4,596,264)
	120.00	991,874	567,520	142,336	(302,852)	(791,243)	(1,040,952)	(4,737,985)
	130.00	978,447	554,093	128,828	(317,146)	(807,045)	(1,056,754)	(4,879,707)
	140.00	965,020	540,666	115,320	(331,439)	(822,847)	(1,072,556)	(5,021,429)
	150.00	951,593	527,240	101,631	(345,733)	(838,649)	(1,088,358)	(5,163,151)
	160.00	938,167	513,813	87,652	(360,026)	(854,451)	(1,104,160)	(5,304,873)
	170.00	924,740	500,386	73,673	(374,320)	(870,253)	(1,119,962)	(5,446,594)
	180.00	911,313	486,959	59,693	(388,613)	(886,055)	(1,135,764)	(5,588,316)
	190.00	897,886	473,532	45,714	(403,194)	(901,857)	(1,151,566)	(5,730,038)
	200.00	884,459	460,105	31,735	(418,901)	(917,659)	(1,167,368)	(5,871,760)
	210.00	871,032	446,678	17,755	(434,608)	(933,461)	(1,183,170)	(6,013,482)
	220.00	857,605	433,251	3,776	(450,315)	(949,263)	(1,198,972)	(6,155,204)
	230.00	844,178	419,824	(10,203)	(466,022)	(965,065)	(1,214,774)	(6,296,925)
	240.00	830,751	406,397	(24,183)	(481,729)	(980,867)	(1,230,576)	(6,438,647)
	250.00	817,324	392,970	(38,162)	(497,437)	(996,669)	(1,246,379)	(6,580,369)

Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(601,618)	90%	95%	100%	105%	110%	115%	120%
	0.00	(1,048,906)	(825,262)	(601,618)	(380,797)	(178,522)	21,183	215,236
	10.00	(1,064,708)	(841,064)	(617,420)	(395,090)	(192,816)	7,204	201,728
CIL £psm	20.00	(1,080,510)	(856,866)	(633,222)	(410,312)	(207,109)	(6,775)	188,220
0.00	30.00	(1,096,312)	(872,668)	(649,024)	(426,019)	(221,403)	(20,755)	174,712
(recommended CIL)	40.00	(1,112,114)	(888,470)	(664,826)	(441,726)	(235,696)	(34,734)	161,204
(100)	50.00	(1,127,916)	(904,272)	(680,628)	(457,433)	(249,990)	(48,713)	147,696
	60.00	(1,143,718)	(920,074)	(696,430)	(473,140)	(264,283)	(62,692)	134,187
	70.00	(1,159,520)	(935,876)	(712,233)	(488,847)	(278,577)	(76,672)	120,679
	80.00	(1,175,322)	(951,678)	(728,035)	(504,554)	(292,870)	(90,651)	107,171
	90.00	(1,191,124)	(967,480)	(743,837)	(520,261)	(307,164)	(104,889)	93,198
	100.00	(1,206,926)	(983,282)	(759,639)	(535,995)	(321,457)	(119,183)	79,219
	110.00	(1,222,728)	(999,084)	(775,441)	(551,797)	(335,751)	(133,476)	65,240
	120.00	(1,238,530)	(1,014,886)	(791,243)	(567,599)	(350,044)	(147,770)	51,260
	130.00	(1,254,332)	(1,030,689)	(807,045)	(583,401)	(364,337)	(162,063)	37,281
	140.00	(1,270,134)	(1,046,491)	(822,847)	(599,203)	(378,631)	(176,357)	23,302
	150.00	(1,285,936)	(1,062,293)	(838,649)	(615,005)	(392,924)	(190,650)	9,322
	160.00	(1,301,738)	(1,078,095)	(854,451)	(630,807)	(407,932)	(204,944)	(4,657)
	170.00	(1,317,540)	(1,093,897)	(870,253)	(646,609)	(423,639)	(219,237)	(18,636)
	180.00	(1,407,171)	(1,109,699)	(886,055)	(662,411)	(439,346)	(233,531)	(32,616)
	190.00	(1,548,893)	(1,125,501)	(901,857)	(678,213)	(455,053)	(247,824)	(46,595)
	200.00	(1,690,614)	(1,141,303)	(917,659)	(694,015)	(470,760)	(262,117)	(60,574)
	210.00	(1,832,336)	(1,157,105)	(933,461)	(709,817)	(486,467)	(276,411)	(74,554)
	220.00	(1,974,058)	(1,172,907)	(949,263)	(725,619)	(502,174)	(290,704)	(88,533)
	230.00	(2,115,780)	(1,188,709)	(965,065)	(741,422)	(517,881)	(304,998)	(102,724)
	240.00	(2,257,502)	(1,204,511)	(980,867)	(757,224)	(533,588)	(319,291)	(117,017)
	250.00	(2,399,223)	(1,220,313)	(996,669)	(773,026)	(549,382)	(333,585)	(131,311)

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(601,618)	0	1,000	20,000	30,000	40,000	50,000	100,000
	0.00	(601,618)	(580,447)	(200,066)	(10,421)	174,517	355,047	1,253,269
	10.00	(617,420)	(596,249)	(214,359)	(24,401)	161,009	341,620	1,239,922
CIL £psm	20.00	(633,222)	(612,051)	(228,653)	(38,380)	147,501	328,193	1,226,576
0.00	30.00	(649,024)	(627,853)	(242,946)	(52,359)	133,993	314,766	1,213,230
(recommended CIL)	40.00	(664,826)	(643,655)	(257,240)	(66,339)	120,485	301,339	1,199,884
(100)	50.00	(680,628)	(659,457)	(271,533)	(80,318)	106,976	287,912	1,186,537
	60.00	(696,430)	(675,259)	(285,826)	(94,324)	92,997	274,449	1,173,191
	70.00	(712,233)	(691,061)	(300,120)	(108,617)	79,017	260,941	1,159,845
	80.00	(728,035)	(706,863)	(314,413)	(122,911)	65,038	247,433	1,146,499
	90.00	(743,837)	(722,665)	(328,707)	(137,204)	51,059	233,924	1,133,152
	100.00	(759,639)	(738,467)	(343,000)	(151,498)	37,079	220,416	1,119,806
	110.00	(775,441)	(754,269)	(357,294)	(165,791)	23,100	206,908	1,106,460
	120.00	(791,243)	(770,071)	(371,587)	(180,085)	9,121	193,400	1,093,114
	130.00	(807,045)	(785,873)	(385,881)	(194,378)	(4,859)	179,892	1,079,767
	140.00	(822,847)	(801,675)	(400,191)	(208,672)	(18,838)	166,384	1,066,421
	150.00	(838,649)	(817,477)	(415,898)	(222,965)	(32,817)	152,876	1,053,075
	160.00	(854,451)	(833,279)	(431,606)	(237,259)	(46,797)	139,368	1,039,681
	170.00	(870,253)	(849,082)	(447,313)	(251,552)	(60,776)	125,860	1,026,254
	180.00	(886,055)	(864,884)	(463,020)	(265,845)	(74,755)	112,351	1,012,827
	190.00	(901,857)	(880,686)	(478,727)	(280,139)	(88,735)	98,559	999,400
	200.00	(917,659)	(896,488)	(494,434)	(294,432)	(102,930)	84,580	985,973
	210.00	(933,461)	(912,290)	(510,141)	(308,726)	(117,223)	70,600	972,546
	220.00	(949,263)	(928,092)	(525,848)	(323,019)	(131,517)	56,621	959,119
	230.00	(965,065)	(943,894)	(541,636)	(337,313)	(145,810)	42,642	945,692
	240.00	(980,867)	(959,696)	(557,438)	(351,606)	(160,104)	28,663	932,265
	250.00	(996,669)	(975,498)	(573,240)	(365,900)	(174,397)	14,683	918,838

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

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290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**Q**	
Scheme Typology:	Houses	
No Units:	9	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	2,882,790	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	3,000	
Sub-total CIL+S106 (£ per unit)	3,000	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	3,000	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.74%	
Developers Profit (% on costs)	18.01%	
Developers Profit Total (£)	453,737	
Land Value KPI's		
RLV (£/acre (net))	(201,618)	
RLV (£/ha (net))	(498,199)	
RLV (% of GDV)	-3.11%	
RLV Total (£)	(89,676)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	177,912	
Surplus/Deficit (£/acre) [RLV-BLV]	(601,618)	
Surplus/Deficit (£/ha)	(1,486,599)	
Surplus/Deficit Total (£)	(267,588)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	67,213	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	7,468	Put into summary table for ease of checking. Don't print this row in the summary table

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290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	R				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	13	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		13	Units	Carry on from here	
AH Policy requirement (% Target)		25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)	75%			
AH tenure split %	Affordable Rent:		35.0%		
	Social Rent:		35.0%	70.0%	% Rented
	First Homes:				
	Other Intermediate (LCHO/Sub-Market etc.):		30.0%	7.5%	% of total (>10% First Homes PPG 023)
		100%	100.0%		
CIL Rate (£ psm)		0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	4.1	50%	1.6	44%	5.7
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	3.9	43%	1.4	41%	5.3
4 bed House (with garage)	18.0%	1.8	7%	0.2	15%	2.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.8	100.0%	3.3	100%	13.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	307	3,306	122	1,312	429	4,618
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	413	4,450	126	1,354	539	5,804
4 bed House (with garage)	244	2,626	26	282	270	2,907
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	964	10,381	274	2,947	1,238	13,329
AH % by floor area:			22.11%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	1,859,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	1,933,588
4 bed House (with garage)	440,000	3,826	355	3,165	294	872,300
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	0
2 bed Flat	255,000	3,923	364	3,335	310	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						4,664,888

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**		No Units:	**13**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.1	@	325,000		1,330,875
3 bed House	0.0	@	0		-
3 bed House (with garage)	3.9	@	365,000		1,423,500
4 bed House (with garage)	1.8	@	440,000		772,200
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	200,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	9.8				3,526,575
Affordable Rent GDV -					
2 bed House	0.6	@	195,000		110,906
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.5	@	219,000		107,118
4 bed House (with garage)	0.1	@	264,000		21,021
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	1.1				239,046
Social Rent GDV -					
2 bed House	0.6	@	130,000		73,938
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.5	@	146,000		71,412
4 bed House (with garage)	0.1	@	176,000		14,014
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	1.1				159,364
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.5	@	227,500		110,906
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.4	@	255,500		107,118
4 bed House (with garage)	0.1	@	308,000		21,021
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	1.0	3.3			239,046
Sub-total GDV Residential	**13**				**4,164,030**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	500,858
	404	£ psm (total GIA sqm)		38,528 £ per unit (total units)	
Grant	13	units @	0	per unit	-
Total GDV					**4,164,030**

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**	No Units:	**13**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	8,255	£		(8,255)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	33,020	£		(33,020)
Building Safety Levy				964	sqm	15.11	£ psm			(14,573)
CIL (Mrkt only inc. garages)	Max			964	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				13	units @	3,000	per unit			(39,000)
	Sub-total								(39,000)	
S106 analysis:	165,000	£ per ha		0.94%	% of GDV	3,000	£ per unit (total units)			
AH Commuted Sum				1,238	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.24	ha @	123,500	£ per ha (if brownfield)			(29,191)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			13	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				429	sqm @	2,107	psm			(903,903)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				454	sqm @	2,107	psm			(957,452)
4 bed House (EXC. garage)				223	sqm @	2,107	psm			(468,865)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				-	sqm @	2,522	psm			-
2 bed Flat				-	sqm @	2,522	psm			-
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	5.3	16.0		85	sqm @	600	psm			(50,856)
Garages for 4B House	2.0	24.0		48	sqm @	600	psm			(28,548)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				1,238	£ per garage	£0				
External works				2,409,625	@	10.0%				(240,962)
Ext. Works analysis:						18,536	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				13	units @	400	£ per unit			(5,200)
M4(2) Category 2 Housing	Aff units		3	units @	100%	@	1,400	£ per unit		(4,550)
M4(2) Category 2 Housing	OMS units		10	units @	100%	@	1,400	£ per unit		(13,650)
M4(3) Category 3 Housing	Aff units		3	units @	10%	@	22,000	£ per unit		(7,150)
M4(3) Category 3 Housing	OMS units		10	units @	10%	@	22,000	£ per unit		(21,450)
Part L/FHS			13	units @			4,350	£ per unit		(56,550)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing		1,238	sqm				105	£ psm		(130,020)
Net Zero for Flats		-	sqm				72	£ psm		-
Water Efficiency		-	units @				20	£ per unit		-
Urban Greening Factor	0.0	flats @	6		per storey = GIA	0	0	£ per unit		-
	Sub-total								(238,570)	
Policy Costs analysis:	(design costs only)					18,352	£ per unit (total units)			
						9.9%	% of BCIS costs			
Contingency (on construction)				2,918,348	@	5.0%				(145,917)

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**		No Units:	**13**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		2,918,348	@	10.0%			(291,835)
Disposal Costs -							
OMS Marketing and Promotion		3,526,575	OMS @	1.00%	2,713	£ per unit	(35,266)
Residential Sales Agent Costs		3,526,575	OMS @	1.00%	2,713	£ per unit	(35,266)
Residential Sales Legal Costs		3,526,575	OMS @	0.50%	1,356	£ per unit	(17,633)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	13	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,782	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(96,849)
Developers Profit -							
Profit on OMS		3,526,575		17.50%			(617,151)
Margin on AH		637,455		6.00%	on AH values		(38,247)
Profit analysis:		4,164,030		15.74%	blended GDV	(655,398)	
		3,635,962		18.03%	on costs	(655,398)	
TOTAL COSTS							**(4,291,360)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(127,330)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(127,330)**
RLV analysis:	(9,795) £ per plot	(538,702)	£ per ha (net)	(218,010)	£ per acre (net)		
		(538,702)	£ per ha (gross)	(218,010)	£ per acre (gross)		
				-3.06%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		55.0	dph (net)				
Site Area (net)		0.24	ha (net)	0.58	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.24	ha (gross)	0.58	acres (gross)		
Density analysis:		5,239	sqm/ha (net)	22,821	sqft/ac (net)		
		55	dph (gross)				
Benchmark Land Value (net)	17,971 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**233,622**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(1,527,102)**	£ per ha (net)	**(618,010)**	£ per acre (net)	**(360,951)**

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses | No Units: 13
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	618,010	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(296,861)	(357,083)	(419,015)	(485,192)	(551,481)	(618,010)	(684,538)
	10.00	(317,825)	(376,998)	(439,749)	(504,774)	(570,022)	(635,392)	(700,762)
Max CIL £ psm	20.00	(338,789)	(396,914)	(460,482)	(524,355)	(588,563)	(652,774)	(716,985)
0.00	30.00	(359,753)	(418,494)	(481,215)	(544,052)	(607,105)	(670,157)	(733,209)
(recommended CIL)	40.00	(380,716)	(440,379)	(501,949)	(563,752)	(625,646)	(687,539)	(749,432)
(100)	50.00	(401,846)	(462,264)	(522,718)	(583,452)	(644,187)	(704,921)	(765,656)
	60.00	(424,883)	(484,149)	(543,577)	(603,152)	(662,728)	(722,303)	(781,879)
	70.00	(447,920)	(506,035)	(564,435)	(622,852)	(681,269)	(739,686)	(798,102)
	80.00	(470,957)	(528,036)	(585,294)	(642,552)	(699,810)	(757,068)	(814,326)
	90.00	(493,994)	(550,053)	(606,153)	(662,252)	(718,351)	(774,450)	(830,549)
	100.00	(517,131)	(572,071)	(627,011)	(681,952)	(736,892)	(791,832)	(846,773)
	110.00	(540,307)	(594,089)	(647,870)	(701,652)	(755,433)	(809,215)	(862,996)
	120.00	(563,483)	(616,106)	(668,729)	(721,351)	(773,974)	(826,597)	(879,220)
	130.00	(586,660)	(638,124)	(689,587)	(741,051)	(792,515)	(843,979)	(895,443)
	140.00	(609,836)	(660,141)	(710,446)	(760,751)	(811,056)	(861,361)	(911,666)
	150.00	(633,012)	(682,159)	(731,305)	(780,451)	(829,597)	(878,744)	(927,890)
	160.00	(656,189)	(704,176)	(752,164)	(800,151)	(848,138)	(896,126)	(944,113)
	170.00	(679,365)	(726,194)	(773,022)	(819,851)	(866,679)	(913,508)	(960,337)
	180.00	(702,541)	(748,211)	(793,881)	(839,551)	(885,221)	(930,890)	(976,560)
	190.00	(725,718)	(770,229)	(814,740)	(859,251)	(903,762)	(948,273)	(992,784)
	200.00	(748,894)	(792,246)	(835,598)	(878,950)	(922,303)	(965,655)	(1,009,007)
	210.00	(772,070)	(814,264)	(856,457)	(898,650)	(940,844)	(983,037)	(1,025,230)
	220.00	(795,247)	(836,281)	(877,316)	(918,350)	(959,385)	(1,000,419)	(1,041,454)
	230.00	(818,423)	(858,299)	(898,174)	(938,050)	(977,926)	(1,017,802)	(1,057,677)
	240.00	(841,599)	(880,316)	(919,033)	(957,750)	(996,467)	(1,035,184)	(1,073,901)
	250.00	(864,776)	(902,334)	(939,892)	(977,450)	(1,015,008)	(1,052,566)	(1,090,124)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(618,010)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(547,722)	(565,294)	(582,866)	(600,438)	(618,010)	(635,582)	(653,154)
	10.00	(565,104)	(582,676)	(600,248)	(617,820)	(635,392)	(652,964)	(670,536)
CIL £psm	20.00	(582,486)	(600,058)	(617,630)	(635,202)	(652,774)	(670,346)	(687,918)
0.00	30.00	(599,868)	(617,441)	(635,013)	(652,585)	(670,157)	(687,729)	(705,301)
(recommended CIL)	40.00	(617,251)	(634,823)	(652,395)	(669,967)	(687,539)	(705,111)	(722,683)
(100)	50.00	(634,633)	(652,205)	(669,777)	(687,349)	(704,921)	(722,493)	(740,065)
	60.00	(652,015)	(669,587)	(687,159)	(704,731)	(722,303)	(739,875)	(757,447)
	70.00	(669,397)	(686,970)	(704,542)	(722,114)	(739,686)	(757,258)	(774,830)
	80.00	(686,780)	(704,352)	(721,924)	(739,496)	(757,068)	(774,640)	(792,212)
	90.00	(704,162)	(721,734)	(739,306)	(756,878)	(774,450)	(792,022)	(809,594)
	100.00	(721,544)	(739,116)	(756,688)	(774,260)	(791,832)	(809,404)	(826,976)
	110.00	(738,926)	(756,499)	(774,071)	(791,643)	(809,215)	(826,787)	(844,359)
	120.00	(756,309)	(773,881)	(791,453)	(809,025)	(826,597)	(844,169)	(861,741)
	130.00	(773,691)	(791,263)	(808,835)	(826,407)	(843,979)	(861,551)	(879,123)
	140.00	(791,073)	(808,645)	(826,217)	(843,789)	(861,361)	(878,933)	(896,505)
	150.00	(808,455)	(826,028)	(843,600)	(861,172)	(878,744)	(896,316)	(913,888)
	160.00	(825,838)	(843,410)	(860,982)	(878,554)	(896,126)	(913,698)	(931,270)
	170.00	(843,220)	(860,792)	(878,364)	(895,936)	(913,508)	(931,080)	(948,652)
	180.00	(860,602)	(878,174)	(895,746)	(913,318)	(930,890)	(948,462)	(966,034)
	190.00	(877,984)	(895,557)	(913,129)	(930,701)	(948,273)	(965,845)	(983,417)
	200.00	(895,367)	(912,939)	(930,511)	(948,083)	(965,655)	(983,227)	(1,000,799)
	210.00	(912,749)	(930,321)	(947,893)	(965,465)	(983,037)	(1,000,609)	(1,018,181)
	220.00	(930,131)	(947,703)	(965,275)	(982,847)	(1,000,419)	(1,017,991)	(1,035,563)
	230.00	(947,513)	(965,086)	(982,658)	(1,000,230)	(1,017,802)	(1,035,374)	(1,052,946)
	240.00	(964,896)	(982,468)	(1,000,040)	(1,017,612)	(1,035,184)	(1,052,756)	(1,070,328)
	250.00	(982,278)	(999,850)	(1,017,422)	(1,034,994)	(1,052,566)	(1,070,138)	(1,087,710)

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Scheme Typology: Houses — No Units: 13
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3 — Profit 18%

Balance (RLV - BLV £ per acre (n))	(618,010)	15%	16%	17%	18%	19%	20%	21%
	0.00	(467,058)	(527,438)	(587,819)	(648,200)	(708,581)	(768,962)	(829,343)
	10.00	(484,440)	(544,821)	(605,202)	(665,583)	(725,963)	(786,344)	(846,725)
CIL £psm	20.00	(501,822)	(562,203)	(622,584)	(682,965)	(743,346)	(803,727)	(864,108)
0.00	30.00	(519,204)	(579,585)	(639,966)	(700,347)	(760,728)	(821,109)	(881,490)
(recommended CIL)	40.00	(536,587)	(596,967)	(657,348)	(717,729)	(778,110)	(838,491)	(898,872)
(100)	50.00	(553,969)	(614,350)	(674,731)	(735,112)	(795,492)	(855,873)	(916,254)
	60.00	(571,351)	(631,732)	(692,113)	(752,494)	(812,875)	(873,256)	(933,637)
	70.00	(588,733)	(649,114)	(709,495)	(769,876)	(830,257)	(890,638)	(951,019)
	80.00	(606,116)	(666,496)	(726,877)	(787,258)	(847,639)	(908,020)	(968,401)
	90.00	(623,498)	(683,879)	(744,260)	(804,641)	(865,021)	(925,402)	(985,783)
	100.00	(640,880)	(701,261)	(761,642)	(822,023)	(882,404)	(942,785)	(1,003,166)
	110.00	(658,262)	(718,643)	(779,024)	(839,405)	(899,786)	(960,167)	(1,020,548)
	120.00	(675,645)	(736,025)	(796,406)	(856,787)	(917,168)	(977,549)	(1,037,930)
	130.00	(693,027)	(753,408)	(813,789)	(874,170)	(934,550)	(994,931)	(1,055,312)
	140.00	(710,409)	(770,790)	(831,171)	(891,552)	(951,933)	(1,012,314)	(1,072,695)
	150.00	(727,791)	(788,172)	(848,553)	(908,934)	(969,315)	(1,029,696)	(1,090,077)
	160.00	(745,174)	(805,554)	(865,935)	(926,316)	(986,697)	(1,047,078)	(1,107,459)
	170.00	(762,556)	(822,937)	(883,318)	(943,699)	(1,004,079)	(1,064,460)	(1,124,841)
	180.00	(779,938)	(840,319)	(900,700)	(961,081)	(1,021,462)	(1,081,843)	(1,142,224)
	190.00	(797,320)	(857,701)	(918,082)	(978,463)	(1,038,844)	(1,099,225)	(1,159,606)
	200.00	(814,703)	(875,083)	(935,464)	(995,845)	(1,056,226)	(1,116,607)	(1,176,988)
	210.00	(832,085)	(892,466)	(952,847)	(1,013,228)	(1,073,608)	(1,133,989)	(1,194,370)
	220.00	(849,467)	(909,848)	(970,229)	(1,030,610)	(1,090,991)	(1,151,372)	(1,211,753)
	230.00	(866,849)	(927,230)	(987,611)	(1,047,992)	(1,108,373)	(1,168,754)	(1,229,135)
	240.00	(884,232)	(944,612)	(1,004,993)	(1,065,374)	(1,125,755)	(1,186,136)	(1,246,517)
	250.00	(901,614)	(961,995)	(1,022,376)	(1,082,757)	(1,143,137)	(1,203,518)	(1,263,899)

TABLE 4 — BLV (£ per acre (n)) 400,000

Balance (RLV - BLV £ per acre (n))	(618,010)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(318,010)	(343,010)	(368,010)	(393,010)	(418,010)	(443,010)	(468,010)
	10.00	(335,392)	(360,392)	(385,392)	(410,392)	(435,392)	(460,392)	(485,392)
CIL £psm	20.00	(352,774)	(377,774)	(402,774)	(427,774)	(452,774)	(477,774)	(502,774)
0.00	30.00	(370,157)	(395,157)	(420,157)	(445,157)	(470,157)	(495,157)	(520,157)
(recommended CIL)	40.00	(387,539)	(412,539)	(437,539)	(462,539)	(487,539)	(512,539)	(537,539)
(100)	50.00	(404,921)	(429,921)	(454,921)	(479,921)	(504,921)	(529,921)	(554,921)
	60.00	(422,303)	(447,303)	(472,303)	(497,303)	(522,303)	(547,303)	(572,303)
	70.00	(439,686)	(464,686)	(489,686)	(514,686)	(539,686)	(564,686)	(589,686)
	80.00	(457,068)	(482,068)	(507,068)	(532,068)	(557,068)	(582,068)	(607,068)
	90.00	(474,450)	(499,450)	(524,450)	(549,450)	(574,450)	(599,450)	(624,450)
	100.00	(491,832)	(516,832)	(541,832)	(566,832)	(591,832)	(616,832)	(641,832)
	110.00	(509,215)	(534,215)	(559,215)	(584,215)	(609,215)	(634,215)	(659,215)
	120.00	(526,597)	(551,597)	(576,597)	(601,597)	(626,597)	(651,597)	(676,597)
	130.00	(543,979)	(568,979)	(593,979)	(618,979)	(643,979)	(668,979)	(693,979)
	140.00	(561,361)	(586,361)	(611,361)	(636,361)	(661,361)	(686,361)	(711,361)
	150.00	(578,744)	(603,744)	(628,744)	(653,744)	(678,744)	(703,744)	(728,744)
	160.00	(596,126)	(621,126)	(646,126)	(671,126)	(696,126)	(721,126)	(746,126)
	170.00	(613,508)	(638,508)	(663,508)	(688,508)	(713,508)	(738,508)	(763,508)
	180.00	(630,890)	(655,890)	(680,890)	(705,890)	(730,890)	(755,890)	(780,890)
	190.00	(648,273)	(673,273)	(698,273)	(723,273)	(748,273)	(773,273)	(798,273)
	200.00	(665,655)	(690,655)	(715,655)	(740,655)	(765,655)	(790,655)	(815,655)
	210.00	(683,037)	(708,037)	(733,037)	(758,037)	(783,037)	(808,037)	(833,037)
	220.00	(700,419)	(725,419)	(750,419)	(775,419)	(800,419)	(825,419)	(850,419)
	230.00	(717,802)	(742,802)	(767,802)	(792,802)	(817,802)	(842,802)	(867,802)
	240.00	(735,184)	(760,184)	(785,184)	(810,184)	(835,184)	(860,184)	(885,184)
	250.00	(752,566)	(777,566)	(802,566)	(827,566)	(852,566)	(877,566)	(902,566)

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses — No Units: 13
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(618,010)	Density (dph) (net) 30	35	55 40	45	50	55	60
	0.00	(546,415)	(560,734)	(575,053)	(589,372)	(603,691)	(618,010)	(632,329)
	10.00	(555,896)	(571,795)	(587,695)	(603,594)	(619,493)	(635,392)	(651,291)
CIL £psm	20.00	(565,377)	(582,857)	(600,336)	(617,816)	(635,295)	(652,774)	(670,254)
0.00	30.00	(574,859)	(593,918)	(612,978)	(632,037)	(651,097)	(670,157)	(689,216)
(recommended CIL)	40.00	(584,340)	(604,980)	(625,619)	(646,259)	(666,899)	(687,539)	(708,179)
(100)	50.00	(593,821)	(616,041)	(638,261)	(660,481)	(682,701)	(704,921)	(727,141)
	60.00	(603,302)	(627,103)	(650,903)	(674,703)	(698,503)	(722,303)	(746,104)
	70.00	(612,784)	(638,164)	(663,544)	(688,925)	(714,305)	(739,686)	(765,066)
	80.00	(622,265)	(649,225)	(676,186)	(703,147)	(730,107)	(757,068)	(784,028)
	90.00	(631,746)	(660,287)	(688,828)	(717,368)	(745,909)	(774,450)	(802,991)
	100.00	(641,227)	(671,348)	(701,469)	(731,590)	(761,711)	(791,832)	(821,953)
	110.00	(650,708)	(682,410)	(714,111)	(745,812)	(777,513)	(809,215)	(840,916)
	120.00	(660,190)	(693,471)	(726,753)	(760,034)	(793,315)	(826,597)	(859,878)
	130.00	(669,671)	(704,533)	(739,394)	(774,256)	(809,117)	(843,979)	(878,841)
	140.00	(679,152)	(715,594)	(752,036)	(788,478)	(824,919)	(861,361)	(897,803)
	150.00	(688,633)	(726,655)	(764,677)	(802,699)	(840,722)	(878,744)	(916,766)
	160.00	(698,115)	(737,717)	(777,319)	(816,921)	(856,524)	(896,126)	(935,728)
	170.00	(707,596)	(748,778)	(789,961)	(831,143)	(872,326)	(913,508)	(954,691)
	180.00	(717,077)	(759,840)	(802,602)	(845,365)	(888,128)	(930,890)	(973,653)
	190.00	(726,558)	(770,901)	(815,244)	(859,587)	(903,930)	(948,273)	(992,615)
	200.00	(736,039)	(781,963)	(827,886)	(873,809)	(919,732)	(965,655)	(1,011,578)
	210.00	(745,521)	(793,024)	(840,527)	(888,031)	(935,534)	(983,037)	(1,030,540)
	220.00	(755,002)	(804,085)	(853,169)	(902,252)	(951,336)	(1,000,419)	(1,049,503)
	230.00	(764,483)	(815,147)	(865,811)	(916,474)	(967,138)	(1,017,802)	(1,068,465)
	240.00	(773,964)	(826,208)	(878,452)	(930,696)	(982,940)	(1,035,184)	(1,087,428)
	250.00	(783,446)	(837,270)	(891,094)	(944,918)	(998,742)	(1,052,566)	(1,106,390)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(618,010)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	120%
	0.00	1,302,795	836,721	369,932	(102,487)	(618,010)	(892,690)	(3,267,243)
	10.00	1,288,114	821,952	355,162	(117,865)	(635,392)	(910,072)	(3,423,137)
CIL £psm	20.00	1,273,433	807,182	340,392	(133,242)	(652,774)	(927,454)	(3,579,031)
0.00	30.00	1,258,752	792,412	325,533	(148,619)	(670,157)	(944,837)	(3,734,925)
(recommended CIL)	40.00	1,244,071	777,643	310,674	(163,996)	(687,539)	(962,219)	(3,890,819)
(100)	50.00	1,229,391	762,873	295,815	(179,668)	(704,921)	(979,601)	(4,046,713)
	60.00	1,214,710	748,104	280,956	(195,391)	(722,303)	(996,983)	(4,202,607)
	70.00	1,200,029	733,334	266,097	(211,113)	(739,686)	(1,014,366)	(4,358,501)
	80.00	1,185,348	718,564	251,238	(226,836)	(757,068)	(1,031,748)	(4,514,395)
	90.00	1,170,584	703,795	236,379	(242,559)	(774,450)	(1,049,130)	(4,670,289)
	100.00	1,155,814	689,025	221,520	(258,282)	(791,832)	(1,066,512)	(4,826,183)
	110.00	1,141,045	674,255	206,661	(274,005)	(809,215)	(1,083,895)	(4,982,077)
	120.00	1,126,275	659,486	191,803	(289,727)	(826,597)	(1,101,277)	(5,137,971)
	130.00	1,111,505	644,716	176,944	(305,450)	(843,979)	(1,118,659)	(5,293,865)
	140.00	1,096,736	629,947	162,085	(321,173)	(861,361)	(1,136,041)	(5,449,759)
	150.00	1,081,966	615,177	147,226	(336,896)	(878,744)	(1,153,424)	(5,605,653)
	160.00	1,067,197	600,407	132,367	(352,619)	(896,126)	(1,170,806)	(5,761,547)
	170.00	1,052,427	585,638	117,508	(368,341)	(913,508)	(1,188,188)	(5,917,441)
	180.00	1,037,657	570,868	102,649	(384,064)	(930,890)	(1,205,570)	(6,073,335)
	190.00	1,022,888	556,098	87,790	(399,787)	(948,273)	(1,222,953)	(6,229,229)
	200.00	1,008,118	541,329	72,931	(417,044)	(965,655)	(1,240,335)	(6,385,123)
	210.00	993,348	526,559	58,072	(434,321)	(983,037)	(1,257,717)	(6,541,017)
	220.00	978,579	511,789	43,213	(451,599)	(1,000,419)	(1,275,099)	(6,696,911)
	230.00	963,809	497,020	28,354	(468,877)	(1,017,802)	(1,292,482)	(6,852,805)
	240.00	949,040	482,250	13,496	(486,155)	(1,035,184)	(1,309,864)	(7,008,699)
	250.00	934,270	467,481	(1,363)	(503,433)	(1,052,566)	(1,327,246)	(7,164,593)

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses — No Units: 13
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(618,010)	Market Values 100% 90%	95%	100%	105%	110%	115%	120%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(1,110,026)	(864,018)	(618,010)	(375,466)	(153,257)	61,716	271,992
	10.00	(1,127,408)	(881,400)	(635,392)	(391,189)	(168,687)	46,857	257,134
CIL £psm	20.00	(1,144,791)	(898,782)	(652,774)	(407,595)	(184,410)	31,998	242,275
0.00	30.00	(1,162,173)	(916,165)	(670,157)	(424,873)	(200,133)	17,139	227,416
(recommended CIL)	40.00	(1,179,555)	(933,547)	(687,539)	(442,151)	(215,856)	2,281	212,557
(100)	50.00	(1,196,937)	(950,929)	(704,921)	(459,429)	(231,578)	(12,578)	197,698
	60.00	(1,214,320)	(968,311)	(722,303)	(476,706)	(247,301)	(27,909)	182,839
	70.00	(1,231,702)	(985,694)	(739,686)	(493,984)	(263,024)	(43,287)	167,980
	80.00	(1,249,084)	(1,003,076)	(757,068)	(511,262)	(278,747)	(58,664)	153,121
	90.00	(1,266,466)	(1,020,458)	(774,450)	(528,540)	(294,470)	(74,041)	138,262
	100.00	(1,283,849)	(1,037,840)	(791,832)	(545,824)	(310,193)	(89,418)	123,403
	110.00	(1,301,231)	(1,055,223)	(809,215)	(563,206)	(325,915)	(104,796)	108,544
	120.00	(1,318,613)	(1,072,605)	(826,597)	(580,589)	(341,638)	(120,173)	93,685
	130.00	(1,335,995)	(1,089,987)	(843,979)	(597,971)	(357,361)	(135,550)	78,827
	140.00	(1,353,378)	(1,107,369)	(861,361)	(615,353)	(373,084)	(150,927)	63,968
	150.00	(1,370,760)	(1,124,752)	(878,744)	(632,735)	(388,807)	(166,305)	49,109
	160.00	(1,388,142)	(1,142,134)	(896,126)	(650,118)	(404,977)	(182,028)	34,250
	170.00	(1,405,524)	(1,159,516)	(913,508)	(667,500)	(422,255)	(197,751)	19,391
	180.00	(1,474,075)	(1,176,898)	(930,890)	(684,882)	(439,533)	(213,473)	4,532
	190.00	(1,629,969)	(1,194,281)	(948,273)	(702,264)	(456,811)	(229,196)	(10,327)
	200.00	(1,785,863)	(1,211,663)	(965,655)	(719,647)	(474,089)	(244,919)	(25,579)
	210.00	(1,941,757)	(1,229,045)	(983,037)	(737,029)	(491,366)	(260,642)	(40,957)
	220.00	(2,097,651)	(1,246,427)	(1,000,419)	(754,411)	(508,644)	(276,365)	(56,334)
	230.00	(2,253,545)	(1,263,810)	(1,017,802)	(771,793)	(525,922)	(292,087)	(71,711)
	240.00	(2,409,439)	(1,281,192)	(1,035,184)	(789,176)	(543,200)	(307,810)	(87,088)
	250.00	(2,565,333)	(1,298,574)	(1,052,566)	(806,558)	(560,550)	(323,533)	(102,466)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(618,010)	Grant (£ per unit) 0	- 1,000	20,000	30,000	40,000	50,000	100,000
	0.00	(618,010)	(594,721)	(176,662)	28,123	227,201	425,765	1,413,790
	10.00	(635,392)	(612,104)	(192,385)	13,264	212,342	410,995	1,399,109
CIL £psm	20.00	(652,774)	(629,486)	(208,108)	(1,595)	197,484	396,226	1,384,428
0.00	30.00	(670,157)	(646,868)	(223,830)	(16,543)	182,625	381,456	1,369,747
(recommended CIL)	40.00	(687,539)	(664,250)	(239,553)	(31,920)	167,766	366,686	1,355,066
(100)	50.00	(704,921)	(681,633)	(255,276)	(47,297)	152,907	351,917	1,340,385
	60.00	(722,303)	(699,015)	(270,999)	(62,674)	138,048	337,126	1,325,704
	70.00	(739,686)	(716,397)	(286,722)	(78,052)	123,189	322,267	1,311,023
	80.00	(757,068)	(733,779)	(302,444)	(93,429)	108,330	307,409	1,296,343
	90.00	(774,450)	(751,162)	(318,167)	(108,806)	93,471	292,550	1,281,662
	100.00	(791,832)	(768,544)	(333,890)	(124,183)	78,612	277,691	1,266,981
	110.00	(809,215)	(785,926)	(349,613)	(139,561)	63,753	262,832	1,252,300
	120.00	(826,597)	(803,308)	(365,336)	(154,938)	48,894	247,973	1,237,619
	130.00	(843,979)	(820,691)	(381,059)	(170,406)	34,035	233,114	1,222,938
	140.00	(861,361)	(838,073)	(396,781)	(186,129)	19,177	218,255	1,208,257
	150.00	(878,744)	(855,455)	(413,741)	(201,851)	4,318	203,396	1,193,576
	160.00	(896,126)	(872,837)	(431,019)	(217,574)	(10,541)	188,537	1,178,862
	170.00	(913,508)	(890,220)	(448,296)	(233,297)	(25,801)	173,678	1,164,093
	180.00	(930,890)	(907,602)	(465,574)	(249,020)	(41,178)	158,819	1,149,323
	190.00	(948,273)	(924,984)	(482,852)	(264,743)	(56,556)	143,960	1,134,553
	200.00	(965,655)	(942,366)	(500,130)	(280,465)	(71,933)	129,102	1,119,784
	210.00	(983,037)	(959,749)	(517,408)	(296,188)	(87,310)	114,243	1,105,014
	220.00	(1,000,419)	(977,131)	(534,685)	(311,911)	(102,687)	99,384	1,090,244
	230.00	(1,017,802)	(994,513)	(552,030)	(327,634)	(118,065)	84,525	1,075,475
	240.00	(1,035,184)	(1,011,895)	(569,412)	(343,357)	(133,442)	69,666	1,060,705
	250.00	(1,052,566)	(1,029,277)	(586,794)	(359,079)	(148,819)	54,807	1,045,936

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**	No Units:	**13**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**R**	
Scheme Typology:	Houses	
No Units:	13	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	4,164,030	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	3,000	
Sub-total CIL+S106 (£ per unit)	3,000	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	3,000	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.74%	
Developers Profit (% on costs)	18.03%	
Developers Profit Total (£)	655,398	
Land Value KPI's		
RLV (£/acre (net))	(218,010)	
RLV (£/ha (net))	(538,702)	
RLV (% of GDV)	-3.06%	
RLV Total (£)	(127,330)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	233,622	
Surplus/Deficit (£/acre) [RLV-BLV]	(618,010)	
Surplus/Deficit (£/ha)	(1,527,102)	
Surplus/Deficit Total (£)	(360,951)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	96,849	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	7,450	Put into summary table for ease of checking. Don't print this row in the summary table

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	**S**				(see Typologies Matrix)
Scheme Typology:	**Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	13.1	46.0%	5.8	38%	18.9
2 bed Flat	65.0%	24.4	54.0%	6.8	62%	31.1
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	37.5	100.0%	12.5	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	772	8,310	338	3,641	1,110	11,951
2 bed Flat	1,864	20,064	516	5,556	2,380	25,620
3 bed Flat	0	0	0	0	0	0
	2,636	28,374	854	9,197	3,490	37,571
AH % by floor area:			24.48%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	0
4 bed House (with garage)	440,000	3,826	355	3,165	294	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	3,775,000
2 bed Flat	255,000	3,923	364	3,335	310	7,936,875
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						11,711,875

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	325,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	365,000		-
4 bed House (with garage)	0.0	@	440,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	13.1	@	200,000		2,625,000
2 bed Flat	24.4	@	255,000		6,215,625
3 bed Flat	0.0	@	0		-
	37.5				8,840,625
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.0	@	120,000		241,500
2 bed Flat	2.4	@	153,000		361,463
3 bed Flat	0.0	@	0		-
	4.4				602,963
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.0	@	80,000		161,000
2 bed Flat	2.4	@	102,000		240,975
3 bed Flat	0.0	@	0		-
	4.4				401,975
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	1.7	@	140,000		241,500
2 bed Flat	2.0	@	178,500		361,463
3 bed Flat	0.0	@	0		-
	3.8	12.5			602,963
Sub-total GDV Residential	**50**				**10,448,525**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,263,350
	362	£ psm (total GIA sqm)		25,267 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**10,448,525**

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	127,000	£		(127,000)
Building Safety Levy				2,636	sqm	15.11	£ psm			(39,830)
CIL (Mrkt only inc. garages)	Max			2,636	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				50	units @	6,700	per unit			(335,000)
	Sub-total								(335,000)	
S106 analysis:	105,793	£ per ha		3.21%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				3,490	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				3.17	ha @	123,500	£ per ha (if brownfield)			(391,070)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			50	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	2,107	psm			-
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				-	sqm @	2,107	psm			-
4 bed House (EXC. garage)				-	sqm @	2,107	psm			-
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				1,110	sqm @	2,522	psm			(2,800,162)
2 bed Flat				2,380	sqm @	2,522	psm			(6,002,731)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	-	16.0		0	sqm @	600	psm			-
Garages for 4B House	-	24.0		0	sqm @	600	psm			-
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				3,490	£ per garage	£0				
External works				8,802,893	@	10.0%				(880,289)
Ext. Works analysis:						17,606	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				50	units @	400	£ per unit			(20,000)
M4(2) Category 2 Housing	Aff units	13	units @		100%	@	1,400	£ per unit		(17,500)
M4(2) Category 2 Housing	OMS units	38	units @		100%	@	1,400	£ per unit		(52,500)
M4(3) Category 3 Housing	Aff units	13	units @		10%	@	22,000	£ per unit		(27,500)
M4(3) Category 3 Housing	OMS units	38	units @		10%	@	22,000	£ per unit		(82,500)
Part L/FHS		50	units @				4,350	£ per unit		(217,500)
Part L/FHS analysis:						2.5%	% of BCIS costs			
Net Zero for Housing		-	sqm				105	£ psm		-
Net Zero for Flats		3,490	sqm				72	£ psm		(251,312)
Water Efficiency		-	units @				20	£ per unit		-
Urban Greening Factor	50.0	flats @	6		per storey = GIA	419	128	£ / psm		(53,404)
	Sub-total								(722,216)	
Policy Costs analysis:	(design costs only)					14,444	£ per unit (total units)			
						8.2%	% of BCIS costs			
Contingency (on construction)				10,796,468	@	5.0%				(539,823)

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Scheme Typology:	**Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		10,796,468	@	10.0%			(1,079,647)
Disposal Costs -							
OMS Marketing and Promotion		8,840,625	OMS @	1.00%	1,768	£ per unit	(88,406)
Residential Sales Agent Costs		8,840,625	OMS @	1.00%	1,768	£ per unit	(88,406)
Residential Sales Legal Costs		8,840,625	OMS @	0.50%	884	£ per unit	(44,203)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		50	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					4,420	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(1,159,999)
Developers Profit -							
Profit on OMS		8,840,625		17.50%			(1,547,109)
Margin on AH		1,607,900		6.00%	on AH values		(96,474)
Profit analysis:		10,448,525		15.73%	blended GDV	(1,643,583)	
		14,330,533		11.47%	on costs	(1,643,583)	
TOTAL COSTS							**(15,974,117)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(5,525,592)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(5,525,592)**
RLV analysis:	(110,512) £ per plot	(1,744,982)	£ per ha (net)	(706,184)	£ per acre (net)		
		(1,657,733)	£ per ha (gross)	(670,875)	£ per acre (gross)		
				-52.88%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		15.8	dph (net)				
Site Area (net)		3.17	ha (net)	7.82	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		3.33	ha (gross)	8.24	acres (gross)		
Density analysis:		1,102	sqm/ha (net)	4,802	sqft/ac (net)		
		15	dph (gross)				
Benchmark Land Value (net)	65,891 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**3,294,557**
BLV analysis:		1,040,421	£ per ha (net)	421,053	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(2,785,403)**	£ per ha (net)	**(1,127,237)**	£ per acre (net)	**(8,820,149)**

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Scheme Typology: Flats | No Units: 50
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	1,127,237	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(1,042,936)	(1,059,796)	(1,076,657)	(1,093,517)	(1,110,377)	(1,127,237)	(1,144,097)
	10.00	(1,048,052)	(1,064,656)	(1,081,261)	(1,097,865)	(1,114,470)	(1,131,074)	(1,147,678)
Max CIL £ psm	20.00	(1,053,168)	(1,069,516)	(1,085,865)	(1,102,214)	(1,118,562)	(1,134,911)	(1,151,259)
0.00	30.00	(1,058,284)	(1,074,376)	(1,090,469)	(1,106,562)	(1,122,655)	(1,138,748)	(1,154,841)
(recommended CIL)	40.00	(1,063,399)	(1,079,236)	(1,095,073)	(1,110,910)	(1,126,747)	(1,142,585)	(1,158,422)
(100)	50.00	(1,068,515)	(1,084,096)	(1,099,678)	(1,115,259)	(1,130,840)	(1,146,421)	(1,162,003)
	60.00	(1,073,631)	(1,088,956)	(1,104,282)	(1,119,607)	(1,134,933)	(1,150,258)	(1,165,584)
	70.00	(1,078,747)	(1,093,816)	(1,108,886)	(1,123,956)	(1,139,025)	(1,154,095)	(1,169,165)
	80.00	(1,083,863)	(1,098,676)	(1,113,490)	(1,128,304)	(1,143,118)	(1,157,932)	(1,172,746)
	90.00	(1,088,978)	(1,103,536)	(1,118,095)	(1,132,653)	(1,147,211)	(1,161,769)	(1,176,327)
	100.00	(1,094,094)	(1,108,396)	(1,122,699)	(1,137,001)	(1,151,303)	(1,165,606)	(1,179,908)
	110.00	(1,099,210)	(1,113,256)	(1,127,303)	(1,141,350)	(1,155,396)	(1,169,443)	(1,183,489)
	120.00	(1,104,326)	(1,118,116)	(1,131,907)	(1,145,698)	(1,159,489)	(1,173,279)	(1,187,070)
	130.00	(1,109,442)	(1,122,977)	(1,136,511)	(1,150,046)	(1,163,581)	(1,177,116)	(1,190,651)
	140.00	(1,114,557)	(1,127,837)	(1,141,116)	(1,154,395)	(1,167,674)	(1,180,953)	(1,194,232)
	150.00	(1,119,673)	(1,132,697)	(1,145,720)	(1,158,743)	(1,171,767)	(1,184,790)	(1,197,813)
	160.00	(1,124,789)	(1,137,557)	(1,150,324)	(1,163,092)	(1,175,859)	(1,188,627)	(1,201,394)
	170.00	(1,129,905)	(1,142,417)	(1,154,928)	(1,167,440)	(1,179,952)	(1,192,464)	(1,204,975)
	180.00	(1,135,021)	(1,147,277)	(1,159,533)	(1,171,789)	(1,184,045)	(1,196,301)	(1,208,556)
	190.00	(1,140,136)	(1,152,137)	(1,164,137)	(1,176,137)	(1,188,137)	(1,200,137)	(1,212,138)
	200.00	(1,145,252)	(1,156,997)	(1,168,741)	(1,180,485)	(1,192,230)	(1,203,974)	(1,215,719)
	210.00	(1,150,368)	(1,161,857)	(1,173,345)	(1,184,834)	(1,196,322)	(1,207,811)	(1,219,300)
	220.00	(1,155,484)	(1,166,717)	(1,177,949)	(1,189,182)	(1,200,415)	(1,211,648)	(1,222,881)
	230.00	(1,160,600)	(1,171,577)	(1,182,554)	(1,193,531)	(1,204,508)	(1,215,485)	(1,226,462)
	240.00	(1,165,715)	(1,176,437)	(1,187,158)	(1,197,879)	(1,208,600)	(1,219,322)	(1,230,043)
	250.00	(1,170,831)	(1,181,297)	(1,191,762)	(1,202,228)	(1,212,693)	(1,223,158)	(1,233,624)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(1,127,237)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(1,078,476)	(1,090,667)	(1,102,857)	(1,115,047)	(1,127,237)	(1,139,427)	(1,151,617)
	10.00	(1,082,313)	(1,094,503)	(1,106,694)	(1,118,884)	(1,131,074)	(1,143,264)	(1,155,454)
CIL £psm	20.00	(1,086,150)	(1,098,340)	(1,110,530)	(1,122,721)	(1,134,911)	(1,147,101)	(1,159,291)
0.00	30.00	(1,089,987)	(1,102,177)	(1,114,367)	(1,126,558)	(1,138,748)	(1,150,938)	(1,163,128)
(recommended CIL)	40.00	(1,093,824)	(1,106,014)	(1,118,204)	(1,130,394)	(1,142,585)	(1,154,775)	(1,166,965)
(100)	50.00	(1,097,661)	(1,109,851)	(1,122,041)	(1,134,231)	(1,146,421)	(1,158,612)	(1,170,802)
	60.00	(1,101,498)	(1,113,688)	(1,125,878)	(1,138,068)	(1,150,258)	(1,162,448)	(1,174,639)
	70.00	(1,105,334)	(1,117,525)	(1,129,715)	(1,141,905)	(1,154,095)	(1,166,285)	(1,178,475)
	80.00	(1,109,171)	(1,121,361)	(1,133,552)	(1,145,742)	(1,157,932)	(1,170,122)	(1,182,312)
	90.00	(1,113,008)	(1,125,198)	(1,137,388)	(1,149,579)	(1,161,769)	(1,173,959)	(1,186,149)
	100.00	(1,116,845)	(1,129,035)	(1,141,225)	(1,153,415)	(1,165,606)	(1,177,796)	(1,189,986)
	110.00	(1,120,682)	(1,132,872)	(1,145,062)	(1,157,252)	(1,169,443)	(1,181,633)	(1,193,823)
	120.00	(1,124,519)	(1,136,709)	(1,148,899)	(1,161,089)	(1,173,279)	(1,185,470)	(1,197,660)
	130.00	(1,128,356)	(1,140,546)	(1,152,736)	(1,164,926)	(1,177,116)	(1,189,306)	(1,201,497)
	140.00	(1,132,192)	(1,144,383)	(1,156,573)	(1,168,763)	(1,180,953)	(1,193,143)	(1,205,333)
	150.00	(1,136,029)	(1,148,219)	(1,160,410)	(1,172,600)	(1,184,790)	(1,196,980)	(1,209,170)
	160.00	(1,139,866)	(1,152,056)	(1,164,246)	(1,176,437)	(1,188,627)	(1,200,817)	(1,213,007)
	170.00	(1,143,703)	(1,155,893)	(1,168,083)	(1,180,273)	(1,192,464)	(1,204,654)	(1,216,844)
	180.00	(1,147,540)	(1,159,730)	(1,171,920)	(1,184,110)	(1,196,301)	(1,208,491)	(1,220,681)
	190.00	(1,151,377)	(1,163,567)	(1,175,757)	(1,187,947)	(1,200,137)	(1,212,328)	(1,224,518)
	200.00	(1,155,214)	(1,167,404)	(1,179,594)	(1,191,784)	(1,203,974)	(1,216,164)	(1,228,355)
	210.00	(1,159,050)	(1,171,241)	(1,183,431)	(1,195,621)	(1,207,811)	(1,220,001)	(1,232,191)
	220.00	(1,162,887)	(1,175,077)	(1,187,268)	(1,199,458)	(1,211,648)	(1,223,838)	(1,236,028)
	230.00	(1,166,724)	(1,178,914)	(1,191,104)	(1,203,295)	(1,215,485)	(1,227,675)	(1,239,865)
	240.00	(1,170,561)	(1,182,751)	(1,194,941)	(1,207,131)	(1,219,322)	(1,231,512)	(1,243,702)
	250.00	(1,174,398)	(1,186,588)	(1,198,778)	(1,210,968)	(1,223,158)	(1,235,349)	(1,247,539)

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Scheme Typology: Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(1,127,237)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(1,098,991)	(1,110,289)	(1,121,588)	(1,132,886)	(1,144,185)	(1,155,483)	(1,166,782)
	10.00	(1,102,828)	(1,114,126)	(1,125,425)	(1,136,723)	(1,148,022)	(1,159,320)	(1,170,619)
CIL £psm	20.00	(1,106,664)	(1,117,963)	(1,129,262)	(1,140,560)	(1,151,859)	(1,163,157)	(1,174,456)
0.00	30.00	(1,110,501)	(1,121,800)	(1,133,098)	(1,144,397)	(1,155,695)	(1,166,994)	(1,178,293)
(recommended CIL)	40.00	(1,114,338)	(1,125,637)	(1,136,935)	(1,148,234)	(1,159,532)	(1,170,831)	(1,182,129)
(100)	50.00	(1,118,175)	(1,129,474)	(1,140,772)	(1,152,071)	(1,163,369)	(1,174,668)	(1,185,966)
	60.00	(1,122,012)	(1,133,310)	(1,144,609)	(1,155,908)	(1,167,206)	(1,178,505)	(1,189,803)
	70.00	(1,125,849)	(1,137,147)	(1,148,446)	(1,159,744)	(1,171,043)	(1,182,341)	(1,193,640)
	80.00	(1,129,686)	(1,140,984)	(1,152,283)	(1,163,581)	(1,174,880)	(1,186,178)	(1,197,477)
	90.00	(1,133,522)	(1,144,821)	(1,156,120)	(1,167,418)	(1,178,717)	(1,190,015)	(1,201,314)
	100.00	(1,137,359)	(1,148,658)	(1,159,956)	(1,171,255)	(1,182,553)	(1,193,852)	(1,205,151)
	110.00	(1,141,196)	(1,152,495)	(1,163,793)	(1,175,092)	(1,186,390)	(1,197,689)	(1,208,987)
	120.00	(1,145,033)	(1,156,332)	(1,167,630)	(1,178,929)	(1,190,227)	(1,201,526)	(1,212,824)
	130.00	(1,148,870)	(1,160,168)	(1,171,467)	(1,182,766)	(1,194,064)	(1,205,363)	(1,216,661)
	140.00	(1,152,707)	(1,164,005)	(1,175,304)	(1,186,602)	(1,197,901)	(1,209,199)	(1,220,498)
	150.00	(1,156,544)	(1,167,842)	(1,179,141)	(1,190,439)	(1,201,738)	(1,213,036)	(1,224,335)
	160.00	(1,160,380)	(1,171,679)	(1,182,978)	(1,194,276)	(1,205,575)	(1,216,873)	(1,228,172)
	170.00	(1,164,217)	(1,175,516)	(1,186,814)	(1,198,113)	(1,209,411)	(1,220,710)	(1,232,009)
	180.00	(1,168,054)	(1,179,353)	(1,190,651)	(1,201,950)	(1,213,248)	(1,224,547)	(1,235,845)
	190.00	(1,171,891)	(1,183,190)	(1,194,488)	(1,205,787)	(1,217,085)	(1,228,384)	(1,239,682)
	200.00	(1,175,728)	(1,187,026)	(1,198,325)	(1,209,623)	(1,220,922)	(1,232,221)	(1,243,519)
	210.00	(1,179,565)	(1,190,863)	(1,202,162)	(1,213,460)	(1,224,759)	(1,236,057)	(1,247,356)
	220.00	(1,183,402)	(1,194,700)	(1,205,999)	(1,217,297)	(1,228,596)	(1,239,894)	(1,251,193)
	230.00	(1,187,238)	(1,198,537)	(1,209,836)	(1,221,134)	(1,232,433)	(1,243,731)	(1,255,030)
	240.00	(1,191,075)	(1,202,374)	(1,213,672)	(1,224,971)	(1,236,269)	(1,247,568)	(1,258,867)
	250.00	(1,194,912)	(1,206,211)	(1,217,509)	(1,228,808)	(1,240,106)	(1,251,405)	(1,262,703)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(1,127,237)	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	(811,448)	(837,763)	(864,079)	(890,395)	(916,711)	(943,027)	(969,342)
	10.00	(815,285)	(841,600)	(867,916)	(894,232)	(920,548)	(946,863)	(973,179)
CIL £psm	20.00	(819,121)	(845,437)	(871,753)	(898,069)	(924,385)	(950,700)	(977,016)
0.00	30.00	(822,958)	(849,274)	(875,590)	(901,906)	(928,221)	(954,537)	(980,853)
(recommended CIL)	40.00	(826,795)	(853,111)	(879,427)	(905,742)	(932,058)	(958,374)	(984,690)
(100)	50.00	(830,632)	(856,948)	(883,264)	(909,579)	(935,895)	(962,211)	(988,527)
	60.00	(834,469)	(860,785)	(887,100)	(913,416)	(939,732)	(966,048)	(992,364)
	70.00	(838,306)	(864,621)	(890,937)	(917,253)	(943,569)	(969,885)	(996,200)
	80.00	(842,142)	(868,458)	(894,774)	(921,090)	(947,406)	(973,721)	(1,000,037)
	90.00	(845,979)	(872,295)	(898,611)	(924,927)	(951,243)	(977,558)	(1,003,874)
	100.00	(849,816)	(876,132)	(902,448)	(928,764)	(955,079)	(981,395)	(1,007,711)
	110.00	(853,653)	(879,969)	(906,285)	(932,600)	(958,916)	(985,232)	(1,011,548)
	120.00	(857,490)	(883,806)	(910,121)	(936,437)	(962,753)	(989,069)	(1,015,385)
	130.00	(861,327)	(887,643)	(913,958)	(940,274)	(966,590)	(992,906)	(1,019,222)
	140.00	(865,164)	(891,479)	(917,795)	(944,111)	(970,427)	(996,743)	(1,023,058)
	150.00	(869,000)	(895,316)	(921,632)	(947,948)	(974,264)	(1,000,579)	(1,026,895)
	160.00	(872,837)	(899,153)	(925,469)	(951,785)	(978,100)	(1,004,416)	(1,030,732)
	170.00	(876,674)	(902,990)	(929,306)	(955,622)	(981,937)	(1,008,253)	(1,034,569)
	180.00	(880,511)	(906,827)	(933,143)	(959,458)	(985,774)	(1,012,090)	(1,038,406)
	190.00	(884,348)	(910,664)	(936,979)	(963,295)	(989,611)	(1,015,927)	(1,042,243)
	200.00	(888,185)	(914,501)	(940,816)	(967,132)	(993,448)	(1,019,764)	(1,046,079)
	210.00	(892,022)	(918,337)	(944,653)	(970,969)	(997,285)	(1,023,601)	(1,049,916)
	220.00	(895,858)	(922,174)	(948,490)	(974,806)	(1,001,122)	(1,027,437)	(1,053,753)
	230.00	(899,695)	(926,011)	(952,327)	(978,643)	(1,004,958)	(1,031,274)	(1,057,590)
	240.00	(903,532)	(929,848)	(956,164)	(982,480)	(1,008,795)	(1,035,111)	(1,061,427)
	250.00	(907,369)	(933,685)	(960,001)	(986,316)	(1,012,632)	(1,038,948)	(1,065,264)

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Scheme Typology: Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(1,127,237)	Density (dph) (net) 30	35	16 40	45	50	55	60
	0.00	(1,703,848)	(1,906,738)	(2,109,627)	(2,312,516)	(2,515,405)	(2,718,295)	(2,921,184)
	10.00	(1,711,138)	(1,915,242)	(2,119,347)	(2,323,451)	(2,527,555)	(2,731,659)	(2,935,763)
CIL £psm	20.00	(1,718,428)	(1,923,747)	(2,129,066)	(2,334,385)	(2,539,705)	(2,745,024)	(2,950,343)
0.00	30.00	(1,725,718)	(1,932,252)	(2,138,786)	(2,345,320)	(2,551,854)	(2,758,388)	(2,964,922)
(recommended CIL)	40.00	(1,733,007)	(1,940,757)	(2,148,506)	(2,356,255)	(2,564,004)	(2,771,753)	(2,979,502)
(100)	50.00	(1,740,297)	(1,949,261)	(2,158,225)	(2,367,189)	(2,576,153)	(2,785,118)	(2,994,082)
	60.00	(1,747,587)	(1,957,766)	(2,167,945)	(2,378,124)	(2,588,303)	(2,798,482)	(3,008,661)
	70.00	(1,754,877)	(1,966,271)	(2,177,665)	(2,389,059)	(2,600,453)	(2,811,847)	(3,023,241)
	80.00	(1,762,167)	(1,974,776)	(2,187,384)	(2,399,993)	(2,612,602)	(2,825,211)	(3,037,820)
	90.00	(1,769,456)	(1,983,280)	(2,197,104)	(2,410,928)	(2,624,752)	(2,838,576)	(3,052,400)
	100.00	(1,776,746)	(1,991,785)	(2,206,824)	(2,421,863)	(2,636,902)	(2,851,941)	(3,066,979)
	110.00	(1,784,036)	(2,000,290)	(2,216,544)	(2,432,797)	(2,649,051)	(2,865,305)	(3,081,559)
	120.00	(1,791,326)	(2,008,795)	(2,226,263)	(2,443,732)	(2,661,201)	(2,878,670)	(3,096,139)
	130.00	(1,798,615)	(2,017,299)	(2,235,983)	(2,454,667)	(2,673,351)	(2,892,034)	(3,110,718)
	140.00	(1,805,905)	(2,025,804)	(2,245,703)	(2,465,601)	(2,685,500)	(2,905,399)	(3,125,298)
	150.00	(1,813,195)	(2,034,309)	(2,255,422)	(2,476,536)	(2,697,650)	(2,918,764)	(3,139,877)
	160.00	(1,820,485)	(2,042,813)	(2,265,142)	(2,487,471)	(2,709,799)	(2,932,128)	(3,154,457)
	170.00	(1,827,775)	(2,051,318)	(2,274,862)	(2,498,405)	(2,721,949)	(2,945,493)	(3,169,036)
	180.00	(1,835,064)	(2,059,823)	(2,284,582)	(2,509,340)	(2,734,099)	(2,958,857)	(3,183,616)
	190.00	(1,842,354)	(2,068,328)	(2,294,301)	(2,520,275)	(2,746,248)	(2,972,222)	(3,198,195)
	200.00	(1,849,644)	(2,076,832)	(2,304,021)	(2,531,210)	(2,758,398)	(2,985,587)	(3,212,775)
	210.00	(1,856,934)	(2,085,337)	(2,313,741)	(2,542,144)	(2,770,548)	(2,998,951)	(3,227,355)
	220.00	(1,864,224)	(2,093,842)	(2,323,460)	(2,553,079)	(2,782,697)	(3,012,316)	(3,241,934)
	230.00	(1,871,513)	(2,102,347)	(2,333,180)	(2,564,014)	(2,794,847)	(3,025,680)	(3,256,514)
	240.00	(1,878,803)	(2,110,851)	(2,342,900)	(2,574,948)	(2,806,997)	(3,039,045)	(3,271,093)
	250.00	(1,886,093)	(2,119,356)	(2,352,620)	(2,585,883)	(2,819,146)	(3,052,410)	(3,285,673)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(1,127,237)	Build cost 60%	70%	100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	120%
	0.00	(480,306)	(640,984)	(803,068)	(965,153)	(1,127,237)	(1,208,279)	(1,451,406)
	10.00	(484,074)	(644,821)	(806,905)	(968,990)	(1,131,074)	(1,212,116)	(1,455,243)
CIL £psm	20.00	(487,864)	(648,658)	(810,742)	(972,826)	(1,134,911)	(1,215,953)	(1,459,080)
0.00	30.00	(491,655)	(652,495)	(814,579)	(976,663)	(1,138,748)	(1,219,790)	(1,462,916)
(recommended CIL)	40.00	(495,446)	(656,331)	(818,416)	(980,500)	(1,142,585)	(1,223,627)	(1,466,753)
(100)	50.00	(499,236)	(660,168)	(822,253)	(984,337)	(1,146,421)	(1,227,464)	(1,470,590)
	60.00	(503,027)	(664,005)	(826,090)	(988,174)	(1,150,258)	(1,231,300)	(1,474,427)
	70.00	(506,818)	(667,842)	(829,926)	(992,011)	(1,154,095)	(1,235,137)	(1,478,264)
	80.00	(510,609)	(671,679)	(833,763)	(995,848)	(1,157,932)	(1,238,974)	(1,482,101)
	90.00	(514,400)	(675,516)	(837,600)	(999,684)	(1,161,769)	(1,242,811)	(1,485,938)
	100.00	(518,191)	(679,353)	(841,437)	(1,003,521)	(1,165,606)	(1,246,648)	(1,489,774)
	110.00	(521,982)	(683,189)	(845,274)	(1,007,358)	(1,169,443)	(1,250,485)	(1,493,611)
	120.00	(525,773)	(687,026)	(849,111)	(1,011,195)	(1,173,279)	(1,254,322)	(1,497,448)
	130.00	(529,564)	(690,863)	(852,948)	(1,015,032)	(1,177,116)	(1,258,158)	(1,501,285)
	140.00	(533,354)	(694,700)	(856,784)	(1,018,869)	(1,180,953)	(1,261,995)	(1,505,122)
	150.00	(537,145)	(698,537)	(860,621)	(1,022,706)	(1,184,790)	(1,265,832)	(1,508,959)
	160.00	(540,936)	(702,374)	(864,458)	(1,026,542)	(1,188,627)	(1,269,669)	(1,512,796)
	170.00	(544,727)	(706,211)	(868,295)	(1,030,379)	(1,192,464)	(1,273,506)	(1,516,632)
	180.00	(548,518)	(710,047)	(872,132)	(1,034,216)	(1,196,301)	(1,277,343)	(1,520,469)
	190.00	(552,309)	(713,884)	(875,969)	(1,038,053)	(1,200,137)	(1,281,180)	(1,524,306)
	200.00	(556,100)	(717,721)	(879,806)	(1,041,890)	(1,203,974)	(1,285,016)	(1,528,143)
	210.00	(559,904)	(721,558)	(883,642)	(1,045,727)	(1,207,811)	(1,288,853)	(1,531,980)
	220.00	(563,718)	(725,395)	(887,479)	(1,049,564)	(1,211,648)	(1,292,690)	(1,535,817)
	230.00	(567,532)	(729,232)	(891,316)	(1,053,400)	(1,215,485)	(1,296,527)	(1,539,653)
	240.00	(571,345)	(733,069)	(895,153)	(1,057,237)	(1,219,322)	(1,300,364)	(1,543,490)
	250.00	(575,159)	(736,905)	(898,990)	(1,061,074)	(1,223,158)	(1,304,201)	(1,547,327)

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	(1,127,237)	90%	95%	100%	105%	110%	115%	120%
	0.00	(1,223,106)	(1,175,172)	(1,127,237)	(1,079,303)	(1,031,368)	(983,434)	(935,499)
	10.00	(1,226,943)	(1,179,008)	(1,131,074)	(1,083,140)	(1,035,205)	(987,271)	(939,336)
CIL £psm	20.00	(1,230,780)	(1,182,845)	(1,134,911)	(1,086,976)	(1,039,042)	(991,107)	(943,173)
0.00	30.00	(1,234,617)	(1,186,682)	(1,138,748)	(1,090,813)	(1,042,879)	(994,944)	(947,010)
(recommended CIL)	40.00	(1,238,453)	(1,190,519)	(1,142,585)	(1,094,650)	(1,046,716)	(998,781)	(950,847)
(100)	50.00	(1,242,290)	(1,194,356)	(1,146,421)	(1,098,487)	(1,050,552)	(1,002,618)	(954,684)
	60.00	(1,246,127)	(1,198,193)	(1,150,258)	(1,102,324)	(1,054,389)	(1,006,455)	(958,520)
	70.00	(1,249,964)	(1,202,030)	(1,154,095)	(1,106,161)	(1,058,226)	(1,010,292)	(962,357)
	80.00	(1,253,801)	(1,205,866)	(1,157,932)	(1,109,998)	(1,062,063)	(1,014,129)	(966,194)
	90.00	(1,257,638)	(1,209,703)	(1,161,769)	(1,113,834)	(1,065,900)	(1,017,965)	(970,031)
	100.00	(1,261,475)	(1,213,540)	(1,165,606)	(1,117,671)	(1,069,737)	(1,021,802)	(973,868)
	110.00	(1,265,311)	(1,217,377)	(1,169,443)	(1,121,508)	(1,073,574)	(1,025,639)	(977,705)
	120.00	(1,269,148)	(1,221,214)	(1,173,279)	(1,125,345)	(1,077,410)	(1,029,476)	(981,542)
	130.00	(1,272,985)	(1,225,051)	(1,177,116)	(1,129,182)	(1,081,247)	(1,033,313)	(985,378)
	140.00	(1,276,822)	(1,228,888)	(1,180,953)	(1,133,019)	(1,085,084)	(1,037,150)	(989,215)
	150.00	(1,280,659)	(1,232,724)	(1,184,790)	(1,136,855)	(1,088,921)	(1,040,987)	(993,052)
	160.00	(1,284,496)	(1,236,561)	(1,188,627)	(1,140,692)	(1,092,758)	(1,044,823)	(996,889)
	170.00	(1,288,333)	(1,240,398)	(1,192,464)	(1,144,529)	(1,096,595)	(1,048,660)	(1,000,726)
	180.00	(1,292,169)	(1,244,235)	(1,196,301)	(1,148,366)	(1,100,432)	(1,052,497)	(1,004,563)
	190.00	(1,296,006)	(1,248,072)	(1,200,137)	(1,152,203)	(1,104,268)	(1,056,334)	(1,008,400)
	200.00	(1,299,843)	(1,251,909)	(1,203,974)	(1,156,040)	(1,108,105)	(1,060,171)	(1,012,236)
	210.00	(1,303,680)	(1,255,746)	(1,207,811)	(1,159,877)	(1,111,942)	(1,064,008)	(1,016,073)
	220.00	(1,307,517)	(1,259,582)	(1,211,648)	(1,163,713)	(1,115,779)	(1,067,845)	(1,019,910)
	230.00	(1,311,354)	(1,263,419)	(1,215,485)	(1,167,550)	(1,119,616)	(1,071,681)	(1,023,747)
	240.00	(1,315,191)	(1,267,256)	(1,219,322)	(1,171,387)	(1,123,453)	(1,075,518)	(1,027,584)
	250.00	(1,319,027)	(1,271,093)	(1,223,158)	(1,175,224)	(1,127,290)	(1,079,355)	(1,031,421)

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	(1,127,237)	0	1,000	20,000	30,000	40,000	50,000	100,000
	0.00	(1,127,237)	(1,120,003)	(982,557)	(910,217)	(837,878)	(765,538)	(407,914)
	10.00	(1,131,074)	(1,123,840)	(986,394)	(914,054)	(841,714)	(769,375)	(411,322)
CIL £psm	20.00	(1,134,911)	(1,127,677)	(990,231)	(917,891)	(845,551)	(773,211)	(414,749)
0.00	30.00	(1,138,748)	(1,131,514)	(994,068)	(921,728)	(849,388)	(777,048)	(418,178)
(recommended CIL)	40.00	(1,142,585)	(1,135,351)	(997,905)	(925,565)	(853,225)	(780,885)	(421,662)
(100)	50.00	(1,146,421)	(1,139,187)	(1,001,742)	(929,402)	(857,062)	(784,722)	(425,430)
	60.00	(1,150,258)	(1,143,024)	(1,005,578)	(933,239)	(860,899)	(788,559)	(429,198)
	70.00	(1,154,095)	(1,146,861)	(1,009,415)	(937,075)	(864,736)	(792,396)	(432,966)
	80.00	(1,157,932)	(1,150,698)	(1,013,252)	(940,912)	(868,572)	(796,233)	(436,734)
	90.00	(1,161,769)	(1,154,535)	(1,017,089)	(944,749)	(872,409)	(800,069)	(440,502)
	100.00	(1,165,606)	(1,158,372)	(1,020,926)	(948,586)	(876,246)	(803,906)	(444,270)
	110.00	(1,169,443)	(1,162,209)	(1,024,763)	(952,423)	(880,083)	(807,743)	(448,038)
	120.00	(1,173,279)	(1,166,045)	(1,028,600)	(956,260)	(883,920)	(811,580)	(451,807)
	130.00	(1,177,116)	(1,169,882)	(1,032,436)	(960,097)	(887,757)	(815,417)	(455,575)
	140.00	(1,180,953)	(1,173,719)	(1,036,273)	(963,933)	(891,594)	(819,254)	(459,343)
	150.00	(1,184,790)	(1,177,556)	(1,040,110)	(967,770)	(895,430)	(823,091)	(463,111)
	160.00	(1,188,627)	(1,181,393)	(1,043,947)	(971,607)	(899,267)	(826,927)	(466,879)
	170.00	(1,192,464)	(1,185,230)	(1,047,784)	(975,444)	(903,104)	(830,764)	(470,647)
	180.00	(1,196,301)	(1,189,067)	(1,051,621)	(979,281)	(906,941)	(834,601)	(474,415)
	190.00	(1,200,137)	(1,192,903)	(1,055,458)	(983,118)	(910,778)	(838,438)	(478,183)
	200.00	(1,203,974)	(1,196,740)	(1,059,294)	(986,955)	(914,615)	(842,275)	(481,951)
	210.00	(1,207,811)	(1,200,577)	(1,063,131)	(990,791)	(918,452)	(846,112)	(485,729)
	220.00	(1,211,648)	(1,204,414)	(1,066,968)	(994,628)	(922,288)	(849,949)	(489,519)
	230.00	(1,215,485)	(1,208,251)	(1,070,805)	(998,465)	(926,125)	(853,785)	(493,310)
	240.00	(1,219,322)	(1,212,088)	(1,074,642)	(1,002,302)	(929,962)	(857,622)	(497,101)
	250.00	(1,223,158)	(1,215,925)	(1,078,479)	(1,006,139)	(933,799)	(861,459)	(500,892)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Mid** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**S**	
Scheme Typology:	Flats	
No Units:	50	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	10,448,525	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.73%	
Developers Profit (% on costs)	11.47%	
Developers Profit Total (£)	1,643,583	
Land Value KPI's		
RLV (£/acre (net))	(706,184)	
RLV (£/ha (net))	(1,744,982)	
RLV (% of GDV)	-52.88%	
RLV Total (£)	(5,525,592)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	3,294,557	
Surplus/Deficit (£/acre) [RLV-BLV]	(1,127,237)	
Surplus/Deficit (£/ha)	(2,785,403)	
Surplus/Deficit Total (£)	(8,820,149)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	1,159,999	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	23,200	Put into summary table for ease of checking. Don't print this row in the summary table

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	T				(see Typologies Matrix)
Scheme Typology:	Flats		No Units:	60	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			60	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	15.8	46.0%	6.9	38%	22.7
2 bed Flat	65.0%	29.3	54.0%	8.1	62%	37.4
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	45.0	100.0%	15.0	100%	60.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	926	9,972	406	4,369	1,332	14,341
2 bed Flat	2,237	24,076	619	6,667	2,856	30,744
3 bed Flat	0	0	0	0	0	0
	3,163	34,049	1,025	11,036	4,189	45,085
AH % by floor area:			24.48%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	0
4 bed House (with garage)	440,000	3,826	355	3,165	294	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	4,530,000
2 bed Flat	255,000	3,923	364	3,335	310	9,524,250
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						14,054,250

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**60**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	325,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	365,000		-
4 bed House (with garage)	0.0	@	440,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	15.8	@	200,000		3,150,000
2 bed Flat	29.3	@	255,000		7,458,750
3 bed Flat	0.0	@	0		-
	45.0				10,608,750
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.4	@	120,000		289,800
2 bed Flat	2.8	@	153,000		433,755
3 bed Flat	0.0	@	0		-
	5.3				723,555
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.4	@	80,000		193,200
2 bed Flat	2.8	@	102,000		289,170
3 bed Flat	0.0	@	0		-
	5.3				482,370
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.1	@	140,000		289,800
2 bed Flat	2.4	@	178,500		433,755
3 bed Flat	0.0	@	0		-
	4.5	15.0			723,555
Sub-total GDV Residential	**60**				**12,538,230**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,516,020
	362	£ psm (total GIA sqm)		25,267 £ per unit (total units)	
Grant	60	units @	0	per unit	-
Total GDV					**12,538,230**

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290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**60**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	33,275	£		(33,275)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	99,825	£		(99,825)
Building Safety Levy				3,163	sqm	15.11	£ psm			(47,796)
CIL (Mrkt only inc. garages)	Max			3,163	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				60	units @	6,700	per unit			(402,000)
	Sub-total								(402,000)	
S106 analysis:	1,208,345	£ per ha		3.21%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				4,189	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.33	ha @	123,500	£ per ha (if brownfield)			(41,087)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			60	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	2,107	psm			-
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				-	sqm @	2,107	psm			-
4 bed House (EXC. garage)				-	sqm @	2,107	psm			-
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				1,332	sqm @	2,522	psm			(3,360,194)
2 bed Flat				2,856	sqm @	2,522	psm			(7,203,277)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	-	16.0		0	sqm @	600	psm			-
Garages for 4B House	-	24.0		0	sqm @	600	psm			-
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				4,189	£ per garage	£0				
External works				10,563,471	@	10.0%				(1,056,347)
Ext. Works analysis:						17,606	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				60	units @	400	£ per unit			(24,000)
M4(2) Category 2 Housing	Aff units	15	units @		100%	@	1,400	£ per unit		(21,000)
M4(2) Category 2 Housing	OMS units	45	units @		100%	@	1,400	£ per unit		(63,000)
M4(3) Category 3 Housing	Aff units	15	units @		10%	@	22,000	£ per unit		(33,000)
M4(3) Category 3 Housing	OMS units	45	units @		10%	@	22,000	£ per unit		(99,000)
Part L/FHS		60	units @				4,350	£ per unit		(261,000)
Part L/FHS analysis:						2.5%	% of BCIS costs			
Net Zero for Housing		-	sqm				105	£ psm		-
Net Zero for Flats		4,189	sqm				72	£ psm		(301,574)
Water Efficiency		-	units @				20	£ per unit		-
Urban Greening Factor	60.0	flats @	6		per storey = GIA	419	128	£ / psm		(53,404)
	Sub-total								(855,978)	
Policy Costs analysis:	(design costs only)					14,266	£ per unit (total units)			
						8.1%	% of BCIS costs			
Contingency (on construction)				12,516,883	@	5.0%				(625,844)

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290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**60**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		12,516,883	@	10.0%			(1,251,688)
Disposal Costs -							
OMS Marketing and Promotion		10,608,750	OMS @	1.00%	1,768	£ per unit	(106,088)
Residential Sales Agent Costs		10,608,750	OMS @	1.00%	1,768	£ per unit	(106,088)
Residential Sales Legal Costs		10,608,750	OMS @	0.50%	884	£ per unit	(53,044)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	60	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					4,420	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(1,488,866)
Developers Profit -							
Profit on OMS		10,608,750		17.50%			(1,856,531)
Margin on AH		1,929,480		6.00%	on AH values		(115,769)
Profit analysis:		12,538,230		15.73%	blended GDV	(1,972,300)	
		16,731,397		11.79%	on costs	(1,972,300)	
TOTAL COSTS							**(18,703,697)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(6,165,467)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(6,165,467)**
RLV analysis:	(102,758) £ per plot	(18,532,366)	£ per ha (net)	(7,499,946)	£ per acre (net)		
		(16,679,130)	£ per ha (gross)	(6,749,951)	£ per acre (gross)		
				-49.17%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		180.4	dph (net)				
Site Area (net)		0.33	ha (net)	0.82	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		0.37	ha (gross)	0.91	acres (gross)		
Density analysis:		12,590	sqm/ha (net)	54,843	sqft/ac (net)		
		162	dph (gross)				
Benchmark Land Value (net)	6,089 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**365,364**
BLV analysis:		1,098,222	£ per ha (net)	444,444	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(19,630,589)**	£ per ha (net)	**(7,944,390)**	£ per acre (net)	**(6,530,831)**

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Scheme Typology: Flats | No Units: 60
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	7,944,390	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(6,993,447)	(7,183,636)	(7,373,824)	(7,564,013)	(7,754,202)	(7,944,390)	(8,134,579)
	10.00	(7,052,967)	(7,240,180)	(7,427,393)	(7,614,605)	(7,801,818)	(7,989,031)	(8,176,243)
Max CIL £ psm	20.00	(7,112,488)	(7,296,724)	(7,480,961)	(7,665,198)	(7,849,434)	(8,033,671)	(8,217,908)
0.00	30.00	(7,172,008)	(7,353,269)	(7,534,529)	(7,715,790)	(7,897,051)	(8,078,311)	(8,259,572)
(recommended CIL)	40.00	(7,231,528)	(7,409,813)	(7,588,098)	(7,766,382)	(7,944,667)	(8,122,952)	(8,301,236)
(100)	50.00	(7,291,049)	(7,466,357)	(7,641,666)	(7,816,975)	(7,992,283)	(8,167,592)	(8,342,900)
	60.00	(7,350,569)	(7,522,902)	(7,695,234)	(7,867,567)	(8,039,900)	(8,212,232)	(8,384,565)
	70.00	(7,410,090)	(7,579,446)	(7,748,803)	(7,918,159)	(8,087,516)	(8,256,872)	(8,426,229)
	80.00	(7,469,610)	(7,635,991)	(7,802,371)	(7,968,752)	(8,135,132)	(8,301,513)	(8,467,893)
	90.00	(7,529,130)	(7,692,535)	(7,855,939)	(8,019,344)	(8,182,749)	(8,346,153)	(8,509,558)
	100.00	(7,588,651)	(7,749,079)	(7,909,508)	(8,069,936)	(8,230,365)	(8,390,793)	(8,551,222)
	110.00	(7,648,171)	(7,805,624)	(7,963,076)	(8,120,529)	(8,277,981)	(8,435,434)	(8,592,886)
	120.00	(7,707,692)	(7,862,168)	(8,016,645)	(8,171,121)	(8,325,597)	(8,480,074)	(8,634,550)
	130.00	(7,767,212)	(7,918,712)	(8,070,213)	(8,221,713)	(8,373,214)	(8,524,714)	(8,676,215)
	140.00	(7,826,732)	(7,975,257)	(8,123,781)	(8,272,306)	(8,420,830)	(8,569,355)	(8,717,879)
	150.00	(7,886,253)	(8,031,801)	(8,177,350)	(8,322,898)	(8,468,446)	(8,613,995)	(8,759,543)
	160.00	(7,945,773)	(8,088,346)	(8,230,918)	(8,373,490)	(8,516,063)	(8,658,635)	(8,801,208)
	170.00	(8,005,294)	(8,144,890)	(8,284,486)	(8,424,083)	(8,563,679)	(8,703,275)	(8,842,872)
	180.00	(8,064,814)	(8,201,434)	(8,338,055)	(8,474,675)	(8,611,295)	(8,747,916)	(8,884,536)
	190.00	(8,124,334)	(8,257,979)	(8,391,623)	(8,525,267)	(8,658,912)	(8,792,556)	(8,926,200)
	200.00	(8,183,855)	(8,314,523)	(8,445,191)	(8,575,860)	(8,706,528)	(8,837,196)	(8,967,865)
	210.00	(8,243,375)	(8,371,068)	(8,498,760)	(8,626,452)	(8,754,144)	(8,881,837)	(9,009,529)
	220.00	(8,302,896)	(8,427,612)	(8,552,328)	(8,677,044)	(8,801,761)	(8,926,477)	(9,051,193)
	230.00	(8,362,416)	(8,484,156)	(8,605,897)	(8,727,637)	(8,849,377)	(8,971,117)	(9,092,858)
	240.00	(8,421,936)	(8,540,701)	(8,659,465)	(8,778,229)	(8,896,993)	(9,015,758)	(9,134,522)
	250.00	(8,481,457)	(8,597,245)	(8,713,033)	(8,828,821)	(8,944,610)	(9,060,398)	(9,176,186)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(7,944,390)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(7,377,079)	(7,518,907)	(7,660,735)	(7,802,562)	(7,944,390)	(8,086,218)	(8,228,046)
	10.00	(7,421,719)	(7,563,547)	(7,705,375)	(7,847,203)	(7,989,031)	(8,130,859)	(8,272,686)
CIL £psm	20.00	(7,466,359)	(7,608,187)	(7,750,015)	(7,891,843)	(8,033,671)	(8,175,499)	(8,317,327)
0.00	30.00	(7,511,000)	(7,652,828)	(7,794,655)	(7,936,483)	(8,078,311)	(8,220,139)	(8,361,967)
(recommended CIL)	40.00	(7,555,640)	(7,697,468)	(7,839,296)	(7,981,124)	(8,122,952)	(8,264,779)	(8,406,607)
(100)	50.00	(7,600,280)	(7,742,108)	(7,883,936)	(8,025,764)	(8,167,592)	(8,309,420)	(8,451,248)
	60.00	(7,644,921)	(7,786,748)	(7,928,576)	(8,070,404)	(8,212,232)	(8,354,060)	(8,495,888)
	70.00	(7,689,561)	(7,831,389)	(7,973,217)	(8,115,045)	(8,256,872)	(8,398,700)	(8,540,528)
	80.00	(7,734,201)	(7,876,029)	(8,017,857)	(8,159,685)	(8,301,513)	(8,443,341)	(8,585,169)
	90.00	(7,778,841)	(7,920,669)	(8,062,497)	(8,204,325)	(8,346,153)	(8,487,981)	(8,629,809)
	100.00	(7,823,482)	(7,965,310)	(8,107,138)	(8,248,965)	(8,390,793)	(8,532,621)	(8,674,449)
	110.00	(7,868,122)	(8,009,950)	(8,151,778)	(8,293,606)	(8,435,434)	(8,577,262)	(8,719,089)
	120.00	(7,912,762)	(8,054,590)	(8,196,418)	(8,338,246)	(8,480,074)	(8,621,902)	(8,763,730)
	130.00	(7,957,403)	(8,099,231)	(8,241,058)	(8,382,886)	(8,524,714)	(8,666,542)	(8,808,370)
	140.00	(8,002,043)	(8,143,871)	(8,285,699)	(8,427,527)	(8,569,355)	(8,711,182)	(8,853,010)
	150.00	(8,046,683)	(8,188,511)	(8,330,339)	(8,472,167)	(8,613,995)	(8,755,823)	(8,897,651)
	160.00	(8,091,324)	(8,233,151)	(8,374,979)	(8,516,807)	(8,658,635)	(8,800,463)	(8,942,291)
	170.00	(8,135,964)	(8,277,792)	(8,419,620)	(8,561,448)	(8,703,275)	(8,845,103)	(8,986,931)
	180.00	(8,180,604)	(8,322,432)	(8,464,260)	(8,606,088)	(8,747,916)	(8,889,744)	(9,031,572)
	190.00	(8,225,244)	(8,367,072)	(8,508,900)	(8,650,728)	(8,792,556)	(8,934,384)	(9,076,212)
	200.00	(8,269,885)	(8,411,713)	(8,553,541)	(8,695,368)	(8,837,196)	(8,979,024)	(9,120,852)
	210.00	(8,314,525)	(8,456,353)	(8,598,181)	(8,740,009)	(8,881,837)	(9,023,665)	(9,165,492)
	220.00	(8,359,165)	(8,500,993)	(8,642,821)	(8,784,649)	(8,926,477)	(9,068,305)	(9,210,133)
	230.00	(8,403,806)	(8,545,634)	(8,687,461)	(8,829,289)	(8,971,117)	(9,112,945)	(9,254,773)
	240.00	(8,448,446)	(8,590,274)	(8,732,102)	(8,873,930)	(9,015,758)	(9,157,585)	(9,299,413)
	250.00	(8,493,086)	(8,634,914)	(8,776,742)	(8,918,570)	(9,060,398)	(9,202,226)	(9,344,054)

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Scheme Typology: Flats — No Units: 60
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

		Profit	18%					
Balance (RLV - BLV £ per acre (n))	(7,944,390)	15%	16%	17%	18%	19%	20%	21%
	0.00	(7,621,767)	(7,750,816)	(7,879,866)	(8,008,915)	(8,137,965)	(8,267,014)	(8,396,064)
	10.00	(7,666,407)	(7,795,456)	(7,924,506)	(8,053,555)	(8,182,605)	(8,311,654)	(8,440,704)
CIL £psm	20.00	(7,711,047)	(7,840,097)	(7,969,146)	(8,098,196)	(8,227,245)	(8,356,295)	(8,485,344)
0.00	30.00	(7,755,687)	(7,884,737)	(8,013,786)	(8,142,836)	(8,271,886)	(8,400,935)	(8,529,985)
(recommended CIL)	40.00	(7,800,328)	(7,929,377)	(8,058,427)	(8,187,476)	(8,316,526)	(8,445,575)	(8,574,625)
(100)	50.00	(7,844,968)	(7,974,018)	(8,103,067)	(8,232,117)	(8,361,166)	(8,490,216)	(8,619,265)
	60.00	(7,889,608)	(8,018,658)	(8,147,707)	(8,276,757)	(8,405,806)	(8,534,856)	(8,663,905)
	70.00	(7,934,249)	(8,063,298)	(8,192,348)	(8,321,397)	(8,450,447)	(8,579,496)	(8,708,546)
	80.00	(7,978,889)	(8,107,938)	(8,236,988)	(8,366,038)	(8,495,087)	(8,624,137)	(8,753,186)
	90.00	(8,023,529)	(8,152,579)	(8,281,628)	(8,410,678)	(8,539,727)	(8,668,777)	(8,797,826)
	100.00	(8,068,170)	(8,197,219)	(8,326,269)	(8,455,318)	(8,584,368)	(8,713,417)	(8,842,467)
	110.00	(8,112,810)	(8,241,859)	(8,370,909)	(8,499,958)	(8,629,008)	(8,758,057)	(8,887,107)
	120.00	(8,157,450)	(8,286,500)	(8,415,549)	(8,544,599)	(8,673,648)	(8,802,698)	(8,931,747)
	130.00	(8,202,090)	(8,331,140)	(8,460,190)	(8,589,239)	(8,718,289)	(8,847,338)	(8,976,388)
	140.00	(8,246,731)	(8,375,780)	(8,504,830)	(8,633,879)	(8,762,929)	(8,891,978)	(9,021,028)
	150.00	(8,291,371)	(8,420,421)	(8,549,470)	(8,678,520)	(8,807,569)	(8,936,619)	(9,065,668)
	160.00	(8,336,011)	(8,465,061)	(8,594,110)	(8,723,160)	(8,852,209)	(8,981,259)	(9,110,308)
	170.00	(8,380,652)	(8,509,701)	(8,638,751)	(8,767,800)	(8,896,850)	(9,025,899)	(9,154,949)
	180.00	(8,425,292)	(8,554,341)	(8,683,391)	(8,812,441)	(8,941,490)	(9,070,540)	(9,199,589)
	190.00	(8,469,932)	(8,598,982)	(8,728,031)	(8,857,081)	(8,986,130)	(9,115,180)	(9,244,229)
	200.00	(8,514,573)	(8,643,622)	(8,772,672)	(8,901,721)	(9,030,771)	(9,159,820)	(9,288,870)
	210.00	(8,559,213)	(8,688,262)	(8,817,312)	(8,946,361)	(9,075,411)	(9,204,460)	(9,333,510)
	220.00	(8,603,853)	(8,732,903)	(8,861,952)	(8,991,002)	(9,120,051)	(9,249,101)	(9,378,150)
	230.00	(8,648,493)	(8,777,543)	(8,906,593)	(9,035,642)	(9,164,692)	(9,293,741)	(9,422,791)
	240.00	(8,693,134)	(8,822,183)	(8,951,233)	(9,080,282)	(9,209,332)	(9,338,381)	(9,467,431)
	250.00	(8,737,774)	(8,866,824)	(8,995,873)	(9,124,923)	(9,253,972)	(9,383,022)	(9,512,071)

TABLE 4

		BLV (£ per acre (n))		400,000				
Balance (RLV - BLV £ per acre (n))	(7,944,390)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(7,611,057)	(7,638,835)	(7,666,613)	(7,694,390)	(7,722,168)	(7,749,946)	(7,777,724)
	10.00	(7,655,697)	(7,683,475)	(7,711,253)	(7,739,031)	(7,766,808)	(7,794,586)	(7,822,364)
CIL £psm	20.00	(7,700,338)	(7,728,115)	(7,755,893)	(7,783,671)	(7,811,449)	(7,839,226)	(7,867,004)
0.00	30.00	(7,744,978)	(7,772,756)	(7,800,533)	(7,828,311)	(7,856,089)	(7,883,867)	(7,911,645)
(recommended CIL)	40.00	(7,789,618)	(7,817,396)	(7,845,174)	(7,872,952)	(7,900,729)	(7,928,507)	(7,956,285)
(100)	50.00	(7,834,259)	(7,862,036)	(7,889,814)	(7,917,592)	(7,945,370)	(7,973,147)	(8,000,925)
	60.00	(7,878,899)	(7,906,677)	(7,934,454)	(7,962,232)	(7,990,010)	(8,017,788)	(8,045,565)
	70.00	(7,923,539)	(7,951,317)	(7,979,095)	(8,006,872)	(8,034,650)	(8,062,428)	(8,090,206)
	80.00	(7,968,179)	(7,995,957)	(8,023,735)	(8,051,513)	(8,079,291)	(8,107,068)	(8,134,846)
	90.00	(8,012,820)	(8,040,597)	(8,068,375)	(8,096,153)	(8,123,931)	(8,151,709)	(8,179,486)
	100.00	(8,057,460)	(8,085,238)	(8,113,016)	(8,140,793)	(8,168,571)	(8,196,349)	(8,224,127)
	110.00	(8,102,100)	(8,129,878)	(8,157,656)	(8,185,434)	(8,213,211)	(8,240,989)	(8,268,767)
	120.00	(8,146,741)	(8,174,518)	(8,202,296)	(8,230,074)	(8,257,852)	(8,285,630)	(8,313,407)
	130.00	(8,191,381)	(8,219,159)	(8,246,936)	(8,274,714)	(8,302,492)	(8,330,270)	(8,358,048)
	140.00	(8,236,021)	(8,263,799)	(8,291,577)	(8,319,355)	(8,347,132)	(8,374,910)	(8,402,688)
	150.00	(8,280,662)	(8,308,439)	(8,336,217)	(8,363,995)	(8,391,773)	(8,419,550)	(8,447,328)
	160.00	(8,325,302)	(8,353,080)	(8,380,857)	(8,408,635)	(8,436,413)	(8,464,191)	(8,491,968)
	170.00	(8,369,942)	(8,397,720)	(8,425,498)	(8,453,275)	(8,481,053)	(8,508,831)	(8,536,609)
	180.00	(8,414,582)	(8,442,360)	(8,470,138)	(8,497,916)	(8,525,694)	(8,553,471)	(8,581,249)
	190.00	(8,459,223)	(8,487,001)	(8,514,778)	(8,542,556)	(8,570,334)	(8,598,112)	(8,625,889)
	200.00	(8,503,863)	(8,531,641)	(8,559,419)	(8,587,196)	(8,614,974)	(8,642,752)	(8,670,530)
	210.00	(8,548,503)	(8,576,281)	(8,604,059)	(8,631,837)	(8,659,614)	(8,687,392)	(8,715,170)
	220.00	(8,593,144)	(8,620,921)	(8,648,699)	(8,676,477)	(8,704,255)	(8,732,033)	(8,759,810)
	230.00	(8,637,784)	(8,665,562)	(8,693,339)	(8,721,117)	(8,748,895)	(8,776,673)	(8,804,451)
	240.00	(8,682,424)	(8,710,202)	(8,737,980)	(8,765,758)	(8,793,535)	(8,821,313)	(8,849,091)
	250.00	(8,727,065)	(8,754,842)	(8,782,620)	(8,810,398)	(8,838,176)	(8,865,953)	(8,893,731)

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Scheme Typology: Flats — No Units: 60
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(7,944,390)	Density (dph) (net) 30	35	180 40	45	50	55	60
	0.00	(1,747,598)	(1,953,677)	(2,159,756)	(2,365,835)	(2,571,913)	(2,777,992)	(2,984,071)
	10.00	(1,755,023)	(1,962,340)	(2,169,656)	(2,376,973)	(2,584,289)	(2,791,606)	(2,998,922)
CIL £psm	20.00	(1,762,449)	(1,971,003)	(2,179,557)	(2,388,111)	(2,596,665)	(2,805,220)	(3,013,774)
0.00	30.00	(1,769,875)	(1,979,666)	(2,189,458)	(2,399,250)	(2,609,041)	(2,818,833)	(3,028,625)
(recommended CIL)	40.00	(1,777,300)	(1,988,330)	(2,199,359)	(2,410,388)	(2,621,418)	(2,832,447)	(3,043,476)
(100)	50.00	(1,784,726)	(1,996,993)	(2,209,260)	(2,421,527)	(2,633,794)	(2,846,060)	(3,058,327)
	60.00	(1,792,152)	(2,005,656)	(2,219,161)	(2,432,665)	(2,646,170)	(2,859,674)	(3,073,179)
	70.00	(1,799,577)	(2,014,319)	(2,229,061)	(2,443,803)	(2,658,546)	(2,873,288)	(3,088,030)
	80.00	(1,807,003)	(2,022,982)	(2,238,962)	(2,454,942)	(2,670,922)	(2,886,901)	(3,102,881)
	90.00	(1,814,428)	(2,031,646)	(2,248,863)	(2,466,080)	(2,683,298)	(2,900,515)	(3,117,732)
	100.00	(1,821,854)	(2,040,309)	(2,258,764)	(2,477,219)	(2,695,674)	(2,914,129)	(3,132,583)
	110.00	(1,829,280)	(2,048,972)	(2,268,665)	(2,488,357)	(2,708,050)	(2,927,742)	(3,147,435)
	120.00	(1,836,705)	(2,057,635)	(2,278,565)	(2,499,496)	(2,720,426)	(2,941,356)	(3,162,286)
	130.00	(1,844,131)	(2,066,299)	(2,288,466)	(2,510,634)	(2,732,802)	(2,954,969)	(3,177,137)
	140.00	(1,851,556)	(2,074,962)	(2,298,367)	(2,521,772)	(2,745,178)	(2,968,583)	(3,191,988)
	150.00	(1,858,982)	(2,083,625)	(2,308,268)	(2,532,911)	(2,757,554)	(2,982,197)	(3,206,840)
	160.00	(1,866,408)	(2,092,288)	(2,318,169)	(2,544,049)	(2,769,930)	(2,995,810)	(3,221,691)
	170.00	(1,873,833)	(2,100,951)	(2,328,069)	(2,555,188)	(2,782,306)	(3,009,424)	(3,236,542)
	180.00	(1,881,259)	(2,109,615)	(2,337,970)	(2,566,326)	(2,794,682)	(3,023,038)	(3,251,393)
	190.00	(1,888,684)	(2,118,278)	(2,347,871)	(2,577,464)	(2,807,058)	(3,036,651)	(3,266,244)
	200.00	(1,896,110)	(2,126,941)	(2,357,772)	(2,588,603)	(2,819,434)	(3,050,265)	(3,281,096)
	210.00	(1,903,536)	(2,135,604)	(2,367,673)	(2,599,741)	(2,831,810)	(3,063,878)	(3,295,947)
	220.00	(1,910,961)	(2,144,267)	(2,377,574)	(2,610,880)	(2,844,186)	(3,077,492)	(3,310,798)
	230.00	(1,918,387)	(2,152,931)	(2,387,474)	(2,622,018)	(2,856,562)	(3,091,106)	(3,325,649)
	240.00	(1,925,813)	(2,161,594)	(2,397,375)	(2,633,157)	(2,868,938)	(3,104,719)	(3,340,501)
	250.00	(1,933,238)	(2,170,257)	(2,407,276)	(2,644,295)	(2,881,314)	(3,118,333)	(3,355,352)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(7,944,390)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	120%
	0.00	(435,226)	(2,290,372)	(4,172,815)	(6,058,603)	(7,944,390)	(8,887,284)	(11,715,966)
	10.00	(477,891)	(2,334,744)	(4,217,455)	(6,103,243)	(7,989,031)	(8,931,924)	(11,760,606)
CIL £psm	20.00	(521,468)	(2,379,116)	(4,262,096)	(6,147,883)	(8,033,671)	(8,976,565)	(11,805,246)
0.00	30.00	(565,045)	(2,423,488)	(4,306,736)	(6,192,524)	(8,078,311)	(9,021,205)	(11,849,887)
(recommended CIL)	40.00	(608,622)	(2,467,860)	(4,351,376)	(6,237,164)	(8,122,952)	(9,065,845)	(11,894,527)
(100)	50.00	(652,199)	(2,512,232)	(4,396,016)	(6,281,804)	(8,167,592)	(9,110,486)	(11,939,167)
	60.00	(695,776)	(2,556,604)	(4,440,657)	(6,326,444)	(8,212,232)	(9,155,126)	(11,983,808)
	70.00	(739,353)	(2,600,976)	(4,485,297)	(6,371,085)	(8,256,872)	(9,199,766)	(12,028,448)
	80.00	(783,150)	(2,645,348)	(4,529,937)	(6,415,725)	(8,301,513)	(9,244,407)	(12,073,088)
	90.00	(826,991)	(2,689,720)	(4,574,578)	(6,460,365)	(8,346,153)	(9,289,047)	(12,117,728)
	100.00	(870,831)	(2,734,092)	(4,619,218)	(6,505,006)	(8,390,793)	(9,333,687)	(12,162,369)
	110.00	(914,672)	(2,778,465)	(4,663,858)	(6,549,646)	(8,435,434)	(9,378,328)	(12,207,009)
	120.00	(958,512)	(2,822,837)	(4,708,499)	(6,594,286)	(8,480,074)	(9,422,968)	(12,251,649)
	130.00	(1,002,352)	(2,867,351)	(4,753,139)	(6,638,927)	(8,524,714)	(9,467,608)	(12,296,290)
	140.00	(1,046,193)	(2,911,991)	(4,797,779)	(6,683,567)	(8,569,355)	(9,512,248)	(12,340,930)
	150.00	(1,090,033)	(2,956,632)	(4,842,419)	(6,728,207)	(8,613,995)	(9,556,889)	(12,385,570)
	160.00	(1,133,874)	(3,001,272)	(4,887,060)	(6,772,847)	(8,658,635)	(9,601,529)	(12,430,211)
	170.00	(1,177,714)	(3,045,912)	(4,931,700)	(6,817,488)	(8,703,275)	(9,646,169)	(12,474,851)
	180.00	(1,221,555)	(3,090,553)	(4,976,340)	(6,862,128)	(8,747,916)	(9,690,810)	(12,519,491)
	190.00	(1,265,395)	(3,135,193)	(5,020,981)	(6,906,768)	(8,792,556)	(9,735,450)	(12,564,131)
	200.00	(1,309,236)	(3,179,833)	(5,065,621)	(6,951,409)	(8,837,196)	(9,780,090)	(12,608,772)
	210.00	(1,353,076)	(3,224,474)	(5,110,261)	(6,996,049)	(8,881,837)	(9,824,731)	(12,653,412)
	220.00	(1,396,916)	(3,269,114)	(5,154,902)	(7,040,689)	(8,926,477)	(9,869,371)	(12,698,052)
	230.00	(1,440,757)	(3,313,754)	(5,199,542)	(7,085,330)	(8,971,117)	(9,914,011)	(12,742,693)
	240.00	(1,484,833)	(3,358,394)	(5,244,182)	(7,129,970)	(9,015,758)	(9,958,651)	(12,787,333)
	250.00	(1,528,939)	(3,403,035)	(5,288,822)	(7,174,610)	(9,060,398)	(10,003,292)	(12,831,973)

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Scheme Typology: Flats — No Units: 60
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(7,944,390)	90%	95%	100%	105%	110%	115%	120%
	0.00	(9,051,579)	(8,497,985)	(7,944,390)	(7,390,796)	(6,837,202)	(6,283,608)	(5,730,014)
	10.00	(9,096,219)	(8,542,625)	(7,989,031)	(7,435,436)	(6,881,842)	(6,328,248)	(5,774,654)
CIL £psm	20.00	(9,140,859)	(8,587,265)	(8,033,671)	(7,480,077)	(6,926,483)	(6,372,888)	(5,819,294)
0.00	30.00	(9,185,500)	(8,631,905)	(8,078,311)	(7,524,717)	(6,971,123)	(6,417,529)	(5,863,935)
(recommended CIL)	40.00	(9,230,140)	(8,676,546)	(8,122,952)	(7,569,357)	(7,015,763)	(6,462,169)	(5,908,575)
(100)	50.00	(9,274,780)	(8,721,186)	(8,167,592)	(7,613,998)	(7,060,404)	(6,506,809)	(5,953,215)
	60.00	(9,319,420)	(8,765,826)	(8,212,232)	(7,658,638)	(7,105,044)	(6,551,450)	(5,997,855)
	70.00	(9,364,061)	(8,810,467)	(8,256,872)	(7,703,278)	(7,149,684)	(6,596,090)	(6,042,496)
	80.00	(9,408,701)	(8,855,107)	(8,301,513)	(7,747,919)	(7,194,324)	(6,640,730)	(6,087,136)
	90.00	(9,453,341)	(8,899,747)	(8,346,153)	(7,792,559)	(7,238,965)	(6,685,371)	(6,131,776)
	100.00	(9,497,982)	(8,944,388)	(8,390,793)	(7,837,199)	(7,283,605)	(6,730,011)	(6,176,417)
	110.00	(9,542,622)	(8,989,028)	(8,435,434)	(7,881,839)	(7,328,245)	(6,774,651)	(6,221,057)
	120.00	(9,587,262)	(9,033,668)	(8,480,074)	(7,926,480)	(7,372,886)	(6,819,291)	(6,265,697)
	130.00	(9,631,903)	(9,078,308)	(8,524,714)	(7,971,120)	(7,417,526)	(6,863,932)	(6,310,338)
	140.00	(9,676,543)	(9,122,949)	(8,569,355)	(8,015,760)	(7,462,166)	(6,908,572)	(6,354,978)
	150.00	(9,721,183)	(9,167,589)	(8,613,995)	(8,060,401)	(7,506,807)	(6,953,212)	(6,399,618)
	160.00	(9,765,824)	(9,212,229)	(8,658,635)	(8,105,041)	(7,551,447)	(6,997,853)	(6,444,258)
	170.00	(9,810,464)	(9,256,870)	(8,703,275)	(8,149,681)	(7,596,087)	(7,042,493)	(6,488,899)
	180.00	(9,855,104)	(9,301,510)	(8,747,916)	(8,194,322)	(7,640,727)	(7,087,133)	(6,533,539)
	190.00	(9,899,744)	(9,346,150)	(8,792,556)	(8,238,962)	(7,685,368)	(7,131,774)	(6,578,179)
	200.00	(9,944,385)	(9,390,791)	(8,837,196)	(8,283,602)	(7,730,008)	(7,176,414)	(6,622,820)
	210.00	(9,989,025)	(9,435,431)	(8,881,837)	(8,328,243)	(7,774,648)	(7,221,054)	(6,667,460)
	220.00	(10,033,665)	(9,480,071)	(8,926,477)	(8,372,883)	(7,819,289)	(7,265,694)	(6,712,100)
	230.00	(10,078,306)	(9,524,711)	(8,971,117)	(8,417,523)	(7,863,929)	(7,310,335)	(6,756,741)
	240.00	(10,122,946)	(9,569,352)	(9,015,758)	(8,462,163)	(7,908,569)	(7,354,975)	(6,801,381)
	250.00	(10,167,586)	(9,613,992)	(9,060,398)	(8,506,804)	(7,953,210)	(7,399,615)	(6,846,021)

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(7,944,390)	0	1,000	20,000	30,000	40,000	50,000	100,000
	0.00	(7,944,390)	(7,860,226)	(6,261,098)	(5,419,452)	(4,577,806)	(3,736,160)	307,791
	10.00	(7,989,031)	(7,904,866)	(6,305,738)	(5,464,092)	(4,622,446)	(3,780,800)	270,540
CIL £psm	20.00	(8,033,671)	(7,949,506)	(6,350,379)	(5,508,733)	(4,667,087)	(3,825,441)	233,289
0.00	30.00	(8,078,311)	(7,994,147)	(6,395,019)	(5,553,373)	(4,711,727)	(3,870,081)	196,038
(recommended CIL)	40.00	(8,122,952)	(8,038,787)	(6,439,659)	(5,598,013)	(4,756,367)	(3,914,721)	158,787
(100)	50.00	(8,167,592)	(8,083,427)	(6,484,300)	(5,642,654)	(4,801,008)	(3,959,361)	121,536
	60.00	(8,212,232)	(8,128,068)	(6,528,940)	(5,687,294)	(4,845,648)	(4,004,002)	84,285
	70.00	(8,256,872)	(8,172,708)	(6,573,580)	(5,731,934)	(4,890,288)	(4,048,642)	47,034
	80.00	(8,301,513)	(8,217,348)	(6,618,221)	(5,776,575)	(4,934,928)	(4,093,282)	9,783
	90.00	(8,346,153)	(8,261,988)	(6,662,861)	(5,821,215)	(4,979,569)	(4,137,923)	(27,469)
	100.00	(8,390,793)	(8,306,629)	(6,707,501)	(5,865,855)	(5,024,209)	(4,182,563)	(64,720)
	110.00	(8,435,434)	(8,351,269)	(6,752,142)	(5,910,495)	(5,068,849)	(4,227,203)	(102,041)
	120.00	(8,480,074)	(8,395,909)	(6,796,782)	(5,955,136)	(5,113,490)	(4,271,844)	(139,517)
	130.00	(8,524,714)	(8,440,550)	(6,841,422)	(5,999,776)	(5,158,130)	(4,316,484)	(177,233)
	140.00	(8,569,355)	(8,485,190)	(6,886,062)	(6,044,416)	(5,202,770)	(4,361,124)	(216,016)
	150.00	(8,613,995)	(8,529,830)	(6,930,703)	(6,089,057)	(5,247,411)	(4,405,765)	(254,800)
	160.00	(8,658,635)	(8,574,471)	(6,975,343)	(6,133,697)	(5,292,051)	(4,450,405)	(293,924)
	170.00	(8,703,275)	(8,619,111)	(7,019,983)	(6,178,337)	(5,336,691)	(4,495,045)	(333,580)
	180.00	(8,747,916)	(8,663,751)	(7,064,624)	(6,222,978)	(5,381,331)	(4,539,685)	(373,235)
	190.00	(8,792,556)	(8,708,391)	(7,109,264)	(6,267,618)	(5,425,972)	(4,584,326)	(412,890)
	200.00	(8,837,196)	(8,753,032)	(7,153,904)	(6,312,258)	(5,470,612)	(4,628,966)	(453,346)
	210.00	(8,881,837)	(8,797,672)	(7,198,545)	(6,356,898)	(5,515,252)	(4,673,606)	(496,923)
	220.00	(8,926,477)	(8,842,312)	(7,243,185)	(6,401,539)	(5,559,893)	(4,718,247)	(540,500)
	230.00	(8,971,117)	(8,886,953)	(7,287,825)	(6,446,179)	(5,604,533)	(4,762,887)	(584,077)
	240.00	(9,015,758)	(8,931,593)	(7,332,465)	(6,490,819)	(5,649,173)	(4,807,527)	(627,654)
	250.00	(9,060,398)	(8,976,233)	(7,377,106)	(6,535,460)	(5,693,814)	(4,852,168)	(671,231)

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

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Scheme Typology: **Flats** No Units: **60**
Site Typology: Location / Value Zone: **Mid** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**T**	
Scheme Typology:	Flats	
No Units:	60	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	12,538,230	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.73%	
Developers Profit (% on costs)	11.79%	
Developers Profit Total (£)	1,972,300	
Land Value KPI's		
RLV (£/acre (net))	(7,499,946)	
RLV (£/ha (net))	(18,532,366)	
RLV (% of GDV)	-49.17%	
RLV Total (£)	(6,165,467)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	365,364	
Surplus/Deficit (£/acre) [RLV-BLV]	(7,944,390)	
Surplus/Deficit (£/ha)	(19,630,589)	
Surplus/Deficit Total (£)	(6,530,831)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	1,488,866	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	24,814	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	U			(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	100	
Site Typology:	Location / Value Zone: Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:				

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	75%			
AH tenure split %		Affordable Rent:		35.0%		
		Social Rent:		35.0%	70.0%	% Rented
		First Homes:				
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	12.8	17.5%	4.4	17%	17.1
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	24.8	30.0%	7.5	32%	32.3
4 bed House (with garage)	15.0%	11.3	5.0%	1.3	13%	12.5
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	13.5	30.0%	7.5	21%	21.0
2 bed Flat	17.0%	12.8	17.5%	4.4	17%	17.1
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	75.0	100.0%	25.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	956	10,293	328	3,532	1,284	13,825
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	2,624	28,239	675	7,266	3,299	35,505
4 bed House (with garage)	1,564	16,832	144	1,547	1,708	18,379
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	794	8,548	441	4,749	1,235	13,297
2 bed Flat	975	10,495	335	3,601	1,310	14,096
3 bed Flat	0	0	0	0	0	0
	6,913	74,407	1,923	20,695	8,835	95,102
AH % by floor area:			21.76%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	5,565,625
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	11,771,250
4 bed House (with garage)	440,000	3,826	355	3,165	294	5,500,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	4,200,000
2 bed Flat	255,000	3,923	364	3,335	310	4,366,875
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						31,403,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	12.8	@	325,000		4,143,750
3 bed House	0.0	@	0		-
3 bed House (with garage)	24.8	@	365,000		9,033,750
4 bed House (with garage)	11.3	@	440,000		4,950,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	13.5	@	200,000		2,700,000
2 bed Flat	12.8	@	255,000		3,251,250
3 bed Flat	0.0	@	0		-
	75.0				24,078,750
Affordable Rent GDV -					
2 bed House	1.5	@	195,000		298,594
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.6	@	219,000		574,875
4 bed House (with garage)	0.4	@	264,000		115,500
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.6	@	120,000		315,000
2 bed Flat	1.5	@	153,000		234,281
3 bed Flat	0.0	@	0		-
	8.8				1,538,250
Social Rent GDV -					
2 bed House	1.5	@	130,000		199,063
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.6	@	146,000		383,250
4 bed House (with garage)	0.4	@	176,000		77,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.6	@	80,000		210,000
2 bed Flat	1.5	@	102,000		156,188
3 bed Flat	0.0	@	0		-
	8.8				1,025,500
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.3	@	227,500		298,594
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.3	@	255,500		574,875
4 bed House (with garage)	0.4	@	308,000		115,500
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.3	@	140,000		315,000
2 bed Flat	1.3	@	178,500		234,281
3 bed Flat	0.0	@	0		-
	7.5	25.0			1,538,250
Sub-total GDV Residential	**100**				**28,180,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	3,223,000
	365	£ psm (total GIA sqm)		32,230 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**28,180,750**

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	122,505	£		(122,505)
Building Safety Levy				6,913	sqm	15.11	£ psm			(104,450)
CIL (Mrkt only inc. garages)	Max			6,913	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				100	units @	6,700	per unit			(670,000)
	Sub-total								(670,000)	
S106 analysis:	338,417	£ per ha		2.38%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				8,835	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.98	ha @	123,500	£ per ha (if brownfield)			(244,506)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			100	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				1,284	sqm @	1,892	psm			(2,430,038)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				2,783	sqm @	1,892	psm			(5,264,490)
4 bed House (EXC. garage)				1,408	sqm @	1,892	psm			(2,662,990)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				1,235	sqm @	2,064	psm			(2,549,647)
2 bed Flat				1,310	sqm @	2,064	psm			(2,702,929)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	32.3	16.0		516	sqm @	600	psm			(309,600)
Garages for 4B House	12.5	24.0		300	sqm @	600	psm			(180,000)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				8,835	£ per garage	£0				
External works				16,099,694	@	10.0%				(1,609,969)
Ext. Works analysis:						16,100	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				100	units @	400	£ per unit			(40,000)
M4(2) Category 2 Housing	Aff units	25	units @		100%	@	1,400	£ per unit		(35,000)
M4(2) Category 2 Housing	OMS units	75	units @		100%	@	1,400	£ per unit		(105,000)
M4(3) Category 3 Housing	Aff units	25	units @		10%	@	22,000	£ per unit		(55,000)
M4(3) Category 3 Housing	OMS units	75	units @		10%	@	22,000	£ per unit		(165,000)
Part L/FHS		100	units @				4,350	£ per unit		(435,000)
Part L/FHS analysis:						2.7%	% of BCIS costs			
Net Zero for Housing		6,290	sqm				105	£ psm		(660,489)
Net Zero for Flats		2,545	sqm				72	£ psm		(183,229)
Water Efficiency		-	units @				20	£ per unit		-
Urban Greening Factor	38.1	flats @	6		per storey = GIA	401	128	£ / psm		(51,064)
	Sub-total								(1,729,783)	
Policy Costs analysis:	(design costs only)					17,298	£ per unit (total units)			
						10.7%	% of BCIS costs			
Contingency (on construction)				19,683,952	@	5.0%				(984,198)

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Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

Professional Fees			19,683,952	@	10.0%			(1,968,395)
Disposal Costs -								
OMS Marketing and Promotion			24,078,750	OMS @	1.00%	2,408	£ per unit	(240,788)
Residential Sales Agent Costs			24,078,750	OMS @	1.00%	2,408	£ per unit	(240,788)
Residential Sales Legal Costs			24,078,750	OMS @	0.50%	1,204	£ per unit	(120,394)
Affordable Sale Legal Costs							lump sum	-
Empty Property Costs (SC, Council Tax proxy)		100	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:						6,020	£ per unit (exc. EPC)	
Interest (on Development Costs) -			7.50%	APR	0.604%	pcm		(2,141,169)
Developers Profit -								
Profit on OMS			24,078,750		17.50%			(4,213,781)
Margin on AH			4,102,000		6.00%	on AH values		(246,120)
Profit analysis:			28,180,750		15.83%	blended GDV	(4,459,901)	
			26,317,472		16.95%	on costs	(4,459,901)	
TOTAL COSTS								**(30,777,373)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(2,596,623)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(2,596,623)**
RLV analysis:	(25,966) £ per plot	(1,311,554)	£ per ha (net)	(530,779)	£ per acre (net)		
		(1,180,399)	£ per ha (gross)	(477,701)	£ per acre (gross)		
				-9.21%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)						
Residential Density		50.5	dph (net)			
Site Area (net)		1.98	ha (net)	4.89	acres (net)	
Net to Gross ratio		90%				
Site Area (gross)		2.20	ha (gross)	5.44	acres (gross)	
Density analysis:		4,463	sqm/ha (net)	19,440	sqft/ac (net)	
		45	dph (gross)			
Benchmark Land Value (net)	21,743 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)	**2,174,267**
BLV analysis:		1,098,222	£ per ha (net)	444,444	£ per acre (net)	

BALANCE				
Surplus/(Deficit)	**(2,409,777)**	£ per ha (net)	**(975,223)**	£ per acre (net)	**(4,770,890)**

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n)) -	975,223	0%	5%	10%	15%	20%	25%	30%
	0.00	(710,651)	(763,277)	(816,132)	(869,124)	(922,116)	(975,223)	(1,028,663)
	10.00	(732,784)	(784,304)	(836,172)	(888,050)	(939,929)	(992,024)	(1,044,344)
Max CIL £ psm	20.00	(754,916)	(805,448)	(856,212)	(906,977)	(957,742)	(1,008,825)	(1,060,024)
0.00	30.00	(777,049)	(826,602)	(876,252)	(925,903)	(975,556)	(1,025,626)	(1,075,705)
(recommended CIL)	40.00	(799,219)	(847,755)	(896,292)	(944,830)	(993,469)	(1,042,427)	(1,091,386)
(100)	50.00	(821,486)	(868,908)	(916,332)	(963,757)	(1,011,390)	(1,059,228)	(1,107,067)
	60.00	(843,752)	(890,062)	(936,372)	(982,683)	(1,029,311)	(1,076,029)	(1,122,752)
	70.00	(866,019)	(911,215)	(956,412)	(1,001,634)	(1,047,232)	(1,092,830)	(1,138,527)
	80.00	(888,285)	(932,368)	(976,452)	(1,020,675)	(1,065,152)	(1,109,631)	(1,154,303)
	90.00	(910,552)	(953,521)	(996,492)	(1,039,716)	(1,083,073)	(1,126,431)	(1,170,079)
	100.00	(932,819)	(974,675)	(1,016,532)	(1,058,757)	(1,100,994)	(1,143,232)	(1,185,854)
	110.00	(955,085)	(995,828)	(1,036,682)	(1,077,798)	(1,118,915)	(1,160,057)	(1,201,630)
	120.00	(977,352)	(1,016,981)	(1,056,843)	(1,096,839)	(1,136,836)	(1,176,959)	(1,217,405)
	130.00	(999,619)	(1,038,135)	(1,077,004)	(1,115,880)	(1,154,757)	(1,193,862)	(1,233,181)
	140.00	(1,021,885)	(1,059,411)	(1,097,166)	(1,134,921)	(1,172,678)	(1,210,764)	(1,248,957)
	150.00	(1,044,152)	(1,080,692)	(1,117,327)	(1,153,963)	(1,190,602)	(1,227,667)	(1,264,732)
	160.00	(1,066,459)	(1,101,973)	(1,137,488)	(1,173,004)	(1,208,631)	(1,244,569)	(1,280,508)
	170.00	(1,088,860)	(1,123,254)	(1,157,649)	(1,192,045)	(1,226,661)	(1,261,472)	(1,296,284)
	180.00	(1,111,262)	(1,144,535)	(1,177,810)	(1,211,086)	(1,244,690)	(1,278,374)	(1,312,079)
	190.00	(1,133,663)	(1,165,816)	(1,197,971)	(1,230,162)	(1,262,719)	(1,295,277)	(1,327,950)
	200.00	(1,156,064)	(1,187,098)	(1,218,132)	(1,249,319)	(1,280,748)	(1,312,179)	(1,343,821)
	210.00	(1,178,465)	(1,208,379)	(1,238,293)	(1,268,475)	(1,298,778)	(1,329,082)	(1,359,692)
	220.00	(1,200,866)	(1,229,660)	(1,258,456)	(1,287,631)	(1,316,807)	(1,345,984)	(1,375,563)
	230.00	(1,223,268)	(1,250,941)	(1,278,739)	(1,306,787)	(1,334,836)	(1,362,928)	(1,391,434)
	240.00	(1,245,669)	(1,272,222)	(1,299,022)	(1,325,943)	(1,352,866)	(1,379,932)	(1,407,305)
	250.00	(1,268,070)	(1,293,511)	(1,319,305)	(1,345,099)	(1,370,895)	(1,396,937)	(1,423,176)

TABLE 2

		Site Specific S106	100%		(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))	(975,223)	0%	25%	50%	75%	100%	125%	150%
	0.00	(813,246)	(853,712)	(894,177)	(934,643)	(975,223)	(1,015,934)	(1,056,644)
	10.00	(829,946)	(870,412)	(910,877)	(951,343)	(992,024)	(1,032,735)	(1,073,445)
CIL £psm	20.00	(846,646)	(887,111)	(927,577)	(968,115)	(1,008,825)	(1,049,535)	(1,090,246)
0.00	30.00	(863,346)	(903,811)	(944,277)	(984,916)	(1,025,626)	(1,066,336)	(1,107,047)
(recommended CIL)	40.00	(880,046)	(920,511)	(961,006)	(1,001,717)	(1,042,427)	(1,083,137)	(1,123,848)
(100)	50.00	(896,746)	(937,211)	(977,807)	(1,018,517)	(1,059,228)	(1,099,938)	(1,140,649)
	60.00	(913,446)	(953,911)	(994,608)	(1,035,318)	(1,076,029)	(1,116,739)	(1,157,457)
	70.00	(930,146)	(970,698)	(1,011,409)	(1,052,119)	(1,092,830)	(1,133,540)	(1,174,360)
	80.00	(946,845)	(987,499)	(1,028,210)	(1,068,920)	(1,109,631)	(1,150,341)	(1,191,262)
	90.00	(963,590)	(1,004,300)	(1,045,011)	(1,085,721)	(1,126,431)	(1,167,208)	(1,208,165)
	100.00	(980,391)	(1,021,101)	(1,061,812)	(1,102,522)	(1,143,232)	(1,184,111)	(1,225,067)
	110.00	(997,192)	(1,037,902)	(1,078,613)	(1,119,323)	(1,160,057)	(1,201,013)	(1,241,970)
	120.00	(1,013,993)	(1,054,703)	(1,095,413)	(1,136,124)	(1,176,959)	(1,217,916)	(1,258,872)
	130.00	(1,030,794)	(1,071,504)	(1,112,214)	(1,152,925)	(1,193,862)	(1,234,818)	(1,275,775)
	140.00	(1,047,595)	(1,088,305)	(1,129,015)	(1,169,808)	(1,210,764)	(1,251,721)	(1,292,677)
	150.00	(1,064,395)	(1,105,106)	(1,145,816)	(1,186,710)	(1,227,667)	(1,268,623)	(1,309,580)
	160.00	(1,081,196)	(1,121,907)	(1,162,656)	(1,203,613)	(1,244,569)	(1,285,526)	(1,326,482)
	170.00	(1,097,997)	(1,138,708)	(1,179,559)	(1,220,515)	(1,261,472)	(1,302,428)	(1,343,385)
	180.00	(1,114,798)	(1,155,509)	(1,196,461)	(1,237,418)	(1,278,374)	(1,319,331)	(1,360,312)
	190.00	(1,131,599)	(1,172,407)	(1,213,364)	(1,254,320)	(1,295,277)	(1,336,233)	(1,377,317)
	200.00	(1,148,400)	(1,189,310)	(1,230,266)	(1,271,223)	(1,312,179)	(1,353,136)	(1,394,322)
	210.00	(1,165,256)	(1,206,212)	(1,247,169)	(1,288,125)	(1,329,082)	(1,370,122)	(1,411,326)
	220.00	(1,182,158)	(1,223,115)	(1,264,071)	(1,305,028)	(1,345,984)	(1,387,127)	(1,428,331)
	230.00	(1,199,061)	(1,240,017)	(1,280,974)	(1,321,930)	(1,362,928)	(1,404,132)	(1,445,336)
	240.00	(1,215,963)	(1,256,920)	(1,297,876)	(1,338,833)	(1,379,932)	(1,421,136)	(1,462,340)
	250.00	(1,232,866)	(1,273,822)	(1,314,779)	(1,355,735)	(1,396,937)	(1,438,141)	(1,479,345)

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(975,223)	Profit 18%						
		15%	16%	17%	18%	19%	20%	21%
	0.00	(852,174)	(901,394)	(950,613)	(999,833)	(1,049,053)	(1,098,272)	(1,147,492)
	10.00	(868,975)	(918,195)	(967,414)	(1,016,634)	(1,065,854)	(1,115,073)	(1,164,293)
CIL £psm	20.00	(885,776)	(934,996)	(984,215)	(1,033,435)	(1,082,655)	(1,131,874)	(1,181,094)
0.00	30.00	(902,577)	(951,797)	(1,001,016)	(1,050,236)	(1,099,455)	(1,148,675)	(1,197,895)
(recommended CIL)	40.00	(919,378)	(968,597)	(1,017,817)	(1,067,037)	(1,116,256)	(1,165,476)	(1,214,696)
(100)	50.00	(936,179)	(985,398)	(1,034,618)	(1,083,838)	(1,133,057)	(1,182,277)	(1,231,497)
	60.00	(952,980)	(1,002,199)	(1,051,419)	(1,100,639)	(1,149,858)	(1,199,078)	(1,248,298)
	70.00	(969,781)	(1,019,000)	(1,068,220)	(1,117,439)	(1,166,659)	(1,215,879)	(1,265,098)
	80.00	(986,581)	(1,035,801)	(1,085,021)	(1,134,240)	(1,183,460)	(1,232,680)	(1,281,899)
	90.00	(1,003,382)	(1,052,602)	(1,101,822)	(1,151,041)	(1,200,261)	(1,249,481)	(1,298,700)
	100.00	(1,020,183)	(1,069,403)	(1,118,623)	(1,167,842)	(1,217,062)	(1,266,282)	(1,315,501)
	110.00	(1,037,008)	(1,086,227)	(1,135,447)	(1,184,667)	(1,233,886)	(1,283,106)	(1,332,326)
	120.00	(1,053,910)	(1,103,130)	(1,152,349)	(1,201,569)	(1,250,789)	(1,300,008)	(1,349,228)
	130.00	(1,070,813)	(1,120,032)	(1,169,252)	(1,218,472)	(1,267,691)	(1,316,911)	(1,366,131)
	140.00	(1,087,715)	(1,136,935)	(1,186,154)	(1,235,374)	(1,284,594)	(1,333,813)	(1,383,033)
	150.00	(1,104,618)	(1,153,837)	(1,203,057)	(1,252,277)	(1,301,496)	(1,350,716)	(1,399,936)
	160.00	(1,121,520)	(1,170,740)	(1,219,959)	(1,269,179)	(1,318,399)	(1,367,618)	(1,416,838)
	170.00	(1,138,423)	(1,187,642)	(1,236,862)	(1,286,082)	(1,335,301)	(1,384,521)	(1,433,740)
	180.00	(1,155,325)	(1,204,545)	(1,253,764)	(1,302,984)	(1,352,204)	(1,401,423)	(1,450,643)
	190.00	(1,172,228)	(1,221,447)	(1,270,667)	(1,319,886)	(1,369,106)	(1,418,326)	(1,467,545)
	200.00	(1,189,130)	(1,238,350)	(1,287,569)	(1,336,789)	(1,386,009)	(1,435,228)	(1,484,448)
	210.00	(1,206,032)	(1,255,252)	(1,304,472)	(1,353,691)	(1,402,911)	(1,452,131)	(1,501,350)
	220.00	(1,222,935)	(1,272,155)	(1,321,374)	(1,370,594)	(1,419,814)	(1,469,033)	(1,518,253)
	230.00	(1,239,878)	(1,289,098)	(1,338,318)	(1,387,537)	(1,436,757)	(1,485,977)	(1,535,196)
	240.00	(1,256,883)	(1,306,103)	(1,355,322)	(1,404,542)	(1,453,762)	(1,502,981)	(1,552,201)
	250.00	(1,273,888)	(1,323,107)	(1,372,327)	(1,421,547)	(1,470,766)	(1,519,986)	(1,569,206)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(975,223)	BLV (£ per acre (n)) 100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(641,890)	(669,668)	(697,445)	(725,223)	(753,001)	(780,779)	(808,557)
	10.00	(658,691)	(686,469)	(714,246)	(742,024)	(769,802)	(797,580)	(825,357)
CIL £psm	20.00	(675,492)	(703,270)	(731,047)	(758,825)	(786,603)	(814,381)	(842,158)
0.00	30.00	(692,293)	(720,070)	(747,848)	(775,626)	(803,404)	(831,182)	(858,959)
(recommended CIL)	40.00	(709,094)	(736,871)	(764,649)	(792,427)	(820,205)	(847,982)	(875,760)
(100)	50.00	(725,894)	(753,672)	(781,450)	(809,228)	(837,006)	(864,783)	(892,561)
	60.00	(742,695)	(770,473)	(798,251)	(826,029)	(853,807)	(881,584)	(909,362)
	70.00	(759,496)	(787,274)	(815,052)	(842,830)	(870,607)	(898,385)	(926,163)
	80.00	(776,297)	(804,075)	(831,853)	(859,631)	(887,408)	(915,186)	(942,964)
	90.00	(793,098)	(820,876)	(848,654)	(876,431)	(904,209)	(931,987)	(959,765)
	100.00	(809,899)	(837,677)	(865,455)	(893,232)	(921,010)	(948,788)	(976,566)
	110.00	(826,724)	(854,501)	(882,279)	(910,057)	(937,835)	(965,612)	(993,390)
	120.00	(843,626)	(871,404)	(899,182)	(926,959)	(954,737)	(982,515)	(1,010,293)
	130.00	(860,528)	(888,306)	(916,084)	(943,862)	(971,640)	(999,417)	(1,027,195)
	140.00	(877,431)	(905,209)	(932,986)	(960,764)	(988,542)	(1,016,320)	(1,044,098)
	150.00	(894,333)	(922,111)	(949,889)	(977,667)	(1,005,445)	(1,033,222)	(1,061,000)
	160.00	(911,236)	(939,014)	(966,791)	(994,569)	(1,022,347)	(1,050,125)	(1,077,903)
	170.00	(928,138)	(955,916)	(983,694)	(1,011,472)	(1,039,249)	(1,067,027)	(1,094,805)
	180.00	(945,041)	(972,819)	(1,000,596)	(1,028,374)	(1,056,152)	(1,083,930)	(1,111,708)
	190.00	(961,943)	(989,721)	(1,017,499)	(1,045,277)	(1,073,054)	(1,100,832)	(1,128,610)
	200.00	(978,846)	(1,006,624)	(1,034,401)	(1,062,179)	(1,089,957)	(1,117,735)	(1,145,512)
	210.00	(995,748)	(1,023,526)	(1,051,304)	(1,079,082)	(1,106,859)	(1,134,637)	(1,162,415)
	220.00	(1,012,651)	(1,040,429)	(1,068,206)	(1,095,984)	(1,123,762)	(1,151,540)	(1,179,317)
	230.00	(1,029,594)	(1,057,372)	(1,085,150)	(1,112,928)	(1,140,705)	(1,168,483)	(1,196,261)
	240.00	(1,046,599)	(1,074,377)	(1,102,154)	(1,129,932)	(1,157,710)	(1,185,488)	(1,213,266)
	250.00	(1,063,604)	(1,091,381)	(1,119,159)	(1,146,937)	(1,174,715)	(1,202,492)	(1,230,270)

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(975,223)	Density (dph) (net) 30	35	40 (51)	45	50	55	60
	0.00	(787,446)	(833,223)	(879,000)	(924,777)	(970,554)	(1,016,331)	(1,062,108)
	10.00	(797,425)	(844,865)	(892,305)	(939,745)	(987,185)	(1,034,625)	(1,082,065)
CIL £psm	20.00	(807,404)	(856,507)	(905,610)	(954,713)	(1,003,817)	(1,052,920)	(1,102,023)
0.00	30.00	(817,383)	(868,149)	(918,915)	(969,682)	(1,020,448)	(1,071,214)	(1,121,980)
(recommended CIL)	40.00	(827,361)	(879,791)	(932,220)	(984,650)	(1,037,079)	(1,089,509)	(1,141,938)
(100)	50.00	(837,340)	(891,433)	(945,525)	(999,618)	(1,053,710)	(1,107,803)	(1,161,895)
	60.00	(847,319)	(903,075)	(958,830)	(1,014,586)	(1,070,342)	(1,126,097)	(1,181,853)
	70.00	(857,298)	(914,717)	(972,135)	(1,029,554)	(1,086,973)	(1,144,392)	(1,201,811)
	80.00	(867,277)	(926,358)	(985,440)	(1,044,522)	(1,103,604)	(1,162,686)	(1,221,768)
	90.00	(877,316)	(938,003)	(998,745)	(1,059,490)	(1,120,235)	(1,180,981)	(1,241,726)
	100.00	(887,355)	(949,715)	(1,012,075)	(1,074,459)	(1,136,867)	(1,199,275)	(1,261,683)
	110.00	(897,395)	(961,427)	(1,025,460)	(1,089,493)	(1,153,525)	(1,217,569)	(1,281,641)
	120.00	(907,434)	(973,140)	(1,038,845)	(1,104,551)	(1,170,257)	(1,235,963)	(1,301,669)
	130.00	(917,473)	(984,852)	(1,052,231)	(1,119,610)	(1,186,989)	(1,254,368)	(1,321,747)
	140.00	(927,512)	(996,564)	(1,065,616)	(1,134,669)	(1,203,721)	(1,272,773)	(1,341,826)
	150.00	(937,551)	(1,008,276)	(1,079,002)	(1,149,727)	(1,220,453)	(1,291,178)	(1,361,904)
	160.00	(947,590)	(1,019,989)	(1,092,387)	(1,164,786)	(1,237,185)	(1,309,583)	(1,381,982)
	170.00	(957,629)	(1,031,701)	(1,105,773)	(1,179,845)	(1,253,916)	(1,327,988)	(1,402,060)
	180.00	(967,668)	(1,043,413)	(1,119,158)	(1,194,903)	(1,270,648)	(1,346,393)	(1,422,138)
	190.00	(977,707)	(1,055,125)	(1,132,544)	(1,209,962)	(1,287,380)	(1,364,798)	(1,442,216)
	200.00	(987,757)	(1,066,838)	(1,145,929)	(1,225,020)	(1,304,112)	(1,383,203)	(1,462,295)
	210.00	(997,857)	(1,078,564)	(1,159,314)	(1,240,079)	(1,320,844)	(1,401,608)	(1,482,373)
	220.00	(1,007,957)	(1,090,347)	(1,172,738)	(1,255,138)	(1,337,575)	(1,420,013)	(1,502,451)
	230.00	(1,018,057)	(1,102,131)	(1,186,204)	(1,270,278)	(1,354,352)	(1,438,426)	(1,522,529)
	240.00	(1,028,156)	(1,113,914)	(1,199,671)	(1,285,428)	(1,371,185)	(1,456,942)	(1,542,699)
	250.00	(1,038,256)	(1,125,697)	(1,213,137)	(1,300,578)	(1,388,018)	(1,475,458)	(1,562,899)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(975,223)	Build cost 100% 60%	70%	80% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	90%	100%	105%	120%
	0.00	751,132	347,557	(61,897)	(485,162)	(975,223)	(1,223,122)	(1,973,810)
	10.00	737,528	333,788	(75,917)	(501,662)	(992,024)	(1,240,024)	(1,990,815)
CIL £psm	20.00	723,925	320,012	(89,937)	(518,161)	(1,008,825)	(1,256,927)	(2,007,820)
0.00	30.00	710,321	306,160	(103,957)	(534,661)	(1,025,626)	(1,273,829)	(2,024,824)
(recommended CIL)	40.00	696,717	292,308	(117,977)	(551,161)	(1,042,427)	(1,290,732)	(2,041,829)
(100)	50.00	683,114	278,456	(131,996)	(567,730)	(1,059,228)	(1,307,634)	(2,058,834)
	60.00	669,510	264,604	(146,016)	(584,330)	(1,076,029)	(1,324,537)	(2,075,838)
	70.00	655,850	250,752	(160,036)	(600,929)	(1,092,830)	(1,341,439)	(2,092,843)
	80.00	642,164	236,900	(174,056)	(617,529)	(1,109,631)	(1,358,355)	(2,109,848)
	90.00	628,478	223,048	(188,076)	(634,128)	(1,126,431)	(1,375,360)	(2,126,852)
	100.00	614,792	209,196	(202,142)	(650,728)	(1,143,232)	(1,392,365)	(2,143,857)
	110.00	601,106	195,344	(216,246)	(667,328)	(1,160,057)	(1,409,369)	(2,160,862)
	120.00	587,420	181,492	(230,351)	(683,927)	(1,176,959)	(1,426,374)	(2,177,866)
	130.00	573,734	167,641	(244,455)	(700,527)	(1,193,862)	(1,443,379)	(2,194,871)
	140.00	560,048	153,789	(258,560)	(717,127)	(1,210,764)	(1,460,383)	(2,211,876)
	150.00	546,362	139,880	(272,665)	(733,726)	(1,227,667)	(1,477,388)	(2,228,880)
	160.00	532,676	125,944	(286,769)	(750,326)	(1,244,569)	(1,494,393)	(2,245,885)
	170.00	518,990	112,008	(300,874)	(766,990)	(1,261,472)	(1,511,397)	(2,262,890)
	180.00	505,304	98,073	(314,979)	(783,690)	(1,278,374)	(1,528,402)	(2,279,894)
	190.00	491,608	84,137	(329,083)	(800,390)	(1,295,277)	(1,545,406)	(2,296,899)
	200.00	477,839	70,201	(343,188)	(817,090)	(1,312,179)	(1,562,411)	(2,313,903)
	210.00	464,071	56,266	(357,293)	(833,790)	(1,329,082)	(1,579,416)	(2,330,908)
	220.00	450,302	42,330	(371,427)	(850,490)	(1,345,984)	(1,596,420)	(2,347,913)
	230.00	436,533	28,394	(385,617)	(867,190)	(1,362,928)	(1,613,425)	(2,364,917)
	240.00	422,765	14,459	(399,857)	(883,890)	(1,379,932)	(1,630,430)	(2,381,922)
	250.00	408,996	523	(414,542)	(900,590)	(1,396,937)	(1,647,434)	(2,398,927)

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(975,223)	Market Values 100% 90%	95%	100%	105%	110%	115%	120%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(1,403,577)	(1,188,452)	(975,223)	(763,724)	(553,708)	(356,706)	(178,143)
	10.00	(1,420,582)	(1,205,354)	(992,024)	(780,390)	(570,254)	(370,896)	(192,247)
CIL £psm	20.00	(1,437,586)	(1,222,257)	(1,008,825)	(797,090)	(586,854)	(385,086)	(206,352)
0.00	30.00	(1,454,591)	(1,239,159)	(1,025,626)	(813,790)	(603,454)	(399,308)	(220,456)
(recommended CIL)	40.00	(1,471,596)	(1,256,062)	(1,042,427)	(830,490)	(620,053)	(413,993)	(234,561)
(100)	50.00	(1,488,600)	(1,272,964)	(1,059,228)	(847,190)	(636,653)	(428,951)	(248,666)
	60.00	(1,505,605)	(1,289,867)	(1,076,029)	(863,890)	(653,253)	(443,965)	(262,770)
	70.00	(1,522,610)	(1,306,769)	(1,092,830)	(880,590)	(669,852)	(460,418)	(276,875)
	80.00	(1,539,614)	(1,323,736)	(1,109,631)	(897,290)	(686,452)	(476,918)	(290,980)
	90.00	(1,556,619)	(1,340,741)	(1,126,431)	(913,990)	(703,051)	(493,418)	(305,084)
	100.00	(1,573,624)	(1,357,745)	(1,143,232)	(930,690)	(719,651)	(509,918)	(319,189)
	110.00	(1,590,628)	(1,374,750)	(1,160,057)	(947,390)	(736,251)	(526,418)	(333,294)
	120.00	(1,607,633)	(1,391,755)	(1,176,959)	(964,090)	(752,850)	(542,917)	(347,427)
	130.00	(1,624,637)	(1,408,759)	(1,193,862)	(980,799)	(769,450)	(559,417)	(361,616)
	140.00	(1,641,642)	(1,425,764)	(1,210,764)	(997,600)	(786,072)	(575,980)	(375,806)
	150.00	(1,658,647)	(1,442,769)	(1,227,667)	(1,014,401)	(802,772)	(592,580)	(389,996)
	160.00	(1,675,651)	(1,459,773)	(1,244,569)	(1,031,202)	(819,472)	(609,179)	(404,390)
	170.00	(1,692,656)	(1,476,778)	(1,261,472)	(1,048,003)	(836,172)	(625,779)	(419,132)
	180.00	(1,709,661)	(1,493,783)	(1,278,374)	(1,064,804)	(852,872)	(642,379)	(434,146)
	190.00	(1,726,665)	(1,510,787)	(1,295,277)	(1,081,605)	(869,572)	(658,978)	(449,628)
	200.00	(1,743,670)	(1,527,792)	(1,312,179)	(1,098,406)	(886,272)	(675,578)	(466,128)
	210.00	(1,760,675)	(1,544,796)	(1,329,082)	(1,115,207)	(902,971)	(692,177)	(482,628)
	220.00	(1,777,679)	(1,561,801)	(1,345,984)	(1,132,008)	(919,671)	(708,777)	(499,127)
	230.00	(1,794,684)	(1,578,806)	(1,362,928)	(1,148,809)	(936,371)	(725,377)	(515,627)
	240.00	(1,811,689)	(1,595,810)	(1,379,932)	(1,165,609)	(953,071)	(741,976)	(532,127)
	250.00	(1,828,693)	(1,612,815)	(1,396,937)	(1,182,410)	(969,771)	(758,576)	(548,627)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(975,223)	Grant (£ per unit) 0	1,000	20,000	30,000	40,000	50,000	100,000
			-					
	0.00	(975,223)	(951,095)	(496,769)	(283,756)	(81,622)	119,118	1,101,915
	10.00	(992,024)	(967,865)	(513,269)	(297,860)	(95,642)	105,183	1,088,474
CIL £psm	20.00	(1,008,825)	(984,666)	(529,769)	(311,965)	(109,662)	91,247	1,075,033
0.00	30.00	(1,025,626)	(1,001,467)	(546,269)	(326,069)	(123,682)	77,311	1,061,592
(recommended CIL)	40.00	(1,042,427)	(1,018,268)	(562,808)	(340,174)	(137,702)	63,376	1,048,152
(100)	50.00	(1,059,228)	(1,035,069)	(579,407)	(354,279)	(151,722)	49,440	1,034,711
	60.00	(1,076,029)	(1,051,870)	(596,007)	(368,395)	(165,742)	35,504	1,021,270
	70.00	(1,092,830)	(1,068,671)	(612,607)	(382,585)	(179,762)	21,569	1,007,821
	80.00	(1,109,631)	(1,085,472)	(629,206)	(396,774)	(193,781)	7,633	994,299
	90.00	(1,126,431)	(1,102,273)	(645,806)	(411,404)	(207,881)	(6,302)	980,777
	100.00	(1,143,232)	(1,119,074)	(662,405)	(426,304)	(221,986)	(20,238)	967,255
	110.00	(1,160,057)	(1,135,875)	(679,005)	(441,319)	(236,091)	(34,244)	953,733
	120.00	(1,176,959)	(1,152,676)	(695,605)	(457,510)	(250,195)	(48,264)	940,211
	130.00	(1,193,862)	(1,169,557)	(712,204)	(474,009)	(264,300)	(62,284)	926,689
	140.00	(1,210,764)	(1,186,460)	(728,804)	(490,509)	(278,405)	(76,303)	913,168
	150.00	(1,227,667)	(1,203,362)	(745,404)	(507,009)	(292,509)	(90,323)	899,646
	160.00	(1,244,569)	(1,220,265)	(762,038)	(523,509)	(306,614)	(104,343)	886,124
	170.00	(1,261,472)	(1,237,167)	(778,738)	(540,009)	(320,718)	(118,363)	872,602
	180.00	(1,278,374)	(1,254,069)	(795,438)	(556,510)	(334,823)	(132,383)	859,080
	190.00	(1,295,277)	(1,270,972)	(812,138)	(573,110)	(348,928)	(146,403)	845,558
	200.00	(1,312,179)	(1,287,874)	(828,838)	(589,709)	(363,032)	(160,423)	832,004
	210.00	(1,329,082)	(1,304,777)	(845,538)	(606,309)	(377,201)	(174,443)	818,401
	220.00	(1,345,984)	(1,321,679)	(862,238)	(622,909)	(391,391)	(188,463)	804,797
	230.00	(1,362,928)	(1,338,582)	(878,938)	(639,508)	(405,833)	(202,530)	791,193
	240.00	(1,379,932)	(1,355,484)	(895,638)	(656,108)	(420,608)	(216,635)	777,589
	250.00	(1,396,937)	(1,372,485)	(912,338)	(672,708)	(435,622)	(230,740)	763,986

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**U**	
Scheme Typology:	Houses and Flats	
No Units:	100	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	28,180,750	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.83%	
Developers Profit (% on costs)	16.95%	
Developers Profit Total (£)	4,459,901	
Land Value KPI's		
RLV (£/acre (net))	(530,779)	
RLV (£/ha (net))	(1,311,554)	
RLV (% of GDV)	-9.21%	
RLV Total (£)	(2,596,623)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	2,174,267	
Surplus/Deficit (£/acre) [RLV-BLV]	(975,223)	
Surplus/Deficit (£/ha)	(2,409,777)	
Surplus/Deficit Total (£)	(4,770,890)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	2,141,169	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	21,412	Put into summary table for ease of checking. Don't print this row in the summary table

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	V				(see Typologies Matrix)
Scheme Typology:	Flats		No Units:	450	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			450	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	118.1	46.0%	51.8	38%	169.9
2 bed Flat	65.0%	219.4	54.0%	60.8	62%	280.1
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	337.5	100.0%	112.5	100%	450.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	6,949	74,793	3,044	32,767	9,993	107,560
2 bed Flat	16,776	180,573	4,646	50,005	21,421	230,577
3 bed Flat	0	0	0	0	0	0
	23,724	255,366	7,690	82,771	31,414	338,137
AH % by floor area:			24.48%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	0
4 bed House (with garage)	440,000	3,826	355	3,165	294	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	33,975,000
2 bed Flat	255,000	3,923	364	3,335	310	71,431,875
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						105,406,875

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**450**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	325,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	365,000		-
4 bed House (with garage)	0.0	@	440,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	118.1	@	200,000		23,625,000
2 bed Flat	219.4	@	255,000		55,940,625
3 bed Flat	0.0	@	0		-
	337.5				79,565,625
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	18.1	@	120,000		2,173,500
2 bed Flat	21.3	@	153,000		3,253,163
3 bed Flat	0.0	@	0		-
	39.4				5,426,663
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	18.1	@	80,000		1,449,000
2 bed Flat	21.3	@	102,000		2,168,775
3 bed Flat	0.0	@	0		-
	39.4				3,617,775
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	15.5	@	140,000		2,173,500
2 bed Flat	18.2	@	178,500		3,253,163
3 bed Flat	0.0	@	0		-
	33.8	112.5			5,426,663
Sub-total GDV Residential	**450**				**94,036,725**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	11,370,150
	362	£ psm (total GIA sqm)		25,267 £ per unit (total units)	
Grant	450	units @	0	per unit	-
Total GDV					**94,036,725**

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**450**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25				(capped at £411,885)	106,985	£		(106,985)
Planning Application Professional Fees, Surveys and reports					(capped at £1,500,000)	320,955	£		(320,955)
Building Safety Levy			23,724	sqm	15.11	£ psm			(358,474)
CIL (Mrkt only inc. garages)	Max		23,724	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	Year 2				0				-
	Year 3				0				-
	Year 4				0				-
	Year 5				0				-
	Year 6				0				-
	Year 7				0				-
	Year 8				0				-
	Year 9				0				-
	Year 10				0				-
	Year 11				0				-
	Year 12				0				-
	Year 13				0				-
	Year 14				0				-
	Year 15				0				-
Site Specific S106 (installment)			450	units @	6,700	per unit			(3,015,000)
	Sub-total							(3,015,000)	
S106 analysis:	879,375	£ per ha	3.21%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum			31,414	sqm (total)	0	£ psm			-
Comm. Sum analysis:			0.00%	% of GDV					
Construction Costs -									
Site Clearance, Demolition & Remediation			3.43	ha @	123,500	£ per ha (if brownfield)			(423,429)
Strategic Site Infra. costs	Year 1	0							-
	Year 2	0							-
	Year 3	0							-
	Year 4	0							-
	Year 5	0							-
	Year 6	0							-
	Year 7	0							-
	Year 8	0							-
	Year 9	0							-
	Year 10	0							-
	Year 11	0							-
	Year 12	0							-
	Year 13	0							-
	Year 14	0							-
	Year 15	0							-
	Years 1-15		450	units @	0	per unit			-
	Sub-total							-	
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
2 bed House			-	sqm @	1,892	psm			-
3 bed House			-	sqm @	1,892	psm			-
3 bed House (EXC. garage)			-	sqm @	1,892	psm			-
4 bed House (EXC. garage)			-	sqm @	1,892	psm			-
5 bed House (EXC. garage)			-	sqm @	1,892	psm			-
1 bed Flat			9,993	sqm @	2,064	psm			(20,624,824)
2 bed Flat			21,421	sqm @	2,064	psm			(44,213,612)
3 bed Flat			-	sqm @	2,064	psm			-
Garages for 3B House	-	16.0	0	sqm @	600	psm			-
Garages for 4B House	-	24.0	0	sqm @	600	psm			-
Garages for 5B House	-	-	0	sqm @	600	psm			-
Total GIA check:			31,414	£ per garage	£0				
External works			64,838,435	@	10.0%				(6,483,844)
Ext. Works analysis:					14,409	£ per unit (total units)			
Policy Costs on design -									
Net Biodiversity costs			450	units @	400	£ per unit			(180,000)
M4(2) Category 2 Housing	Aff units	113	units @	100%	@	1,400	£ per unit		(157,500)
M4(2) Category 2 Housing	OMS units	338	units @	100%	@	1,400	£ per unit		(472,500)
M4(3) Category 3 Housing	Aff units	113	units @	10%	@	22,000	£ per unit		(247,500)
M4(3) Category 3 Housing	OMS units	338	units @	10%	@	22,000	£ per unit		(742,500)
Part L/FHS		450	units @			4,350	£ per unit		(1,957,500)
Part L/FHS analysis:					3.0%	% of BCIS costs			
Net Zero for Housing		-	sqm			105	£ psm		-
Net Zero for Flats		31,414	sqm			72	£ psm		(2,261,806)
Water Efficiency		-	units @			20	£ per unit		-
Urban Greening Factor	450.0	flats @	6	per storey = GIA	419	128	£ / psm		(53,404)
	Sub-total							(6,072,710)	
Policy Costs analysis:	(design costs only)				13,495	£ per unit (total units)			
					9.4%	% of BCIS costs			
Contingency (on construction)			77,818,417	@	5.0%				(3,890,921)

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**450**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		77,818,417	@	10.0%			(7,781,842)
Disposal Costs -							
OMS Marketing and Promotion		79,565,625	OMS @	1.00%	1,768	£ per unit	(795,656)
Residential Sales Agent Costs		79,565,625	OMS @	1.00%	1,768	£ per unit	(795,656)
Residential Sales Legal Costs		79,565,625	OMS @	0.50%	884	£ per unit	(397,828)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	450	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					4,420	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(11,587,680)
Developers Profit -							
Profit on OMS		79,565,625		17.50%			(13,923,984)
Margin on AH		14,471,100		6.00%	on AH values		(868,266)
Profit analysis:		94,036,725		15.73%	blended GDV	(14,792,250)	
		106,869,414		13.84%	on costs	(14,792,250)	
TOTAL COSTS							**(121,661,665)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(27,624,940)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(27,624,940)**
RLV analysis:	(61,389) £ per plot	(8,057,274)	£ per ha (net)	(3,260,734)	£ per acre (net)		
		(6,445,819)	£ per ha (gross)	(2,608,587)	£ per acre (gross)		
				-29.38%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		131.3	dph (net)				
Site Area (net)		3.43	ha (net)	8.47	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		4.29	ha (gross)	10.59	acres (gross)		
Density analysis:		9,162	sqm/ha (net)	39,912	sqft/ac (net)		
		105	dph (gross)				
Benchmark Land Value (net)	9,413 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**4,236,000**
BLV analysis:		1,235,500	£ per ha (net)	500,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(9,292,774)**	£ per ha (net)	**(3,760,734)**	£ per acre (net)	**(31,860,940)**

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**450**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n)) -	3,760,734	0%	5%	10%	15%	20%	25%	30%
	0.00	(2,936,733)	(3,101,533)	(3,266,333)	(3,431,133)	(3,595,934)	(3,760,734)	(3,925,534)
	10.00	(2,987,139)	(3,149,419)	(3,311,699)	(3,473,979)	(3,636,259)	(3,798,539)	(3,960,819)
Max CIL £ psm	20.00	(3,037,546)	(3,197,306)	(3,357,065)	(3,516,825)	(3,676,585)	(3,836,344)	(3,996,104)
0.00	30.00	(3,087,953)	(3,245,192)	(3,402,432)	(3,559,671)	(3,716,910)	(3,874,149)	(4,031,389)
(recommended CIL)	40.00	(3,138,360)	(3,293,079)	(3,447,798)	(3,602,517)	(3,757,236)	(3,911,955)	(4,066,674)
(100)	50.00	(3,188,767)	(3,340,965)	(3,493,164)	(3,645,362)	(3,797,561)	(3,949,760)	(4,101,958)
	60.00	(3,239,173)	(3,388,852)	(3,538,530)	(3,688,208)	(3,837,887)	(3,987,565)	(4,137,243)
	70.00	(3,289,580)	(3,436,738)	(3,583,896)	(3,731,054)	(3,878,212)	(4,025,370)	(4,172,528)
	80.00	(3,339,987)	(3,484,625)	(3,629,262)	(3,773,900)	(3,918,537)	(4,063,175)	(4,207,813)
	90.00	(3,390,394)	(3,532,511)	(3,674,628)	(3,816,746)	(3,958,863)	(4,100,980)	(4,243,097)
	100.00	(3,440,801)	(3,580,398)	(3,719,995)	(3,859,591)	(3,999,188)	(4,138,785)	(4,278,382)
	110.00	(3,491,208)	(3,628,284)	(3,765,361)	(3,902,437)	(4,039,514)	(4,176,590)	(4,313,667)
	120.00	(3,541,614)	(3,676,171)	(3,810,727)	(3,945,283)	(4,079,839)	(4,214,396)	(4,348,952)
	130.00	(3,592,021)	(3,724,057)	(3,856,093)	(3,988,129)	(4,120,165)	(4,252,201)	(4,384,237)
	140.00	(3,642,428)	(3,771,944)	(3,901,459)	(4,030,975)	(4,160,490)	(4,290,006)	(4,419,521)
	150.00	(3,692,835)	(3,819,830)	(3,946,825)	(4,073,820)	(4,200,816)	(4,327,811)	(4,454,806)
	160.00	(3,743,242)	(3,867,717)	(3,992,191)	(4,116,666)	(4,241,141)	(4,365,616)	(4,490,091)
	170.00	(3,793,649)	(3,915,603)	(4,037,558)	(4,159,512)	(4,281,467)	(4,403,421)	(4,525,376)
	180.00	(3,844,055)	(3,963,490)	(4,082,924)	(4,202,358)	(4,321,792)	(4,441,226)	(4,560,660)
	190.00	(3,894,462)	(4,011,376)	(4,128,290)	(4,245,204)	(4,362,118)	(4,479,031)	(4,595,945)
	200.00	(3,944,869)	(4,059,262)	(4,173,656)	(4,288,049)	(4,402,443)	(4,516,836)	(4,631,230)
	210.00	(3,995,276)	(4,107,149)	(4,219,022)	(4,330,895)	(4,442,768)	(4,554,642)	(4,666,515)
	220.00	(4,045,683)	(4,155,035)	(4,264,388)	(4,373,741)	(4,483,094)	(4,592,447)	(4,701,800)
	230.00	(4,096,089)	(4,202,922)	(4,309,754)	(4,416,587)	(4,523,419)	(4,630,252)	(4,737,084)
	240.00	(4,146,496)	(4,250,808)	(4,355,121)	(4,459,433)	(4,563,745)	(4,668,057)	(4,772,369)
	250.00	(4,196,903)	(4,298,695)	(4,400,487)	(4,502,278)	(4,604,070)	(4,705,862)	(4,807,654)

TABLE 2

		Site Specific S106		100%	(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))	(3,760,734)	0%	25%	50%	75%	100%	125%	150%
	0.00	(3,280,288)	(3,400,399)	(3,520,511)	(3,640,622)	(3,760,734)	(3,880,846)	(4,000,957)
	10.00	(3,318,093)	(3,438,204)	(3,558,316)	(3,678,428)	(3,798,539)	(3,918,651)	(4,038,763)
CIL £psm	20.00	(3,355,898)	(3,476,009)	(3,596,121)	(3,716,233)	(3,836,344)	(3,956,456)	(4,076,568)
0.00	30.00	(3,393,703)	(3,513,815)	(3,633,926)	(3,754,038)	(3,874,149)	(3,994,261)	(4,114,373)
(recommended CIL)	40.00	(3,431,508)	(3,551,620)	(3,671,731)	(3,791,843)	(3,911,955)	(4,032,066)	(4,152,178)
(100)	50.00	(3,469,313)	(3,589,425)	(3,709,536)	(3,829,648)	(3,949,760)	(4,069,871)	(4,189,983)
	60.00	(3,507,118)	(3,627,230)	(3,747,342)	(3,867,453)	(3,987,565)	(4,107,676)	(4,227,788)
	70.00	(3,544,923)	(3,665,035)	(3,785,147)	(3,905,258)	(4,025,370)	(4,145,482)	(4,265,593)
	80.00	(3,582,728)	(3,702,840)	(3,822,952)	(3,943,063)	(4,063,175)	(4,183,287)	(4,303,398)
	90.00	(3,620,534)	(3,740,645)	(3,860,757)	(3,980,869)	(4,100,980)	(4,221,092)	(4,341,204)
	100.00	(3,658,339)	(3,778,450)	(3,898,562)	(4,018,674)	(4,138,785)	(4,258,897)	(4,379,009)
	110.00	(3,696,144)	(3,816,255)	(3,936,367)	(4,056,479)	(4,176,590)	(4,296,702)	(4,416,814)
	120.00	(3,733,949)	(3,854,061)	(3,974,172)	(4,094,284)	(4,214,396)	(4,334,507)	(4,454,619)
	130.00	(3,771,754)	(3,891,866)	(4,011,977)	(4,132,089)	(4,252,201)	(4,372,312)	(4,492,424)
	140.00	(3,809,559)	(3,929,671)	(4,049,782)	(4,169,894)	(4,290,006)	(4,410,117)	(4,530,229)
	150.00	(3,847,364)	(3,967,476)	(4,087,588)	(4,207,699)	(4,327,811)	(4,447,923)	(4,568,034)
	160.00	(3,885,169)	(4,005,281)	(4,125,393)	(4,245,504)	(4,365,616)	(4,485,728)	(4,605,839)
	170.00	(3,922,975)	(4,043,086)	(4,163,198)	(4,283,309)	(4,403,421)	(4,523,533)	(4,643,644)
	180.00	(3,960,780)	(4,080,891)	(4,201,003)	(4,321,115)	(4,441,226)	(4,561,338)	(4,681,450)
	190.00	(3,998,585)	(4,118,696)	(4,238,808)	(4,358,920)	(4,479,031)	(4,599,143)	(4,719,255)
	200.00	(4,036,390)	(4,156,502)	(4,276,613)	(4,396,725)	(4,516,836)	(4,636,948)	(4,757,060)
	210.00	(4,074,195)	(4,194,307)	(4,314,418)	(4,434,530)	(4,554,642)	(4,674,753)	(4,794,865)
	220.00	(4,112,000)	(4,232,112)	(4,352,223)	(4,472,335)	(4,592,447)	(4,712,558)	(4,832,670)
	230.00	(4,149,805)	(4,269,917)	(4,390,029)	(4,510,140)	(4,630,252)	(4,750,363)	(4,870,475)
	240.00	(4,187,610)	(4,307,722)	(4,427,834)	(4,547,945)	(4,668,057)	(4,788,169)	(4,908,280)
	250.00	(4,225,415)	(4,345,527)	(4,465,639)	(4,585,750)	(4,705,862)	(4,825,974)	(4,946,085)

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Scheme Typology: Flats — No Units: 450
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3 — Profit 18%

Balance (RLV - BLV £ per acre (n))	(3,760,734)	15%	16%	17%	18%	19%	20%	21%
	0.00	(3,525,944)	(3,619,860)	(3,713,776)	(3,807,692)	(3,901,608)	(3,995,524)	(4,089,440)
	10.00	(3,563,749)	(3,657,665)	(3,751,581)	(3,845,497)	(3,939,413)	(4,033,329)	(4,127,245)
CIL £psm	20.00	(3,601,554)	(3,695,470)	(3,789,386)	(3,883,302)	(3,977,218)	(4,071,134)	(4,165,050)
0.00	30.00	(3,639,360)	(3,733,276)	(3,827,191)	(3,921,107)	(4,015,023)	(4,108,939)	(4,202,855)
(recommended CIL)	40.00	(3,677,165)	(3,771,081)	(3,864,997)	(3,958,913)	(4,052,829)	(4,146,745)	(4,240,661)
(100)	50.00	(3,714,970)	(3,808,886)	(3,902,802)	(3,996,718)	(4,090,634)	(4,184,550)	(4,278,466)
	60.00	(3,752,775)	(3,846,691)	(3,940,607)	(4,034,523)	(4,128,439)	(4,222,355)	(4,316,271)
	70.00	(3,790,580)	(3,884,496)	(3,978,412)	(4,072,328)	(4,166,244)	(4,260,160)	(4,354,076)
	80.00	(3,828,385)	(3,922,301)	(4,016,217)	(4,110,133)	(4,204,049)	(4,297,965)	(4,391,881)
	90.00	(3,866,190)	(3,960,106)	(4,054,022)	(4,147,938)	(4,241,854)	(4,335,770)	(4,429,686)
	100.00	(3,903,995)	(3,997,911)	(4,091,827)	(4,185,743)	(4,279,659)	(4,373,575)	(4,467,491)
	110.00	(3,941,800)	(4,035,716)	(4,129,632)	(4,223,548)	(4,317,464)	(4,411,380)	(4,505,296)
	120.00	(3,979,606)	(4,073,522)	(4,167,438)	(4,261,354)	(4,355,270)	(4,449,186)	(4,543,102)
	130.00	(4,017,411)	(4,111,327)	(4,205,243)	(4,299,159)	(4,393,075)	(4,486,991)	(4,580,907)
	140.00	(4,055,216)	(4,149,132)	(4,243,048)	(4,336,964)	(4,430,880)	(4,524,796)	(4,618,712)
	150.00	(4,093,021)	(4,186,937)	(4,280,853)	(4,374,769)	(4,468,685)	(4,562,601)	(4,656,517)
	160.00	(4,130,826)	(4,224,742)	(4,318,658)	(4,412,574)	(4,506,490)	(4,600,406)	(4,694,322)
	170.00	(4,168,631)	(4,262,547)	(4,356,463)	(4,450,379)	(4,544,295)	(4,638,211)	(4,732,127)
	180.00	(4,206,436)	(4,300,352)	(4,394,268)	(4,488,184)	(4,582,100)	(4,676,016)	(4,769,932)
	190.00	(4,244,241)	(4,338,157)	(4,432,073)	(4,525,989)	(4,619,905)	(4,713,821)	(4,807,737)
	200.00	(4,282,047)	(4,375,963)	(4,469,878)	(4,563,794)	(4,657,710)	(4,751,626)	(4,845,542)
	210.00	(4,319,852)	(4,413,768)	(4,507,684)	(4,601,600)	(4,695,516)	(4,789,432)	(4,883,348)
	220.00	(4,357,657)	(4,451,573)	(4,545,489)	(4,639,405)	(4,733,321)	(4,827,237)	(4,921,153)
	230.00	(4,395,462)	(4,489,378)	(4,583,294)	(4,677,210)	(4,771,126)	(4,865,042)	(4,958,958)
	240.00	(4,433,267)	(4,527,183)	(4,621,099)	(4,715,015)	(4,808,931)	(4,902,847)	(4,996,763)
	250.00	(4,471,072)	(4,564,988)	(4,658,904)	(4,752,820)	(4,846,736)	(4,940,652)	(5,034,568)

TABLE 4 — BLV (£ per acre (n)) 400,000

Balance (RLV - BLV £ per acre (n))	(3,760,734)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(3,385,734)	(3,416,984)	(3,448,234)	(3,479,484)	(3,510,734)	(3,541,984)	(3,573,234)
	10.00	(3,423,539)	(3,454,789)	(3,486,039)	(3,517,289)	(3,548,539)	(3,579,789)	(3,611,039)
CIL £psm	20.00	(3,461,344)	(3,492,594)	(3,523,844)	(3,555,094)	(3,586,344)	(3,617,594)	(3,648,844)
0.00	30.00	(3,499,149)	(3,530,399)	(3,561,649)	(3,592,899)	(3,624,149)	(3,655,399)	(3,686,649)
(recommended CIL)	40.00	(3,536,955)	(3,568,205)	(3,599,455)	(3,630,705)	(3,661,955)	(3,693,205)	(3,724,455)
(100)	50.00	(3,574,760)	(3,606,010)	(3,637,260)	(3,668,510)	(3,699,760)	(3,731,010)	(3,762,260)
	60.00	(3,612,565)	(3,643,815)	(3,675,065)	(3,706,315)	(3,737,565)	(3,768,815)	(3,800,065)
	70.00	(3,650,370)	(3,681,620)	(3,712,870)	(3,744,120)	(3,775,370)	(3,806,620)	(3,837,870)
	80.00	(3,688,175)	(3,719,425)	(3,750,675)	(3,781,925)	(3,813,175)	(3,844,425)	(3,875,675)
	90.00	(3,725,980)	(3,757,230)	(3,788,480)	(3,819,730)	(3,850,980)	(3,882,230)	(3,913,480)
	100.00	(3,763,785)	(3,795,035)	(3,826,285)	(3,857,535)	(3,888,785)	(3,920,035)	(3,951,285)
	110.00	(3,801,590)	(3,832,840)	(3,864,090)	(3,895,340)	(3,926,590)	(3,957,840)	(3,989,090)
	120.00	(3,839,396)	(3,870,646)	(3,901,896)	(3,933,146)	(3,964,396)	(3,995,646)	(4,026,896)
	130.00	(3,877,201)	(3,908,451)	(3,939,701)	(3,970,951)	(4,002,201)	(4,033,451)	(4,064,701)
	140.00	(3,915,006)	(3,946,256)	(3,977,506)	(4,008,756)	(4,040,006)	(4,071,256)	(4,102,506)
	150.00	(3,952,811)	(3,984,061)	(4,015,311)	(4,046,561)	(4,077,811)	(4,109,061)	(4,140,311)
	160.00	(3,990,616)	(4,021,866)	(4,053,116)	(4,084,366)	(4,115,616)	(4,146,866)	(4,178,116)
	170.00	(4,028,421)	(4,059,671)	(4,090,921)	(4,122,171)	(4,153,421)	(4,184,671)	(4,215,921)
	180.00	(4,066,226)	(4,097,476)	(4,128,726)	(4,159,976)	(4,191,226)	(4,222,476)	(4,253,726)
	190.00	(4,104,031)	(4,135,281)	(4,166,531)	(4,197,781)	(4,229,031)	(4,260,281)	(4,291,531)
	200.00	(4,141,836)	(4,173,086)	(4,204,336)	(4,235,586)	(4,266,836)	(4,298,086)	(4,329,336)
	210.00	(4,179,642)	(4,210,892)	(4,242,142)	(4,273,392)	(4,304,642)	(4,335,892)	(4,367,142)
	220.00	(4,217,447)	(4,248,697)	(4,279,947)	(4,311,197)	(4,342,447)	(4,373,697)	(4,404,947)
	230.00	(4,255,252)	(4,286,502)	(4,317,752)	(4,349,002)	(4,380,252)	(4,411,502)	(4,442,752)
	240.00	(4,293,057)	(4,324,307)	(4,355,557)	(4,386,807)	(4,418,057)	(4,449,307)	(4,480,557)
	250.00	(4,330,862)	(4,362,112)	(4,393,362)	(4,424,612)	(4,455,862)	(4,487,112)	(4,518,362)

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats — No Units: 450
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(3,760,734)	Density (dph) (net) 30	35	131 40	45	50	55	60
	0.00	(1,305,170)	(1,426,432)	(1,547,695)	(1,668,957)	(1,790,220)	(1,911,482)	(2,032,745)
	10.00	(1,313,811)	(1,436,514)	(1,559,216)	(1,681,919)	(1,804,622)	(1,927,324)	(2,050,027)
CIL £psm	20.00	(1,322,452)	(1,446,595)	(1,570,738)	(1,694,881)	(1,819,024)	(1,943,166)	(2,067,309)
0.00	30.00	(1,331,093)	(1,456,676)	(1,582,259)	(1,707,842)	(1,833,426)	(1,959,009)	(2,084,592)
(recommended CIL)	40.00	(1,339,735)	(1,466,758)	(1,593,781)	(1,720,804)	(1,847,827)	(1,974,851)	(2,101,874)
(100)	50.00	(1,348,376)	(1,476,839)	(1,605,303)	(1,733,766)	(1,862,229)	(1,990,693)	(2,119,156)
	60.00	(1,357,017)	(1,486,921)	(1,616,824)	(1,746,728)	(1,876,631)	(2,006,535)	(2,136,439)
	70.00	(1,365,658)	(1,497,002)	(1,628,346)	(1,759,690)	(1,891,033)	(2,022,377)	(2,153,721)
	80.00	(1,374,299)	(1,507,083)	(1,639,867)	(1,772,651)	(1,905,435)	(2,038,219)	(2,171,003)
	90.00	(1,382,940)	(1,517,165)	(1,651,389)	(1,785,613)	(1,919,837)	(2,054,061)	(2,188,286)
	100.00	(1,391,582)	(1,527,246)	(1,662,910)	(1,798,575)	(1,934,239)	(2,069,904)	(2,205,568)
	110.00	(1,400,223)	(1,537,327)	(1,674,432)	(1,811,537)	(1,948,641)	(2,085,746)	(2,222,850)
	120.00	(1,408,864)	(1,547,409)	(1,685,954)	(1,824,498)	(1,963,043)	(2,101,588)	(2,240,133)
	130.00	(1,417,505)	(1,557,490)	(1,697,475)	(1,837,460)	(1,977,445)	(2,117,430)	(2,257,415)
	140.00	(1,426,146)	(1,567,571)	(1,708,997)	(1,850,422)	(1,991,847)	(2,133,272)	(2,274,697)
	150.00	(1,434,787)	(1,577,653)	(1,720,518)	(1,863,384)	(2,006,249)	(2,149,114)	(2,291,980)
	160.00	(1,443,429)	(1,587,734)	(1,732,040)	(1,876,345)	(2,020,651)	(2,164,956)	(2,309,262)
	170.00	(1,452,070)	(1,597,816)	(1,743,561)	(1,889,307)	(2,035,053)	(2,180,799)	(2,326,544)
	180.00	(1,460,711)	(1,607,897)	(1,755,083)	(1,902,269)	(2,049,455)	(2,196,641)	(2,343,827)
	190.00	(1,469,352)	(1,617,978)	(1,766,604)	(1,915,231)	(2,063,857)	(2,212,483)	(2,361,109)
	200.00	(1,477,993)	(1,628,060)	(1,778,126)	(1,928,192)	(2,078,259)	(2,228,325)	(2,378,391)
	210.00	(1,486,635)	(1,638,141)	(1,789,648)	(1,941,154)	(2,092,661)	(2,244,167)	(2,395,674)
	220.00	(1,495,276)	(1,648,222)	(1,801,169)	(1,954,116)	(2,107,063)	(2,260,009)	(2,412,956)
	230.00	(1,503,917)	(1,658,304)	(1,812,691)	(1,967,078)	(2,121,465)	(2,275,851)	(2,430,238)
	240.00	(1,512,558)	(1,668,385)	(1,824,212)	(1,980,039)	(2,135,866)	(2,291,694)	(2,447,521)
	250.00	(1,521,199)	(1,678,466)	(1,835,734)	(1,993,001)	(2,150,268)	(2,307,536)	(2,464,803)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(3,760,734)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	120%
	0.00	930,758	(33,919)	(1,173,077)	(2,453,718)	(3,760,734)	(4,414,242)	(6,374,766)
	10.00	903,680	(62,934)	(1,209,293)	(2,491,523)	(3,798,539)	(4,452,047)	(6,412,571)
CIL £psm	20.00	876,502	(91,971)	(1,245,536)	(2,529,328)	(3,836,344)	(4,489,852)	(6,450,376)
0.00	30.00	849,324	(121,141)	(1,281,780)	(2,567,134)	(3,874,149)	(4,527,657)	(6,488,181)
(recommended CIL)	40.00	822,145	(150,341)	(1,318,023)	(2,604,939)	(3,911,955)	(4,565,463)	(6,525,986)
(100)	50.00	794,843	(179,679)	(1,354,411)	(2,642,744)	(3,949,760)	(4,603,268)	(6,563,792)
	60.00	767,539	(209,045)	(1,390,873)	(2,680,549)	(3,987,565)	(4,641,073)	(6,601,597)
	70.00	740,235	(238,565)	(1,427,336)	(2,718,354)	(4,025,370)	(4,678,878)	(6,639,402)
	80.00	712,815	(268,106)	(1,463,798)	(2,756,159)	(4,063,175)	(4,716,683)	(6,677,207)
	90.00	685,383	(297,815)	(1,500,366)	(2,793,964)	(4,100,980)	(4,754,488)	(6,715,012)
	100.00	657,950	(327,561)	(1,537,049)	(2,831,769)	(4,138,785)	(4,792,293)	(6,752,817)
	110.00	630,395	(357,445)	(1,573,731)	(2,869,574)	(4,176,590)	(4,830,098)	(6,790,622)
	120.00	602,831	(387,409)	(1,610,414)	(2,907,380)	(4,214,396)	(4,867,904)	(6,828,427)
	130.00	575,258	(417,472)	(1,647,167)	(2,945,185)	(4,252,201)	(4,905,709)	(6,866,233)
	140.00	547,560	(447,668)	(1,684,072)	(2,982,990)	(4,290,006)	(4,943,514)	(6,904,038)
	150.00	519,861	(478,070)	(1,720,976)	(3,020,795)	(4,327,811)	(4,981,319)	(6,941,843)
	160.00	492,121	(510,925)	(1,757,881)	(3,058,600)	(4,365,616)	(5,019,124)	(6,979,648)
	170.00	464,286	(546,093)	(1,794,826)	(3,096,405)	(4,403,421)	(5,056,929)	(7,017,453)
	180.00	436,450	(581,345)	(1,831,953)	(3,134,210)	(4,441,226)	(5,094,734)	(7,055,258)
	190.00	408,525	(616,725)	(1,869,081)	(3,172,015)	(4,479,031)	(5,132,539)	(7,093,063)
	200.00	380,550	(652,105)	(1,906,209)	(3,209,821)	(4,516,836)	(5,170,344)	(7,130,868)
	210.00	352,565	(687,485)	(1,943,352)	(3,247,626)	(4,554,642)	(5,208,150)	(7,168,673)
	220.00	324,447	(722,883)	(1,980,704)	(3,285,431)	(4,592,447)	(5,245,955)	(7,206,479)
	230.00	296,329	(758,477)	(2,018,056)	(3,323,236)	(4,630,252)	(5,283,760)	(7,244,284)
	240.00	268,127	(794,071)	(2,055,408)	(3,361,041)	(4,668,057)	(5,321,565)	(7,282,089)
	250.00	239,863	(829,665)	(2,092,761)	(3,398,846)	(4,705,862)	(5,359,370)	(7,319,894)

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats — No Units: 450
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	(3,760,734)	90%	95%	100%	105%	110%	115%	120%
	0.00	(4,702,844)	(4,231,789)	(3,760,734)	(3,289,679)	(2,818,624)	(2,348,440)	(1,886,569)
	10.00	(4,740,649)	(4,269,594)	(3,798,539)	(3,327,484)	(2,856,429)	(2,386,018)	(1,923,473)
CIL £psm	20.00	(4,778,454)	(4,307,399)	(3,836,344)	(3,365,289)	(2,894,234)	(2,423,596)	(1,960,378)
0.00	30.00	(4,816,259)	(4,345,204)	(3,874,149)	(3,403,094)	(2,932,039)	(2,461,174)	(1,997,283)
(recommended CIL)	40.00	(4,854,065)	(4,383,010)	(3,911,955)	(3,440,900)	(2,969,845)	(2,498,790)	(2,034,241)
(100)	50.00	(4,891,870)	(4,420,815)	(3,949,760)	(3,478,705)	(3,007,650)	(2,536,595)	(2,071,369)
	60.00	(4,929,675)	(4,458,620)	(3,987,565)	(3,516,510)	(3,045,455)	(2,574,400)	(2,108,496)
	70.00	(4,967,480)	(4,496,425)	(4,025,370)	(3,554,315)	(3,083,260)	(2,612,205)	(2,145,624)
	80.00	(5,005,285)	(4,534,230)	(4,063,175)	(3,592,120)	(3,121,065)	(2,650,010)	(2,182,752)
	90.00	(5,043,090)	(4,572,035)	(4,100,980)	(3,629,925)	(3,158,870)	(2,687,815)	(2,219,949)
	100.00	(5,080,895)	(4,609,840)	(4,138,785)	(3,667,730)	(3,196,675)	(2,725,620)	(2,257,301)
	110.00	(5,118,700)	(4,647,645)	(4,176,590)	(3,705,535)	(3,234,480)	(2,763,425)	(2,294,653)
	120.00	(5,156,506)	(4,685,451)	(4,214,396)	(3,743,341)	(3,272,286)	(2,801,231)	(2,332,005)
	130.00	(5,194,311)	(4,723,256)	(4,252,201)	(3,781,146)	(3,310,091)	(2,839,036)	(2,369,357)
	140.00	(5,232,116)	(4,761,061)	(4,290,006)	(3,818,951)	(3,347,896)	(2,876,841)	(2,406,801)
	150.00	(5,269,921)	(4,798,866)	(4,327,811)	(3,856,756)	(3,385,701)	(2,914,646)	(2,444,379)
	160.00	(5,307,726)	(4,836,671)	(4,365,616)	(3,894,561)	(3,423,506)	(2,952,451)	(2,481,957)
	170.00	(5,345,531)	(4,874,476)	(4,403,421)	(3,932,366)	(3,461,311)	(2,990,256)	(2,519,535)
	180.00	(5,383,336)	(4,912,281)	(4,441,226)	(3,970,171)	(3,499,116)	(3,028,061)	(2,557,113)
	190.00	(5,421,141)	(4,950,086)	(4,479,031)	(4,007,976)	(3,536,921)	(3,065,866)	(2,594,811)
	200.00	(5,458,946)	(4,987,891)	(4,516,836)	(4,045,781)	(3,574,726)	(3,103,671)	(2,632,616)
	210.00	(5,496,752)	(5,025,697)	(4,554,642)	(4,083,587)	(3,612,532)	(3,141,477)	(2,670,422)
	220.00	(5,534,557)	(5,063,502)	(4,592,447)	(4,121,392)	(3,650,337)	(3,179,282)	(2,708,227)
	230.00	(5,572,362)	(5,101,307)	(4,630,252)	(4,159,197)	(3,688,142)	(3,217,087)	(2,746,032)
	240.00	(5,610,167)	(5,139,112)	(4,668,057)	(4,197,002)	(3,725,947)	(3,254,892)	(2,783,837)
	250.00	(5,647,972)	(5,176,917)	(4,705,862)	(4,234,807)	(3,763,752)	(3,292,697)	(2,821,642)

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	(3,760,734)	0	1,000	20,000	30,000	40,000	50,000	100,000
	0.00	(3,760,734)	(3,689,457)	(2,335,182)	(1,631,803)	(947,633)	(310,673)	2,268,332
	10.00	(3,798,539)	(3,727,262)	(2,372,988)	(1,668,685)	(983,442)	(340,556)	2,242,453
CIL £psm	20.00	(3,836,344)	(3,765,067)	(2,410,793)	(1,705,589)	(1,019,251)	(370,613)	2,216,514
0.00	30.00	(3,874,149)	(3,802,872)	(2,448,598)	(1,742,494)	(1,055,242)	(400,718)	2,190,542
(recommended CIL)	40.00	(3,911,955)	(3,840,677)	(2,486,403)	(1,779,399)	(1,091,267)	(430,962)	2,164,569
(100)	50.00	(3,949,760)	(3,878,482)	(2,524,208)	(1,816,473)	(1,127,293)	(461,206)	2,138,597
	60.00	(3,987,565)	(3,916,287)	(2,562,013)	(1,853,601)	(1,163,319)	(492,264)	2,112,624
	70.00	(4,025,370)	(3,954,092)	(2,599,818)	(1,890,729)	(1,199,475)	(526,667)	2,086,614
	80.00	(4,063,175)	(3,991,897)	(2,637,623)	(1,927,857)	(1,235,718)	(561,834)	2,060,545
	90.00	(4,100,980)	(4,029,703)	(2,675,429)	(1,965,131)	(1,271,962)	(597,182)	2,034,476
	100.00	(4,138,785)	(4,067,508)	(2,713,234)	(2,002,483)	(1,308,205)	(632,562)	2,008,408
	110.00	(4,176,590)	(4,105,313)	(2,751,039)	(2,039,835)	(1,344,534)	(667,942)	1,982,339
	120.00	(4,214,396)	(4,143,118)	(2,788,844)	(2,077,187)	(1,380,996)	(703,322)	1,956,232
	130.00	(4,252,201)	(4,180,923)	(2,826,649)	(2,114,667)	(1,417,459)	(738,816)	1,930,064
	140.00	(4,290,006)	(4,218,728)	(2,864,454)	(2,152,245)	(1,453,921)	(774,410)	1,903,896
	150.00	(4,327,811)	(4,256,533)	(2,902,259)	(2,189,823)	(1,490,429)	(810,004)	1,877,728
	160.00	(4,365,616)	(4,294,338)	(2,940,064)	(2,227,401)	(1,527,112)	(845,598)	1,851,561
	170.00	(4,403,421)	(4,332,144)	(2,977,869)	(2,265,094)	(1,563,795)	(881,245)	1,825,331
	180.00	(4,441,226)	(4,369,949)	(3,015,675)	(2,302,899)	(1,600,478)	(917,054)	1,799,062
	190.00	(4,479,031)	(4,407,754)	(3,053,480)	(2,340,704)	(1,637,170)	(952,863)	1,772,793
	200.00	(4,516,836)	(4,445,559)	(3,091,285)	(2,378,509)	(1,674,075)	(988,672)	1,746,523
	210.00	(4,554,642)	(4,483,364)	(3,129,090)	(2,416,314)	(1,710,979)	(1,024,481)	1,720,250
	220.00	(4,592,447)	(4,521,169)	(3,166,895)	(2,454,119)	(1,747,884)	(1,060,503)	1,693,876
	230.00	(4,630,252)	(4,558,974)	(3,204,700)	(2,491,924)	(1,784,789)	(1,096,529)	1,667,502
	240.00	(4,668,057)	(4,596,779)	(3,242,505)	(2,529,729)	(1,821,896)	(1,132,554)	1,641,129
	250.00	(4,705,862)	(4,634,584)	(3,280,310)	(2,567,535)	(1,859,024)	(1,168,580)	1,614,755

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**	No Units:	**450**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**V**	
Scheme Typology:	Flats	
No Units:	450	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	94,036,725	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.73%	
Developers Profit (% on costs)	13.84%	
Developers Profit Total (£)	14,792,250	
Land Value KPI's		
RLV (£/acre (net))	(3,260,734)	
RLV (£/ha (net))	(8,057,274)	
RLV (% of GDV)	-29.38%	
RLV Total (£)	(27,624,940)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	4,236,000	
Surplus/Deficit (£/acre) [RLV-BLV]	(3,760,734)	
Surplus/Deficit (£/ha)	(9,292,774)	
Surplus/Deficit Total (£)	(31,860,940)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	11,587,680	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	25,750	Put into summary table for ease of checking. Don't print this row in the summary table

Appendix 11 – Scenario A Higher Value Zone Appraisals

Aspinall Verdi

260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Appraisal Ref:	W				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	9	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9	Units		
AH Policy requirement (% Target)			40%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		60%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	12.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	2.3	50.0%	1.8	45%	4.1
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	2.2	43.0%	1.5	41%	3.7
4 bed House (with garage)	18.0%	1.0	7.0%	0.3	14%	1.2
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	5.4	100.0%	3.6	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	170	1,831	135	1,453	305	3,284
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	229	2,465	139	1,500	368	3,964
4 bed House (with garage)	135	1,454	29	312	164	1,766
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	534	5,750	303	3,265	837	9,014
AH % by floor area:			36.22%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	1,372,950
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	1,381,230
4 bed House (with garage)	450,000	3,913	364	3,237	301	550,800
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	265,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,304,980

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses**		No Units:	**9**
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	2.3	@	337,500		765,450
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.2	@	372,500		804,600
4 bed House (with garage)	1.0	@	450,000		437,400
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	210,000		-
2 bed Flat	0.0	@	265,000		-
3 bed Flat	0.0	@	0		-
	5.4				2,007,450
Affordable Rent GDV -					
2 bed House	0.6	@	202,500		127,575
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.5	@	223,500		121,092
4 bed House (with garage)	0.1	@	270,000		23,814
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	1.3				272,481
Social Rent GDV -					
2 bed House	0.6	@	135,000		85,050
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.5	@	149,000		80,728
4 bed House (with garage)	0.1	@	180,000		15,876
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	1.3				181,654
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.5	@	236,250		127,575
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.5	@	260,750		121,092
4 bed House (with garage)	0.1	@	315,000		23,814
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	1.1	3.6			272,481
Sub-total GDV Residential	**9**				**2,734,067**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	570,913
	682	£ psm (total GIA sqm)		63,435 £ per unit (total units)	
Grant	9	units @	0	per unit	-
Total GDV					**2,734,067**

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Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
Building Safety Levy				534	sqm		30.21	£ psm			(16,137)
CIL (Mrkt only inc. garages)	Max			534	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				9	units @		3,000	per unit			(27,000)
	Sub-total									(27,000)	
S106 analysis:	63,150	£ per ha		0.99%	% of GDV		3,000	£ per unit (total units)			
AH Commuted Sum				837	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			9	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				305	sqm @		2,107	psm			(642,846)
3 bed House				-	sqm @		2,107	psm			-
3 bed House (EXC. garage)				309	sqm @		2,107	psm			(650,962)
4 bed House (EXC. garage)				135	sqm @		2,107	psm			(283,838)
5 bed House (EXC. garage)				-	sqm @		2,107	psm			-
1 bed Flat				-	sqm @		2,522	psm			-
2 bed Flat				-	sqm @		2,522	psm			-
3 bed Flat				-	sqm @		2,522	psm			-
Garages for 3B House	3.7	16.0		59	sqm @		600	psm			(35,597)
Garages for 4B House	1.2	24.0		29	sqm @		600	psm			(17,626)
Garages for 5B House	-	-		0	sqm @		600	psm			-
Total GIA check:				837	£ per garage		£0				
External works				1,630,868	@		15.0%				(244,630)
Ext. Works analysis:							27,181	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				9	units @		1,000	£ per unit			(9,000)
M4(2) Category 2 Housing	Aff units		4	units @		100%	@	1,400	£ per unit		(5,040)
M4(2) Category 2 Housing	OMS units		5	units @		100%	@	1,400	£ per unit		(7,560)
M4(3)(b) Category 3 Housing	Aff units		4	units @		10%	@	22,000	£ per unit		(7,920)
M4(3)(b) Category 3 Housing	OMS units		5	units @		10%	@	22,000	£ per unit		(11,880)
Part L/FHS			9	units @				4,350	£ per unit		(39,150)
Part L/FHS analysis:							2.4%	% of BCIS costs			
Net Zero for Housing			837	sqm				105	£ psm		(87,934)
Net Zero for Flats			-	sqm				72	£ psm		-
Water Efficiency			9	units @				20	£ per unit		(180)
Urban Greening Factor	0.0		flats @	6		per storey = GIA	0	0	£ per unit		-
	Sub-total									(168,664)	
Policy Costs analysis:	(design costs only)						18,740	£ per unit (total units)			
							10.3%	% of BCIS costs			
Contingency (on construction)				2,044,163	@		3.0%				(61,325)

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Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		2,044,163	@	10.0%			(204,416)
Disposal Costs -							
OMS Marketing and Promotion		2,007,450	OMS @	1.00%	2,231	£ per unit	(20,075)
Residential Sales Agent Costs		2,007,450	OMS @	1.00%	2,231	£ per unit	(20,075)
Residential Sales Legal Costs		2,007,450	OMS @	0.50%	1,115	£ per unit	(10,037)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,576	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(58,349)
Developers Profit -							
Profit on OMS		2,007,450		17.50%			(351,304)
Margin on AH		726,617		6.00%	on AH values		(43,597)
Profit analysis:		2,734,067		14.44%	blended GDV	(394,901)	
		2,493,328		15.84%	on costs	(394,901)	
TOTAL COSTS							**(2,888,228)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(154,162)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(154,162)**
RLV analysis:	(17,129) £ per plot	(360,567)	£ per ha (net)	(145,919)	£ per acre (net)		
		(342,539)	£ per ha (gross)	(138,623)	£ per acre (gross)		
				-5.64%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		21.1	dph (net)				
Site Area (net)		0.43	ha (net)	1.06	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		0.45	ha (gross)	1.11	acres (gross)		
Density analysis:		1,959	sqm/ha (net)	8,532	sqft/ac (net)		
		20	dph (gross)				
Benchmark Land Value (net)	21,006 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**189,055**
BLV analysis:		442,179	£ per ha (net)	178,947	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(802,746)**	£ per ha (net)	**(324,867)**	£ per acre (net)	**(343,217)**

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Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	324,867	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(126,934)	(149,979)	(173,024)	(197,762)	(223,085)	(248,494)	(273,951)
	10.00	(134,958)	(157,601)	(180,373)	(205,256)	(230,139)	(255,146)	(280,161)
Max CIL £ psm	20.00	(142,981)	(165,223)	(188,308)	(212,750)	(237,228)	(261,799)	(286,370)
0.00	30.00	(151,005)	(172,846)	(196,244)	(220,245)	(244,325)	(268,452)	(292,579)
(recommended CIL)	40.00	(159,028)	(180,618)	(204,179)	(227,739)	(251,421)	(275,104)	(298,788)
(100)	50.00	(167,051)	(188,994)	(212,114)	(235,277)	(258,517)	(281,757)	(304,997)
	60.00	(175,075)	(197,370)	(220,049)	(242,817)	(265,613)	(288,410)	(311,206)
	70.00	(183,509)	(205,747)	(228,003)	(250,356)	(272,709)	(295,062)	(317,416)
	80.00	(192,326)	(214,123)	(235,986)	(257,896)	(279,806)	(301,715)	(323,625)
	90.00	(201,142)	(222,503)	(243,970)	(265,436)	(286,902)	(308,368)	(329,834)
	100.00	(209,959)	(230,930)	(251,953)	(272,975)	(293,998)	(315,020)	(336,043)
	110.00	(218,778)	(239,357)	(259,936)	(280,515)	(301,094)	(321,673)	(342,252)
	120.00	(227,648)	(247,784)	(267,919)	(288,055)	(308,190)	(328,326)	(348,461)
	130.00	(236,518)	(256,210)	(275,902)	(295,594)	(315,286)	(334,978)	(354,670)
	140.00	(245,388)	(264,637)	(283,885)	(303,134)	(322,383)	(341,631)	(360,880)
	150.00	(254,259)	(273,064)	(291,869)	(310,674)	(329,479)	(348,284)	(367,089)
	160.00	(263,129)	(281,490)	(299,852)	(318,213)	(336,575)	(354,936)	(373,298)
	170.00	(271,999)	(289,917)	(307,835)	(325,753)	(343,671)	(361,589)	(379,507)
	180.00	(280,869)	(298,344)	(315,818)	(333,293)	(350,767)	(368,242)	(385,716)
	190.00	(289,740)	(306,770)	(323,801)	(340,832)	(357,863)	(374,894)	(391,925)
	200.00	(298,610)	(315,197)	(331,785)	(348,372)	(364,960)	(381,547)	(398,134)
	210.00	(307,480)	(323,624)	(339,768)	(355,912)	(372,056)	(388,200)	(404,344)
	220.00	(316,350)	(332,051)	(347,751)	(363,451)	(379,152)	(394,852)	(410,553)
	230.00	(325,220)	(340,477)	(355,734)	(370,991)	(386,248)	(401,505)	(416,762)
	240.00	(334,091)	(348,904)	(363,717)	(378,531)	(393,344)	(408,158)	(422,971)
	250.00	(342,961)	(357,331)	(371,701)	(386,071)	(400,440)	(414,810)	(429,180)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(324,867)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(297,966)	(304,691)	(311,416)	(318,142)	(324,867)	(331,592)	(338,317)
	10.00	(303,288)	(310,013)	(316,738)	(323,464)	(330,189)	(336,914)	(343,640)
CIL £psm	20.00	(308,610)	(315,335)	(322,060)	(328,786)	(335,511)	(342,236)	(348,962)
0.00	30.00	(313,932)	(320,657)	(327,383)	(334,108)	(340,833)	(347,559)	(354,284)
(recommended CIL)	40.00	(319,254)	(325,979)	(332,705)	(339,430)	(346,155)	(352,881)	(359,606)
(100)	50.00	(324,576)	(331,302)	(338,027)	(344,752)	(351,477)	(358,203)	(364,928)
	60.00	(329,898)	(336,624)	(343,349)	(350,074)	(356,800)	(363,525)	(370,250)
	70.00	(335,221)	(341,946)	(348,671)	(355,396)	(362,122)	(368,847)	(375,572)
	80.00	(340,543)	(347,268)	(353,993)	(360,719)	(367,444)	(374,169)	(380,894)
	90.00	(345,865)	(352,590)	(359,315)	(366,041)	(372,766)	(379,491)	(386,217)
	100.00	(351,187)	(357,912)	(364,638)	(371,363)	(378,088)	(384,813)	(391,539)
	110.00	(356,509)	(363,234)	(369,960)	(376,685)	(383,410)	(390,136)	(396,861)
	120.00	(361,831)	(368,556)	(375,282)	(382,007)	(388,732)	(395,458)	(402,183)
	130.00	(367,153)	(373,879)	(380,604)	(387,329)	(394,055)	(400,780)	(407,505)
	140.00	(372,475)	(379,201)	(385,926)	(392,651)	(399,377)	(406,102)	(412,827)
	150.00	(377,798)	(384,523)	(391,248)	(397,973)	(404,699)	(411,424)	(418,149)
	160.00	(383,120)	(389,845)	(396,570)	(403,296)	(410,021)	(416,746)	(423,471)
	170.00	(388,442)	(395,167)	(401,892)	(408,618)	(415,343)	(422,068)	(428,794)
	180.00	(393,764)	(400,489)	(407,215)	(413,940)	(420,665)	(427,390)	(434,116)
	190.00	(399,086)	(405,811)	(412,537)	(419,262)	(425,987)	(432,713)	(439,438)
	200.00	(404,408)	(411,134)	(417,859)	(424,584)	(431,309)	(438,035)	(444,760)
	210.00	(409,730)	(416,456)	(423,181)	(429,906)	(436,632)	(443,357)	(450,082)
	220.00	(415,052)	(421,778)	(428,503)	(435,228)	(441,954)	(448,679)	(455,404)
	230.00	(420,375)	(427,100)	(433,825)	(440,550)	(447,276)	(454,001)	(460,726)
	240.00	(425,697)	(432,422)	(439,147)	(445,873)	(452,598)	(459,323)	(466,049)
	250.00	(431,019)	(437,744)	(444,469)	(451,195)	(457,920)	(464,645)	(471,371)

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3 — Profit 18%

Balance (RLV - BLV £ per acre (n))	(324,867)	15%	16%	17%	18%	19%	20%	21%
	0.00	(277,364)	(296,365)	(315,366)	(334,367)	(353,369)	(372,370)	(391,371)
	10.00	(282,686)	(301,687)	(320,688)	(339,690)	(358,691)	(377,692)	(396,693)
CIL £psm	20.00	(288,008)	(307,009)	(326,010)	(345,012)	(364,013)	(383,014)	(402,015)
0.00	30.00	(293,330)	(312,331)	(331,333)	(350,334)	(369,335)	(388,336)	(407,337)
(recommended CIL)	40.00	(298,652)	(317,654)	(336,655)	(355,656)	(374,657)	(393,658)	(412,660)
(100)	50.00	(303,974)	(322,976)	(341,977)	(360,978)	(379,979)	(398,981)	(417,982)
	60.00	(309,297)	(328,298)	(347,299)	(366,300)	(385,301)	(404,303)	(423,304)
	70.00	(314,619)	(333,620)	(352,621)	(371,622)	(390,624)	(409,625)	(428,626)
	80.00	(319,941)	(338,942)	(357,943)	(376,944)	(395,946)	(414,947)	(433,948)
	90.00	(325,263)	(344,264)	(363,265)	(382,267)	(401,268)	(420,269)	(439,270)
	100.00	(330,585)	(349,586)	(368,588)	(387,589)	(406,590)	(425,591)	(444,592)
	110.00	(335,907)	(354,908)	(373,910)	(392,911)	(411,912)	(430,913)	(449,915)
	120.00	(341,229)	(360,231)	(379,232)	(398,233)	(417,234)	(436,235)	(455,237)
	130.00	(346,551)	(365,553)	(384,554)	(403,555)	(422,556)	(441,558)	(460,559)
	140.00	(351,874)	(370,875)	(389,876)	(408,877)	(427,878)	(446,880)	(465,881)
	150.00	(357,196)	(376,197)	(395,198)	(414,199)	(433,201)	(452,202)	(471,203)
	160.00	(362,518)	(381,519)	(400,520)	(419,521)	(438,523)	(457,524)	(476,525)
	170.00	(367,840)	(386,841)	(405,842)	(424,844)	(443,845)	(462,846)	(481,847)
	180.00	(373,162)	(392,163)	(411,165)	(430,166)	(449,167)	(468,168)	(487,169)
	190.00	(378,484)	(397,485)	(416,487)	(435,488)	(454,489)	(473,490)	(492,492)
	200.00	(383,806)	(402,808)	(421,809)	(440,810)	(459,811)	(478,812)	(497,814)
	210.00	(389,128)	(408,130)	(427,131)	(446,132)	(465,133)	(484,135)	(503,136)
	220.00	(394,451)	(413,452)	(432,453)	(451,454)	(470,455)	(489,457)	(508,458)
	230.00	(399,773)	(418,774)	(437,775)	(456,776)	(475,778)	(494,779)	(513,780)
	240.00	(405,095)	(424,096)	(443,097)	(462,099)	(481,100)	(500,101)	(519,102)
	250.00	(410,417)	(429,418)	(448,419)	(467,421)	(486,422)	(505,423)	(524,424)

TABLE 4 — BLV (£ per acre (n)) 170,000

Balance (RLV - BLV £ per acre (n))	(324,867)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(251,183)	(277,498)	(303,814)	(330,130)	(356,446)	(382,762)	(409,077)
	10.00	(256,505)	(282,821)	(309,136)	(335,452)	(361,768)	(388,084)	(414,399)
CIL £psm	20.00	(261,827)	(288,143)	(314,458)	(340,774)	(367,090)	(393,406)	(419,722)
0.00	30.00	(267,149)	(293,465)	(319,781)	(346,096)	(372,412)	(398,728)	(425,044)
(recommended CIL)	40.00	(272,471)	(298,787)	(325,103)	(351,418)	(377,734)	(404,050)	(430,366)
(100)	50.00	(277,793)	(304,109)	(330,425)	(356,741)	(383,056)	(409,372)	(435,688)
	60.00	(283,115)	(309,431)	(335,747)	(362,063)	(388,379)	(414,694)	(441,010)
	70.00	(288,438)	(314,753)	(341,069)	(367,385)	(393,701)	(420,016)	(446,332)
	80.00	(293,760)	(320,075)	(346,391)	(372,707)	(399,023)	(425,339)	(451,654)
	90.00	(299,082)	(325,398)	(351,713)	(378,029)	(404,345)	(430,661)	(456,977)
	100.00	(304,404)	(330,720)	(357,035)	(383,351)	(409,667)	(435,983)	(462,299)
	110.00	(309,726)	(336,042)	(362,358)	(388,673)	(414,989)	(441,305)	(467,621)
	120.00	(315,048)	(341,364)	(367,680)	(393,996)	(420,311)	(446,627)	(472,943)
	130.00	(320,370)	(346,686)	(373,002)	(399,318)	(425,633)	(451,949)	(478,265)
	140.00	(325,692)	(352,008)	(378,324)	(404,640)	(430,956)	(457,271)	(483,587)
	150.00	(331,015)	(357,330)	(383,646)	(409,962)	(436,278)	(462,593)	(488,909)
	160.00	(336,337)	(362,652)	(388,968)	(415,284)	(441,600)	(467,916)	(494,231)
	170.00	(341,659)	(367,975)	(394,290)	(420,606)	(446,922)	(473,238)	(499,554)
	180.00	(346,981)	(373,297)	(399,613)	(425,928)	(452,244)	(478,560)	(504,876)
	190.00	(352,303)	(378,619)	(404,935)	(431,250)	(457,566)	(483,882)	(510,198)
	200.00	(357,625)	(383,941)	(410,257)	(436,573)	(462,888)	(489,204)	(515,520)
	210.00	(362,947)	(389,263)	(415,579)	(441,895)	(468,210)	(494,526)	(520,842)
	220.00	(368,269)	(394,585)	(420,901)	(447,217)	(473,533)	(499,848)	(526,164)
	230.00	(373,592)	(399,907)	(426,223)	(452,539)	(478,855)	(505,171)	(531,486)
	240.00	(378,914)	(405,229)	(431,545)	(457,861)	(484,177)	(510,493)	(536,808)
	250.00	(384,236)	(410,552)	(436,867)	(463,183)	(489,499)	(515,815)	(542,131)

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(324,867)	Density (dph) (net) 30	35	21 40	45	50	55	60
	0.00	(386,909)	(421,569)	(456,229)	(490,889)	(525,549)	(560,210)	(594,870)
	10.00	(394,494)	(430,418)	(466,342)	(502,267)	(538,191)	(574,115)	(610,040)
CIL £psm	20.00	(402,079)	(439,267)	(476,456)	(513,644)	(550,833)	(588,021)	(625,210)
0.00	30.00	(409,664)	(448,116)	(486,569)	(525,022)	(563,474)	(601,927)	(640,380)
(recommended CIL)	40.00	(417,249)	(456,965)	(496,682)	(536,399)	(576,116)	(615,833)	(655,550)
(100)	50.00	(424,833)	(465,815)	(506,796)	(547,777)	(588,758)	(629,739)	(670,720)
	60.00	(432,418)	(474,664)	(516,909)	(559,154)	(601,399)	(643,644)	(685,890)
	70.00	(440,003)	(483,513)	(527,022)	(570,532)	(614,041)	(657,550)	(701,060)
	80.00	(447,588)	(492,362)	(537,135)	(581,909)	(626,682)	(671,456)	(716,230)
	90.00	(455,173)	(501,211)	(547,249)	(593,286)	(639,324)	(685,362)	(731,399)
	100.00	(462,758)	(510,060)	(557,362)	(604,664)	(651,966)	(699,268)	(746,569)
	110.00	(470,343)	(518,909)	(567,475)	(616,041)	(664,607)	(713,173)	(761,739)
	120.00	(477,928)	(527,759)	(577,589)	(627,419)	(677,249)	(727,079)	(776,909)
	130.00	(485,513)	(536,608)	(587,702)	(638,796)	(689,891)	(740,985)	(792,079)
	140.00	(493,098)	(545,457)	(597,815)	(650,174)	(702,532)	(754,891)	(807,249)
	150.00	(500,683)	(554,306)	(607,929)	(661,551)	(715,174)	(768,797)	(822,419)
	160.00	(508,268)	(563,155)	(618,042)	(672,929)	(727,816)	(782,702)	(837,589)
	170.00	(515,853)	(572,004)	(628,155)	(684,306)	(740,457)	(796,608)	(852,759)
	180.00	(523,438)	(580,853)	(638,269)	(695,684)	(753,099)	(810,514)	(867,929)
	190.00	(531,023)	(589,703)	(648,382)	(707,061)	(765,740)	(824,420)	(883,099)
	200.00	(538,608)	(598,552)	(658,495)	(718,439)	(778,382)	(838,326)	(898,269)
	210.00	(546,193)	(607,401)	(668,608)	(729,816)	(791,024)	(852,231)	(913,439)
	220.00	(553,778)	(616,250)	(678,722)	(741,194)	(803,665)	(866,137)	(928,609)
	230.00	(561,363)	(625,099)	(688,835)	(752,571)	(816,307)	(880,043)	(943,779)
	240.00	(568,948)	(633,948)	(698,948)	(763,949)	(828,949)	(893,949)	(958,949)
	250.00	(576,533)	(642,797)	(709,062)	(775,326)	(841,590)	(907,855)	(974,119)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(324,867)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	115%
	0.00	246,184	66,766	(120,295)	(324,867)	(430,445)	(536,022)	(1,349,730)
	10.00	241,662	62,244	(125,109)	(330,189)	(435,767)	(541,345)	(1,397,462)
CIL £psm	20.00	237,140	57,722	(129,923)	(335,511)	(441,089)	(546,667)	(1,445,194)
0.00	30.00	232,617	53,199	(134,737)	(340,833)	(446,411)	(551,989)	(1,492,926)
(recommended CIL)	40.00	228,095	48,677	(139,551)	(346,155)	(451,733)	(593,776)	(1,540,658)
(100)	50.00	223,573	44,155	(144,365)	(351,477)	(457,055)	(641,508)	(1,588,390)
	60.00	219,051	39,627	(149,179)	(356,800)	(462,377)	(689,239)	(1,636,122)
	70.00	214,529	35,077	(153,993)	(362,122)	(467,700)	(736,971)	(1,683,854)
	80.00	210,007	30,389	(158,807)	(367,444)	(473,022)	(784,703)	(1,731,586)
	90.00	205,484	25,681	(163,621)	(372,766)	(478,344)	(832,435)	(1,779,318)
	100.00	200,962	20,973	(168,435)	(378,088)	(483,666)	(880,167)	(1,827,050)
	110.00	196,440	16,265	(173,249)	(383,410)	(488,988)	(927,899)	(1,874,781)
	120.00	191,918	11,556	(178,063)	(388,732)	(494,310)	(975,631)	(1,922,513)
	130.00	187,396	6,848	(183,266)	(394,055)	(499,632)	(1,023,363)	(1,970,245)
	140.00	182,873	2,140	(188,556)	(399,377)	(504,954)	(1,071,095)	(2,017,977)
	150.00	178,351	(2,568)	(193,846)	(404,699)	(510,277)	(1,118,827)	(2,065,709)
	160.00	173,829	(7,277)	(199,136)	(410,021)	(515,599)	(1,166,559)	(2,113,441)
	170.00	169,307	(11,985)	(204,426)	(415,343)	(520,921)	(1,214,290)	(2,161,173)
	180.00	164,785	(16,693)	(209,717)	(420,665)	(526,243)	(1,262,022)	(2,208,905)
	190.00	160,262	(21,401)	(215,007)	(425,987)	(531,565)	(1,309,754)	(2,256,637)
	200.00	155,740	(26,109)	(220,297)	(431,309)	(536,887)	(1,357,486)	(2,304,369)
	210.00	151,218	(30,818)	(225,587)	(436,632)	(542,209)	(1,405,218)	(2,352,101)
	220.00	146,696	(35,526)	(230,877)	(441,954)	(547,531)	(1,452,950)	(2,399,832)
	230.00	142,174	(40,234)	(236,167)	(447,276)	(553,799)	(1,500,682)	(2,447,564)
	240.00	137,651	(44,942)	(241,457)	(452,598)	(601,531)	(1,548,414)	(2,495,296)
	250.00	133,129	(49,651)	(246,764)	(457,920)	(649,263)	(1,596,146)	(2,543,028)

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(324,867)	Market Values 100% 90%	95%	100%	105%	110%	115%	120%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(479,699)	(402,283)	(324,867)	(247,451)	(171,254)	(101,235)	(31,624)
	10.00	(485,021)	(407,605)	(330,189)	(252,773)	(176,068)	(106,049)	(36,332)
CIL £psm	20.00	(490,343)	(412,927)	(335,511)	(258,095)	(181,073)	(110,863)	(41,040)
0.00	30.00	(495,665)	(418,249)	(340,833)	(263,417)	(186,364)	(115,677)	(45,748)
(recommended CIL)	40.00	(500,988)	(423,571)	(346,155)	(268,739)	(191,654)	(120,491)	(50,472)
(100)	50.00	(506,310)	(428,894)	(351,477)	(274,061)	(196,944)	(125,305)	(55,286)
	60.00	(511,632)	(434,216)	(356,800)	(279,384)	(202,234)	(130,119)	(60,101)
	70.00	(516,954)	(439,538)	(362,122)	(284,706)	(207,524)	(134,933)	(64,915)
	80.00	(544,535)	(444,860)	(367,444)	(290,028)	(212,814)	(139,747)	(69,729)
	90.00	(592,267)	(450,182)	(372,766)	(295,350)	(218,104)	(144,561)	(74,543)
	100.00	(639,998)	(455,504)	(378,088)	(300,672)	(223,395)	(149,376)	(79,357)
	110.00	(687,730)	(460,826)	(383,410)	(305,994)	(228,685)	(154,190)	(84,171)
	120.00	(735,462)	(466,148)	(388,732)	(311,316)	(233,975)	(159,004)	(88,985)
	130.00	(783,194)	(471,471)	(394,055)	(316,638)	(239,265)	(163,818)	(93,799)
	140.00	(830,926)	(476,793)	(399,377)	(321,961)	(244,555)	(168,632)	(98,613)
	150.00	(878,658)	(482,115)	(404,699)	(327,283)	(249,867)	(173,446)	(103,427)
	160.00	(926,390)	(487,437)	(410,021)	(332,605)	(255,189)	(178,260)	(108,241)
	170.00	(974,122)	(492,759)	(415,343)	(337,927)	(260,511)	(183,482)	(113,055)
	180.00	(1,021,854)	(498,081)	(420,665)	(343,249)	(265,833)	(188,772)	(117,869)
	190.00	(1,069,586)	(503,403)	(425,987)	(348,571)	(271,155)	(194,062)	(122,683)
	200.00	(1,117,318)	(508,725)	(431,309)	(353,893)	(276,477)	(199,352)	(127,497)
	210.00	(1,165,049)	(514,048)	(436,632)	(359,215)	(281,799)	(204,642)	(132,311)
	220.00	(1,212,781)	(519,370)	(441,954)	(364,538)	(287,121)	(209,933)	(137,125)
	230.00	(1,260,513)	(524,692)	(447,276)	(369,860)	(292,444)	(215,223)	(141,939)
	240.00	(1,308,245)	(530,014)	(452,598)	(375,182)	(297,766)	(220,513)	(146,753)
	250.00	(1,355,977)	(535,336)	(457,920)	(380,504)	(303,088)	(225,803)	(151,567)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(324,867)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(324,867)	(235,784)	(150,047)	(69,424)	9,859	86,604	464,323
	10.00	(330,189)	(241,075)	(154,861)	(74,238)	5,151	82,082	459,828
CIL £psm	20.00	(335,511)	(246,379)	(159,675)	(79,052)	443	77,560	455,333
0.00	30.00	(340,833)	(251,701)	(164,489)	(83,866)	(4,266)	73,038	450,838
(recommended CIL)	40.00	(346,155)	(257,024)	(169,303)	(88,680)	(8,974)	68,516	446,343
(100)	50.00	(351,477)	(262,346)	(174,117)	(93,494)	(13,682)	63,993	441,848
	60.00	(356,800)	(267,668)	(178,931)	(98,308)	(18,390)	59,471	437,353
	70.00	(362,122)	(272,990)	(184,219)	(103,122)	(23,098)	54,949	432,858
	80.00	(367,444)	(278,312)	(189,509)	(107,936)	(27,807)	50,427	428,363
	90.00	(372,766)	(283,634)	(194,800)	(112,750)	(32,515)	45,905	423,868
	100.00	(378,088)	(288,956)	(200,090)	(117,564)	(37,223)	41,382	419,373
	110.00	(383,410)	(294,278)	(205,380)	(122,378)	(41,931)	36,838	414,878
	120.00	(388,732)	(299,601)	(210,670)	(127,192)	(46,640)	32,211	410,383
	130.00	(394,055)	(304,923)	(215,960)	(132,006)	(51,384)	27,503	405,888
	140.00	(399,377)	(310,245)	(221,250)	(136,821)	(56,198)	22,795	401,393
	150.00	(404,699)	(315,567)	(226,540)	(141,635)	(61,012)	18,086	396,898
	160.00	(410,021)	(320,889)	(231,831)	(146,449)	(65,826)	13,378	392,403
	170.00	(415,343)	(326,211)	(237,121)	(151,263)	(70,640)	8,670	387,908
	180.00	(420,665)	(331,533)	(242,411)	(156,077)	(75,454)	3,962	383,413
	190.00	(425,987)	(336,855)	(247,724)	(160,891)	(80,268)	(747)	378,918
	200.00	(431,309)	(342,178)	(253,046)	(165,705)	(85,082)	(5,455)	374,423
	210.00	(436,632)	(347,500)	(258,368)	(170,519)	(89,896)	(10,163)	369,928
	220.00	(441,954)	(352,822)	(263,690)	(175,333)	(94,710)	(14,871)	365,433
	230.00	(447,276)	(358,144)	(269,012)	(180,265)	(99,524)	(19,580)	360,938
	240.00	(452,598)	(363,466)	(274,334)	(185,556)	(104,338)	(24,288)	356,443
	250.00	(457,920)	(368,788)	(279,656)	(190,846)	(109,152)	(28,996)	351,948

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Typology:	**Houses**		No Units:	**9**
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**W**	
Scheme Typology:	Houses	
No Units:	9	
Location / Value Zone:	High	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	2,734,067	
Policy Assumptions		
AH Target %	40%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	3,000	
Sub-total CIL+S106 (£ per unit)	3,000	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	3,000	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	14.44%	
Developers Profit (% on costs)	15.84%	
Developers Profit Total (£)	394,901	
Land Value KPI's		
RLV (£/acre (net))	(145,919)	
RLV (£/ha (net))	(360,567)	
RLV (% of GDV)	-5.64%	
RLV Total (£)	(154,162)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	189,055	
Surplus/Deficit (£/acre) [RLV-BLV]	(324,867)	
Surplus/Deficit (£/ha)	(802,746)	
Surplus/Deficit Total (£)	(343,217)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	58,349	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	6,483	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	X				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	25	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units		
AH Policy requirement (% Target)			40%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		60%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	12.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	6.3	50.0%	5.0	45%	11.3
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	6.0	43.0%	4.3	41%	10.3
4 bed House (with garage)	18.0%	2.7	7.0%	0.7	14%	3.4
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	15.0	100.0%	10.0	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	473	5,086	375	4,036	848	9,122
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	636	6,846	387	4,166	1,023	11,011
4 bed House (with garage)	375	4,040	81	866	456	4,906
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	1,484	15,971	843	9,069	2,326	25,040
AH % by floor area:			36.22%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	3,813,750
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	3,836,750
4 bed House (with garage)	450,000	3,913	364	3,237	301	1,530,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	265,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						9,180,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	6.3	@	337,500		2,126,250
3 bed House	0.0	@	0		-
3 bed House (with garage)	6.0	@	372,500		2,235,000
4 bed House (with garage)	2.7	@	450,000		1,215,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	210,000		-
2 bed Flat	0.0	@	265,000		-
3 bed Flat	0.0	@	0		-
	15.0				5,576,250
Affordable Rent GDV -					
2 bed House	1.8	@	202,500		354,375
3 bed House	0.0	@	0		-
3 bed House (with garage)	1.5	@	223,500		336,368
4 bed House (with garage)	0.2	@	270,000		66,150
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	3.5				756,893
Social Rent GDV -					
2 bed House	1.8	@	135,000		236,250
3 bed House	0.0	@	0		-
3 bed House (with garage)	1.5	@	149,000		224,245
4 bed House (with garage)	0.2	@	180,000		44,100
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	3.5				504,595
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.5	@	236,250		354,375
3 bed House	0.0	@	0		-
3 bed House (with garage)	1.3	@	260,750		336,368
4 bed House (with garage)	0.2	@	315,000		66,150
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	3.0	10.0			756,893
Sub-total GDV Residential	**25**				**7,594,630**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	1,585,870
	682	£ psm (total GIA sqm)		63,435 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**7,594,630**

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Scheme Typology:	**Houses**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	63,500	£		(63,500)
Building Safety Levy				1,484	sqm	30.21	£ psm			(44,826)
CIL (Mrkt only inc. garages)	Max			1,484	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				25	units @	6,700	per unit			(167,500)
	Sub-total								(167,500)	
S106 analysis:	156,311	£ per ha		2.21%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				2,326	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.07	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			25	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				848	sqm @	2,107	psm			(1,785,683)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				858	sqm @	2,107	psm			(1,808,227)
4 bed House (EXC. garage)				374	sqm @	2,107	psm			(788,439)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				-	sqm @	2,522	psm			-
2 bed Flat				-	sqm @	2,522	psm			-
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	10.3	16.0		165	sqm @	600	psm			(98,880)
Garages for 4B House	3.4	24.0		82	sqm @	600	psm			(48,960)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				2,326	£ per garage	£0				
External works				4,530,189	@	15.0%				(679,528)
Ext. Works analysis:						27,181	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				25	units @	1,000	£ per unit			(25,000)
M4(2) Category 2 Housing	Aff units		10	units @	100%	@	1,400	£ per unit		(14,000)
M4(2) Category 2 Housing	OMS units		15	units @	100%	@	1,400	£ per unit		(21,000)
M4(3)(b) Category 3 Housing	Aff units		10	units @	10%	@	22,000	£ per unit		(22,000)
M4(3)(b) Category 3 Housing	OMS units		15	units @	10%	@	22,000	£ per unit		(33,000)
Part L/FHS			25	units @			4,350	£ per unit		(108,750)
Part L/FHS analysis:						2.4%	% of BCIS costs			
Net Zero for Housing			2,326	sqm			105	£ psm		(244,262)
Net Zero for Flats			-	sqm			72	£ psm		-
Water Efficiency			25	units @			20	£ per unit		(500)
Urban Greening Factor	0.0		flats @	6	per storey = GIA	0	0	£ per unit		-
	Sub-total								(468,512)	
Policy Costs analysis:	(design costs only)					18,740	£ per unit (total units)			
						10.3%	% of BCIS costs			
Contingency (on construction)				5,678,229	@	3.0%				(170,347)

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Scheme Typology:	**Houses**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		5,678,229	@	10.0%			(567,823)
Disposal Costs -							
OMS Marketing and Promotion		5,576,250	OMS @	1.00%	2,231	£ per unit	(55,763)
Residential Sales Agent Costs		5,576,250	OMS @	1.00%	2,231	£ per unit	(55,763)
Residential Sales Legal Costs		5,576,250	OMS @	0.50%	1,115	£ per unit	(27,881)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	25	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,576	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(209,044)
Developers Profit -							
Profit on OMS		5,576,250		17.50%			(975,844)
Margin on AH		2,018,380		6.00%	on AH values		(121,103)
Profit analysis:		7,594,630		14.44%	blended GDV	(1,096,947)	
		7,056,550		15.55%	on costs	(1,096,947)	
TOTAL COSTS							**(8,153,496)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(558,866)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(558,866)**
RLV analysis:	(22,355) £ per plot	(521,534)	£ per ha (net)	(211,062)	£ per acre (net)		
		(469,381)	£ per ha (gross)	(189,956)	£ per acre (gross)		
				-7.36%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		23.3	dph (net)				
Site Area (net)		1.07	ha (net)	2.65	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		1.19	ha (gross)	2.94	acres (gross)		
Density analysis:		2,171	sqm/ha (net)	9,457	sqft/ac (net)		
		21	dph (gross)				
Benchmark Land Value (net)	20,006 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**500,155**
BLV analysis:		466,744	£ per ha (net)	188,889	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(988,278)**	£ per ha (net)	**(399,951)**	£ per acre (net)	**(1,059,021)**

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Scheme Typology:	**Houses**		No Units:	**25**	
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Notes/Comments:					

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	399,951	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(181,462)	(208,111)	(235,496)	(262,880)	(290,264)	(317,648)	(345,033)
	10.00	(190,679)	(217,566)	(244,452)	(271,339)	(298,226)	(325,112)	(351,999)
Max CIL £ psm	20.00	(200,631)	(227,020)	(253,409)	(279,798)	(306,187)	(332,576)	(358,965)
0.00	30.00	(210,583)	(236,474)	(262,366)	(288,257)	(314,148)	(340,040)	(365,931)
(recommended CIL)	40.00	(220,534)	(245,928)	(271,322)	(296,716)	(322,110)	(347,504)	(372,898)
(100)	50.00	(230,486)	(255,383)	(280,279)	(305,175)	(330,071)	(354,968)	(379,864)
	60.00	(240,438)	(264,837)	(289,235)	(313,634)	(338,033)	(362,431)	(386,830)
	70.00	(250,390)	(274,291)	(298,192)	(322,093)	(345,994)	(369,895)	(393,838)
	80.00	(260,342)	(283,745)	(307,149)	(330,552)	(353,956)	(377,359)	(400,846)
	90.00	(270,294)	(293,199)	(316,105)	(339,011)	(361,917)	(384,823)	(407,854)
	100.00	(280,245)	(302,654)	(325,062)	(347,470)	(369,879)	(392,287)	(414,863)
	110.00	(290,197)	(312,108)	(334,019)	(355,929)	(377,840)	(399,792)	(421,871)
	120.00	(300,149)	(321,562)	(342,975)	(364,388)	(385,802)	(407,301)	(428,880)
	130.00	(310,101)	(331,016)	(351,932)	(372,847)	(393,763)	(414,810)	(435,888)
	140.00	(320,053)	(340,471)	(360,889)	(381,307)	(401,741)	(422,319)	(442,896)
	150.00	(330,004)	(349,925)	(369,845)	(389,766)	(409,751)	(429,828)	(449,905)
	160.00	(339,956)	(359,379)	(378,802)	(398,225)	(417,760)	(437,337)	(456,913)
	170.00	(349,908)	(368,833)	(387,758)	(406,694)	(425,770)	(444,846)	(463,921)
	180.00	(359,860)	(378,288)	(396,715)	(415,204)	(433,780)	(452,355)	(470,930)
	190.00	(369,812)	(387,742)	(405,672)	(423,715)	(441,789)	(459,864)	(477,938)
	200.00	(379,764)	(397,196)	(414,651)	(432,225)	(449,799)	(467,373)	(484,947)
	210.00	(389,715)	(406,650)	(423,662)	(440,735)	(457,808)	(474,882)	(491,955)
	220.00	(399,667)	(416,104)	(432,672)	(449,245)	(465,818)	(482,391)	(498,963)
	230.00	(409,619)	(425,611)	(441,683)	(457,755)	(473,827)	(489,900)	(505,972)
	240.00	(419,571)	(435,122)	(450,694)	(466,265)	(481,837)	(497,409)	(512,980)
	250.00	(429,563)	(444,634)	(459,705)	(474,776)	(489,847)	(504,918)	(519,989)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(399,951)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(332,396)	(349,247)	(366,098)	(382,998)	(399,951)	(416,904)	(433,857)
	10.00	(338,367)	(355,218)	(372,069)	(389,005)	(405,958)	(422,911)	(439,864)
CIL £psm	20.00	(344,338)	(361,189)	(378,059)	(395,012)	(411,965)	(428,918)	(445,871)
0.00	30.00	(350,309)	(367,160)	(384,066)	(401,019)	(417,972)	(434,925)	(451,879)
(recommended CIL)	40.00	(356,280)	(373,131)	(390,073)	(407,026)	(423,980)	(440,933)	(457,886)
(100)	50.00	(362,251)	(379,127)	(396,080)	(413,034)	(429,987)	(446,940)	(463,893)
	60.00	(368,222)	(385,134)	(402,088)	(419,041)	(435,994)	(452,947)	(469,900)
	70.00	(374,193)	(391,142)	(408,095)	(425,048)	(442,001)	(458,954)	(475,907)
	80.00	(380,196)	(397,149)	(414,102)	(431,055)	(448,008)	(464,961)	(481,915)
	90.00	(386,203)	(403,156)	(420,109)	(437,062)	(454,015)	(470,969)	(487,922)
	100.00	(392,210)	(409,163)	(426,116)	(443,069)	(460,023)	(476,976)	(493,929)
	110.00	(398,217)	(415,170)	(432,124)	(449,077)	(466,030)	(482,983)	(499,936)
	120.00	(404,224)	(421,178)	(438,131)	(455,084)	(472,037)	(488,990)	(505,943)
	130.00	(410,232)	(427,185)	(444,138)	(461,091)	(478,044)	(494,997)	(511,951)
	140.00	(416,239)	(433,192)	(450,145)	(467,098)	(484,051)	(501,005)	(517,958)
	150.00	(422,246)	(439,199)	(456,152)	(473,105)	(490,059)	(507,012)	(523,965)
	160.00	(428,253)	(445,206)	(462,159)	(479,113)	(496,066)	(513,019)	(529,972)
	170.00	(434,260)	(451,213)	(468,167)	(485,120)	(502,073)	(519,026)	(535,979)
	180.00	(440,268)	(457,221)	(474,174)	(491,127)	(508,080)	(525,033)	(541,986)
	190.00	(446,275)	(463,228)	(480,181)	(497,134)	(514,087)	(531,040)	(547,994)
	200.00	(452,282)	(469,235)	(486,188)	(503,141)	(520,095)	(537,048)	(554,001)
	210.00	(458,289)	(475,242)	(492,195)	(509,149)	(526,102)	(543,055)	(560,008)
	220.00	(464,296)	(481,249)	(498,203)	(515,156)	(532,109)	(549,062)	(566,015)
	230.00	(470,303)	(487,257)	(504,210)	(521,163)	(538,116)	(555,069)	(572,022)
	240.00	(476,311)	(493,264)	(510,217)	(527,170)	(544,123)	(561,076)	(578,030)
	250.00	(482,318)	(499,271)	(516,224)	(533,177)	(550,130)	(567,084)	(584,037)

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Scheme Typology: Houses — No Units: 25
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(399,951)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(347,302)	(368,362)	(389,421)	(410,480)	(431,540)	(452,599)	(473,658)
	10.00	(353,310)	(374,369)	(395,428)	(416,488)	(437,547)	(458,606)	(479,666)
CIL £psm	20.00	(359,317)	(380,376)	(401,435)	(422,495)	(443,554)	(464,613)	(485,673)
0.00	30.00	(365,324)	(386,383)	(407,443)	(428,502)	(449,561)	(470,621)	(491,680)
(recommended CIL)	40.00	(371,331)	(392,391)	(413,450)	(434,509)	(455,568)	(476,628)	(497,687)
(100)	50.00	(377,338)	(398,398)	(419,457)	(440,516)	(461,576)	(482,635)	(503,694)
	60.00	(383,346)	(404,405)	(425,464)	(446,524)	(467,583)	(488,642)	(509,701)
	70.00	(389,353)	(410,412)	(431,471)	(452,531)	(473,590)	(494,649)	(515,709)
	80.00	(395,360)	(416,419)	(437,479)	(458,538)	(479,597)	(500,657)	(521,716)
	90.00	(401,367)	(422,426)	(443,486)	(464,545)	(485,604)	(506,664)	(527,723)
	100.00	(407,374)	(428,434)	(449,493)	(470,552)	(491,612)	(512,671)	(533,730)
	110.00	(413,382)	(434,441)	(455,500)	(476,559)	(497,619)	(518,678)	(539,737)
	120.00	(419,389)	(440,448)	(461,507)	(482,567)	(503,626)	(524,685)	(545,745)
	130.00	(425,396)	(446,455)	(467,515)	(488,574)	(509,633)	(530,692)	(551,752)
	140.00	(431,403)	(452,462)	(473,522)	(494,581)	(515,640)	(536,700)	(557,759)
	150.00	(437,410)	(458,470)	(479,529)	(500,588)	(521,648)	(542,707)	(563,766)
	160.00	(443,417)	(464,477)	(485,536)	(506,595)	(527,655)	(548,714)	(569,773)
	170.00	(449,425)	(470,484)	(491,543)	(512,603)	(533,662)	(554,721)	(575,781)
	180.00	(455,432)	(476,491)	(497,550)	(518,610)	(539,669)	(560,728)	(581,788)
	190.00	(461,439)	(482,498)	(503,558)	(524,617)	(545,676)	(566,736)	(587,795)
	200.00	(467,446)	(488,506)	(509,565)	(530,624)	(551,683)	(572,743)	(593,802)
	210.00	(473,453)	(494,513)	(515,572)	(536,631)	(557,691)	(578,750)	(599,809)
	220.00	(479,461)	(500,520)	(521,579)	(542,639)	(563,698)	(584,757)	(605,816)
	230.00	(485,468)	(506,527)	(527,586)	(548,646)	(569,705)	(590,764)	(611,824)
	240.00	(491,475)	(512,534)	(533,594)	(554,653)	(575,712)	(596,772)	(617,831)
	250.00	(497,482)	(518,541)	(539,601)	(560,660)	(581,719)	(602,779)	(623,838)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(399,951)	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	(322,173)	(349,951)	(377,729)	(405,506)	(433,284)	(461,062)	(488,840)
	10.00	(328,180)	(355,958)	(383,736)	(411,514)	(439,291)	(467,069)	(494,847)
CIL £psm	20.00	(334,187)	(361,965)	(389,743)	(417,521)	(445,298)	(473,076)	(500,854)
0.00	30.00	(340,195)	(367,972)	(395,750)	(423,528)	(451,306)	(479,083)	(506,861)
(recommended CIL)	40.00	(346,202)	(373,980)	(401,757)	(429,535)	(457,313)	(485,091)	(512,868)
(100)	50.00	(352,209)	(379,987)	(407,764)	(435,542)	(463,320)	(491,098)	(518,876)
	60.00	(358,216)	(385,994)	(413,772)	(441,549)	(469,327)	(497,105)	(524,883)
	70.00	(364,223)	(392,001)	(419,779)	(447,557)	(475,334)	(503,112)	(530,890)
	80.00	(370,230)	(398,008)	(425,786)	(453,564)	(481,342)	(509,119)	(536,897)
	90.00	(376,238)	(404,015)	(431,793)	(459,571)	(487,349)	(515,127)	(542,904)
	100.00	(382,245)	(410,023)	(437,800)	(465,578)	(493,356)	(521,134)	(548,912)
	110.00	(388,252)	(416,030)	(443,808)	(471,585)	(499,363)	(527,141)	(554,919)
	120.00	(394,259)	(422,037)	(449,815)	(477,593)	(505,370)	(533,148)	(560,926)
	130.00	(400,266)	(428,044)	(455,822)	(483,600)	(511,378)	(539,155)	(566,933)
	140.00	(406,274)	(434,051)	(461,829)	(489,607)	(517,385)	(545,162)	(572,940)
	150.00	(412,281)	(440,059)	(467,836)	(495,614)	(523,392)	(551,170)	(578,947)
	160.00	(418,288)	(446,066)	(473,844)	(501,621)	(529,399)	(557,177)	(584,955)
	170.00	(424,295)	(452,073)	(479,851)	(507,628)	(535,406)	(563,184)	(590,962)
	180.00	(430,302)	(458,080)	(485,858)	(513,636)	(541,413)	(569,191)	(596,969)
	190.00	(436,310)	(464,087)	(491,865)	(519,643)	(547,421)	(575,198)	(602,976)
	200.00	(442,317)	(470,095)	(497,872)	(525,650)	(553,428)	(581,206)	(608,983)
	210.00	(448,324)	(476,102)	(503,879)	(531,657)	(559,435)	(587,213)	(614,991)
	220.00	(454,331)	(482,109)	(509,887)	(537,664)	(565,442)	(593,220)	(620,998)
	230.00	(460,338)	(488,116)	(515,894)	(543,672)	(571,449)	(599,227)	(627,005)
	240.00	(466,345)	(494,123)	(521,901)	(549,679)	(577,457)	(605,234)	(633,012)
	250.00	(472,353)	(500,130)	(527,908)	(555,686)	(583,464)	(611,242)	(639,019)

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Scheme Typology: Houses — No Units: 25
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(399,951)	Density (dph) (net) 30	35	23 40	45	50	55	60
	0.00	(460,293)	(505,527)	(550,761)	(595,995)	(641,229)	(686,463)	(731,697)
	10.00	(468,018)	(514,539)	(561,060)	(607,582)	(654,103)	(700,625)	(747,146)
CIL £psm	20.00	(475,742)	(523,551)	(571,360)	(619,169)	(666,978)	(714,787)	(762,596)
0.00	30.00	(483,467)	(532,563)	(581,659)	(630,756)	(679,852)	(728,948)	(778,045)
(recommended CIL)	40.00	(491,191)	(541,575)	(591,959)	(642,343)	(692,727)	(743,110)	(793,494)
(100)	50.00	(498,916)	(550,587)	(602,258)	(653,930)	(705,601)	(757,272)	(808,943)
	60.00	(506,641)	(559,599)	(612,558)	(665,517)	(718,475)	(771,434)	(824,393)
	70.00	(514,365)	(568,611)	(622,857)	(677,104)	(731,350)	(785,596)	(839,842)
	80.00	(522,090)	(577,623)	(633,157)	(688,691)	(744,224)	(799,758)	(855,291)
	90.00	(529,815)	(586,636)	(643,457)	(700,277)	(757,098)	(813,919)	(870,740)
	100.00	(537,539)	(595,648)	(653,756)	(711,864)	(769,973)	(828,081)	(886,190)
	110.00	(545,264)	(604,660)	(664,056)	(723,451)	(782,847)	(842,243)	(901,639)
	120.00	(552,988)	(613,672)	(674,355)	(735,038)	(795,722)	(856,405)	(917,088)
	130.00	(560,713)	(622,684)	(684,655)	(746,625)	(808,596)	(870,567)	(932,537)
	140.00	(568,438)	(631,696)	(694,954)	(758,212)	(821,470)	(884,728)	(947,987)
	150.00	(576,162)	(640,708)	(705,254)	(769,799)	(834,345)	(898,890)	(963,436)
	160.00	(583,887)	(649,720)	(715,553)	(781,386)	(847,219)	(913,052)	(978,885)
	170.00	(591,612)	(658,732)	(725,853)	(792,973)	(860,093)	(927,214)	(994,334)
	180.00	(599,336)	(667,744)	(736,152)	(804,560)	(872,968)	(941,376)	(1,009,784)
	190.00	(607,061)	(676,756)	(746,452)	(816,147)	(885,842)	(955,538)	(1,025,233)
	200.00	(614,786)	(685,768)	(756,751)	(827,734)	(898,717)	(969,699)	(1,040,682)
	210.00	(622,510)	(694,780)	(767,051)	(839,321)	(911,591)	(983,861)	(1,056,131)
	220.00	(630,235)	(703,792)	(777,350)	(850,908)	(924,465)	(998,023)	(1,071,581)
	230.00	(637,959)	(712,804)	(787,650)	(862,495)	(937,340)	(1,012,185)	(1,087,030)
	240.00	(645,684)	(721,817)	(797,949)	(874,082)	(950,214)	(1,026,347)	(1,102,479)
	250.00	(653,409)	(730,829)	(808,249)	(885,669)	(963,089)	(1,040,508)	(1,117,928)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(399,951)	Build cost 70%	100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	110%	115%
	0.00	241,365	40,024	(165,237)	(399,951)	(519,118)	(901,539)	(1,913,876)
	10.00	236,291	34,920	(170,671)	(405,958)	(525,126)	(952,570)	(1,964,908)
CIL £psm	20.00	231,217	29,816	(176,104)	(411,965)	(531,133)	(1,003,601)	(2,015,939)
0.00	30.00	226,144	24,711	(181,538)	(417,972)	(537,140)	(1,054,633)	(2,066,971)
(recommended CIL)	40.00	221,070	19,607	(186,972)	(423,980)	(543,147)	(1,105,664)	(2,118,002)
(100)	50.00	215,996	14,503	(192,753)	(429,987)	(549,154)	(1,156,696)	(2,169,034)
	60.00	210,923	9,399	(198,724)	(435,994)	(555,162)	(1,207,727)	(2,220,065)
	70.00	205,849	4,294	(204,695)	(442,001)	(561,169)	(1,258,759)	(2,271,097)
	80.00	200,776	(810)	(210,666)	(448,008)	(567,176)	(1,309,790)	(2,322,128)
	90.00	195,702	(5,914)	(216,638)	(454,015)	(573,183)	(1,360,822)	(2,373,160)
	100.00	190,628	(11,018)	(222,609)	(460,023)	(579,190)	(1,411,853)	(2,424,191)
	110.00	185,555	(16,123)	(228,580)	(466,030)	(585,197)	(1,462,885)	(2,475,223)
	120.00	180,481	(21,227)	(234,551)	(472,037)	(591,205)	(1,513,916)	(2,526,254)
	130.00	175,408	(26,331)	(240,522)	(478,044)	(597,212)	(1,564,948)	(2,577,286)
	140.00	170,334	(31,436)	(246,493)	(484,051)	(603,641)	(1,615,979)	(2,628,317)
	150.00	165,260	(36,540)	(252,464)	(490,059)	(654,673)	(1,667,011)	(2,679,349)
	160.00	160,187	(41,644)	(258,435)	(496,066)	(705,704)	(1,718,042)	(2,730,380)
	170.00	155,113	(46,748)	(264,406)	(502,073)	(756,736)	(1,769,074)	(2,781,412)
	180.00	150,039	(51,853)	(270,377)	(508,080)	(807,767)	(1,820,105)	(2,832,443)
	190.00	144,966	(56,957)	(276,348)	(514,087)	(858,799)	(1,871,137)	(2,883,474)
	200.00	139,892	(62,061)	(282,320)	(520,095)	(909,830)	(1,922,168)	(2,934,506)
	210.00	134,819	(67,166)	(288,291)	(526,102)	(960,862)	(1,973,200)	(2,985,537)
	220.00	129,745	(72,270)	(294,262)	(532,109)	(1,011,893)	(2,024,231)	(3,036,569)
	230.00	124,671	(77,374)	(300,233)	(538,116)	(1,062,925)	(2,075,263)	(3,087,600)
	240.00	119,598	(82,478)	(306,204)	(544,123)	(1,113,956)	(2,126,294)	(3,138,632)
	250.00	114,524	(87,583)	(312,175)	(550,130)	(1,164,988)	(2,177,326)	(3,189,663)

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Scheme Typology: Houses — No Units: 25
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(399,951)	Market Values 100% 90%	95%	100%	105%	110%	115%	120%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(627,064)	(486,706)	(399,951)	(313,609)	(227,418)	(145,516)	(70,193)
	10.00	(678,096)	(492,713)	(405,958)	(319,581)	(233,389)	(150,950)	(75,297)
CIL £psm	20.00	(729,127)	(498,720)	(411,965)	(325,552)	(239,360)	(156,383)	(80,401)
0.00	30.00	(780,159)	(504,727)	(417,972)	(331,523)	(245,331)	(161,817)	(85,506)
(recommended CIL)	40.00	(831,190)	(510,734)	(423,980)	(337,494)	(251,302)	(167,251)	(90,610)
(100)	50.00	(882,222)	(516,742)	(429,987)	(343,465)	(257,273)	(172,685)	(95,714)
	60.00	(933,253)	(522,749)	(435,994)	(349,436)	(263,244)	(178,118)	(100,819)
	70.00	(984,285)	(528,756)	(442,001)	(355,407)	(269,216)	(183,552)	(106,000)
	80.00	(1,035,316)	(534,763)	(448,008)	(361,378)	(275,187)	(188,995)	(111,282)
	90.00	(1,086,348)	(540,770)	(454,015)	(367,349)	(281,158)	(194,966)	(116,564)
	100.00	(1,137,379)	(546,778)	(460,023)	(373,320)	(287,129)	(200,937)	(121,847)
	110.00	(1,188,411)	(552,785)	(466,030)	(379,291)	(293,100)	(206,908)	(127,129)
	120.00	(1,239,442)	(558,792)	(472,037)	(385,282)	(299,071)	(212,880)	(132,411)
	130.00	(1,290,474)	(564,799)	(478,044)	(391,289)	(305,042)	(218,851)	(137,720)
	140.00	(1,341,505)	(570,806)	(484,051)	(397,296)	(311,013)	(224,822)	(143,153)
	150.00	(1,392,537)	(576,814)	(490,059)	(403,304)	(316,984)	(230,793)	(148,587)
	160.00	(1,443,568)	(582,821)	(496,066)	(409,311)	(322,955)	(236,764)	(154,021)
	170.00	(1,494,600)	(619,499)	(502,073)	(415,318)	(328,926)	(242,735)	(159,455)
	180.00	(1,545,631)	(670,530)	(508,080)	(421,325)	(334,898)	(248,706)	(164,888)
	190.00	(1,596,663)	(721,562)	(514,087)	(427,332)	(340,869)	(254,677)	(170,322)
	200.00	(1,647,694)	(772,593)	(520,095)	(433,340)	(346,840)	(260,648)	(175,756)
	210.00	(1,698,725)	(823,625)	(526,102)	(439,347)	(352,811)	(266,619)	(181,189)
	220.00	(1,749,757)	(874,656)	(532,109)	(445,354)	(358,782)	(272,590)	(186,623)
	230.00	(1,800,788)	(925,688)	(538,116)	(451,361)	(364,753)	(278,562)	(192,370)
	240.00	(1,851,820)	(976,719)	(544,123)	(457,368)	(370,724)	(284,533)	(198,341)
	250.00	(1,902,851)	(1,027,751)	(550,130)	(463,375)	(376,695)	(290,504)	(204,312)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(399,951)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(399,951)	(299,801)	(199,801)	(108,719)	(23,067)	62,326	485,436
	10.00	(405,958)	(305,772)	(205,772)	(114,001)	(28,171)	57,253	480,423
CIL £psm	20.00	(411,965)	(311,743)	(211,743)	(119,283)	(33,276)	52,179	475,410
0.00	30.00	(417,972)	(317,714)	(217,714)	(124,566)	(38,380)	47,104	470,398
(recommended CIL)	40.00	(423,980)	(323,685)	(223,685)	(129,848)	(43,484)	41,999	465,385
(100)	50.00	(429,987)	(329,656)	(229,656)	(135,130)	(48,588)	36,895	460,372
	60.00	(435,994)	(335,627)	(235,627)	(140,482)	(53,693)	31,791	455,359
	70.00	(442,001)	(341,598)	(241,598)	(145,883)	(58,797)	26,686	450,346
	80.00	(448,008)	(347,569)	(247,569)	(151,288)	(63,901)	21,582	445,333
	90.00	(454,015)	(353,541)	(253,540)	(156,721)	(69,006)	16,478	440,321
	100.00	(460,023)	(359,512)	(259,511)	(162,155)	(74,110)	11,374	435,281
	110.00	(466,030)	(365,483)	(265,483)	(167,589)	(79,214)	6,269	430,237
	120.00	(472,037)	(371,454)	(271,454)	(173,023)	(84,318)	1,165	425,194
	130.00	(478,044)	(377,439)	(277,425)	(178,456)	(89,423)	(3,939)	420,151
	140.00	(484,051)	(383,447)	(283,396)	(183,890)	(94,527)	(9,044)	415,108
	150.00	(490,059)	(389,454)	(289,367)	(189,367)	(99,631)	(14,148)	410,065
	160.00	(496,066)	(395,461)	(295,338)	(195,338)	(104,771)	(19,252)	405,022
	170.00	(502,073)	(401,468)	(301,309)	(201,309)	(110,053)	(24,356)	399,979
	180.00	(508,080)	(407,475)	(307,280)	(207,280)	(115,335)	(29,461)	394,936
	190.00	(514,087)	(413,483)	(313,251)	(213,251)	(120,618)	(34,565)	389,892
	200.00	(520,095)	(419,490)	(319,222)	(219,222)	(125,900)	(39,669)	384,849
	210.00	(526,102)	(425,497)	(325,193)	(225,193)	(131,182)	(44,774)	379,806
	220.00	(532,109)	(431,504)	(331,165)	(231,164)	(136,465)	(49,878)	374,763
	230.00	(538,116)	(437,511)	(337,136)	(237,135)	(141,846)	(54,982)	369,720
	240.00	(544,123)	(443,519)	(343,107)	(243,106)	(147,247)	(60,086)	364,677
	250.00	(550,130)	(449,526)	(349,078)	(249,078)	(152,660)	(65,191)	359,634

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**X**	
Scheme Typology:	Houses	
No Units:	25	
Location / Value Zone:	High	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	7,594,630	
Policy Assumptions		
AH Target %	40%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	14.44%	
Developers Profit (% on costs)	15.55%	
Developers Profit Total (£)	1,096,947	
Land Value KPI's		
RLV (£/acre (net))	(211,062)	
RLV (£/ha (net))	(521,534)	
RLV (% of GDV)	-7.36%	
RLV Total (£)	(558,866)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	500,155	
Surplus/Deficit (£/acre) [RLV-BLV]	(399,951)	
Surplus/Deficit (£/ha)	(988,278)	
Surplus/Deficit Total (£)	(1,059,021)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	209,044	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	8,362	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	Y				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	50		
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			40%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		60%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	12.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	5.1	17.5%	3.5	17%	8.6
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	9.9	30.0%	6.0	32%	15.9
4 bed House (with garage)	15.0%	4.5	5.0%	1.0	11%	5.5
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	5.4	30.0%	6.0	23%	11.4
2 bed Flat	17.0%	5.1	17.5%	3.5	17%	8.6
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	30.0	100.0%	20.0	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	383	4,117	263	2,826	645	6,943
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	1,049	11,296	540	5,813	1,589	17,108
4 bed House (with garage)	626	6,733	115	1,238	741	7,971
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	318	3,419	353	3,799	671	7,218
2 bed Flat	390	4,198	268	2,881	658	7,079
3 bed Flat	0	0	0	0	0	0
	2,765	29,763	1,538	16,556	4,303	46,319
AH % by floor area:			35.74%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	2,902,500
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	5,922,750
4 bed House (with garage)	450,000	3,913	364	3,237	301	2,475,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	2,394,000
2 bed Flat	265,000	4,077	379	3,465	322	2,279,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						15,973,250

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses and Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	5.1	@	337,500		1,721,250
3 bed House	0.0	@	0		-
3 bed House (with garage)	9.9	@	372,500		3,687,750
4 bed House (with garage)	4.5	@	450,000		2,025,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	5.4	@	210,000		1,134,000
2 bed Flat	5.1	@	265,000		1,351,500
3 bed Flat	0.0	@	0		-
	30.0				9,919,500
Affordable Rent GDV -					
2 bed House	1.2	@	202,500		248,063
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.1	@	223,500		469,350
4 bed House (with garage)	0.4	@	270,000		94,500
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.1	@	126,000		264,600
2 bed Flat	1.2	@	159,000		194,775
3 bed Flat	0.0	@	0		-
	7.0				1,271,288
Social Rent GDV -					
2 bed House	1.2	@	135,000		165,375
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.1	@	149,000		312,900
4 bed House (with garage)	0.4	@	180,000		63,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.1	@	84,000		176,400
2 bed Flat	1.2	@	106,000		129,850
3 bed Flat	0.0	@	0		-
	7.0				847,525
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	1.1	@	236,250		248,063
3 bed House	0.0	@	0		-
3 bed House (with garage)	1.8	@	260,750		469,350
4 bed House (with garage)	0.3	@	315,000		94,500
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	1.8	@	147,000		264,600
2 bed Flat	1.1	@	185,500		194,775
3 bed Flat	0.0	@	0		-
	6.0	20.0			1,271,288
Sub-total GDV Residential	**50**				**13,309,600**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	2,663,650
	619	£ psm (total GIA sqm)		53,273 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**13,309,600**

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Scheme Typology:	**Houses and Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	127,000	£		(127,000)
Building Safety Levy				2,765	sqm	30.21	£ psm			(83,532)
CIL (Mrkt only inc. garages)	Max			2,765	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				50	units @	6,700	per unit			(335,000)
	Sub-total								(335,000)	
S106 analysis:	394,094	£ per ha		2.52%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				4,303	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.85	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			50	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				645	sqm @	2,107	psm			(1,359,015)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				1,335	sqm @	2,107	psm			(2,812,845)
4 bed House (EXC. garage)				609	sqm @	2,107	psm			(1,282,110)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				671	sqm @	2,522	psm			(1,691,224)
2 bed Flat				658	sqm @	2,522	psm			(1,658,586)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	15.9	16.0		254	sqm @	600	psm			(152,640)
Garages for 4B House	5.5	24.0		132	sqm @	600	psm			(79,200)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				4,303	£ per garage	£0				
External works				9,035,619	@	15.0%				(1,355,343)
Ext. Works analysis:						27,107	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				50	units @	1,000	£ per unit			(50,000)
M4(2) Category 2 Housing	Aff units		20	units @		100%	@	1,400	£ per unit	(28,000)
M4(2) Category 2 Housing	OMS units		30	units @		100%	@	1,400	£ per unit	(42,000)
M4(3)(b) Category 3 Housing	Aff units		20	units @		10%	@	22,000	£ per unit	(44,000)
M4(3)(b) Category 3 Housing	OMS units		30	units @		10%	@	22,000	£ per unit	(66,000)
Part L/FHS			50	units @				4,350	£ per unit	(217,500)
Part L/FHS analysis:						2.4%	% of BCIS costs			
Net Zero for Housing			2,975	sqm				105	£ psm	(312,365)
Net Zero for Flats			1,328	sqm				72	£ psm	(95,633)
Water Efficiency			50	units @				20	£ per unit	(1,000)
Urban Greening Factor	20.0		flats @	6		per storey = GIA	398	0	£ per unit	-
	Sub-total								(856,497)	
Policy Costs analysis:	(design costs only)					17,130	£ per unit (total units)			
						9.5%	% of BCIS costs			
Contingency (on construction)				11,247,459	@	3.0%				(337,424)

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Scheme Typology:	**Houses and Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		11,247,459	@	10.0%			(1,124,746)
Disposal Costs -							
OMS Marketing and Promotion		9,919,500	OMS @	1.00%	1,984	£ per unit	(99,195)
Residential Sales Agent Costs		9,919,500	OMS @	1.00%	1,984	£ per unit	(99,195)
Residential Sales Legal Costs		9,919,500	OMS @	0.50%	992	£ per unit	(49,598)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	50	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					4,960	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(797,382)
Developers Profit -							
Profit on OMS		9,919,500		17.50%			(1,735,913)
Margin on AH		3,390,100		6.00%	on AH values		(203,406)
Profit analysis:		13,309,600		14.57%	blended GDV	(1,939,319)	
		14,332,281		13.53%	on costs	(1,939,319)	
TOTAL COSTS							**(16,271,599)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(2,961,999)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(2,961,999)**
RLV analysis:	(59,240) £ per plot	(3,484,496)	£ per ha (net)	(1,410,156)	£ per acre (net)		
		(2,961,821)	£ per ha (gross)	(1,198,633)	£ per acre (gross)		
				-22.25%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		58.8	dph (net)				
Site Area (net)		0.85	ha (net)	2.10	acres (net)		
Net to Gross ratio		85%					
Site Area (gross)		1.00	ha (gross)	2.47	acres (gross)		
Density analysis:		5,062	sqm/ha (net)	22,051	sqft/ac (net)		
		50	dph (gross)				
Benchmark Land Value (net)	8,402 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**420,095**
BLV analysis:		494,200	£ per ha (net)	200,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(3,978,696)**	£ per ha (net)	**(1,610,156)**	£ per acre (net)	**(3,382,094)**

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Scheme Typology:	**Houses and Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	1,610,156	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(1,073,767)	(1,140,450)	(1,207,133)	(1,273,816)	(1,340,499)	(1,407,869)	(1,475,298)
	10.00	(1,098,160)	(1,163,623)	(1,229,086)	(1,294,549)	(1,360,071)	(1,426,273)	(1,492,476)
Max CIL £ psm	20.00	(1,122,552)	(1,186,795)	(1,251,039)	(1,315,283)	(1,379,703)	(1,444,678)	(1,509,653)
0.00	30.00	(1,146,944)	(1,209,968)	(1,272,992)	(1,336,016)	(1,399,335)	(1,463,083)	(1,526,831)
(recommended CIL)	40.00	(1,171,336)	(1,233,140)	(1,294,945)	(1,356,749)	(1,418,966)	(1,481,487)	(1,544,009)
(100)	50.00	(1,195,728)	(1,256,313)	(1,316,898)	(1,377,483)	(1,438,598)	(1,499,892)	(1,561,186)
	60.00	(1,220,120)	(1,279,485)	(1,338,851)	(1,398,216)	(1,458,230)	(1,518,297)	(1,578,364)
	70.00	(1,244,512)	(1,302,658)	(1,360,804)	(1,419,021)	(1,477,861)	(1,536,702)	(1,595,542)
	80.00	(1,268,904)	(1,325,831)	(1,382,757)	(1,439,880)	(1,497,493)	(1,555,106)	(1,612,720)
	90.00	(1,293,297)	(1,349,003)	(1,404,709)	(1,460,738)	(1,517,125)	(1,573,511)	(1,629,897)
	100.00	(1,317,689)	(1,372,176)	(1,426,662)	(1,481,597)	(1,536,756)	(1,591,916)	(1,647,075)
	110.00	(1,342,081)	(1,395,348)	(1,448,615)	(1,502,456)	(1,556,388)	(1,610,320)	(1,664,253)
	120.00	(1,366,473)	(1,418,521)	(1,470,609)	(1,523,314)	(1,576,020)	(1,628,725)	(1,681,430)
	130.00	(1,390,865)	(1,441,693)	(1,492,694)	(1,544,173)	(1,595,651)	(1,647,130)	(1,698,608)
	140.00	(1,415,257)	(1,464,866)	(1,514,780)	(1,565,031)	(1,615,283)	(1,665,534)	(1,715,786)
	150.00	(1,439,649)	(1,488,038)	(1,536,866)	(1,585,890)	(1,634,915)	(1,683,939)	(1,732,963)
	160.00	(1,464,042)	(1,511,211)	(1,558,951)	(1,606,749)	(1,654,546)	(1,702,344)	(1,750,141)
	170.00	(1,488,434)	(1,534,466)	(1,581,037)	(1,627,607)	(1,674,178)	(1,720,748)	(1,767,319)
	180.00	(1,512,826)	(1,557,779)	(1,603,123)	(1,648,466)	(1,693,810)	(1,739,153)	(1,784,497)
	190.00	(1,537,218)	(1,581,092)	(1,625,208)	(1,669,325)	(1,713,441)	(1,757,558)	(1,801,674)
	200.00	(1,561,610)	(1,604,404)	(1,647,294)	(1,690,183)	(1,733,073)	(1,775,962)	(1,818,852)
	210.00	(1,586,054)	(1,627,717)	(1,669,379)	(1,711,042)	(1,752,705)	(1,794,367)	(1,836,030)
	220.00	(1,610,594)	(1,651,029)	(1,691,465)	(1,731,901)	(1,772,336)	(1,812,772)	(1,853,207)
	230.00	(1,635,133)	(1,674,342)	(1,713,551)	(1,752,759)	(1,791,968)	(1,831,177)	(1,870,385)
	240.00	(1,659,673)	(1,697,655)	(1,735,636)	(1,773,618)	(1,811,600)	(1,849,581)	(1,887,563)
	250.00	(1,684,213)	(1,720,967)	(1,757,722)	(1,794,477)	(1,831,231)	(1,867,986)	(1,904,741)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(1,610,156)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(1,431,770)	(1,476,367)	(1,520,963)	(1,565,560)	(1,610,156)	(1,654,753)	(1,699,349)
	10.00	(1,446,494)	(1,491,090)	(1,535,687)	(1,580,283)	(1,624,880)	(1,669,476)	(1,714,073)
CIL £psm	20.00	(1,461,218)	(1,505,814)	(1,550,411)	(1,595,007)	(1,639,604)	(1,684,200)	(1,728,797)
0.00	30.00	(1,475,941)	(1,520,538)	(1,565,134)	(1,609,731)	(1,654,327)	(1,698,924)	(1,743,520)
(recommended CIL)	40.00	(1,490,665)	(1,535,262)	(1,579,858)	(1,624,455)	(1,669,051)	(1,713,648)	(1,758,244)
(100)	50.00	(1,505,389)	(1,549,985)	(1,594,582)	(1,639,178)	(1,683,775)	(1,728,371)	(1,772,968)
	60.00	(1,520,113)	(1,564,709)	(1,609,306)	(1,653,902)	(1,698,499)	(1,743,095)	(1,787,692)
	70.00	(1,534,836)	(1,579,433)	(1,624,029)	(1,668,626)	(1,713,222)	(1,757,819)	(1,802,415)
	80.00	(1,549,560)	(1,594,157)	(1,638,753)	(1,683,350)	(1,727,946)	(1,772,543)	(1,817,139)
	90.00	(1,564,284)	(1,608,880)	(1,653,477)	(1,698,073)	(1,742,670)	(1,787,266)	(1,831,863)
	100.00	(1,579,008)	(1,623,604)	(1,668,201)	(1,712,797)	(1,757,394)	(1,801,990)	(1,846,587)
	110.00	(1,593,731)	(1,638,328)	(1,682,924)	(1,727,521)	(1,772,117)	(1,816,714)	(1,861,310)
	120.00	(1,608,455)	(1,653,052)	(1,697,648)	(1,742,245)	(1,786,841)	(1,831,438)	(1,876,034)
	130.00	(1,623,179)	(1,667,775)	(1,712,372)	(1,756,968)	(1,801,565)	(1,846,161)	(1,890,758)
	140.00	(1,637,903)	(1,682,499)	(1,727,096)	(1,771,692)	(1,816,289)	(1,860,885)	(1,905,482)
	150.00	(1,652,626)	(1,697,223)	(1,741,819)	(1,786,416)	(1,831,012)	(1,875,609)	(1,920,205)
	160.00	(1,667,350)	(1,711,947)	(1,756,543)	(1,801,140)	(1,845,736)	(1,890,333)	(1,934,929)
	170.00	(1,682,074)	(1,726,670)	(1,771,267)	(1,815,863)	(1,860,460)	(1,905,056)	(1,949,653)
	180.00	(1,696,798)	(1,741,394)	(1,785,991)	(1,830,587)	(1,875,184)	(1,919,780)	(1,964,377)
	190.00	(1,711,521)	(1,756,118)	(1,800,714)	(1,845,311)	(1,889,907)	(1,934,504)	(1,979,100)
	200.00	(1,726,245)	(1,770,842)	(1,815,438)	(1,860,035)	(1,904,631)	(1,949,228)	(1,993,824)
	210.00	(1,740,969)	(1,785,565)	(1,830,162)	(1,874,758)	(1,919,355)	(1,963,951)	(2,008,548)
	220.00	(1,755,693)	(1,800,289)	(1,844,886)	(1,889,482)	(1,934,079)	(1,978,675)	(2,023,272)
	230.00	(1,770,416)	(1,815,013)	(1,859,609)	(1,904,206)	(1,948,802)	(1,993,399)	(2,037,995)
	240.00	(1,785,140)	(1,829,737)	(1,874,333)	(1,918,930)	(1,963,526)	(2,008,123)	(2,052,719)
	250.00	(1,799,864)	(1,844,460)	(1,889,057)	(1,933,653)	(1,978,250)	(2,022,846)	(2,067,443)

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Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(1,610,156)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(1,492,094)	(1,539,319)	(1,586,544)	(1,633,769)	(1,680,994)	(1,728,219)	(1,775,444)
	10.00	(1,506,817)	(1,554,042)	(1,601,267)	(1,648,492)	(1,695,717)	(1,742,942)	(1,790,167)
CIL £psm	20.00	(1,521,541)	(1,568,766)	(1,615,991)	(1,663,216)	(1,710,441)	(1,757,666)	(1,804,891)
0.00	30.00	(1,536,265)	(1,583,490)	(1,630,715)	(1,677,940)	(1,725,165)	(1,772,390)	(1,819,615)
(recommended CIL)	40.00	(1,550,989)	(1,598,214)	(1,645,439)	(1,692,664)	(1,739,889)	(1,787,114)	(1,834,339)
(100)	50.00	(1,565,712)	(1,612,937)	(1,660,162)	(1,707,387)	(1,754,612)	(1,801,837)	(1,849,062)
	60.00	(1,580,436)	(1,627,661)	(1,674,886)	(1,722,111)	(1,769,336)	(1,816,561)	(1,863,786)
	70.00	(1,595,160)	(1,642,385)	(1,689,610)	(1,736,835)	(1,784,060)	(1,831,285)	(1,878,510)
	80.00	(1,609,884)	(1,657,109)	(1,704,334)	(1,751,559)	(1,798,784)	(1,846,009)	(1,893,234)
	90.00	(1,624,607)	(1,671,832)	(1,719,057)	(1,766,282)	(1,813,507)	(1,860,732)	(1,907,957)
	100.00	(1,639,331)	(1,686,556)	(1,733,781)	(1,781,006)	(1,828,231)	(1,875,456)	(1,922,681)
	110.00	(1,654,055)	(1,701,280)	(1,748,505)	(1,795,730)	(1,842,955)	(1,890,180)	(1,937,405)
	120.00	(1,668,779)	(1,716,004)	(1,763,229)	(1,810,454)	(1,857,679)	(1,904,904)	(1,952,129)
	130.00	(1,683,502)	(1,730,727)	(1,777,952)	(1,825,177)	(1,872,402)	(1,919,627)	(1,966,852)
	140.00	(1,698,226)	(1,745,451)	(1,792,676)	(1,839,901)	(1,887,126)	(1,934,351)	(1,981,576)
	150.00	(1,712,950)	(1,760,175)	(1,807,400)	(1,854,625)	(1,901,850)	(1,949,075)	(1,996,300)
	160.00	(1,727,674)	(1,774,899)	(1,822,124)	(1,869,349)	(1,916,574)	(1,963,799)	(2,011,024)
	170.00	(1,742,397)	(1,789,622)	(1,836,847)	(1,884,072)	(1,931,297)	(1,978,522)	(2,025,747)
	180.00	(1,757,121)	(1,804,346)	(1,851,571)	(1,898,796)	(1,946,021)	(1,993,246)	(2,040,471)
	190.00	(1,771,845)	(1,819,070)	(1,866,295)	(1,913,520)	(1,960,745)	(2,007,970)	(2,055,195)
	200.00	(1,786,569)	(1,833,794)	(1,881,019)	(1,928,244)	(1,975,469)	(2,022,694)	(2,069,919)
	210.00	(1,801,292)	(1,848,517)	(1,895,742)	(1,942,967)	(1,990,192)	(2,037,417)	(2,084,642)
	220.00	(1,816,016)	(1,863,241)	(1,910,466)	(1,957,691)	(2,004,916)	(2,052,141)	(2,099,366)
	230.00	(1,830,740)	(1,877,965)	(1,925,190)	(1,972,415)	(2,019,640)	(2,066,865)	(2,114,090)
	240.00	(1,845,464)	(1,892,689)	(1,939,914)	(1,987,139)	(2,034,364)	(2,081,589)	(2,128,814)
	250.00	(1,860,187)	(1,907,412)	(1,954,637)	(2,001,862)	(2,049,087)	(2,096,312)	(2,143,537)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(1,610,156)	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	(1,527,803)	(1,557,215)	(1,586,627)	(1,616,038)	(1,645,450)	(1,674,862)	(1,704,274)
	10.00	(1,542,527)	(1,571,939)	(1,601,350)	(1,630,762)	(1,660,174)	(1,689,586)	(1,718,998)
CIL £psm	20.00	(1,557,251)	(1,586,662)	(1,616,074)	(1,645,486)	(1,674,898)	(1,704,310)	(1,733,721)
0.00	30.00	(1,571,974)	(1,601,386)	(1,630,798)	(1,660,210)	(1,689,621)	(1,719,033)	(1,748,445)
(recommended CIL)	40.00	(1,586,698)	(1,616,110)	(1,645,522)	(1,674,933)	(1,704,345)	(1,733,757)	(1,763,169)
(100)	50.00	(1,601,422)	(1,630,834)	(1,660,245)	(1,689,657)	(1,719,069)	(1,748,481)	(1,777,893)
	60.00	(1,616,146)	(1,645,557)	(1,674,969)	(1,704,381)	(1,733,793)	(1,763,205)	(1,792,616)
	70.00	(1,630,869)	(1,660,281)	(1,689,693)	(1,719,105)	(1,748,516)	(1,777,928)	(1,807,340)
	80.00	(1,645,593)	(1,675,005)	(1,704,417)	(1,733,828)	(1,763,240)	(1,792,652)	(1,822,064)
	90.00	(1,660,317)	(1,689,729)	(1,719,140)	(1,748,552)	(1,777,964)	(1,807,376)	(1,836,788)
	100.00	(1,675,041)	(1,704,452)	(1,733,864)	(1,763,276)	(1,792,688)	(1,822,100)	(1,851,511)
	110.00	(1,689,764)	(1,719,176)	(1,748,588)	(1,778,000)	(1,807,411)	(1,836,823)	(1,866,235)
	120.00	(1,704,488)	(1,733,900)	(1,763,312)	(1,792,723)	(1,822,135)	(1,851,547)	(1,880,959)
	130.00	(1,719,212)	(1,748,624)	(1,778,035)	(1,807,447)	(1,836,859)	(1,866,271)	(1,895,683)
	140.00	(1,733,936)	(1,763,347)	(1,792,759)	(1,822,171)	(1,851,583)	(1,880,995)	(1,910,406)
	150.00	(1,748,659)	(1,778,071)	(1,807,483)	(1,836,895)	(1,866,306)	(1,895,718)	(1,925,130)
	160.00	(1,763,383)	(1,792,795)	(1,822,207)	(1,851,618)	(1,881,030)	(1,910,442)	(1,939,854)
	170.00	(1,778,107)	(1,807,519)	(1,836,930)	(1,866,342)	(1,895,754)	(1,925,166)	(1,954,578)
	180.00	(1,792,831)	(1,822,242)	(1,851,654)	(1,881,066)	(1,910,478)	(1,939,890)	(1,969,301)
	190.00	(1,807,554)	(1,836,966)	(1,866,378)	(1,895,790)	(1,925,201)	(1,954,613)	(1,984,025)
	200.00	(1,822,278)	(1,851,690)	(1,881,102)	(1,910,513)	(1,939,925)	(1,969,337)	(1,998,749)
	210.00	(1,837,002)	(1,866,414)	(1,895,825)	(1,925,237)	(1,954,649)	(1,984,061)	(2,013,473)
	220.00	(1,851,726)	(1,881,137)	(1,910,549)	(1,939,961)	(1,969,373)	(1,998,785)	(2,028,196)
	230.00	(1,866,449)	(1,895,861)	(1,925,273)	(1,954,685)	(1,984,097)	(2,013,508)	(2,042,920)
	240.00	(1,881,173)	(1,910,585)	(1,939,997)	(1,969,408)	(1,998,820)	(2,028,232)	(2,057,644)
	250.00	(1,895,897)	(1,925,309)	(1,954,720)	(1,984,132)	(2,013,544)	(2,042,956)	(2,072,368)

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Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(1,610,156)	Density (dph) (net) 30	35	40 (59)	45	50	55	60
	0.00	(919,223)	(1,039,093)	(1,158,964)	(1,278,834)	(1,398,705)	(1,518,575)	(1,638,446)
	10.00	(926,732)	(1,047,854)	(1,168,976)	(1,290,099)	(1,411,221)	(1,532,343)	(1,653,465)
CIL £psm	20.00	(934,242)	(1,056,616)	(1,178,989)	(1,301,363)	(1,423,737)	(1,546,110)	(1,668,484)
0.00	30.00	(941,751)	(1,065,377)	(1,189,002)	(1,312,627)	(1,436,252)	(1,559,878)	(1,683,503)
(recommended CIL)	40.00	(949,261)	(1,074,138)	(1,199,015)	(1,323,892)	(1,448,768)	(1,573,645)	(1,698,522)
(100)	50.00	(956,771)	(1,082,899)	(1,209,027)	(1,335,156)	(1,461,284)	(1,587,413)	(1,713,541)
	60.00	(964,280)	(1,091,660)	(1,219,040)	(1,346,420)	(1,473,800)	(1,601,180)	(1,728,560)
	70.00	(971,790)	(1,100,421)	(1,229,053)	(1,357,685)	(1,486,316)	(1,614,948)	(1,743,579)
	80.00	(979,299)	(1,109,182)	(1,239,066)	(1,368,949)	(1,498,832)	(1,628,715)	(1,758,599)
	90.00	(986,809)	(1,117,944)	(1,249,078)	(1,380,213)	(1,511,348)	(1,642,483)	(1,773,618)
	100.00	(994,318)	(1,126,705)	(1,259,091)	(1,391,478)	(1,523,864)	(1,656,250)	(1,788,637)
	110.00	(1,001,828)	(1,135,466)	(1,269,104)	(1,402,742)	(1,536,380)	(1,670,018)	(1,803,656)
	120.00	(1,009,338)	(1,144,227)	(1,279,117)	(1,414,006)	(1,548,896)	(1,683,785)	(1,818,675)
	130.00	(1,016,847)	(1,152,988)	(1,289,129)	(1,425,271)	(1,561,412)	(1,697,553)	(1,833,694)
	140.00	(1,024,357)	(1,161,749)	(1,299,142)	(1,436,535)	(1,573,928)	(1,711,321)	(1,848,713)
	150.00	(1,031,866)	(1,170,511)	(1,309,155)	(1,447,799)	(1,586,444)	(1,725,088)	(1,863,732)
	160.00	(1,039,376)	(1,179,272)	(1,319,168)	(1,459,064)	(1,598,960)	(1,738,856)	(1,878,752)
	170.00	(1,046,885)	(1,188,033)	(1,329,180)	(1,470,328)	(1,611,476)	(1,752,623)	(1,893,771)
	180.00	(1,054,395)	(1,196,794)	(1,339,193)	(1,481,592)	(1,623,992)	(1,766,391)	(1,908,790)
	190.00	(1,061,904)	(1,205,555)	(1,349,206)	(1,492,857)	(1,636,507)	(1,780,158)	(1,923,809)
	200.00	(1,069,414)	(1,214,316)	(1,359,219)	(1,504,121)	(1,649,023)	(1,793,926)	(1,938,828)
	210.00	(1,076,924)	(1,223,078)	(1,369,231)	(1,515,385)	(1,661,539)	(1,807,693)	(1,953,847)
	220.00	(1,084,433)	(1,231,839)	(1,379,244)	(1,526,650)	(1,674,055)	(1,821,461)	(1,968,866)
	230.00	(1,091,943)	(1,240,600)	(1,389,257)	(1,537,914)	(1,686,571)	(1,835,228)	(1,983,885)
	240.00	(1,099,452)	(1,249,361)	(1,399,270)	(1,549,178)	(1,699,087)	(1,848,996)	(1,998,905)
	250.00	(1,106,962)	(1,258,122)	(1,409,282)	(1,560,443)	(1,711,603)	(1,862,763)	(2,013,924)

TABLE 6

Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(1,610,156)	70%	80%	90%	100%	105%	110%	115%
	0.00	188,796	(366,510)	(985,743)	(1,610,156)	(1,922,779)	(2,235,401)	(2,548,023)
	10.00	176,435	(381,057)	(1,000,378)	(1,624,880)	(1,937,502)	(2,250,125)	(2,562,747)
CIL £psm	20.00	164,074	(395,604)	(1,015,013)	(1,639,604)	(1,952,226)	(2,264,848)	(2,577,471)
0.00	30.00	151,713	(410,152)	(1,029,649)	(1,654,327)	(1,966,950)	(2,279,572)	(2,592,195)
(recommended CIL)	40.00	139,353	(424,699)	(1,044,284)	(1,669,051)	(1,981,674)	(2,294,296)	(2,606,918)
(100)	50.00	126,992	(439,247)	(1,058,919)	(1,683,775)	(1,996,397)	(2,309,020)	(2,621,642)
	60.00	114,631	(453,794)	(1,073,554)	(1,698,499)	(2,011,121)	(2,323,743)	(2,636,366)
	70.00	102,270	(468,341)	(1,088,190)	(1,713,222)	(2,025,845)	(2,338,467)	(2,651,090)
	80.00	89,909	(482,889)	(1,102,825)	(1,727,946)	(2,040,569)	(2,353,191)	(2,665,813)
	90.00	77,548	(497,436)	(1,117,460)	(1,742,670)	(2,055,292)	(2,367,915)	(2,680,537)
	100.00	65,188	(511,983)	(1,132,149)	(1,757,394)	(2,070,016)	(2,382,638)	(2,695,261)
	110.00	52,827	(526,531)	(1,146,873)	(1,772,117)	(2,084,740)	(2,397,362)	(2,709,985)
	120.00	40,466	(541,078)	(1,161,596)	(1,786,841)	(2,099,464)	(2,412,086)	(2,724,708)
	130.00	28,105	(555,625)	(1,176,320)	(1,801,565)	(2,114,187)	(2,426,810)	(2,739,432)
	140.00	15,744	(570,173)	(1,191,044)	(1,816,289)	(2,128,911)	(2,441,533)	(2,754,156)
	150.00	3,383	(584,720)	(1,205,768)	(1,831,012)	(2,143,635)	(2,456,257)	(2,768,880)
	160.00	(9,037)	(599,267)	(1,220,491)	(1,845,736)	(2,158,359)	(2,470,981)	(2,783,603)
	170.00	(21,473)	(613,815)	(1,235,215)	(1,860,460)	(2,173,082)	(2,485,705)	(2,798,327)
	180.00	(33,908)	(628,362)	(1,249,939)	(1,875,184)	(2,187,806)	(2,500,428)	(2,813,051)
	190.00	(46,344)	(642,909)	(1,264,663)	(1,889,907)	(2,202,530)	(2,515,152)	(2,827,775)
	200.00	(58,779)	(657,457)	(1,279,386)	(1,904,631)	(2,217,254)	(2,529,876)	(2,842,498)
	210.00	(71,215)	(672,004)	(1,294,110)	(1,919,355)	(2,231,977)	(2,544,600)	(2,857,222)
	220.00	(83,651)	(686,551)	(1,308,834)	(1,934,079)	(2,246,701)	(2,559,323)	(2,871,946)
	230.00	(96,206)	(701,099)	(1,323,558)	(1,948,802)	(2,261,425)	(2,574,047)	(2,886,670)
	240.00	(109,075)	(715,646)	(1,338,281)	(1,963,526)	(2,276,149)	(2,588,771)	(2,901,393)
	250.00	(121,945)	(730,193)	(1,353,005)	(1,978,250)	(2,290,872)	(2,603,495)	(2,916,117)

260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(1,610,156)	90%	95%	100%	105%	110%	115%	120%
	0.00	(2,006,455)	(1,808,306)	(1,610,156)	(1,412,007)	(1,213,857)	(1,017,099)	(820,435)
	10.00	(2,021,179)	(1,823,029)	(1,624,880)	(1,426,730)	(1,228,581)	(1,031,734)	(835,024)
CIL £psm	20.00	(2,035,903)	(1,837,753)	(1,639,604)	(1,441,454)	(1,243,305)	(1,046,369)	(849,659)
0.00	30.00	(2,050,626)	(1,852,477)	(1,654,327)	(1,456,178)	(1,258,028)	(1,061,005)	(864,294)
(recommended CIL)	40.00	(2,065,350)	(1,867,201)	(1,669,051)	(1,470,902)	(1,272,752)	(1,075,640)	(878,929)
(100)	50.00	(2,080,074)	(1,881,924)	(1,683,775)	(1,485,625)	(1,287,476)	(1,090,275)	(893,565)
	60.00	(2,094,798)	(1,896,648)	(1,698,499)	(1,500,349)	(1,302,200)	(1,104,911)	(908,200)
	70.00	(2,109,521)	(1,911,372)	(1,713,222)	(1,515,073)	(1,316,923)	(1,119,546)	(922,835)
	80.00	(2,124,245)	(1,926,096)	(1,727,946)	(1,529,797)	(1,331,647)	(1,134,181)	(937,471)
	90.00	(2,138,969)	(1,940,819)	(1,742,670)	(1,544,520)	(1,346,371)	(1,148,816)	(952,106)
	100.00	(2,153,693)	(1,955,543)	(1,757,394)	(1,559,244)	(1,361,095)	(1,163,452)	(966,741)
	110.00	(2,168,416)	(1,970,267)	(1,772,117)	(1,573,968)	(1,375,818)	(1,178,087)	(981,376)
	120.00	(2,183,140)	(1,984,991)	(1,786,841)	(1,588,692)	(1,390,542)	(1,192,722)	(996,012)
	130.00	(2,197,864)	(1,999,714)	(1,801,565)	(1,603,415)	(1,405,266)	(1,207,358)	(1,010,647)
	140.00	(2,212,588)	(2,014,438)	(1,816,289)	(1,618,139)	(1,419,990)	(1,221,993)	(1,025,282)
	150.00	(2,227,311)	(2,029,162)	(1,831,012)	(1,632,863)	(1,434,713)	(1,236,628)	(1,039,918)
	160.00	(2,242,035)	(2,043,886)	(1,845,736)	(1,647,587)	(1,449,437)	(1,251,288)	(1,054,553)
	170.00	(2,256,759)	(2,058,609)	(1,860,460)	(1,662,310)	(1,464,161)	(1,266,011)	(1,069,188)
	180.00	(2,271,483)	(2,073,333)	(1,875,184)	(1,677,034)	(1,478,885)	(1,280,735)	(1,083,823)
	190.00	(2,286,206)	(2,088,057)	(1,889,907)	(1,691,758)	(1,493,608)	(1,295,459)	(1,098,459)
	200.00	(2,300,930)	(2,102,781)	(1,904,631)	(1,706,482)	(1,508,332)	(1,310,183)	(1,113,094)
	210.00	(2,315,654)	(2,117,504)	(1,919,355)	(1,721,205)	(1,523,056)	(1,324,906)	(1,127,729)
	220.00	(2,330,378)	(2,132,228)	(1,934,079)	(1,735,929)	(1,537,780)	(1,339,630)	(1,142,364)
	230.00	(2,345,101)	(2,146,952)	(1,948,802)	(1,750,653)	(1,552,503)	(1,354,354)	(1,157,000)
	240.00	(2,359,825)	(2,161,676)	(1,963,526)	(1,765,377)	(1,567,227)	(1,369,078)	(1,171,635)
	250.00	(2,374,549)	(2,176,399)	(1,978,250)	(1,780,100)	(1,581,951)	(1,383,801)	(1,186,270)

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(1,610,156)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(1,610,156)	(1,345,508)	(1,081,115)	(818,057)	(556,108)	(294,999)	831,782
	10.00	(1,624,880)	(1,360,232)	(1,095,750)	(832,693)	(570,656)	(309,459)	819,569
CIL £psm	20.00	(1,639,604)	(1,374,956)	(1,110,386)	(847,328)	(585,203)	(323,919)	807,356
0.00	30.00	(1,654,327)	(1,389,679)	(1,125,031)	(861,963)	(599,751)	(338,379)	795,144
(recommended CIL)	40.00	(1,669,051)	(1,404,403)	(1,139,755)	(876,598)	(614,298)	(352,839)	782,931
(100)	50.00	(1,683,775)	(1,419,127)	(1,154,479)	(891,234)	(628,845)	(367,368)	770,718
	60.00	(1,698,499)	(1,433,851)	(1,169,203)	(905,869)	(643,393)	(381,915)	758,505
	70.00	(1,713,222)	(1,448,574)	(1,183,926)	(920,504)	(657,940)	(396,463)	746,293
	80.00	(1,727,946)	(1,463,298)	(1,198,650)	(935,139)	(672,487)	(411,010)	734,080
	90.00	(1,742,670)	(1,478,022)	(1,213,374)	(949,775)	(687,035)	(425,557)	721,867
	100.00	(1,757,394)	(1,492,746)	(1,228,098)	(964,410)	(701,582)	(440,105)	709,655
	110.00	(1,772,117)	(1,507,469)	(1,242,821)	(979,045)	(716,129)	(454,652)	697,442
	120.00	(1,786,841)	(1,522,193)	(1,257,545)	(993,681)	(730,677)	(469,199)	685,229
	130.00	(1,801,565)	(1,536,917)	(1,272,269)	(1,008,316)	(745,258)	(483,747)	673,016
	140.00	(1,816,289)	(1,551,641)	(1,286,993)	(1,022,951)	(759,893)	(498,294)	660,803
	150.00	(1,831,012)	(1,566,364)	(1,301,716)	(1,037,586)	(774,529)	(512,841)	648,517
	160.00	(1,845,736)	(1,581,088)	(1,316,440)	(1,052,222)	(789,164)	(527,389)	636,230
	170.00	(1,860,460)	(1,595,812)	(1,331,164)	(1,066,857)	(803,799)	(541,936)	623,943
	180.00	(1,875,184)	(1,610,536)	(1,345,888)	(1,081,492)	(818,435)	(556,483)	611,657
	190.00	(1,889,907)	(1,625,259)	(1,360,611)	(1,096,128)	(833,070)	(571,031)	599,370
	200.00	(1,904,631)	(1,639,983)	(1,375,335)	(1,110,763)	(847,705)	(585,578)	587,084
	210.00	(1,919,355)	(1,654,707)	(1,390,059)	(1,125,411)	(862,340)	(600,126)	574,797
	220.00	(1,934,079)	(1,669,431)	(1,404,783)	(1,140,135)	(876,976)	(614,673)	562,511
	230.00	(1,948,802)	(1,684,154)	(1,419,506)	(1,154,858)	(891,611)	(629,220)	550,224
	240.00	(1,963,526)	(1,698,878)	(1,434,230)	(1,169,582)	(906,246)	(643,768)	537,938
	250.00	(1,978,250)	(1,713,602)	(1,448,954)	(1,184,306)	(920,881)	(658,315)	525,651

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**Y**	
Scheme Typology:	Houses and Flats	
No Units:	50	
Location / Value Zone:	High	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	13,309,600	
Policy Assumptions		
AH Target %	40%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	14.57%	
Developers Profit (% on costs)	13.53%	
Developers Profit Total (£)	1,939,319	
Land Value KPI's		
RLV (£/acre (net))	(1,410,156)	
RLV (£/ha (net))	(3,484,496)	
RLV (% of GDV)	-22.25%	
RLV Total (£)	(2,961,999)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	420,095	
Surplus/Deficit (£/acre) [RLV-BLV]	(1,610,156)	
Surplus/Deficit (£/ha)	(3,978,696)	
Surplus/Deficit Total (£)	(3,382,094)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	797,382	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	15,948	Put into summary table for ease of checking. Don't print this row in the summary table

260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Appraisal Ref:	Z				(see Typologies Matrix)
Scheme Typology:	Houses and Flats		No Units:	95	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			95	Units		
AH Policy requirement (% Target)			40%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		60%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	12.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	23.9	50.0%	19.0	45%	42.9
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	22.8	43.0%	16.3	41%	39.1
4 bed House (with garage)	18.0%	10.3	7.0%	2.7	14%	12.9
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	57.0	100.0%	38.0	100%	95.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,796	19,327	1,425	15,339	3,221	34,665
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	2,417	26,014	1,471	15,829	3,887	41,844
4 bed House (with garage)	1,426	15,351	306	3,293	1,732	18,644
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	5,638	60,692	3,202	34,461	8,840	95,152
AH % by floor area:			36.22%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	14,492,250
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	14,579,650
4 bed House (with garage)	450,000	3,913	364	3,237	301	5,814,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	265,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						34,885,900

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**95**
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	23.9	@	337,500		8,079,750
3 bed House	0.0	@	0		-
3 bed House (with garage)	22.8	@	372,500		8,493,000
4 bed House (with garage)	10.3	@	450,000		4,617,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	210,000		-
2 bed Flat	0.0	@	265,000		-
3 bed Flat	0.0	@	0		-
	57.0				21,189,750
Affordable Rent GDV -					
2 bed House	6.7	@	202,500		1,346,625
3 bed House	0.0	@	0		-
3 bed House (with garage)	5.7	@	223,500		1,278,197
4 bed House (with garage)	0.9	@	270,000		251,370
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	13.3				2,876,192
Social Rent GDV -					
2 bed House	6.7	@	135,000		897,750
3 bed House	0.0	@	0		-
3 bed House (with garage)	5.7	@	149,000		852,131
4 bed House (with garage)	0.9	@	180,000		167,580
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	13.3				1,917,461
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	5.7	@	236,250		1,346,625
3 bed House	0.0	@	0		-
3 bed House (with garage)	4.9	@	260,750		1,278,197
4 bed House (with garage)	0.8	@	315,000		251,370
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	11.4	38.0			2,876,192
Sub-total GDV Residential	**95**				**28,859,594**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	6,026,306
	682	£ psm (total GIA sqm)		63,435 £ per unit (total units)	
Grant	95	units @	0	per unit	-
Total GDV					**28,859,594**

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Scheme Typology:	**Houses and Flats**		No Units:	**95**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	39,890	£		(39,890)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	119,670	£		(119,670)
Building Safety Levy				5,638	sqm	30.21	£ psm			(170,337)
CIL (Mrkt only inc. garages)	Max			5,638	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				95	units @	6,700	per unit			(636,500)
	Sub-total								(636,500)	
S106 analysis:	167,500	£ per ha		2.21%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				8,840	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				3.80	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			95	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				3,221	sqm @	2,107	psm			(6,785,594)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				3,261	sqm @	2,107	psm			(6,871,264)
4 bed House (EXC. garage)				1,422	sqm @	2,107	psm			(2,996,070)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				-	sqm @	2,522	psm			-
2 bed Flat				-	sqm @	2,522	psm			-
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	39.1	16.0		626	sqm @	600	psm			(375,744)
Garages for 4B House	12.9	24.0		310	sqm @	600	psm			(186,048)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				8,840	£ per garage	£0				
External works				17,214,719	@	15.0%				(2,582,208)
Ext. Works analysis:						27,181	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				95	units @	1,000	£ per unit			(95,000)
M4(2) Category 2 Housing	Aff units		38	units @	100%	@	1,400	£ per unit		(53,200)
M4(2) Category 2 Housing	OMS units		57	units @	100%	@	1,400	£ per unit		(79,800)
M4(3)(b) Category 3 Housing	Aff units		38	units @	10%	@	22,000	£ per unit		(83,600)
M4(3)(b) Category 3 Housing	OMS units		57	units @	10%	@	22,000	£ per unit		(125,400)
Part L/FHS			95	units @			4,350	£ per unit		(413,250)
Part L/FHS analysis:						2.4%	% of BCIS costs			
Net Zero for Housing			8,840	sqm			105	£ psm		(928,194)
Net Zero for Flats			-	sqm			72	£ psm		-
Water Efficiency			95	units @			20	£ per unit		(1,900)
Urban Greening Factor	0.0		flats @	6	per storey = GIA	0	0	£ per unit		-
	Sub-total								(1,780,344)	
Policy Costs analysis:	(design costs only)					18,740	£ per unit (total units)			
						10.3%	% of BCIS costs			
Contingency (on construction)				21,577,271	@	3.0%				(647,318)

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Scheme Typology:	**Houses and Flats**		No Units:	**95**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		21,577,271	@	10.0%			(2,157,727)
Disposal Costs -							
OMS Marketing and Promotion		21,189,750	OMS @	1.00%	2,231	£ per unit	(211,898)
Residential Sales Agent Costs		21,189,750	OMS @	1.00%	2,231	£ per unit	(211,898)
Residential Sales Legal Costs		21,189,750	OMS @	0.50%	1,115	£ per unit	(105,949)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	95	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,576	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(1,629,448)
Developers Profit -							
Profit on OMS		21,189,750		17.50%			(3,708,206)
Margin on AH		7,669,844		6.00%	on AH values		(460,191)
Profit analysis:		28,859,594		14.44%	blended GDV	(4,168,397)	
		27,507,905		15.15%	on costs	(4,168,397)	
TOTAL COSTS							**(31,676,302)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(2,816,708)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(2,816,708)**
RLV analysis:	(29,650) £ per plot	(741,239)	£ per ha (net)	(299,975)	£ per acre (net)		
		(592,991)	£ per ha (gross)	(239,980)	£ per acre (gross)		
				-9.76%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		25.0	dph (net)				
Site Area (net)		3.80	ha (net)	9.39	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		4.75	ha (gross)	11.74	acres (gross)		
Density analysis:		2,326	sqm/ha (net)	10,134	sqft/ac (net)		
		20	dph (gross)				
Benchmark Land Value (net)	21,004 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**1,995,333**
BLV analysis:		525,088	£ per ha (net)	212,500	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(1,266,326)**	£ per ha (net)	**(512,475)**	£ per acre (net)	**(4,812,040)**

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Scheme Typology:	**Houses and Flats**	No Units:	**95**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	512,475	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(316,630)	(341,036)	(365,441)	(389,846)	(414,251)	(438,701)	(463,293)
	10.00	(328,033)	(351,868)	(375,703)	(399,538)	(423,373)	(447,305)	(471,323)
Max CIL £ psm	20.00	(339,436)	(362,700)	(385,965)	(409,230)	(432,495)	(455,908)	(479,353)
0.00	30.00	(350,838)	(373,533)	(396,228)	(418,922)	(441,641)	(464,512)	(487,383)
(recommended CIL)	40.00	(362,241)	(384,365)	(406,490)	(428,615)	(450,819)	(473,116)	(495,413)
(100)	50.00	(373,643)	(395,198)	(416,752)	(438,307)	(459,996)	(481,719)	(503,443)
	60.00	(385,046)	(406,030)	(427,015)	(448,023)	(469,173)	(490,323)	(511,473)
	70.00	(396,448)	(416,863)	(437,277)	(457,774)	(478,350)	(498,927)	(519,503)
	80.00	(407,851)	(427,695)	(447,539)	(467,525)	(487,527)	(507,530)	(527,533)
	90.00	(419,254)	(438,528)	(457,846)	(477,275)	(496,705)	(516,134)	(535,563)
	100.00	(430,656)	(449,360)	(468,170)	(487,026)	(505,882)	(524,737)	(543,593)
	110.00	(442,059)	(460,213)	(478,495)	(496,777)	(515,059)	(533,341)	(551,623)
	120.00	(453,461)	(471,111)	(488,819)	(506,528)	(524,236)	(541,945)	(559,653)
	130.00	(464,874)	(482,009)	(499,144)	(516,278)	(533,413)	(550,548)	(567,685)
	140.00	(476,345)	(492,907)	(509,468)	(526,029)	(542,591)	(559,152)	(575,764)
	150.00	(487,817)	(503,804)	(519,792)	(535,780)	(551,768)	(567,755)	(583,842)
	160.00	(499,288)	(514,702)	(530,117)	(545,531)	(560,945)	(576,359)	(591,921)
	170.00	(510,760)	(525,600)	(540,441)	(555,282)	(570,122)	(584,969)	(599,999)
	180.00	(522,231)	(536,498)	(550,765)	(565,032)	(579,299)	(593,624)	(608,078)
	190.00	(533,703)	(547,396)	(561,090)	(574,783)	(588,477)	(602,280)	(616,156)
	200.00	(545,174)	(558,294)	(571,414)	(584,534)	(597,654)	(610,936)	(624,235)
	210.00	(556,646)	(569,192)	(581,738)	(594,285)	(606,869)	(619,591)	(632,314)
	220.00	(568,117)	(580,090)	(592,063)	(604,035)	(616,101)	(628,247)	(640,392)
	230.00	(579,589)	(590,988)	(602,387)	(613,786)	(625,334)	(636,902)	(648,471)
	240.00	(591,060)	(601,886)	(612,711)	(623,575)	(634,567)	(645,558)	(656,549)
	250.00	(602,532)	(612,784)	(623,036)	(633,385)	(643,799)	(654,214)	(664,628)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(512,475)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(434,777)	(454,202)	(473,626)	(493,051)	(512,475)	(531,900)	(551,428)
	10.00	(441,660)	(461,085)	(480,509)	(499,934)	(519,358)	(538,810)	(558,352)
CIL £psm	20.00	(448,543)	(467,967)	(487,392)	(506,817)	(526,241)	(545,735)	(565,277)
0.00	30.00	(455,426)	(474,850)	(494,275)	(513,699)	(533,124)	(552,659)	(572,201)
(recommended CIL)	40.00	(462,309)	(481,733)	(501,158)	(520,582)	(540,042)	(559,584)	(579,126)
(100)	50.00	(469,192)	(488,616)	(508,041)	(527,465)	(546,967)	(566,508)	(586,050)
	60.00	(476,075)	(495,499)	(514,924)	(534,349)	(553,891)	(573,433)	(592,975)
	70.00	(482,957)	(502,382)	(521,806)	(541,274)	(560,816)	(580,358)	(599,899)
	80.00	(489,840)	(509,265)	(528,689)	(548,198)	(567,740)	(587,282)	(606,824)
	90.00	(496,723)	(516,148)	(535,581)	(555,123)	(574,665)	(594,207)	(613,748)
	100.00	(503,606)	(523,031)	(542,505)	(562,047)	(581,589)	(601,131)	(620,673)
	110.00	(510,489)	(529,914)	(549,430)	(568,972)	(588,514)	(608,056)	(627,597)
	120.00	(517,372)	(536,812)	(556,354)	(575,896)	(595,438)	(614,980)	(634,522)
	130.00	(524,255)	(543,737)	(563,279)	(582,821)	(602,363)	(621,905)	(641,446)
	140.00	(531,138)	(550,661)	(570,203)	(589,745)	(609,287)	(628,829)	(648,371)
	150.00	(538,044)	(557,586)	(577,128)	(596,670)	(616,212)	(635,754)	(655,296)
	160.00	(544,968)	(564,510)	(584,052)	(603,594)	(623,136)	(642,678)	(700,572)
	170.00	(551,893)	(571,435)	(590,977)	(610,519)	(630,061)	(649,603)	(753,349)
	180.00	(558,817)	(578,359)	(597,901)	(617,443)	(636,985)	(657,182)	(806,126)
	190.00	(565,742)	(585,284)	(604,826)	(624,368)	(643,910)	(709,959)	(858,902)
	200.00	(572,666)	(592,208)	(611,750)	(631,292)	(650,834)	(762,735)	(911,679)
	210.00	(579,591)	(599,133)	(618,675)	(638,217)	(666,568)	(815,512)	(964,456)
	220.00	(586,515)	(606,057)	(625,599)	(645,141)	(719,345)	(868,289)	(1,017,233)
	230.00	(593,440)	(612,982)	(632,524)	(652,066)	(772,122)	(921,066)	(1,070,010)
	240.00	(600,364)	(619,906)	(639,448)	(675,955)	(824,899)	(973,843)	(1,122,786)
	250.00	(607,289)	(626,831)	(646,373)	(728,732)	(877,676)	(1,026,619)	(1,175,563)

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Scheme Typology: Houses and Flats — No Units: 95
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(512,475)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(456,058)	(478,625)	(501,192)	(523,759)	(546,325)	(568,892)	(591,459)
	10.00	(462,941)	(485,508)	(508,075)	(530,642)	(553,208)	(575,775)	(598,342)
CIL £psm	20.00	(469,824)	(492,391)	(514,958)	(537,524)	(560,091)	(582,658)	(605,225)
0.00	30.00	(476,707)	(499,274)	(521,841)	(544,407)	(566,974)	(589,541)	(612,108)
(recommended CIL)	40.00	(483,625)	(506,192)	(528,759)	(551,325)	(573,892)	(596,459)	(619,026)
(100)	50.00	(490,550)	(513,116)	(535,683)	(558,250)	(580,817)	(603,383)	(625,950)
	60.00	(497,474)	(520,041)	(542,608)	(565,174)	(587,741)	(610,308)	(632,875)
	70.00	(504,399)	(526,965)	(549,532)	(572,099)	(594,666)	(617,232)	(639,799)
	80.00	(511,323)	(533,890)	(556,457)	(579,023)	(601,590)	(624,157)	(646,724)
	90.00	(518,248)	(540,814)	(563,381)	(585,948)	(608,515)	(631,081)	(653,648)
	100.00	(525,172)	(547,739)	(570,306)	(592,872)	(615,439)	(638,006)	(660,573)
	110.00	(532,097)	(554,663)	(577,230)	(599,797)	(622,364)	(644,930)	(667,497)
	120.00	(539,021)	(561,588)	(584,155)	(606,721)	(629,288)	(651,855)	(674,422)
	130.00	(545,946)	(568,512)	(591,079)	(613,646)	(636,213)	(658,780)	(681,346)
	140.00	(552,870)	(575,437)	(598,004)	(620,570)	(643,137)	(665,704)	(688,271)
	150.00	(559,795)	(582,361)	(604,928)	(627,495)	(650,062)	(672,629)	(695,195)
	160.00	(566,719)	(589,286)	(611,853)	(634,419)	(656,986)	(679,553)	(702,120)
	170.00	(573,644)	(596,210)	(618,777)	(641,344)	(663,911)	(686,478)	(709,044)
	180.00	(580,568)	(603,135)	(625,702)	(648,268)	(670,835)	(693,402)	(715,969)
	190.00	(587,493)	(610,059)	(632,626)	(655,193)	(677,760)	(700,327)	(722,893)
	200.00	(594,417)	(616,984)	(639,551)	(662,117)	(684,684)	(707,251)	(729,818)
	210.00	(610,151)	(632,718)	(655,285)	(677,852)	(700,418)	(722,985)	(745,552)
	220.00	(662,928)	(685,495)	(708,062)	(730,629)	(753,195)	(775,762)	(798,329)
	230.00	(715,705)	(738,272)	(760,839)	(783,405)	(805,972)	(828,539)	(851,106)
	240.00	(768,482)	(791,049)	(813,615)	(836,182)	(858,749)	(881,316)	(903,882)
	250.00	(821,259)	(843,825)	(866,392)	(888,959)	(911,526)	(934,092)	(956,659)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(512,475)	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	(424,975)	(456,225)	(487,475)	(518,725)	(549,975)	(581,225)	(612,475)
	10.00	(431,858)	(463,108)	(494,358)	(525,608)	(556,858)	(588,108)	(619,358)
CIL £psm	20.00	(438,741)	(469,991)	(501,241)	(532,491)	(563,741)	(594,991)	(626,241)
0.00	30.00	(445,624)	(476,874)	(508,124)	(539,374)	(570,624)	(601,874)	(633,124)
(recommended CIL)	40.00	(452,542)	(483,792)	(515,042)	(546,292)	(577,542)	(608,792)	(640,042)
(100)	50.00	(459,467)	(490,717)	(521,967)	(553,217)	(584,467)	(615,717)	(646,967)
	60.00	(466,391)	(497,641)	(528,891)	(560,141)	(591,391)	(622,641)	(653,891)
	70.00	(473,316)	(504,566)	(535,816)	(567,066)	(598,316)	(629,566)	(660,816)
	80.00	(480,240)	(511,490)	(542,740)	(573,990)	(605,240)	(636,490)	(667,740)
	90.00	(487,165)	(518,415)	(549,665)	(580,915)	(612,165)	(643,415)	(674,665)
	100.00	(494,089)	(525,339)	(556,589)	(587,839)	(619,089)	(650,339)	(681,589)
	110.00	(501,014)	(532,264)	(563,514)	(594,764)	(626,014)	(657,264)	(688,514)
	120.00	(507,938)	(539,188)	(570,438)	(601,688)	(632,938)	(664,188)	(695,438)
	130.00	(514,863)	(546,113)	(577,363)	(608,613)	(639,863)	(671,113)	(702,363)
	140.00	(521,787)	(553,037)	(584,287)	(615,537)	(646,787)	(678,037)	(709,287)
	150.00	(528,712)	(559,962)	(591,212)	(622,462)	(653,712)	(684,962)	(716,212)
	160.00	(535,636)	(566,886)	(598,136)	(629,386)	(660,636)	(691,886)	(723,136)
	170.00	(542,561)	(573,811)	(605,061)	(636,311)	(667,561)	(698,811)	(730,061)
	180.00	(549,485)	(580,735)	(611,985)	(643,235)	(674,485)	(705,735)	(736,985)
	190.00	(556,410)	(587,660)	(618,910)	(650,160)	(681,410)	(712,660)	(743,910)
	200.00	(563,334)	(594,584)	(625,834)	(657,084)	(688,334)	(719,584)	(750,834)
	210.00	(579,068)	(610,318)	(641,568)	(672,818)	(704,068)	(735,318)	(766,568)
	220.00	(631,845)	(663,095)	(694,345)	(725,595)	(756,845)	(788,095)	(819,345)
	230.00	(684,622)	(715,872)	(747,122)	(778,372)	(809,622)	(840,872)	(872,122)
	240.00	(737,399)	(768,649)	(799,899)	(831,149)	(862,399)	(893,649)	(924,899)
	250.00	(790,176)	(821,426)	(852,676)	(883,926)	(915,176)	(946,426)	(977,676)

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Scheme Typology: Houses and Flats — No Units: 95
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(512,475)	Density (dph) (net) 30	35	25 40	45	50	55	60
	0.00	(572,470)	(632,465)	(692,460)	(752,456)	(812,451)	(872,446)	(932,441)
	10.00	(580,730)	(642,101)	(703,473)	(764,845)	(826,216)	(887,588)	(948,960)
CIL £psm	20.00	(588,989)	(651,738)	(714,486)	(777,234)	(839,982)	(902,730)	(965,479)
0.00	30.00	(597,249)	(661,374)	(725,498)	(789,623)	(853,748)	(917,873)	(981,998)
(recommended CIL)	40.00	(605,550)	(671,059)	(736,567)	(802,076)	(867,584)	(933,092)	(998,601)
(100)	50.00	(613,860)	(680,753)	(747,646)	(814,540)	(881,433)	(948,326)	(1,015,220)
	60.00	(622,169)	(690,447)	(758,726)	(827,004)	(895,282)	(963,560)	(1,031,838)
	70.00	(630,479)	(700,142)	(769,805)	(839,468)	(909,131)	(978,794)	(1,048,457)
	80.00	(638,788)	(709,836)	(780,884)	(851,932)	(922,980)	(994,028)	(1,065,076)
	90.00	(647,097)	(719,530)	(791,963)	(864,396)	(936,829)	(1,009,262)	(1,081,695)
	100.00	(655,407)	(729,225)	(803,042)	(876,860)	(950,678)	(1,024,496)	(1,098,314)
	110.00	(663,716)	(738,919)	(814,122)	(889,324)	(964,527)	(1,039,730)	(1,114,933)
	120.00	(672,026)	(748,613)	(825,201)	(901,789)	(978,376)	(1,054,964)	(1,131,551)
	130.00	(680,335)	(758,308)	(836,280)	(914,253)	(992,225)	(1,070,198)	(1,148,170)
	140.00	(688,644)	(768,002)	(847,359)	(926,717)	(1,006,074)	(1,085,432)	(1,164,789)
	150.00	(696,954)	(777,696)	(858,439)	(939,181)	(1,019,923)	(1,100,665)	(1,181,408)
	160.00	(705,263)	(787,391)	(869,518)	(951,645)	(1,033,772)	(1,115,899)	(1,198,027)
	170.00	(713,573)	(797,085)	(880,597)	(964,109)	(1,047,621)	(1,131,133)	(1,214,645)
	180.00	(721,882)	(806,779)	(891,676)	(976,573)	(1,061,470)	(1,146,367)	(1,231,264)
	190.00	(730,192)	(816,473)	(902,755)	(989,037)	(1,075,319)	(1,161,601)	(1,247,883)
	200.00	(738,501)	(826,168)	(913,835)	(1,001,501)	(1,089,168)	(1,176,835)	(1,264,502)
	210.00	(757,382)	(848,196)	(939,009)	(1,029,823)	(1,120,637)	(1,211,450)	(1,302,264)
	220.00	(820,714)	(922,083)	(1,023,452)	(1,124,821)	(1,226,190)	(1,327,559)	(1,428,928)
	230.00	(884,046)	(995,971)	(1,107,895)	(1,219,819)	(1,331,744)	(1,443,668)	(1,555,593)
	240.00	(947,378)	(1,069,858)	(1,192,338)	(1,314,818)	(1,437,297)	(1,559,777)	(1,682,257)
	250.00	(1,010,711)	(1,143,746)	(1,276,781)	(1,409,816)	(1,542,851)	(1,675,886)	(1,808,921)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(512,475)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	115%
	0.00	222,632	(5,018)	(240,729)	(512,475)	(649,709)	(1,652,177)	(2,699,137)
	10.00	216,923	(10,796)	(247,529)	(519,358)	(657,993)	(1,704,954)	(2,751,914)
CIL £psm	20.00	211,213	(16,575)	(254,330)	(526,241)	(710,770)	(1,757,730)	(2,804,691)
0.00	30.00	205,504	(22,353)	(261,130)	(533,124)	(763,547)	(1,810,507)	(2,857,468)
(recommended CIL)	40.00	199,795	(28,131)	(267,931)	(540,042)	(816,323)	(1,863,284)	(2,910,245)
(100)	50.00	194,086	(33,910)	(274,731)	(546,967)	(869,100)	(1,916,061)	(2,963,021)
	60.00	188,377	(39,688)	(281,532)	(553,891)	(921,877)	(1,968,838)	(3,015,798)
	70.00	182,668	(45,466)	(288,332)	(560,816)	(974,654)	(2,021,614)	(3,068,575)
	80.00	176,959	(51,244)	(295,165)	(567,740)	(1,027,431)	(2,074,391)	(3,121,352)
	90.00	171,250	(57,023)	(302,007)	(574,665)	(1,080,207)	(2,127,168)	(3,174,129)
	100.00	165,541	(62,801)	(308,848)	(581,589)	(1,132,984)	(2,179,945)	(3,226,905)
	110.00	159,832	(68,586)	(315,690)	(588,514)	(1,185,761)	(2,232,722)	(3,279,682)
	120.00	154,123	(74,399)	(322,531)	(595,438)	(1,238,538)	(2,285,498)	(3,332,459)
	130.00	148,414	(80,212)	(329,373)	(602,363)	(1,291,315)	(2,338,275)	(3,385,236)
	140.00	142,705	(86,025)	(336,215)	(609,287)	(1,344,091)	(2,391,052)	(3,438,013)
	150.00	136,961	(91,839)	(343,056)	(616,212)	(1,396,868)	(2,443,829)	(3,490,789)
	160.00	131,217	(97,652)	(349,898)	(623,136)	(1,449,645)	(2,496,606)	(3,543,566)
	170.00	125,474	(103,465)	(356,739)	(630,061)	(1,502,422)	(2,549,382)	(3,596,343)
	180.00	119,730	(109,278)	(363,581)	(636,985)	(1,555,199)	(2,602,159)	(3,649,120)
	190.00	113,987	(115,091)	(370,422)	(643,910)	(1,607,975)	(2,654,936)	(3,701,897)
	200.00	108,243	(120,905)	(377,264)	(650,834)	(1,660,752)	(2,707,713)	(3,754,674)
	210.00	102,500	(126,718)	(384,105)	(666,568)	(1,713,529)	(2,760,490)	(3,807,450)
	220.00	96,756	(132,531)	(390,947)	(719,345)	(1,766,306)	(2,813,266)	(3,860,227)
	230.00	91,012	(138,344)	(397,788)	(772,122)	(1,819,083)	(2,866,043)	(3,913,004)
	240.00	85,269	(144,158)	(404,630)	(824,899)	(1,871,859)	(2,918,820)	(3,965,781)
	250.00	79,525	(149,971)	(411,471)	(877,676)	(1,924,636)	(2,971,597)	(4,018,558)

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Scheme Typology: Houses and Flats — No Units: 95
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(512,475)	90%	95%	100%	105%	110%	115%	120%
	0.00	(1,284,754)	(608,450)	(512,475)	(417,043)	(322,215)	(227,787)	(143,552)
	10.00	(1,337,531)	(615,375)	(519,358)	(423,911)	(329,057)	(234,587)	(149,365)
CIL £psm	20.00	(1,390,308)	(622,299)	(526,241)	(430,794)	(335,898)	(241,388)	(155,178)
0.00	30.00	(1,443,085)	(629,224)	(533,124)	(437,677)	(342,740)	(248,188)	(161,019)
(recommended CIL)	40.00	(1,495,862)	(636,148)	(540,042)	(444,560)	(349,581)	(254,989)	(166,867)
(100)	50.00	(1,548,638)	(685,389)	(546,967)	(451,443)	(356,423)	(261,789)	(172,715)
	60.00	(1,601,415)	(738,166)	(553,891)	(458,326)	(363,264)	(268,589)	(178,564)
	70.00	(1,654,192)	(790,942)	(560,816)	(465,209)	(370,106)	(275,390)	(184,412)
	80.00	(1,706,969)	(843,719)	(567,740)	(472,092)	(376,947)	(282,190)	(190,323)
	90.00	(1,759,746)	(896,496)	(574,665)	(478,975)	(383,789)	(288,991)	(196,375)
	100.00	(1,812,522)	(949,273)	(581,589)	(485,857)	(390,630)	(295,802)	(202,528)
	110.00	(1,865,299)	(1,002,050)	(588,514)	(492,740)	(397,472)	(302,644)	(208,716)
	120.00	(1,918,076)	(1,054,827)	(595,438)	(499,623)	(404,314)	(309,485)	(215,142)
	130.00	(1,970,853)	(1,107,603)	(602,363)	(506,506)	(411,155)	(316,327)	(221,943)
	140.00	(2,023,630)	(1,160,380)	(609,287)	(513,389)	(417,997)	(323,169)	(228,743)
	150.00	(2,076,406)	(1,213,157)	(616,212)	(520,272)	(424,838)	(330,010)	(235,544)
	160.00	(2,129,183)	(1,265,934)	(623,136)	(527,155)	(431,708)	(336,852)	(242,344)
	170.00	(2,181,960)	(1,318,711)	(630,061)	(534,038)	(438,591)	(343,693)	(249,144)
	180.00	(2,234,737)	(1,371,487)	(636,985)	(540,921)	(445,474)	(350,535)	(255,945)
	190.00	(2,287,514)	(1,424,264)	(643,910)	(547,804)	(452,357)	(357,376)	(262,745)
	200.00	(2,340,290)	(1,477,041)	(650,834)	(554,728)	(459,240)	(364,218)	(269,546)
	210.00	(2,393,067)	(1,529,818)	(666,568)	(561,652)	(466,122)	(371,059)	(276,346)
	220.00	(2,445,844)	(1,582,595)	(719,345)	(568,577)	(473,005)	(377,901)	(283,147)
	230.00	(2,498,621)	(1,635,371)	(772,122)	(575,501)	(479,888)	(384,742)	(289,947)
	240.00	(2,551,398)	(1,688,148)	(824,899)	(582,426)	(486,771)	(391,584)	(296,756)
	250.00	(2,604,174)	(1,740,925)	(877,676)	(589,350)	(493,654)	(398,425)	(303,597)

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(512,475)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(512,475)	(397,293)	(282,757)	(173,858)	(76,494)	20,331	496,616
	10.00	(519,358)	(404,135)	(289,558)	(179,706)	(82,308)	14,553	491,010
CIL £psm	20.00	(526,241)	(410,976)	(296,398)	(185,555)	(88,121)	8,774	485,403
0.00	30.00	(533,124)	(417,853)	(303,240)	(191,505)	(93,934)	2,996	479,796
(recommended CIL)	40.00	(540,042)	(424,736)	(310,081)	(197,557)	(99,747)	(2,782)	474,189
(100)	50.00	(546,967)	(431,619)	(316,923)	(203,737)	(105,561)	(8,561)	468,582
	60.00	(553,891)	(438,502)	(323,765)	(209,925)	(111,374)	(14,339)	462,976
	70.00	(560,816)	(445,385)	(330,606)	(216,471)	(117,187)	(20,117)	457,365
	80.00	(567,740)	(452,268)	(337,448)	(223,271)	(123,000)	(25,896)	451,724
	90.00	(574,665)	(459,151)	(344,289)	(230,072)	(128,814)	(31,674)	446,083
	100.00	(581,589)	(466,034)	(351,131)	(236,872)	(134,627)	(37,452)	440,443
	110.00	(588,514)	(472,917)	(357,972)	(243,673)	(140,440)	(43,230)	434,802
	120.00	(595,438)	(479,799)	(364,814)	(250,473)	(146,253)	(49,009)	429,161
	130.00	(602,363)	(486,682)	(371,655)	(257,273)	(152,066)	(54,787)	423,521
	140.00	(609,287)	(493,565)	(378,497)	(264,074)	(157,880)	(60,565)	417,880
	150.00	(616,212)	(500,448)	(385,338)	(270,874)	(163,693)	(66,344)	412,239
	160.00	(623,136)	(507,331)	(392,180)	(277,675)	(169,506)	(72,150)	406,599
	170.00	(630,061)	(514,214)	(399,021)	(284,475)	(175,335)	(77,963)	400,958
	180.00	(636,985)	(521,097)	(405,863)	(291,285)	(181,184)	(83,776)	395,317
	190.00	(643,910)	(527,980)	(412,709)	(298,127)	(187,032)	(89,589)	389,677
	200.00	(650,834)	(534,867)	(419,592)	(304,968)	(193,034)	(95,403)	384,036
	210.00	(666,568)	(541,791)	(426,475)	(311,810)	(199,112)	(101,216)	378,395
	220.00	(719,345)	(548,716)	(433,358)	(318,651)	(205,300)	(107,029)	372,754
	230.00	(772,122)	(555,640)	(440,241)	(325,493)	(211,488)	(112,842)	367,114
	240.00	(824,899)	(562,565)	(447,124)	(332,334)	(218,189)	(118,656)	361,473
	250.00	(877,676)	(569,489)	(454,007)	(339,176)	(224,989)	(124,469)	355,832

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

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Scheme Typology:	**Houses and Flats**	No Units:	**95**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**Z**	
Scheme Typology:	Houses and Flats	
No Units:	95	
Location / Value Zone:	High	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	28,859,594	
Policy Assumptions		
AH Target %	40%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	14.44%	
Developers Profit (% on costs)	15.15%	
Developers Profit Total (£)	4,168,397	
Land Value KPI's		
RLV (£/acre (net))	(299,975)	
RLV (£/ha (net))	(741,239)	
RLV (% of GDV)	-9.76%	
RLV Total (£)	(2,816,708)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	1,995,333	
Surplus/Deficit (£/acre) [RLV-BLV]	(512,475)	
Surplus/Deficit (£/ha)	(1,266,326)	
Surplus/Deficit Total (£)	(4,812,040)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	1,629,448	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	17,152	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	AA				(see Typologies Matrix)
Scheme Typology:	Flats (Conversion)		No Units:	7	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			7	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	1.8	46.0%	0.8	38%	2.6
2 bed Flat	65.0%	3.4	54.0%	0.9	62%	4.4
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	5.3	100%	1.8	100%	7.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	108	1,163	47	510	155	1,673
2 bed Flat	261	2,809	72	778	333	3,587
3 bed Flat	0	0	0	0	0	0
	369	3,972	120	1,288	489	5,260
AH % by floor area:			24.48%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	0
4 bed House (with garage)	450,000	3,913	364	3,237	301	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	554,925
2 bed Flat	265,000	4,077	379	3,465	322	1,154,738
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						1,709,663

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Flats (Conversion)**		No Units:	**7**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	337,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	372,500		-
4 bed House (with garage)	0.0	@	450,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	1.8	@	210,000		385,875
2 bed Flat	3.4	@	265,000		904,313
3 bed Flat	0.0	@	0		-
	5.3				1,290,188
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.3	@	126,000		35,501
2 bed Flat	0.3	@	159,000		52,589
3 bed Flat	0.0	@	0		-
	0.6				88,090
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.3	@	84,000		23,667
2 bed Flat	0.3	@	106,000		35,060
3 bed Flat	0.0	@	0		-
	0.6				58,727
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.2	@	147,000		35,501
2 bed Flat	0.3	@	185,500		52,589
3 bed Flat	0.0	@	0		-
	0.5	1.8			88,090
Sub-total GDV Residential	**7**				**1,525,094**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	184,569
	378	£ psm (total GIA sqm)		26,367 £ per unit (total units)	
Grant	7	units @	0	per unit	-
Total GDV					**1,525,094**

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Scheme Typology:	**Flats (Conversion)**		No Units:	**7**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	4,116	£		(4,116)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	20,580	£		(20,580)
Building Safety Levy				369	sqm		15.11	£ psm			(5,576)
CIL (Mrkt only inc. garages)	Max			369	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				7	units @		3,000	per unit			(21,000)
	Sub-total									(21,000)	
S106 analysis:	1,050,000	£ per ha		1.38%	% of GDV		3,000	£ per unit (total units)			
AH Commuted Sum				489	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.02	ha @		123,500	£ per ha (if brownfield)			(2,470)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			7	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				-	sqm @		2,107	psm			-
3 bed House				-	sqm @		2,107	psm			-
3 bed House (EXC. garage)				-	sqm @		2,107	psm			-
4 bed House (EXC. garage)				-	sqm @		2,107	psm			-
5 bed House (EXC. garage)				-	sqm @		2,107	psm			-
1 bed Flat	Conversion			155	sqm @		1,529	psm			(237,670)
2 bed Flat	Conversion			333	sqm @		1,529	psm			(509,494)
3 bed Flat	Conversion			-	sqm @		1,529	psm			-
Garages for 3B House	-	16.0		0	sqm @		600	psm			-
Garages for 4B House	-	24.0		0	sqm @		600	psm			-
Garages for 5B House	-	-		0	sqm @		600	psm			-
Total GIA check:				489		£ per garage	£0				
External works				747,164	@		10.0%				(74,716)
Ext. Works analysis:							10,674	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				7	units @		0	£ per unit			-
M4(2) Category 2 Housing	Aff units		2	units @		100%	@	1,400	£ per unit		(2,450)
M4(2) Category 2 Housing	OMS units		5	units @		100%	@	1,400	£ per unit		(7,350)
M4(3) Category 3 Housing	Aff units		2	units @		10%	@	22,000	£ per unit		(3,850)
M4(3) Category 3 Housing	OMS units		5	units @		10%	@	22,000	£ per unit		(11,550)
Part L/FHS			7	units @				4,350	£ per unit		(30,450)
Part L/FHS analysis:							4.1%	% of BCIS costs			
Net Zero for Housing		-	sqm					105	£ psm		-
Net Zero for Flats		489	sqm					72	£ psm		(35,184)
Water Efficiency		7	units @					20	£ per unit		(140)
Urban Greening Factor	7.0	flats @	6			per floor = GIA	419	0	£ per unit		-
	Sub-total									(90,974)	
Policy Costs analysis:	(design costs only)						12,996	£ per unit (total units)			
							12.2%	% of BCIS costs			
Contingency (on construction)				915,324	@		5.0%				(45,766)

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Scheme Typology:	**Flats (Conversion)**	No Units:	**7**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:				

Professional Fees		915,324	@	10.0%			(91,532)
Disposal Costs -							
OMS Marketing and Promotion		1,290,188	OMS @	1.00%	1,843	£ per unit	(12,902)
Residential Sales Agent Costs		1,290,188	OMS @	1.00%	1,843	£ per unit	(12,902)
Residential Sales Legal Costs		1,290,188	OMS @	0.50%	922	£ per unit	(6,451)
Affordable Sale Legal Costs					lump sum		-
Empty Property Costs (SC, Council Tax proxy)	7	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					4,608	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(29,526)
Developers Profit -							
Profit on OMS		1,290,188		17.50%			(225,783)
Margin on AH		234,906		6.00%	on AH values		(14,094)
Profit analysis:		1,525,094		15.73%	blended GDV	(239,877)	
		1,165,676		20.58%	on costs	(239,877)	
TOTAL COSTS							**(1,405,553)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							119,541
SDLT		119,541	@	HMRC formula			-
Acquisition Agent fees		119,541	@	1.0%			(1,195)
Acquisition Legal fees		119,541	@	0.5%			(598)
Interest on Land		119,541	@	7.50%			(8,966)
Residual Land Value							**108,782**
RLV analysis:	15,540 £ per plot	5,439,103	£ per ha (net)	2,201,175	£ per acre (net)		
		5,439,103	£ per ha (gross)	2,201,175	£ per acre (gross)		
				7.13%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		350.0	dph (net)				
Site Area (net)		0.02	ha (net)	0.05	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.02	ha (gross)	0.05	acres (gross)		
Density analysis:		24,433	sqm/ha (net)	106,433	sqft/ac (net)		
		350	dph (gross)				
Benchmark Land Value (net)	2,824 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**19,768**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**4,450,703**	£ per ha (net)	**1,801,175**	£ per acre (net)	**89,014**

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Scheme Typology: Flats (Conversion) No Units: 7
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	1,801,175	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	3,776,883	3,384,207	2,991,530	2,598,854	2,202,675	1,801,175	1,399,674
	10.00	3,684,166	3,296,126	2,908,085	2,520,045	2,126,835	1,730,075	1,333,314
Max CIL £ psm	20.00	3,591,450	3,208,045	2,824,640	2,441,236	2,050,995	1,658,975	1,266,954
0.00	30.00	3,498,733	3,119,964	2,741,195	2,362,427	1,975,155	1,587,874	1,200,594
(recommended CIL)	40.00	3,406,016	3,031,884	2,657,751	2,281,855	1,899,315	1,516,774	1,134,234
(100)	50.00	3,313,300	2,943,803	2,574,306	2,201,275	1,823,475	1,445,674	1,067,874
	60.00	3,220,583	2,855,722	2,490,861	2,120,695	1,747,635	1,374,574	1,001,514
	70.00	3,127,867	2,767,641	2,407,416	2,040,115	1,671,794	1,303,474	935,154
	80.00	3,035,150	2,679,560	2,323,115	1,959,535	1,595,954	1,232,374	868,793
	90.00	2,942,433	2,591,480	2,237,795	1,878,955	1,520,114	1,161,274	802,433
	100.00	2,849,717	2,503,399	2,152,475	1,798,375	1,444,274	1,090,174	736,073
	110.00	2,757,000	2,415,318	2,067,155	1,717,794	1,368,434	1,019,074	669,713
	120.00	2,664,284	2,326,455	1,981,835	1,637,214	1,292,594	947,973	603,353
	130.00	2,571,567	2,236,395	1,896,515	1,556,634	1,216,754	876,873	536,993
	140.00	2,478,850	2,146,335	1,811,194	1,476,054	1,140,914	805,773	470,633
	150.00	2,386,134	2,056,275	1,725,874	1,395,474	1,065,074	734,673	404,273
	160.00	2,291,875	1,966,215	1,640,554	1,314,894	989,233	663,573	337,913
	170.00	2,197,075	1,876,154	1,555,234	1,234,314	913,393	592,473	271,553
	180.00	2,102,275	1,786,094	1,469,914	1,153,734	837,553	521,373	205,193
	190.00	2,007,475	1,696,034	1,384,594	1,073,153	761,713	450,273	138,832
	200.00	1,912,674	1,605,974	1,299,274	992,573	685,873	379,173	72,472
	210.00	1,817,874	1,515,914	1,213,954	911,993	610,033	308,073	6,112
	220.00	1,723,074	1,425,854	1,128,633	831,413	534,193	236,972	(60,248)
	230.00	1,628,274	1,335,794	1,043,313	750,833	458,353	165,872	(126,608)
	240.00	1,533,474	1,245,734	957,993	670,253	382,513	94,772	(192,968)
	250.00	1,438,674	1,155,673	872,673	589,673	306,672	23,672	(259,328)

TABLE 2

Balance (RLV - BLV £ per acre (n))	1,801,175	Site Specific S106 100% (where 110% is a 10% increase etc.)						
		0%	25%	50%	75%	100%	125%	150%
	0.00	2,205,761	2,104,615	2,003,468	1,902,321	1,801,175	1,700,028	1,598,882
	10.00	2,134,661	2,033,514	1,932,368	1,831,221	1,730,075	1,628,928	1,527,781
CIL £psm	20.00	2,063,561	1,962,414	1,861,268	1,760,121	1,658,975	1,557,828	1,456,681
0.00	30.00	1,992,461	1,891,314	1,790,168	1,689,021	1,587,874	1,486,728	1,385,581
(recommended CIL)	40.00	1,921,361	1,820,214	1,719,068	1,617,921	1,516,774	1,415,628	1,314,481
(100)	50.00	1,850,261	1,749,114	1,647,967	1,546,821	1,445,674	1,344,528	1,243,381
	60.00	1,779,160	1,678,014	1,576,867	1,475,721	1,374,574	1,273,428	1,172,281
	70.00	1,708,060	1,606,914	1,505,767	1,404,621	1,303,474	1,202,327	1,101,181
	80.00	1,636,960	1,535,814	1,434,667	1,333,521	1,232,374	1,131,227	1,030,081
	90.00	1,565,860	1,464,714	1,363,567	1,262,420	1,161,274	1,060,127	958,981
	100.00	1,494,760	1,393,613	1,292,467	1,191,320	1,090,174	989,027	887,881
	110.00	1,423,660	1,322,513	1,221,367	1,120,220	1,019,074	917,927	816,780
	120.00	1,352,560	1,251,413	1,150,267	1,049,120	947,973	846,827	745,680
	130.00	1,281,460	1,180,313	1,079,167	978,020	876,873	775,727	674,580
	140.00	1,210,360	1,109,213	1,008,066	906,920	805,773	704,627	603,480
	150.00	1,139,260	1,038,113	936,966	835,820	734,673	633,527	532,380
	160.00	1,068,159	967,013	865,866	764,720	663,573	562,426	461,280
	170.00	997,059	895,913	794,766	693,620	592,473	491,326	390,180
	180.00	925,959	824,813	723,666	622,519	521,373	420,226	319,080
	190.00	854,859	753,713	652,566	551,419	450,273	349,126	247,980
	200.00	783,759	682,612	581,466	480,319	379,173	278,026	176,879
	210.00	712,659	611,512	510,366	409,219	308,073	206,926	105,779
	220.00	641,559	540,412	439,266	338,119	236,972	135,826	34,679
	230.00	570,459	469,312	368,166	267,019	165,872	64,726	(36,421)
	240.00	499,359	398,212	297,065	195,919	94,772	(6,374)	(107,521)
	250.00	428,259	327,112	225,965	124,819	23,672	(77,474)	(178,621)

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Scheme Typology: Flats (Conversion) No Units: 7
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	1,801,175	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	2,394,373	2,157,530	1,919,960	1,682,390	1,444,820	1,207,250	969,680
	10.00	2,323,999	2,086,430	1,848,860	1,611,290	1,373,720	1,136,150	898,580
CIL £psm	20.00	2,252,899	2,015,329	1,777,760	1,540,190	1,302,620	1,065,050	827,480
0.00	30.00	2,181,799	1,944,229	1,706,659	1,469,089	1,231,520	993,950	756,380
(recommended CIL)	40.00	2,110,699	1,873,129	1,635,559	1,397,989	1,160,419	922,849	685,280
(100)	50.00	2,039,599	1,802,029	1,564,459	1,326,889	1,089,319	851,749	614,179
	60.00	1,968,499	1,730,929	1,493,359	1,255,789	1,018,219	780,649	543,079
	70.00	1,897,399	1,659,829	1,422,259	1,184,689	947,119	709,549	471,979
	80.00	1,826,299	1,588,729	1,351,159	1,113,589	876,019	638,449	400,879
	90.00	1,755,199	1,517,629	1,280,059	1,042,489	804,919	567,349	329,779
	100.00	1,684,099	1,446,529	1,208,959	971,389	733,819	496,249	258,679
	110.00	1,612,998	1,375,429	1,137,859	900,289	662,719	425,149	187,579
	120.00	1,541,898	1,304,328	1,066,758	829,189	591,619	354,049	116,479
	130.00	1,470,798	1,233,228	995,658	758,088	520,518	282,949	45,379
	140.00	1,399,698	1,162,128	924,558	686,988	449,418	211,848	(25,721)
	150.00	1,328,598	1,091,028	853,458	615,888	378,318	140,748	(96,822)
	160.00	1,257,498	1,019,928	782,358	544,788	307,218	69,648	(167,922)
	170.00	1,186,398	948,828	711,258	473,688	236,118	(1,452)	(239,022)
	180.00	1,115,298	877,728	640,158	402,588	165,018	(72,552)	(310,122)
	190.00	1,044,198	806,628	569,058	331,488	93,918	(143,652)	(381,222)
	200.00	973,098	735,528	497,958	260,388	22,818	(214,752)	(457,497)
	210.00	901,997	664,427	426,858	189,288	(48,282)	(285,852)	(535,629)
	220.00	830,897	593,327	355,757	118,187	(119,382)	(356,952)	(613,761)
	230.00	759,797	522,227	284,657	47,087	(190,483)	(430,827)	(691,893)
	240.00	688,697	451,127	213,557	(24,013)	(261,583)	(508,959)	(770,025)
	250.00	617,597	380,027	142,457	(95,113)	(332,683)	(587,091)	(848,157)

TABLE 4

Balance (RLV - BLV £ per acre (n))	1,801,175	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	2,101,175	2,076,175	2,051,175	2,026,175	2,001,175	1,976,175	1,951,175
	10.00	2,030,075	2,005,075	1,980,075	1,955,075	1,930,075	1,905,075	1,880,075
CIL £psm	20.00	1,958,975	1,933,975	1,908,975	1,883,975	1,858,975	1,833,975	1,808,975
0.00	30.00	1,887,874	1,862,874	1,837,874	1,812,874	1,787,874	1,762,874	1,737,874
(recommended CIL)	40.00	1,816,774	1,791,774	1,766,774	1,741,774	1,716,774	1,691,774	1,666,774
(100)	50.00	1,745,674	1,720,674	1,695,674	1,670,674	1,645,674	1,620,674	1,595,674
	60.00	1,674,574	1,649,574	1,624,574	1,599,574	1,574,574	1,549,574	1,524,574
	70.00	1,603,474	1,578,474	1,553,474	1,528,474	1,503,474	1,478,474	1,453,474
	80.00	1,532,374	1,507,374	1,482,374	1,457,374	1,432,374	1,407,374	1,382,374
	90.00	1,461,274	1,436,274	1,411,274	1,386,274	1,361,274	1,336,274	1,311,274
	100.00	1,390,174	1,365,174	1,340,174	1,315,174	1,290,174	1,265,174	1,240,174
	110.00	1,319,074	1,294,074	1,269,074	1,244,074	1,219,074	1,194,074	1,169,074
	120.00	1,247,973	1,222,973	1,197,973	1,172,973	1,147,973	1,122,973	1,097,973
	130.00	1,176,873	1,151,873	1,126,873	1,101,873	1,076,873	1,051,873	1,026,873
	140.00	1,105,773	1,080,773	1,055,773	1,030,773	1,005,773	980,773	955,773
	150.00	1,034,673	1,009,673	984,673	959,673	934,673	909,673	884,673
	160.00	963,573	938,573	913,573	888,573	863,573	838,573	813,573
	170.00	892,473	867,473	842,473	817,473	792,473	767,473	742,473
	180.00	821,373	796,373	771,373	746,373	721,373	696,373	671,373
	190.00	750,273	725,273	700,273	675,273	650,273	625,273	600,273
	200.00	679,173	654,173	629,173	604,173	579,173	554,173	529,173
	210.00	608,073	583,073	558,073	533,073	508,073	483,073	458,073
	220.00	536,972	511,972	486,972	461,972	436,972	411,972	386,972
	230.00	465,872	440,872	415,872	390,872	365,872	340,872	315,872
	240.00	394,772	369,772	344,772	319,772	294,772	269,772	244,772
	250.00	323,672	298,672	273,672	248,672	223,672	198,672	173,672

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Scheme Typology: Flats (Conversion) No Units: 7
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	1,801,175	Density (dph) (net) 30	35	350 40	45	50	55	60
	0.00	(261,362)	(229,135)	(196,908)	(164,681)	(132,454)	(100,227)	(67,999)
	10.00	(267,457)	(236,245)	(205,034)	(173,822)	(142,611)	(111,399)	(80,188)
CIL £psm	20.00	(273,551)	(243,355)	(213,159)	(182,964)	(152,768)	(122,572)	(92,377)
0.00	30.00	(279,645)	(250,465)	(221,285)	(192,105)	(162,925)	(133,745)	(104,565)
(recommended CIL)	40.00	(285,739)	(257,575)	(229,411)	(201,247)	(173,082)	(144,918)	(116,754)
(100)	50.00	(291,834)	(264,685)	(237,537)	(210,388)	(183,240)	(156,091)	(128,942)
	60.00	(297,928)	(271,795)	(245,662)	(219,530)	(193,397)	(167,264)	(141,131)
	70.00	(304,022)	(278,905)	(253,788)	(228,671)	(203,554)	(178,437)	(153,320)
	80.00	(310,117)	(286,015)	(261,914)	(237,812)	(213,711)	(189,610)	(165,508)
	90.00	(316,211)	(293,125)	(270,040)	(246,954)	(223,868)	(200,782)	(177,697)
	100.00	(322,305)	(300,235)	(278,165)	(256,095)	(234,025)	(211,955)	(189,885)
	110.00	(328,400)	(307,345)	(286,291)	(265,237)	(244,182)	(223,128)	(202,074)
	120.00	(334,494)	(314,455)	(294,417)	(274,378)	(254,340)	(234,301)	(214,263)
	130.00	(340,588)	(321,565)	(302,542)	(283,520)	(264,497)	(245,474)	(226,451)
	140.00	(346,682)	(328,675)	(310,668)	(292,661)	(274,654)	(256,647)	(238,640)
	150.00	(352,777)	(335,785)	(318,794)	(301,802)	(284,811)	(267,820)	(250,828)
	160.00	(358,871)	(342,895)	(326,920)	(310,944)	(294,968)	(278,993)	(263,017)
	170.00	(364,965)	(350,005)	(335,045)	(320,085)	(305,125)	(290,165)	(275,205)
	180.00	(371,060)	(357,115)	(343,171)	(329,227)	(315,283)	(301,338)	(287,394)
	190.00	(377,154)	(364,225)	(351,297)	(338,368)	(325,440)	(312,511)	(299,583)
	200.00	(383,248)	(371,335)	(359,423)	(347,510)	(335,597)	(323,684)	(311,771)
	210.00	(389,342)	(378,445)	(367,548)	(356,651)	(345,754)	(334,857)	(323,960)
	220.00	(395,437)	(385,555)	(375,674)	(365,793)	(355,911)	(346,030)	(336,148)
	230.00	(401,682)	(392,665)	(383,800)	(374,934)	(366,068)	(357,203)	(348,337)
	240.00	(408,380)	(399,775)	(391,925)	(384,075)	(376,225)	(368,376)	(360,526)
	250.00	(415,077)	(407,566)	(400,056)	(393,217)	(386,383)	(379,548)	(372,714)

TABLE 6

Balance (RLV - BLV £ per acre (n))	1,801,175	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	115%
	0.00	7,026,602	5,319,401	3,589,514	1,801,175	890,699	(19,776)	(982,695)
	10.00	6,960,213	5,252,611	3,520,394	1,730,075	819,599	(90,877)	(1,060,827)
CIL £psm	20.00	6,893,825	5,185,822	3,451,274	1,658,975	748,499	(161,977)	(1,138,959)
0.00	30.00	6,827,437	5,119,032	3,382,155	1,587,874	677,399	(233,077)	(1,217,544)
(recommended CIL)	40.00	6,761,048	5,052,242	3,313,035	1,516,774	606,299	(304,177)	(1,296,148)
(100)	50.00	6,694,660	4,985,452	3,243,916	1,445,674	535,199	(375,277)	(1,374,753)
	60.00	6,628,271	4,918,663	3,174,796	1,374,574	464,099	(450,964)	(1,453,357)
	70.00	6,561,883	4,851,873	3,105,676	1,303,474	392,998	(529,096)	(1,531,961)
	80.00	6,495,494	4,785,083	3,036,557	1,232,374	321,898	(607,228)	(1,610,566)
	90.00	6,428,852	4,718,293	2,967,437	1,161,274	250,798	(685,360)	(1,689,170)
	100.00	6,362,062	4,651,504	2,898,317	1,090,174	179,698	(763,492)	(1,767,774)
	110.00	6,295,273	4,584,714	2,829,198	1,019,074	108,598	(841,624)	(1,846,378)
	120.00	6,228,483	4,517,924	2,759,982	947,973	37,498	(919,756)	(1,924,983)
	130.00	6,161,693	4,451,134	2,690,445	876,873	(33,602)	(997,888)	(2,003,587)
	140.00	6,094,903	4,384,344	2,620,907	805,773	(104,702)	(1,076,020)	(2,082,191)
	150.00	6,028,113	4,317,555	2,551,370	734,673	(175,802)	(1,154,225)	(2,160,796)
	160.00	5,961,324	4,250,765	2,481,832	663,573	(246,903)	(1,232,829)	(2,239,400)
	170.00	5,894,534	4,183,975	2,412,295	592,473	(318,003)	(1,311,433)	(2,318,004)
	180.00	5,827,744	4,115,590	2,342,324	521,373	(389,103)	(1,390,038)	(2,396,608)
	190.00	5,760,954	4,046,470	2,271,224	450,273	(466,157)	(1,468,642)	(2,475,213)
	200.00	5,694,165	3,977,350	2,200,124	379,173	(544,289)	(1,547,246)	(2,553,817)
	210.00	5,627,375	3,908,231	2,129,024	308,073	(622,421)	(1,625,850)	(2,632,421)
	220.00	5,560,585	3,839,111	2,057,924	236,972	(700,553)	(1,704,455)	(2,711,026)
	230.00	5,493,795	3,769,991	1,986,824	165,872	(778,685)	(1,783,059)	(2,789,630)
	240.00	5,427,006	3,700,872	1,915,723	94,772	(856,817)	(1,861,663)	(2,868,234)
	250.00	5,360,216	3,631,752	1,844,623	23,672	(934,949)	(1,940,268)	(2,946,838)

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Scheme Typology: Flats (Conversion) No Units: 7
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	1,801,175	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	(123,116)	839,029	1,801,175	2,754,501	3,691,999	4,612,668	5,517,463
	10.00	(194,216)	767,929	1,730,075	2,684,963	3,622,879	4,545,878	5,450,673
CIL £psm	20.00	(265,316)	696,829	1,658,975	2,615,426	3,553,760	4,479,088	5,383,883
0.00	30.00	(336,416)	625,729	1,587,874	2,545,888	3,484,640	4,412,299	5,317,093
(recommended CIL)	40.00	(408,260)	554,629	1,516,774	2,476,351	3,415,521	4,345,509	5,250,304
(100)	50.00	(486,392)	483,529	1,445,674	2,406,813	3,346,401	4,278,719	5,183,514
	60.00	(564,524)	412,429	1,374,574	2,336,719	3,277,281	4,211,929	5,116,724
	70.00	(642,656)	341,329	1,303,474	2,265,619	3,208,162	4,144,519	5,049,934
	80.00	(720,788)	270,229	1,232,374	2,194,519	3,139,042	4,075,399	4,983,145
	90.00	(798,920)	199,128	1,161,274	2,123,419	3,069,663	4,006,280	4,916,355
	100.00	(877,052)	128,028	1,090,174	2,052,319	3,000,125	3,937,160	4,849,565
	110.00	(955,184)	56,928	1,019,074	1,981,219	2,930,588	3,868,040	4,782,775
	120.00	(1,033,316)	(14,172)	947,973	1,910,119	2,861,051	3,798,921	4,715,986
	130.00	(1,111,539)	(85,272)	876,873	1,839,019	2,791,513	3,729,801	4,649,196
	140.00	(1,190,143)	(156,372)	805,773	1,767,919	2,721,976	3,660,682	4,582,406
	150.00	(1,268,747)	(227,472)	734,673	1,696,819	2,652,438	3,591,562	4,515,616
	160.00	(1,347,352)	(298,572)	663,573	1,625,718	2,582,901	3,522,442	4,448,827
	170.00	(1,425,956)	(369,672)	592,473	1,554,618	2,513,363	3,453,323	4,382,037
	180.00	(1,504,560)	(444,805)	521,373	1,483,518	2,443,826	3,384,203	4,315,247
	190.00	(1,583,164)	(522,937)	450,273	1,412,418	2,374,288	3,315,083	4,248,457
	200.00	(1,661,769)	(601,069)	379,173	1,341,318	2,303,463	3,245,750	4,181,667
	210.00	(1,740,373)	(679,201)	308,073	1,270,218	2,232,363	3,176,213	4,113,201
	220.00	(1,818,977)	(757,333)	236,972	1,199,118	2,161,263	3,106,675	4,044,082
	230.00	(1,897,582)	(835,465)	165,872	1,128,018	2,090,163	3,037,138	3,974,962
	240.00	(1,976,186)	(913,597)	94,772	1,056,918	2,019,063	2,967,600	3,905,843
	250.00	(2,054,790)	(991,729)	23,672	985,818	1,947,963	2,898,063	3,836,723

TABLE 8

Balance (RLV - BLV £ per acre (n))	1,801,175	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	1,801,175	3,122,463	4,416,786	5,676,037	6,932,498	8,184,183	14,413,069
	10.00	1,730,075	3,053,343	4,349,996	5,609,247	6,866,110	8,117,795	14,347,476
CIL £psm	20.00	1,658,975	2,984,223	4,283,206	5,542,457	6,799,721	8,051,406	14,281,883
0.00	30.00	1,587,874	2,915,104	4,216,416	5,475,667	6,733,333	7,985,018	14,216,290
(recommended CIL)	40.00	1,516,774	2,845,984	4,149,162	5,408,878	6,666,945	7,918,629	14,150,697
(100)	50.00	1,445,674	2,776,864	4,080,043	5,342,088	6,600,556	7,852,241	14,085,104
	60.00	1,374,574	2,707,333	4,010,923	5,275,298	6,534,168	7,785,852	14,019,511
	70.00	1,303,474	2,637,795	3,941,804	5,208,508	6,467,759	7,719,464	13,953,918
	80.00	1,232,374	2,568,258	3,872,684	5,141,718	6,400,969	7,653,075	13,888,325
	90.00	1,161,274	2,498,720	3,803,564	5,074,929	6,334,180	7,586,687	13,822,724
	100.00	1,090,174	2,429,183	3,734,445	5,008,139	6,267,390	7,520,298	13,756,735
	110.00	1,019,074	2,359,591	3,665,325	4,941,349	6,200,600	7,453,910	13,690,745
	120.00	947,973	2,288,491	3,596,205	4,874,559	6,133,810	7,387,522	13,624,756
	130.00	876,873	2,217,391	3,527,086	4,807,770	6,067,021	7,321,133	13,558,766
	140.00	805,773	2,146,291	3,457,966	4,740,980	6,000,231	7,254,745	13,492,777
	150.00	734,673	2,075,191	3,388,846	4,674,190	5,933,441	7,188,356	13,426,787
	160.00	663,573	2,004,091	3,319,727	4,607,400	5,866,651	7,121,968	13,360,798
	170.00	592,473	1,932,991	3,250,607	4,540,611	5,799,862	7,055,579	13,294,808
	180.00	521,373	1,861,891	3,181,487	4,473,821	5,733,072	6,989,191	13,228,818
	190.00	450,273	1,790,791	3,112,368	4,407,031	5,666,282	6,922,802	13,162,829
	200.00	379,173	1,719,691	3,043,248	4,340,241	5,599,492	6,856,414	13,096,839
	210.00	308,073	1,648,590	2,974,129	4,273,451	5,532,702	6,790,025	13,030,850
	220.00	236,972	1,577,490	2,905,009	4,206,662	5,465,913	6,723,637	12,964,860
	230.00	165,872	1,506,390	2,835,889	4,139,068	5,399,123	6,657,249	12,898,871
	240.00	94,772	1,435,290	2,766,714	4,069,948	5,332,333	6,590,860	12,832,881
	250.00	23,672	1,364,190	2,697,177	4,000,828	5,265,543	6,524,472	12,766,892

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Typology:	**Flats (Conversion)**	No Units:	**7**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**AA**	
Scheme Typology:	Flats (Conversion)	
No Units:	7	
Location / Value Zone:	High	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	1,525,094	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	3,000	
Sub-total CIL+S106 (£ per unit)	3,000	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	3,000	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.73%	
Developers Profit (% on costs)	20.58%	
Developers Profit Total (£)	239,877	
Land Value KPI's		
RLV (£/acre (net))	2,201,175	
RLV (£/ha (net))	5,439,103	
RLV (% of GDV)	7.13%	
RLV Total (£)	108,782	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	19,768	
Surplus/Deficit (£/acre) [RLV-BLV]	1,801,175	
Surplus/Deficit (£/ha)	4,450,703	
Surplus/Deficit Total (£)	89,014	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	29,526	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	8,966	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	5,499	Put into summary table for ease of checking. Don't print this row in the summary table

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260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	**BB**				(see Typologies Matrix)
Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9	Units	Carry on from here	
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	2.8	50%	1.1	44%	4.0
3 bed House	0.0%	0.0	0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	2.7	43%	1.0	41%	3.7
4 bed House (with garage)	18.0%	1.2	7%	0.2	15%	1.4
5 bed House (with garage)	0.0%	0.0	0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0%	0.0	0%	0.0
Total number of units	100.0%	6.8	100.0%	2.3	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	213	2,289	84	908	297	3,197
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	286	3,081	87	937	373	4,018
4 bed House (with garage)	169	1,818	18	195	187	2,013
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	668	7,187	190	2,040	857	9,228
AH % by floor area:			22.11%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	1,336,500
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	1,366,144
4 bed House (with garage)	450,000	3,913	364	3,237	301	617,625
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	0
2 bed Flat	265,000	4,077	379	3,465	322	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,320,269

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses**		No Units:	**9**
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	2.8	@	337,500		956,813
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.7	@	372,500		1,005,750
4 bed House (with garage)	1.2	@	450,000		546,750
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	210,000		-
2 bed Flat	0.0	@	265,000		-
3 bed Flat	0.0	@	0		-
	6.8				2,509,313
Affordable Rent GDV -					
2 bed House	0.4	@	202,500		79,734
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.3	@	223,500		75,683
4 bed House (with garage)	0.1	@	270,000		14,884
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.8				170,301
Social Rent GDV -					
2 bed House	0.4	@	135,000		53,156
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.3	@	149,000		50,455
4 bed House (with garage)	0.1	@	180,000		9,923
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.8				113,534
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.3	@	236,250		79,734
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.3	@	260,750		75,683
4 bed House (with garage)	0.0	@	315,000		14,884
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.7	2.3			170,301
Sub-total GDV Residential	**9**				**2,963,448**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	356,821
	416	£ psm (total GIA sqm)		39,647 £ per unit (total units)	
Grant	9	units @	0	per unit	-
Total GDV					**2,963,448**

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Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
Building Safety Levy				668	sqm		15.11	£ psm			(10,089)
CIL (Mrkt only inc. garages)	Max			668	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				9	units @		3,000	per unit			(27,000)
	Sub-total									(27,000)	
S106 analysis:	75,000	£ per ha		0.91%	% of GDV		3,000	£ per unit (total units)			
AH Commuted Sum				857	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.36	ha @		123,500	£ per ha (if brownfield)			(44,460)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			9	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				297	sqm @		2,107	psm			(625,779)
3 bed House				-	sqm @		2,107	psm			-
3 bed House (EXC. garage)				315	sqm @		2,107	psm			(662,852)
4 bed House (EXC. garage)				154	sqm @		2,107	psm			(324,599)
5 bed House (EXC. garage)				-	sqm @		2,107	psm			-
1 bed Flat				-	sqm @		2,522	psm			-
2 bed Flat				-	sqm @		2,522	psm			-
3 bed Flat				-	sqm @		2,522	psm			-
Garages for 3B House	3.7	16.0		59	sqm @		600	psm			(35,208)
Garages for 4B House	1.4	24.0		33	sqm @		600	psm			(19,764)
Garages for 5B House	-	-		0	sqm @		600	psm			-
Total GIA check:				857		£ per garage	£0				
External works				1,668,202	@		10.0%				(166,820)
Ext. Works analysis:							18,536	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				9	units @		400	£ per unit			(3,600)
M4(2) Category 2 Housing	Aff units		2	units @		100%	@	1,400	£ per unit		(3,150)
M4(2) Category 2 Housing	OMS units		7	units @		100%	@	1,400	£ per unit		(9,450)
M4(3) Category 3 Housing	Aff units		2	units @		10%	@	22,000	£ per unit		(4,950)
M4(3) Category 3 Housing	OMS units		7	units @		10%	@	22,000	£ per unit		(14,850)
Part L/FHS			9	units @				4,350	£ per unit		(39,150)
Part L/FHS analysis:							2.3%	% of BCIS costs			
Net Zero for Housing			857	sqm				105	£ psm		(90,014)
Net Zero for Flats			-	sqm				72	£ psm		-
Water Efficiency			9	units @				20	£ per unit		(180)
Urban Greening Factor	0.0	flats @	6			per floor = GIA	0	0	£ per unit		-
	Sub-total									(165,344)	
Policy Costs analysis:	(design costs only)						18,372	£ per unit (total units)			
							9.9%	% of BCIS costs			
Contingency (on construction)				2,044,826	@		5.0%				(102,241)

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Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		2,044,826	@	10.0%			(204,483)
Disposal Costs -							
OMS Marketing and Promotion		2,509,313	OMS @	1.00%	2,788	£ per unit	(25,093)
Residential Sales Agent Costs		2,509,313	OMS @	1.00%	2,788	£ per unit	(25,093)
Residential Sales Legal Costs		2,509,313	OMS @	0.50%	1,394	£ per unit	(12,547)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,970	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(69,725)
Developers Profit -							
Profit on OMS		2,509,313		17.50%			(439,130)
Margin on AH		454,136		6.00%	on AH values		(27,248)
Profit analysis:		2,963,448		15.74%	blended GDV	(466,378)	
		2,552,848		18.27%	on costs	(466,378)	
TOTAL COSTS							**(3,019,226)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(55,778)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(55,778)**
RLV analysis:	(6,198) £ per plot	(154,939)	£ per ha (net)	(62,703)	£ per acre (net)		
		(154,939)	£ per ha (gross)	(62,703)	£ per acre (gross)		
				-1.88%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		25.0	dph (net)				
Site Area (net)		0.36	ha (net)	0.89	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.36	ha (gross)	0.89	acres (gross)		
Density analysis:		2,381	sqm/ha (net)	10,373	sqft/ac (net)		
		25	dph (gross)				
Benchmark Land Value (net)	39,536 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**355,824**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(1,143,339)**	£ per ha (net)	**(462,703)**	£ per acre (net)	**(411,602)**

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	462,703	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(311,382)	(340,518)	(369,653)	(398,789)	(430,686)	(462,703)	(494,792)
	10.00	(320,911)	(349,570)	(378,229)	(407,570)	(439,063)	(470,556)	(502,166)
Max CIL £ psm	20.00	(330,440)	(358,623)	(386,805)	(416,470)	(447,440)	(478,410)	(509,540)
0.00	30.00	(339,969)	(367,675)	(395,381)	(425,371)	(455,817)	(486,301)	(516,915)
(recommended CIL)	40.00	(349,498)	(376,728)	(404,349)	(434,272)	(464,194)	(494,202)	(524,289)
(100)	50.00	(359,027)	(385,780)	(413,773)	(443,172)	(472,571)	(502,103)	(531,663)
	60.00	(368,556)	(394,833)	(423,197)	(452,073)	(480,971)	(510,004)	(539,037)
	70.00	(378,085)	(404,270)	(432,622)	(460,974)	(489,399)	(517,905)	(546,412)
	80.00	(387,614)	(414,217)	(442,046)	(469,874)	(497,827)	(525,806)	(553,786)
	90.00	(397,143)	(424,165)	(451,470)	(478,802)	(506,255)	(533,707)	(561,160)
	100.00	(407,332)	(434,113)	(460,894)	(487,756)	(514,682)	(541,609)	(568,535)
	110.00	(417,803)	(444,061)	(470,319)	(496,711)	(523,110)	(549,510)	(575,909)
	120.00	(428,275)	(454,009)	(479,793)	(505,665)	(531,538)	(557,411)	(583,283)
	130.00	(438,746)	(463,957)	(489,274)	(514,620)	(539,966)	(565,312)	(590,657)
	140.00	(449,217)	(473,936)	(498,755)	(523,574)	(548,393)	(573,213)	(598,032)
	150.00	(459,689)	(483,944)	(508,236)	(532,529)	(556,821)	(581,114)	(605,406)
	160.00	(470,186)	(493,952)	(517,718)	(541,483)	(565,249)	(589,015)	(612,780)
	170.00	(480,721)	(503,960)	(527,199)	(550,438)	(573,677)	(596,916)	(620,155)
	180.00	(491,256)	(513,968)	(536,680)	(559,392)	(582,105)	(604,817)	(627,529)
	190.00	(501,791)	(523,976)	(546,161)	(568,347)	(590,532)	(612,718)	(634,903)
	200.00	(512,325)	(533,984)	(555,643)	(577,301)	(598,960)	(620,619)	(642,277)
	210.00	(522,860)	(543,992)	(565,124)	(586,256)	(607,388)	(628,520)	(649,652)
	220.00	(533,395)	(554,000)	(574,605)	(595,210)	(615,816)	(636,421)	(657,026)
	230.00	(543,929)	(564,008)	(584,086)	(604,165)	(624,243)	(644,322)	(664,400)
	240.00	(554,464)	(574,016)	(593,568)	(613,119)	(632,671)	(652,223)	(671,775)
	250.00	(564,999)	(584,024)	(603,049)	(622,074)	(641,099)	(660,124)	(679,149)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(462,703)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(430,946)	(438,885)	(446,824)	(454,764)	(462,703)	(470,642)	(478,581)
	10.00	(438,799)	(446,738)	(454,678)	(462,617)	(470,556)	(478,496)	(486,474)
CIL £psm	20.00	(446,653)	(454,592)	(462,531)	(470,471)	(478,410)	(486,388)	(494,375)
0.00	30.00	(454,506)	(462,446)	(470,385)	(478,324)	(486,301)	(494,289)	(502,276)
(recommended CIL)	40.00	(462,360)	(470,299)	(478,238)	(486,215)	(494,202)	(502,190)	(510,177)
(100)	50.00	(470,213)	(478,153)	(486,129)	(494,116)	(502,103)	(510,091)	(518,078)
	60.00	(478,067)	(486,043)	(494,030)	(502,017)	(510,004)	(517,992)	(525,979)
	70.00	(485,956)	(493,944)	(501,931)	(509,918)	(517,905)	(525,893)	(533,880)
	80.00	(493,857)	(501,845)	(509,832)	(517,819)	(525,806)	(533,794)	(541,781)
	90.00	(501,758)	(509,746)	(517,733)	(525,720)	(533,707)	(541,695)	(549,682)
	100.00	(509,659)	(517,647)	(525,634)	(533,621)	(541,609)	(549,596)	(557,583)
	110.00	(517,560)	(525,548)	(533,535)	(541,522)	(549,510)	(557,497)	(565,484)
	120.00	(525,461)	(533,449)	(541,436)	(549,423)	(557,411)	(565,398)	(573,385)
	130.00	(533,362)	(541,350)	(549,337)	(557,324)	(565,312)	(573,299)	(581,286)
	140.00	(541,263)	(549,251)	(557,238)	(565,225)	(573,213)	(581,200)	(589,187)
	150.00	(549,164)	(557,152)	(565,139)	(573,126)	(581,114)	(589,101)	(597,088)
	160.00	(557,066)	(565,053)	(573,040)	(581,027)	(589,015)	(597,002)	(604,989)
	170.00	(564,967)	(572,954)	(580,941)	(588,928)	(596,916)	(604,903)	(612,890)
	180.00	(572,868)	(580,855)	(588,842)	(596,829)	(604,817)	(612,804)	(620,791)
	190.00	(580,769)	(588,756)	(596,743)	(604,730)	(612,718)	(620,705)	(628,692)
	200.00	(588,670)	(596,657)	(604,644)	(612,631)	(620,619)	(628,606)	(636,593)
	210.00	(596,571)	(604,558)	(612,545)	(620,532)	(628,520)	(636,507)	(644,494)
	220.00	(604,472)	(612,459)	(620,446)	(628,434)	(636,421)	(644,408)	(652,395)
	230.00	(612,373)	(620,360)	(628,347)	(636,335)	(644,322)	(652,309)	(660,296)
	240.00	(620,274)	(628,261)	(636,248)	(644,236)	(652,223)	(660,210)	(668,197)
	250.00	(628,175)	(636,162)	(644,149)	(652,137)	(660,124)	(668,111)	(676,098)

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(462,703)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(392,885)	(420,390)	(448,599)	(476,807)	(505,016)	(533,224)	(561,432)
	10.00	(400,035)	(428,244)	(456,452)	(484,661)	(512,869)	(541,078)	(569,286)
CIL £psm	20.00	(407,889)	(436,097)	(464,306)	(492,514)	(520,723)	(548,931)	(577,140)
0.00	30.00	(415,780)	(443,989)	(472,197)	(500,406)	(528,614)	(556,823)	(585,031)
(recommended CIL)	40.00	(423,681)	(451,890)	(480,098)	(508,307)	(536,515)	(564,724)	(592,932)
(100)	50.00	(431,582)	(459,791)	(487,999)	(516,208)	(544,416)	(572,625)	(600,833)
	60.00	(439,483)	(467,692)	(495,900)	(524,109)	(552,317)	(580,526)	(608,734)
	70.00	(447,384)	(475,593)	(503,801)	(532,010)	(560,218)	(588,427)	(616,635)
	80.00	(455,285)	(483,494)	(511,702)	(539,911)	(568,119)	(596,328)	(624,536)
	90.00	(463,186)	(491,395)	(519,603)	(547,812)	(576,020)	(604,229)	(632,437)
	100.00	(471,087)	(499,296)	(527,504)	(555,713)	(583,921)	(612,130)	(640,338)
	110.00	(478,988)	(507,197)	(535,405)	(563,614)	(591,822)	(620,031)	(648,239)
	120.00	(486,889)	(515,098)	(543,306)	(571,515)	(599,723)	(627,932)	(656,140)
	130.00	(494,790)	(522,999)	(551,207)	(579,416)	(607,624)	(635,833)	(664,041)
	140.00	(502,691)	(530,900)	(559,108)	(587,317)	(615,525)	(643,734)	(671,942)
	150.00	(510,592)	(538,801)	(567,009)	(595,218)	(623,426)	(651,635)	(679,843)
	160.00	(518,493)	(546,702)	(574,910)	(603,119)	(631,327)	(659,536)	(687,744)
	170.00	(526,395)	(554,603)	(582,811)	(611,020)	(639,228)	(667,437)	(695,645)
	180.00	(534,296)	(562,504)	(590,712)	(618,921)	(647,129)	(675,338)	(703,546)
	190.00	(542,197)	(570,405)	(598,613)	(626,822)	(655,030)	(683,239)	(711,447)
	200.00	(550,098)	(578,306)	(606,515)	(634,723)	(662,931)	(691,140)	(719,348)
	210.00	(557,999)	(586,207)	(614,416)	(642,624)	(670,832)	(699,041)	(727,249)
	220.00	(565,900)	(594,108)	(622,317)	(650,525)	(678,733)	(706,942)	(735,150)
	230.00	(573,801)	(602,009)	(630,218)	(658,426)	(686,635)	(714,843)	(743,051)
	240.00	(581,702)	(609,910)	(638,119)	(666,327)	(694,536)	(722,744)	(750,952)
	250.00	(589,603)	(617,811)	(646,020)	(674,228)	(702,437)	(730,645)	(758,853)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(462,703)	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	(162,703)	(187,703)	(212,703)	(237,703)	(262,703)	(287,703)	(312,703)
	10.00	(170,556)	(195,556)	(220,556)	(245,556)	(270,556)	(295,556)	(320,556)
CIL £psm	20.00	(178,410)	(203,410)	(228,410)	(253,410)	(278,410)	(303,410)	(328,410)
0.00	30.00	(186,301)	(211,301)	(236,301)	(261,301)	(286,301)	(311,301)	(336,301)
(recommended CIL)	40.00	(194,202)	(219,202)	(244,202)	(269,202)	(294,202)	(319,202)	(344,202)
(100)	50.00	(202,103)	(227,103)	(252,103)	(277,103)	(302,103)	(327,103)	(352,103)
	60.00	(210,004)	(235,004)	(260,004)	(285,004)	(310,004)	(335,004)	(360,004)
	70.00	(217,905)	(242,905)	(267,905)	(292,905)	(317,905)	(342,905)	(367,905)
	80.00	(225,806)	(250,806)	(275,806)	(300,806)	(325,806)	(350,806)	(375,806)
	90.00	(233,707)	(258,707)	(283,707)	(308,707)	(333,707)	(358,707)	(383,707)
	100.00	(241,609)	(266,609)	(291,609)	(316,609)	(341,609)	(366,609)	(391,609)
	110.00	(249,510)	(274,510)	(299,510)	(324,510)	(349,510)	(374,510)	(399,510)
	120.00	(257,411)	(282,411)	(307,411)	(332,411)	(357,411)	(382,411)	(407,411)
	130.00	(265,312)	(290,312)	(315,312)	(340,312)	(365,312)	(390,312)	(415,312)
	140.00	(273,213)	(298,213)	(323,213)	(348,213)	(373,213)	(398,213)	(423,213)
	150.00	(281,114)	(306,114)	(331,114)	(356,114)	(381,114)	(406,114)	(431,114)
	160.00	(289,015)	(314,015)	(339,015)	(364,015)	(389,015)	(414,015)	(439,015)
	170.00	(296,916)	(321,916)	(346,916)	(371,916)	(396,916)	(421,916)	(446,916)
	180.00	(304,817)	(329,817)	(354,817)	(379,817)	(404,817)	(429,817)	(454,817)
	190.00	(312,718)	(337,718)	(362,718)	(387,718)	(412,718)	(437,718)	(462,718)
	200.00	(320,619)	(345,619)	(370,619)	(395,619)	(420,619)	(445,619)	(470,619)
	210.00	(328,520)	(353,520)	(378,520)	(403,520)	(428,520)	(453,520)	(478,520)
	220.00	(336,421)	(361,421)	(386,421)	(411,421)	(436,421)	(461,421)	(486,421)
	230.00	(344,322)	(369,322)	(394,322)	(419,322)	(444,322)	(469,322)	(494,322)
	240.00	(352,223)	(377,223)	(402,223)	(427,223)	(452,223)	(477,223)	(502,223)
	250.00	(360,124)	(385,124)	(410,124)	(435,124)	(460,124)	(485,124)	(510,124)

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(462,703)	Density (dph) (net) 30	35	25 40	45	50	55	60
	0.00	(463,216)	(463,729)	(464,242)	(464,755)	(465,268)	(465,781)	(466,294)
	10.00	(472,640)	(474,724)	(476,808)	(478,891)	(480,975)	(483,059)	(485,143)
CIL £psm	20.00	(482,064)	(485,719)	(489,373)	(493,028)	(496,682)	(500,337)	(503,991)
0.00	30.00	(491,489)	(496,714)	(501,939)	(507,164)	(512,389)	(517,615)	(522,840)
(recommended CIL)	40.00	(500,943)	(507,709)	(514,505)	(521,301)	(528,097)	(534,892)	(541,688)
(100)	50.00	(510,424)	(518,744)	(527,070)	(535,437)	(543,804)	(552,170)	(560,537)
	60.00	(519,905)	(529,806)	(539,706)	(549,607)	(559,511)	(569,448)	(579,385)
	70.00	(529,386)	(540,867)	(552,348)	(563,829)	(575,310)	(586,791)	(598,272)
	80.00	(538,868)	(551,929)	(564,990)	(578,051)	(591,112)	(604,173)	(617,234)
	90.00	(548,349)	(562,990)	(577,631)	(592,273)	(606,914)	(621,555)	(636,197)
	100.00	(557,830)	(574,052)	(590,273)	(606,495)	(622,716)	(638,938)	(655,159)
	110.00	(567,311)	(585,113)	(602,915)	(620,716)	(638,518)	(656,320)	(674,121)
	120.00	(576,792)	(596,174)	(615,556)	(634,938)	(654,320)	(673,702)	(693,084)
	130.00	(586,274)	(607,236)	(628,198)	(649,160)	(670,122)	(691,084)	(712,046)
	140.00	(595,755)	(618,297)	(640,840)	(663,382)	(685,924)	(708,467)	(731,009)
	150.00	(605,236)	(629,359)	(653,481)	(677,604)	(701,726)	(725,849)	(749,971)
	160.00	(614,717)	(640,420)	(666,123)	(691,826)	(717,528)	(743,231)	(768,934)
	170.00	(624,199)	(651,482)	(678,764)	(706,047)	(733,330)	(760,613)	(787,896)
	180.00	(633,680)	(662,543)	(691,406)	(720,269)	(749,132)	(777,996)	(806,859)
	190.00	(643,161)	(673,604)	(704,048)	(734,491)	(764,934)	(795,378)	(825,821)
	200.00	(652,642)	(684,666)	(716,689)	(748,713)	(780,736)	(812,760)	(844,784)
	210.00	(662,124)	(695,727)	(729,331)	(762,935)	(796,539)	(830,142)	(863,746)
	220.00	(671,605)	(706,789)	(741,973)	(777,157)	(812,341)	(847,525)	(882,708)
	230.00	(681,086)	(717,850)	(754,614)	(791,378)	(828,143)	(864,907)	(901,671)
	240.00	(690,567)	(728,912)	(767,256)	(805,600)	(843,945)	(882,289)	(920,633)
	250.00	(700,048)	(739,973)	(779,898)	(819,822)	(859,747)	(899,671)	(939,596)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(462,703)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	115%
	0.00	196,689	(15,488)	(231,527)	(462,703)	(587,453)	(712,307)	(837,162)
	10.00	189,976	(22,201)	(238,517)	(470,556)	(595,354)	(720,209)	(845,063)
CIL £psm	20.00	183,262	(28,915)	(245,507)	(478,410)	(603,255)	(728,110)	(852,964)
0.00	30.00	176,549	(35,628)	(252,630)	(486,301)	(611,156)	(736,011)	(860,865)
(recommended CIL)	40.00	169,835	(42,341)	(259,776)	(494,202)	(619,057)	(743,912)	(868,766)
(100)	50.00	163,122	(49,055)	(266,923)	(502,103)	(626,958)	(751,813)	(876,667)
	60.00	156,409	(55,768)	(274,070)	(510,004)	(634,859)	(759,714)	(884,568)
	70.00	149,695	(62,482)	(281,217)	(517,905)	(642,760)	(767,615)	(892,469)
	80.00	142,982	(69,234)	(288,363)	(525,806)	(650,661)	(775,516)	(900,370)
	90.00	136,268	(75,988)	(295,510)	(533,707)	(658,562)	(783,417)	(908,271)
	100.00	129,555	(82,742)	(302,657)	(541,609)	(666,463)	(791,318)	(916,172)
	110.00	122,841	(89,496)	(309,804)	(549,510)	(674,364)	(799,219)	(924,073)
	120.00	116,128	(96,250)	(316,950)	(557,411)	(682,265)	(807,120)	(992,195)
	130.00	109,414	(103,004)	(324,097)	(565,312)	(690,166)	(815,021)	(1,063,017)
	140.00	102,701	(109,758)	(331,244)	(573,213)	(698,067)	(822,922)	(1,133,878)
	150.00	95,987	(116,512)	(338,391)	(581,114)	(705,968)	(830,823)	(1,204,739)
	160.00	89,274	(123,267)	(345,537)	(589,015)	(713,869)	(838,724)	(1,275,600)
	170.00	82,560	(130,021)	(352,684)	(596,916)	(721,770)	(846,625)	(1,346,460)
	180.00	75,847	(136,775)	(359,831)	(604,817)	(729,671)	(854,526)	(1,417,321)
	190.00	69,133	(143,529)	(366,977)	(612,718)	(737,572)	(862,427)	(1,488,182)
	200.00	62,420	(150,415)	(374,124)	(620,619)	(745,473)	(870,328)	(1,559,043)
	210.00	55,707	(157,404)	(381,271)	(628,520)	(753,374)	(878,229)	(1,629,904)
	220.00	48,993	(164,394)	(388,418)	(636,421)	(761,275)	(886,130)	(1,700,765)
	230.00	42,280	(171,384)	(395,564)	(644,322)	(769,176)	(894,031)	(1,771,626)
	240.00	35,566	(178,373)	(402,979)	(652,223)	(777,077)	(901,932)	(1,842,487)
	250.00	28,853	(185,363)	(410,833)	(660,124)	(784,978)	(909,833)	(1,913,348)

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(462,703)	Market Values 100% 90%	95%	100%	105%	110%	115%	120%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(692,495)	(577,547)	(462,703)	(353,099)	(249,138)	(147,405)	(49,126)
	10.00	(700,396)	(585,448)	(470,556)	(360,245)	(256,284)	(154,395)	(55,880)
CIL £psm	20.00	(708,297)	(593,349)	(478,410)	(367,392)	(263,431)	(161,384)	(62,634)
0.00	30.00	(716,198)	(601,250)	(486,301)	(374,539)	(270,578)	(168,374)	(69,388)
(recommended CIL)	40.00	(724,099)	(609,151)	(494,202)	(381,686)	(277,725)	(175,364)	(76,142)
(100)	50.00	(732,000)	(617,052)	(502,103)	(388,832)	(284,871)	(182,353)	(82,896)
	60.00	(739,901)	(624,953)	(510,004)	(395,979)	(292,018)	(189,343)	(89,650)
	70.00	(747,802)	(632,854)	(517,905)	(403,435)	(299,165)	(196,332)	(96,404)
	80.00	(755,703)	(640,755)	(525,806)	(411,288)	(306,312)	(203,322)	(103,158)
	90.00	(763,604)	(648,656)	(533,707)	(419,142)	(313,458)	(210,312)	(109,912)
	100.00	(771,505)	(656,557)	(541,609)	(426,996)	(320,605)	(217,301)	(116,666)
	110.00	(779,406)	(664,458)	(549,510)	(434,849)	(327,752)	(224,291)	(123,420)
	120.00	(787,307)	(672,359)	(557,411)	(442,703)	(334,898)	(231,281)	(130,174)
	130.00	(795,208)	(680,260)	(565,312)	(450,556)	(342,045)	(238,270)	(136,928)
	140.00	(803,109)	(688,161)	(573,213)	(458,410)	(349,192)	(245,260)	(143,682)
	150.00	(811,010)	(696,062)	(581,114)	(466,263)	(356,339)	(252,378)	(150,574)
	160.00	(818,911)	(703,963)	(589,015)	(474,117)	(363,485)	(259,524)	(157,563)
	170.00	(826,812)	(711,864)	(596,916)	(481,970)	(370,632)	(266,671)	(164,553)
	180.00	(834,713)	(719,765)	(604,817)	(489,868)	(377,779)	(273,818)	(171,543)
	190.00	(842,614)	(727,666)	(612,718)	(497,769)	(384,926)	(280,965)	(178,532)
	200.00	(850,515)	(735,567)	(620,619)	(505,670)	(392,072)	(288,111)	(185,522)
	210.00	(858,416)	(743,468)	(628,520)	(513,571)	(399,219)	(295,258)	(192,512)
	220.00	(866,317)	(751,369)	(636,421)	(521,473)	(406,995)	(302,405)	(199,501)
	230.00	(874,218)	(759,270)	(644,322)	(529,374)	(414,849)	(309,552)	(206,491)
	240.00	(938,542)	(767,171)	(652,223)	(537,275)	(422,702)	(316,698)	(213,481)
	250.00	(1,009,370)	(775,072)	(660,124)	(545,176)	(430,556)	(323,845)	(220,470)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(462,703)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(462,703)	(361,308)	(265,557)	(171,493)	(80,160)	9,891	458,853
	10.00	(470,556)	(368,455)	(272,704)	(178,482)	(86,914)	3,177	452,180
CIL £psm	20.00	(478,410)	(375,602)	(279,850)	(185,472)	(93,668)	(3,536)	445,507
0.00	30.00	(486,301)	(382,748)	(286,997)	(192,461)	(100,422)	(10,249)	438,834
(recommended CIL)	40.00	(494,202)	(389,895)	(294,144)	(199,451)	(107,176)	(16,963)	432,161
(100)	50.00	(502,103)	(397,042)	(301,291)	(206,441)	(113,930)	(23,676)	425,488
	60.00	(510,004)	(404,603)	(308,437)	(213,430)	(120,684)	(30,390)	418,814
	70.00	(517,905)	(412,456)	(315,584)	(220,420)	(127,438)	(37,103)	412,141
	80.00	(525,806)	(420,310)	(322,731)	(227,410)	(134,192)	(43,817)	405,468
	90.00	(533,707)	(428,164)	(329,878)	(234,399)	(140,946)	(50,530)	398,795
	100.00	(541,609)	(436,017)	(337,024)	(241,389)	(147,742)	(57,244)	392,122
	110.00	(549,510)	(443,871)	(344,171)	(248,420)	(154,732)	(63,964)	385,449
	120.00	(557,411)	(451,724)	(351,318)	(255,566)	(161,722)	(70,718)	378,776
	130.00	(565,312)	(459,578)	(358,464)	(262,713)	(168,711)	(77,472)	372,103
	140.00	(573,213)	(467,431)	(365,611)	(269,860)	(175,701)	(84,226)	365,429
	150.00	(581,114)	(475,285)	(372,758)	(277,007)	(182,691)	(90,981)	358,756
	160.00	(589,015)	(483,157)	(379,905)	(284,153)	(189,680)	(97,735)	352,083
	170.00	(596,916)	(491,058)	(387,051)	(291,300)	(196,670)	(104,489)	345,410
	180.00	(604,817)	(498,959)	(394,198)	(298,447)	(203,659)	(111,243)	338,737
	190.00	(612,718)	(506,860)	(401,478)	(305,594)	(210,649)	(117,997)	332,064
	200.00	(620,619)	(514,762)	(409,331)	(312,740)	(217,639)	(124,751)	325,354
	210.00	(628,520)	(522,663)	(417,185)	(319,887)	(224,628)	(131,505)	318,641
	220.00	(636,421)	(530,564)	(425,039)	(327,034)	(231,618)	(138,259)	311,927
	230.00	(644,322)	(538,465)	(432,892)	(334,181)	(238,608)	(145,013)	305,214
	240.00	(652,223)	(546,366)	(440,746)	(341,327)	(245,597)	(151,951)	298,500
	250.00	(660,124)	(554,267)	(448,599)	(348,474)	(252,723)	(158,940)	291,787

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**BB**	
Scheme Typology:	Houses	
No Units:	9	
Location / Value Zone:	High	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	2,963,448	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	3,000	
Sub-total CIL+S106 (£ per unit)	3,000	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	3,000	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.74%	
Developers Profit (% on costs)	18.27%	
Developers Profit Total (£)	466,378	
Land Value KPI's		
RLV (£/acre (net))	(62,703)	
RLV (£/ha (net))	(154,939)	
RLV (% of GDV)	-1.88%	
RLV Total (£)	(55,778)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	355,824	
Surplus/Deficit (£/acre) [RLV-BLV]	(462,703)	
Surplus/Deficit (£/ha)	(1,143,339)	
Surplus/Deficit Total (£)	(411,602)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	69,725	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	7,747	Put into summary table for ease of checking. Don't print this row in the summary table

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	CC				(see Typologies Matrix)
Scheme Typology:	Flats (Conversion)		No Units:	10	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			10	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	2.6	46.0%	1.2	38%	3.8
2 bed Flat	65.0%	4.9	54.0%	1.4	62%	6.2
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	7.5	100.0%	2.5	100%	10.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	154	1,662	68	728	222	2,390
2 bed Flat	373	4,013	103	1,111	476	5,124
3 bed Flat	0	0	0	0	0	0
	527	5,675	171	1,839	698	7,514
AH % by floor area:			24.48%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	0
4 bed House (with garage)	450,000	3,913	364	3,237	301	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	792,750
2 bed Flat	265,000	4,077	379	3,465	322	1,649,625
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						2,442,375

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Flats (Conversion)**		No Units:	**10**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	337,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	372,500		-
4 bed House (with garage)	0.0	@	450,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.6	@	210,000		551,250
2 bed Flat	4.9	@	265,000		1,291,875
3 bed Flat	0.0	@	0		-
	7.5				1,843,125
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.4	@	126,000		50,715
2 bed Flat	0.5	@	159,000		75,128
3 bed Flat	0.0	@	0		-
	0.9				125,843
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.4	@	84,000		33,810
2 bed Flat	0.5	@	106,000		50,085
3 bed Flat	0.0	@	0		-
	0.9				83,895
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.3	@	147,000		50,715
2 bed Flat	0.4	@	185,500		75,128
3 bed Flat	0.0	@	0		-
	0.8	2.5			125,843
Sub-total GDV Residential	**10**				**2,178,705**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	263,670
	378	£ psm (total GIA sqm)		26,367 £ per unit (total units)	
Grant	10	units @	0	per unit	-
Total GDV					**2,178,705**

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Scheme Typology:	**Flats (Conversion)**		No Units:	**10**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25				(capped at £411,885)	6,350	£		(6,350)
Planning Application Professional Fees, Surveys and reports					(capped at £1,500,000)	25,400	£		(25,400)
Building Safety Levy			527	sqm	15.11	£ psm			(7,966)
CIL (Mrkt only inc. garages)	Max		527	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	Year 2				0				-
	Year 3				0				-
	Year 4				0				-
	Year 5				0				-
	Year 6				0				-
	Year 7				0				-
	Year 8				0				-
	Year 9				0				-
	Year 10				0				-
	Year 11				0				-
	Year 12				0				-
	Year 13				0				-
	Year 14				0				-
	Year 15				0				-
Site Specific S106 (installment)			10	units @	3,000	per unit			(30,000)
	Sub-total							(30,000)	
S106 analysis:	270,000	£ per ha	1.38%	% of GDV	3,000	£ per unit (total units)			
AH Commuted Sum			698	sqm (total)	0	£ psm			-
Comm. Sum analysis:			0.00%	% of GDV					
Construction Costs -									
Site Clearance, Demolition & Remediation			0.11	ha @	123,500	£ per ha (if brownfield)			(13,722)
Strategic Site Infra. costs	Year 1	0							-
	Year 2	0							-
	Year 3	0							-
	Year 4	0							-
	Year 5	0							-
	Year 6	0							-
	Year 7	0							-
	Year 8	0							-
	Year 9	0							-
	Year 10	0							-
	Year 11	0							-
	Year 12	0							-
	Year 13	0							-
	Year 14	0							-
	Year 15	0							-
	Years 1-15		10	units @	0	per unit			-
	Sub-total							-	
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
2 bed House			-	sqm @	2,107	psm			-
3 bed House			-	sqm @	2,107	psm			-
3 bed House (EXC. garage)			-	sqm @	2,107	psm			-
4 bed House (EXC. garage)			-	sqm @	2,107	psm			-
5 bed House (EXC. garage)			-	sqm @	2,107	psm			-
1 bed Flat	Conversion		222	sqm @	1,529	psm			(339,528)
2 bed Flat	Conversion		476	sqm @	1,529	psm			(727,849)
3 bed Flat	Conversion		-	sqm @	1,529	psm			-
Garages for 3B House	-	16.0	0	sqm @	600	psm			-
Garages for 4B House	-	24.0	0	sqm @	600	psm			-
Garages for 5B House	-	-	0	sqm @	600	psm			-
Total GIA check:			698	£ per garage	£0				
External works			1,067,377	@	10.0%				(106,738)
Ext. Works analysis:					10,674	£ per unit (total units)			
Policy Costs on design -									
Net Biodiversity costs			10	units @	0	£ per unit			-
M4(2) Category 2 Housing	Aff units	3	units @	100%	@	1,400	£ per unit		(3,500)
M4(2) Category 2 Housing	OMS units	8	units @	100%	@	1,400	£ per unit		(10,500)
M4(3) Category 3 Housing	Aff units	3	units @	10%	@	22,000	£ per unit		(5,500)
M4(3) Category 3 Housing	OMS units	8	units @	10%	@	22,000	£ per unit		(16,500)
Part L/FHS		10	units @			4,350	£ per unit		(43,500)
Part L/FHS analysis:					4.1%	% of BCIS costs			
Net Zero for Housing		-	sqm			105	£ psm		-
Net Zero for Flats		698	sqm			72	£ psm		(50,262)
Water Efficiency		10	units @			20	£ per unit		(200)
Urban Greening Factor	10.0	flats @	6	per floor = GIA	419	0	£ per unit		-
	Sub-total							(129,962)	
Policy Costs analysis:	(design costs only)				12,996	£ per unit (total units)			
					12.2%	% of BCIS costs			
Contingency (on construction)			1,317,799	@	5.0%				(65,890)

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Scheme Typology:	**Flats (Conversion)**		No Units:	**10**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		1,317,799	@	10.0%			(131,780)
Disposal Costs -							
OMS Marketing and Promotion		1,843,125	OMS @	1.00%	1,843	£ per unit	(18,431)
Residential Sales Agent Costs		1,843,125	OMS @	1.00%	1,843	£ per unit	(18,431)
Residential Sales Legal Costs		1,843,125	OMS @	0.50%	922	£ per unit	(9,216)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	10	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					4,608	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(42,458)
Developers Profit -							
Profit on OMS		1,843,125		17.50%			(322,547)
Margin on AH		335,580		6.00%	on AH values		(20,135)
Profit analysis:		2,178,705		15.73%	blended GDV	(342,682)	
		1,673,721		20.47%	on costs	(342,682)	
TOTAL COSTS							**(2,016,403)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							162,302
SDLT		162,302	@	HMRC formula			(246)
Acquisition Agent fees		162,302	@	1.0%			(1,623)
Acquisition Legal fees		162,302	@	0.5%			(812)
Interest on Land		162,302	@	7.50%			(12,173)
Residual Land Value							**147,449**
RLV analysis:	14,745 £ per plot	1,327,038	£ per ha (net)	537,045	£ per acre (net)		
		1,327,038	£ per ha (gross)	537,045	£ per acre (gross)		
				6.77%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		90.0	dph (net)				
Site Area (net)		0.11	ha (net)	0.27	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.11	ha (gross)	0.27	acres (gross)		
Density analysis:		6,283	sqm/ha (net)	27,368	sqft/ac (net)		
		90	dph (gross)				
Benchmark Land Value (net)	10,982 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**109,822**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**338,638**	£ per ha (net)	**137,045**	£ per acre (net)	**37,626**

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Scheme Typology:	**Flats (Conversion)**		No Units:	**10**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	137,045	0%	5%	10%	15%	20%	25%	30%
	0.00	634,479	536,909	439,338	338,993	238,019	137,045	34,698
	10.00	611,441	515,023	418,509	318,728	218,946	119,164	17,634
Max CIL £ psm	20.00	588,403	493,137	397,052	298,462	199,873	101,283	570
0.00	30.00	565,366	471,251	375,595	278,197	180,799	83,092	(16,494)
(recommended CIL)	40.00	542,328	449,365	354,138	257,932	161,726	64,810	(33,558)
(100)	50.00	519,290	427,479	332,680	237,667	142,653	46,527	(50,622)
	60.00	496,252	405,044	311,223	217,402	123,580	28,244	(67,686)
	70.00	473,215	382,395	289,766	197,136	104,507	9,961	(84,750)
	80.00	450,177	359,746	268,308	176,871	85,170	(8,322)	(101,814)
	90.00	427,139	337,096	246,851	156,606	65,668	(26,605)	(118,878)
	100.00	403,500	314,447	225,394	136,341	46,167	(44,888)	(135,942)
	110.00	379,659	291,798	203,937	116,076	26,665	(63,171)	(153,006)
	120.00	355,817	269,148	182,479	95,780	7,163	(81,454)	(170,070)
	130.00	331,976	246,499	161,022	75,059	(12,339)	(99,736)	(187,134)
	140.00	308,135	223,850	139,565	54,339	(31,840)	(118,019)	(204,198)
	150.00	284,293	201,200	118,108	33,618	(51,342)	(136,302)	(221,262)
	160.00	260,452	178,551	96,639	12,897	(70,844)	(154,585)	(238,326)
	170.00	236,610	155,902	74,699	(7,823)	(90,346)	(172,868)	(255,390)
	180.00	212,769	133,252	52,760	(28,544)	(109,847)	(191,151)	(272,454)
	190.00	188,928	110,603	30,820	(49,264)	(129,349)	(209,434)	(289,518)
	200.00	165,086	87,747	8,881	(69,985)	(148,851)	(227,717)	(306,582)
	210.00	141,245	64,588	(13,059)	(90,706)	(168,353)	(245,999)	(323,646)
	220.00	117,403	41,430	(34,998)	(111,426)	(187,854)	(264,282)	(340,710)
	230.00	93,481	18,272	(56,938)	(132,147)	(207,356)	(282,565)	(357,774)
	240.00	69,104	(4,887)	(78,877)	(152,867)	(226,858)	(300,848)	(374,839)
	250.00	44,727	(28,045)	(100,816)	(173,588)	(246,360)	(319,131)	(391,903)

TABLE 2

		Site Specific S106		100%	(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))	137,045	0%	25%	50%	75%	100%	125%	150%
	0.00	238,795	213,357	187,920	162,482	137,045	111,607	85,923
	10.00	220,914	195,476	170,039	144,601	119,164	93,649	67,640
CIL £psm	20.00	203,033	177,595	152,158	126,720	101,283	75,366	49,357
0.00	30.00	185,152	159,714	134,277	108,839	83,092	57,083	31,074
(recommended CIL)	40.00	167,271	141,833	116,396	90,819	64,810	38,800	12,791
(100)	50.00	149,390	123,952	98,515	72,536	46,527	20,518	(5,492)
	60.00	131,509	106,071	80,262	54,253	28,244	2,235	(23,774)
	70.00	113,627	87,988	61,979	35,970	9,961	(16,048)	(42,057)
	80.00	95,714	69,705	43,696	17,687	(8,322)	(34,331)	(60,340)
	90.00	77,432	51,422	25,413	(596)	(26,605)	(52,614)	(78,623)
	100.00	59,149	33,140	7,130	(18,879)	(44,888)	(70,897)	(96,906)
	110.00	40,866	14,857	(11,152)	(37,162)	(63,171)	(89,180)	(115,189)
	120.00	22,583	(3,426)	(29,435)	(55,444)	(81,454)	(107,463)	(133,472)
	130.00	4,300	(21,709)	(47,718)	(73,727)	(99,736)	(125,746)	(151,755)
	140.00	(13,983)	(39,992)	(66,001)	(92,010)	(118,019)	(144,028)	(170,038)
	150.00	(32,266)	(58,275)	(84,284)	(110,293)	(136,302)	(162,311)	(188,320)
	160.00	(50,549)	(76,558)	(102,567)	(128,576)	(154,585)	(180,594)	(206,603)
	170.00	(68,831)	(94,841)	(120,850)	(146,859)	(172,868)	(198,877)	(224,886)
	180.00	(87,114)	(113,123)	(139,133)	(165,142)	(191,151)	(217,160)	(243,169)
	190.00	(105,397)	(131,406)	(157,415)	(183,425)	(209,434)	(235,443)	(261,452)
	200.00	(123,680)	(149,689)	(175,698)	(201,707)	(227,717)	(253,726)	(279,735)
	210.00	(141,963)	(167,972)	(193,981)	(219,990)	(245,999)	(272,009)	(298,018)
	220.00	(160,246)	(186,255)	(212,264)	(238,273)	(264,282)	(290,291)	(316,301)
	230.00	(178,529)	(204,538)	(230,547)	(256,556)	(282,565)	(308,574)	(334,584)
	240.00	(196,812)	(222,821)	(248,830)	(274,839)	(300,848)	(326,857)	(352,866)
	250.00	(215,095)	(241,104)	(267,113)	(293,122)	(319,131)	(345,140)	(371,149)

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats (Conversion) No Units: 10
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	137,045	Profit 18%						
		15%	16%	17%	18%	19%	20%	21%
	0.00	286,412	226,665	166,918	107,172	46,307	(14,782)	(75,872)
	10.00	268,531	208,784	149,037	89,113	28,024	(33,065)	(94,155)
CIL £psm	20.00	250,650	190,903	131,156	70,831	9,741	(51,348)	(112,438)
0.00	30.00	232,769	173,022	113,275	52,548	(8,542)	(69,631)	(130,721)
(recommended CIL)	40.00	214,888	155,141	95,354	34,265	(26,825)	(87,914)	(149,003)
(100)	50.00	197,007	137,260	77,071	15,982	(45,107)	(106,197)	(167,286)
	60.00	179,126	119,379	58,788	(2,301)	(63,390)	(124,480)	(185,569)
	70.00	161,244	101,498	40,506	(20,584)	(81,673)	(142,763)	(203,852)
	80.00	143,363	83,312	22,223	(38,867)	(99,956)	(161,046)	(222,135)
	90.00	125,482	65,029	3,940	(57,150)	(118,239)	(179,328)	(240,418)
	100.00	107,601	46,746	(14,343)	(75,432)	(136,522)	(197,611)	(258,701)
	110.00	89,553	28,463	(32,626)	(93,715)	(154,805)	(215,894)	(276,984)
	120.00	71,270	10,181	(50,909)	(111,998)	(173,088)	(234,177)	(295,266)
	130.00	52,987	(8,102)	(69,192)	(130,281)	(191,371)	(252,460)	(313,549)
	140.00	34,704	(26,385)	(87,475)	(148,564)	(209,653)	(270,743)	(331,832)
	150.00	16,421	(44,668)	(105,757)	(166,847)	(227,936)	(289,026)	(350,115)
	160.00	(1,862)	(62,951)	(124,040)	(185,130)	(246,219)	(307,309)	(368,398)
	170.00	(20,144)	(81,234)	(142,323)	(203,413)	(264,502)	(325,591)	(386,681)
	180.00	(38,427)	(99,517)	(160,606)	(221,696)	(282,785)	(343,874)	(405,455)
	190.00	(56,710)	(117,800)	(178,889)	(239,978)	(301,068)	(362,157)	(425,546)
	200.00	(74,993)	(136,082)	(197,172)	(258,261)	(319,351)	(380,440)	(445,637)
	210.00	(93,276)	(154,365)	(215,455)	(276,544)	(337,634)	(398,723)	(465,728)
	220.00	(111,559)	(172,648)	(233,738)	(294,827)	(355,916)	(418,688)	(485,819)
	230.00	(129,842)	(190,931)	(252,021)	(313,110)	(374,199)	(438,779)	(505,910)
	240.00	(148,125)	(209,214)	(270,303)	(331,393)	(392,482)	(458,870)	(526,001)
	250.00	(166,407)	(227,497)	(288,586)	(349,676)	(411,830)	(478,961)	(546,092)

TABLE 4

Balance (RLV - BLV £ per acre (n))	137,045	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	437,045	412,045	387,045	362,045	337,045	312,045	287,045
	10.00	419,164	394,164	369,164	344,164	319,164	294,164	269,164
CIL £psm	20.00	401,283	376,283	351,283	326,283	301,283	276,283	251,283
0.00	30.00	383,092	358,092	333,092	308,092	283,092	258,092	233,092
(recommended CIL)	40.00	364,810	339,810	314,810	289,810	264,810	239,810	214,810
(100)	50.00	346,527	321,527	296,527	271,527	246,527	221,527	196,527
	60.00	328,244	303,244	278,244	253,244	228,244	203,244	178,244
	70.00	309,961	284,961	259,961	234,961	209,961	184,961	159,961
	80.00	291,678	266,678	241,678	216,678	191,678	166,678	141,678
	90.00	273,395	248,395	223,395	198,395	173,395	148,395	123,395
	100.00	255,112	230,112	205,112	180,112	155,112	130,112	105,112
	110.00	236,829	211,829	186,829	161,829	136,829	111,829	86,829
	120.00	218,546	193,546	168,546	143,546	118,546	93,546	68,546
	130.00	200,264	175,264	150,264	125,264	100,264	75,264	50,264
	140.00	181,981	156,981	131,981	106,981	81,981	56,981	31,981
	150.00	163,698	138,698	113,698	88,698	63,698	38,698	13,698
	160.00	145,415	120,415	95,415	70,415	45,415	20,415	(4,585)
	170.00	127,132	102,132	77,132	52,132	27,132	2,132	(22,868)
	180.00	108,849	83,849	58,849	33,849	8,849	(16,151)	(41,151)
	190.00	90,566	65,566	40,566	15,566	(9,434)	(34,434)	(59,434)
	200.00	72,283	47,283	22,283	(2,717)	(27,717)	(52,717)	(77,717)
	210.00	54,001	29,001	4,001	(20,999)	(45,999)	(70,999)	(95,999)
	220.00	35,718	10,718	(14,282)	(39,282)	(64,282)	(89,282)	(114,282)
	230.00	17,435	(7,565)	(32,565)	(57,565)	(82,565)	(107,565)	(132,565)
	240.00	(848)	(25,848)	(50,848)	(75,848)	(100,848)	(125,848)	(150,848)
	250.00	(19,131)	(44,131)	(69,131)	(94,131)	(119,131)	(144,131)	(169,131)

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats (Conversion) No Units: 10
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	137,045	Density (dph) (net) 30	35	90 40	45	50	55	60
	0.00	(257,170)	(224,244)	(191,318)	(158,392)	(125,466)	(92,620)	(59,811)
	10.00	(263,264)	(231,354)	(199,444)	(167,533)	(135,623)	(103,713)	(71,803)
CIL £psm	20.00	(269,358)	(238,464)	(207,569)	(176,675)	(145,780)	(114,886)	(83,992)
0.00	30.00	(275,453)	(245,574)	(215,695)	(185,816)	(155,938)	(126,059)	(96,180)
(recommended CIL)	40.00	(281,547)	(252,684)	(223,821)	(194,958)	(166,095)	(137,232)	(108,369)
(100)	50.00	(287,641)	(259,794)	(231,947)	(204,099)	(176,252)	(148,405)	(120,557)
	60.00	(293,735)	(266,904)	(240,072)	(213,241)	(186,409)	(159,577)	(132,746)
	70.00	(299,830)	(274,014)	(248,198)	(222,382)	(196,566)	(170,750)	(144,934)
	80.00	(305,924)	(281,124)	(256,324)	(231,524)	(206,723)	(181,923)	(157,123)
	90.00	(312,018)	(288,234)	(264,449)	(240,665)	(216,881)	(193,096)	(169,312)
	100.00	(318,113)	(295,344)	(272,575)	(249,806)	(227,038)	(204,269)	(181,500)
	110.00	(324,207)	(302,454)	(280,701)	(258,948)	(237,195)	(215,442)	(193,689)
	120.00	(330,301)	(309,564)	(288,827)	(268,089)	(247,352)	(226,615)	(205,877)
	130.00	(336,396)	(316,674)	(296,952)	(277,231)	(257,509)	(237,788)	(218,066)
	140.00	(342,490)	(323,784)	(305,078)	(286,372)	(267,666)	(248,960)	(230,255)
	150.00	(348,584)	(330,894)	(313,204)	(295,514)	(277,823)	(260,133)	(242,443)
	160.00	(354,678)	(338,004)	(321,330)	(304,655)	(287,981)	(271,306)	(254,632)
	170.00	(360,773)	(345,114)	(329,455)	(313,797)	(298,138)	(282,479)	(266,820)
	180.00	(366,867)	(352,224)	(337,581)	(322,938)	(308,295)	(293,652)	(279,009)
	190.00	(372,961)	(359,334)	(345,707)	(332,079)	(318,452)	(304,825)	(291,198)
	200.00	(379,056)	(366,444)	(353,832)	(341,221)	(328,609)	(315,998)	(303,386)
	210.00	(385,150)	(373,554)	(361,958)	(350,362)	(338,766)	(327,171)	(315,575)
	220.00	(391,244)	(380,664)	(370,084)	(359,504)	(348,924)	(338,343)	(327,763)
	230.00	(397,339)	(387,774)	(378,210)	(368,645)	(359,081)	(349,516)	(339,952)
	240.00	(403,772)	(394,884)	(386,335)	(377,787)	(369,238)	(360,689)	(352,140)
	250.00	(410,469)	(402,191)	(394,461)	(386,928)	(379,395)	(371,862)	(364,329)

TABLE 6

Balance (RLV - BLV £ per acre (n))	137,045	Build cost 100% 70%	80%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 90%	100%	105%	110%	115%
	0.00	1,467,093	1,027,940	588,082	137,045	(96,181)	(330,304)	(580,688)
	10.00	1,450,021	1,010,765	570,907	119,164	(114,464)	(348,586)	(600,839)
CIL £psm	20.00	1,432,950	993,591	553,733	101,283	(132,747)	(366,869)	(621,052)
0.00	30.00	1,415,879	976,416	536,558	83,092	(151,030)	(385,152)	(641,264)
(recommended CIL)	40.00	1,398,807	959,242	519,384	64,810	(169,313)	(403,775)	(661,477)
(100)	50.00	1,381,736	942,067	502,209	46,527	(187,596)	(423,866)	(681,689)
	60.00	1,364,665	924,893	485,035	28,244	(205,879)	(443,957)	(701,902)
	70.00	1,347,576	907,718	467,860	9,961	(224,161)	(464,048)	(722,114)
	80.00	1,330,402	890,544	450,686	(8,322)	(242,444)	(484,139)	(742,327)
	90.00	1,313,227	873,369	433,511	(26,605)	(260,727)	(504,230)	(762,539)
	100.00	1,296,053	856,195	416,163	(44,888)	(279,010)	(524,321)	(782,752)
	110.00	1,278,878	839,020	398,307	(63,171)	(297,293)	(544,412)	(802,964)
	120.00	1,261,704	821,846	380,426	(81,454)	(315,576)	(564,503)	(823,177)
	130.00	1,244,529	804,671	362,545	(99,736)	(333,859)	(584,595)	(843,389)
	140.00	1,227,355	787,497	344,664	(118,019)	(352,142)	(604,769)	(863,602)
	150.00	1,210,180	770,322	326,783	(136,302)	(370,424)	(624,982)	(883,814)
	160.00	1,193,006	753,148	308,901	(154,585)	(388,707)	(645,195)	(904,027)
	170.00	1,175,831	735,973	291,020	(172,868)	(407,682)	(665,407)	(924,240)
	180.00	1,158,657	718,799	273,139	(191,151)	(427,773)	(685,620)	(944,452)
	190.00	1,141,482	701,624	255,258	(209,434)	(447,864)	(705,832)	(964,665)
	200.00	1,124,308	684,450	237,377	(227,717)	(467,955)	(726,045)	(984,877)
	210.00	1,107,133	667,275	219,496	(245,999)	(488,046)	(746,257)	(1,005,090)
	220.00	1,089,958	650,101	201,615	(264,282)	(508,137)	(766,470)	(1,025,302)
	230.00	1,072,784	632,926	183,734	(282,565)	(528,228)	(786,682)	(1,045,515)
	240.00	1,055,609	615,751	165,853	(300,848)	(548,319)	(806,895)	(1,065,727)
	250.00	1,038,435	598,577	147,972	(319,131)	(568,410)	(827,107)	(1,085,940)

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats (Conversion) No Units: 10
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	137,045	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	(356,877)	(109,468)	137,045	379,016	613,547	846,208	1,078,870
	10.00	(375,159)	(127,751)	119,164	361,135	596,372	829,034	1,061,695
CIL £psm	20.00	(393,442)	(146,034)	101,283	343,254	579,198	811,859	1,044,521
0.00	30.00	(412,885)	(164,316)	83,092	325,373	562,023	794,685	1,027,346
(recommended CIL)	40.00	(432,976)	(182,599)	64,810	307,492	544,849	777,510	1,010,172
(100)	50.00	(453,067)	(200,882)	46,527	289,611	527,674	760,336	992,997
	60.00	(473,158)	(219,165)	28,244	271,730	510,500	743,161	975,823
	70.00	(493,249)	(237,448)	9,961	253,849	493,309	725,987	958,648
	80.00	(513,340)	(255,731)	(8,322)	235,968	476,031	708,812	941,474
	90.00	(533,431)	(274,014)	(26,605)	218,087	458,752	691,638	924,299
	100.00	(553,522)	(292,297)	(44,888)	200,206	441,474	674,463	907,125
	110.00	(573,613)	(310,579)	(63,171)	182,325	424,196	657,289	889,950
	120.00	(593,793)	(328,862)	(81,454)	164,443	406,415	640,114	872,776
	130.00	(614,006)	(347,145)	(99,736)	146,562	388,534	622,940	855,601
	140.00	(634,218)	(365,428)	(118,019)	128,681	370,653	605,765	838,427
	150.00	(654,431)	(383,711)	(136,302)	110,800	352,772	588,591	821,252
	160.00	(674,643)	(402,191)	(154,585)	92,824	334,890	571,416	804,078
	170.00	(694,856)	(422,282)	(172,868)	74,541	317,009	554,242	786,903
	180.00	(715,068)	(442,373)	(191,151)	56,258	299,128	537,062	769,729
	190.00	(735,281)	(462,464)	(209,434)	37,975	281,247	519,784	752,554
	200.00	(755,493)	(482,555)	(227,717)	19,692	263,366	502,506	735,380
	210.00	(775,706)	(502,646)	(245,999)	1,409	245,485	485,227	718,205
	220.00	(795,918)	(522,738)	(264,282)	(16,874)	227,604	467,949	701,031
	230.00	(816,131)	(542,829)	(282,565)	(35,156)	209,723	450,671	683,856
	240.00	(836,343)	(562,920)	(300,848)	(53,439)	191,842	433,392	666,682
	250.00	(856,556)	(583,011)	(319,131)	(71,722)	173,961	415,932	649,507

TABLE 8

Balance (RLV - BLV £ per acre (n))	137,045	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	137,045	472,031	795,839	1,119,646	1,442,895	1,764,756	3,366,784
	10.00	119,164	454,857	778,664	1,102,471	1,425,823	1,747,685	3,349,917
CIL £psm	20.00	101,283	437,682	761,490	1,085,297	1,408,752	1,730,614	3,333,051
0.00	30.00	83,092	420,479	744,315	1,068,122	1,391,681	1,713,542	3,316,184
(recommended CIL)	40.00	64,810	402,649	727,141	1,050,948	1,374,609	1,696,471	3,299,317
(100)	50.00	46,527	384,768	709,966	1,033,773	1,357,538	1,679,400	3,282,450
	60.00	28,244	366,887	692,792	1,016,599	1,340,406	1,662,329	3,265,583
	70.00	9,961	349,006	675,617	999,424	1,323,232	1,645,257	3,248,717
	80.00	(8,322)	331,125	658,443	982,250	1,306,057	1,628,186	3,231,793
	90.00	(26,605)	313,244	641,268	965,075	1,288,883	1,611,115	3,214,825
	100.00	(44,888)	295,363	624,093	947,901	1,271,708	1,594,043	3,197,856
	110.00	(63,171)	277,482	606,919	930,726	1,254,534	1,576,972	3,180,887
	120.00	(81,454)	259,601	589,744	913,552	1,237,359	1,559,901	3,163,918
	130.00	(99,736)	241,720	572,570	896,377	1,220,185	1,542,829	3,146,950
	140.00	(118,019)	223,839	555,395	879,203	1,203,010	1,525,758	3,129,981
	150.00	(136,302)	205,958	538,221	862,028	1,185,836	1,508,687	3,113,012
	160.00	(154,585)	188,077	521,046	844,854	1,168,661	1,491,615	3,096,043
	170.00	(172,868)	170,196	503,872	827,679	1,151,487	1,474,544	3,079,075
	180.00	(191,151)	152,314	486,697	810,505	1,134,312	1,457,473	3,062,106
	190.00	(209,434)	134,433	469,523	793,330	1,117,138	1,440,401	3,045,137
	200.00	(227,717)	116,552	452,348	776,156	1,099,963	1,423,330	3,028,168
	210.00	(245,999)	98,671	435,174	758,981	1,082,789	1,406,259	3,011,200
	220.00	(264,282)	80,422	417,883	741,807	1,065,614	1,389,187	2,994,231
	230.00	(282,565)	62,139	400,038	724,632	1,048,440	1,372,116	2,977,262
	240.00	(300,848)	43,856	382,157	707,458	1,031,265	1,355,045	2,960,293
	250.00	(319,131)	25,574	364,276	690,283	1,014,091	1,337,898	2,943,325

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats (Conversion) No Units: 10
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**CC**	
Scheme Typology:	Flats (Conversion)	
No Units:	10	
Location / Value Zone:	High	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	2,178,705	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	3,000	
Sub-total CIL+S106 (£ per unit)	3,000	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	3,000	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.73%	
Developers Profit (% on costs)	20.47%	
Developers Profit Total (£)	342,682	
Land Value KPI's		
RLV (£/acre (net))	537,045	
RLV (£/ha (net))	1,327,038	
RLV (% of GDV)	6.77%	
RLV Total (£)	147,449	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	109,822	
Surplus/Deficit (£/acre) [RLV-BLV]	137,045	
Surplus/Deficit (£/ha)	338,638	
Surplus/Deficit Total (£)	37,626	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	42,458	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	12,173	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	5,463	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	**DD**				(see Typologies Matrix)
Scheme Typology:	**Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	6.6	46.0%	2.9	38%	9.4
2 bed Flat	65.0%	12.2	54.0%	3.4	62%	15.6
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	18.8	100.0%	6.3	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	386	4,155	169	1,820	555	5,976
2 bed Flat	932	10,032	258	2,778	1,190	12,810
3 bed Flat	0	0	0	0	0	0
	1,318	14,187	427	4,598	1,745	18,785
AH % by floor area:			24.48%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	0
4 bed House (with garage)	450,000	3,913	364	3,237	301	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	1,981,875
2 bed Flat	265,000	4,077	379	3,465	322	4,124,063
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						6,105,938

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	337,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	372,500		-
4 bed House (with garage)	0.0	@	450,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	6.6	@	210,000		1,378,125
2 bed Flat	12.2	@	265,000		3,229,688
3 bed Flat	0.0	@	0		-
	18.8				4,607,813
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	1.0	@	126,000		126,788
2 bed Flat	1.2	@	159,000		187,819
3 bed Flat	0.0	@	0		-
	2.2				314,606
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	1.0	@	84,000		84,525
2 bed Flat	1.2	@	106,000		125,213
3 bed Flat	0.0	@	0		-
	2.2				209,738
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.9	@	147,000		126,788
2 bed Flat	1.0	@	185,500		187,819
3 bed Flat	0.0	@	0		-
	1.9	6.3			314,606
Sub-total GDV Residential	**25**				**5,446,763**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	659,175
	378	£ psm (total GIA sqm)		26,367 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**5,446,763**

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Scheme Typology:	**Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	63,500	£		(63,500)
Building Safety Levy				1,318	sqm	15.11	£ psm			(19,915)
CIL (Mrkt only inc. garages)	Max			1,318	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				25	units @	6,700	per unit			(167,500)
	Sub-total								(167,500)	
S106 analysis:	1,038,500	£ per ha		3.08%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				1,745	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.16	ha @	123,500	£ per ha (if brownfield)			(19,919)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			25	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	2,107	psm			-
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				-	sqm @	2,107	psm			-
4 bed House (EXC. garage)				-	sqm @	2,107	psm			-
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				555	sqm @	2,522	psm			(1,400,081)
2 bed Flat				1,190	sqm @	2,522	psm			(3,001,365)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	-	16.0		0	sqm @	600	psm			-
Garages for 4B House	-	24.0		0	sqm @	600	psm			-
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				1,745	£ per garage	£0				
External works				4,401,446	@	10.0%				(440,145)
Ext. Works analysis:						17,606	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				25	units @	0	£ per unit			-
M4(2) Category 2 Housing	Aff units		6	units @	100%	@	1,400	£ per unit		(8,750)
M4(2) Category 2 Housing	OMS units		19	units @	100%	@	1,400	£ per unit		(26,250)
M4(3) Category 3 Housing	Aff units		6	units @	10%	@	22,000	£ per unit		(13,750)
M4(3) Category 3 Housing	OMS units		19	units @	10%	@	22,000	£ per unit		(41,250)
Part L/FHS			25	units @			4,350	£ per unit		(108,750)
Part L/FHS analysis:						2.5%	% of BCIS costs			
Net Zero for Housing			-	sqm			105	£ psm		-
Net Zero for Flats			1,745	sqm			72	£ psm		(125,656)
Water Efficiency			25	units @			20	£ per unit		(500)
Urban Greening Factor	25.0		flats @	6	per floor = GIA	419	128	£ per unit		(53,404)
	Sub-total								(324,906)	
Policy Costs analysis:	(design costs only)					12,996	£ per unit (total units)			
						7.4%	% of BCIS costs			
Contingency (on construction)				5,239,820	@	5.0%				(261,991)

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Scheme Typology:	**Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		5,239,820	@	10.0%			(523,982)
Disposal Costs -							
OMS Marketing and Promotion		4,607,813	OMS @	1.00%	1,843	£ per unit	(46,078)
Residential Sales Agent Costs		4,607,813	OMS @	1.00%	1,843	£ per unit	(46,078)
Residential Sales Legal Costs		4,607,813	OMS @	0.50%	922	£ per unit	(23,039)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	25	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					4,608	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(423,409)
Developers Profit -							
Profit on OMS		4,607,813		17.50%			(806,367)
Margin on AH		838,950		6.00%	on AH values		(50,337)
Profit analysis:		5,446,763		15.73%	blended GDV	(856,704)	
		6,831,187		12.54%	on costs	(856,704)	
TOTAL COSTS							**(7,687,891)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(2,241,129)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(2,241,129)**
RLV analysis:	(89,645) £ per plot	(13,894,999)	£ per ha (net)	(5,623,229)	£ per acre (net)		
		(13,894,999)	£ per ha (gross)	(5,623,229)	£ per acre (gross)		
				-41.15%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		155.0	dph (net)				
Site Area (net)		0.16	ha (net)	0.40	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.16	ha (gross)	0.40	acres (gross)		
Density analysis:		10,820	sqm/ha (net)	47,135	sqft/ac (net)		
		155	dph (gross)				
Benchmark Land Value (net)	6,377 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**159,419**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(14,883,399)**	£ per ha (net)	**(6,023,229)**	£ per acre (net)	**(2,400,548)**

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Scheme Typology: Flats | No Units: 25
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	6,023,229	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(5,106,812)	(5,290,095)	(5,473,379)	(5,656,662)	(5,839,946)	(6,023,229)	(6,206,513)
	10.00	(5,155,821)	(5,336,654)	(5,517,487)	(5,698,320)	(5,879,153)	(6,059,986)	(6,240,819)
Max CIL £ psm	20.00	(5,204,830)	(5,383,212)	(5,561,595)	(5,739,977)	(5,918,360)	(6,096,743)	(6,275,125)
0.00	30.00	(5,253,839)	(5,429,771)	(5,605,703)	(5,781,635)	(5,957,567)	(6,133,499)	(6,309,432)
(recommended CIL)	40.00	(5,302,848)	(5,476,329)	(5,649,811)	(5,823,293)	(5,996,774)	(6,170,256)	(6,343,738)
(100)	50.00	(5,351,857)	(5,522,888)	(5,693,919)	(5,864,950)	(6,035,982)	(6,207,013)	(6,378,044)
	60.00	(5,400,866)	(5,569,447)	(5,738,027)	(5,906,608)	(6,075,189)	(6,243,770)	(6,412,350)
	70.00	(5,449,875)	(5,616,005)	(5,782,135)	(5,948,266)	(6,114,396)	(6,280,526)	(6,446,657)
	80.00	(5,498,884)	(5,662,564)	(5,826,244)	(5,989,923)	(6,153,603)	(6,317,283)	(6,480,963)
	90.00	(5,547,893)	(5,709,122)	(5,870,352)	(6,031,581)	(6,192,810)	(6,354,040)	(6,515,269)
	100.00	(5,596,902)	(5,755,681)	(5,914,460)	(6,073,239)	(6,232,018)	(6,390,797)	(6,549,576)
	110.00	(5,645,911)	(5,802,239)	(5,958,568)	(6,114,896)	(6,271,225)	(6,427,553)	(6,583,882)
	120.00	(5,694,920)	(5,848,798)	(6,002,676)	(6,156,554)	(6,310,432)	(6,464,310)	(6,618,188)
	130.00	(5,743,929)	(5,895,356)	(6,046,784)	(6,198,212)	(6,349,639)	(6,501,067)	(6,652,495)
	140.00	(5,792,938)	(5,941,915)	(6,090,892)	(6,239,869)	(6,388,847)	(6,537,824)	(6,686,801)
	150.00	(5,841,947)	(5,988,474)	(6,135,000)	(6,281,527)	(6,428,054)	(6,574,580)	(6,721,107)
	160.00	(5,890,956)	(6,035,032)	(6,179,108)	(6,323,185)	(6,467,261)	(6,611,337)	(6,755,413)
	170.00	(5,939,965)	(6,081,591)	(6,223,217)	(6,364,842)	(6,506,468)	(6,648,094)	(6,789,720)
	180.00	(5,988,974)	(6,128,149)	(6,267,325)	(6,406,500)	(6,545,675)	(6,684,851)	(6,824,026)
	190.00	(6,037,983)	(6,174,708)	(6,311,433)	(6,448,158)	(6,584,883)	(6,721,607)	(6,858,332)
	200.00	(6,086,992)	(6,221,266)	(6,355,541)	(6,489,815)	(6,624,090)	(6,758,364)	(6,892,639)
	210.00	(6,136,001)	(6,267,825)	(6,399,649)	(6,531,473)	(6,663,297)	(6,795,121)	(6,926,945)
	220.00	(6,185,010)	(6,314,383)	(6,443,757)	(6,573,131)	(6,702,504)	(6,831,878)	(6,961,251)
	230.00	(6,234,019)	(6,360,942)	(6,487,865)	(6,614,788)	(6,741,711)	(6,868,635)	(6,995,558)
	240.00	(6,283,028)	(6,407,501)	(6,531,973)	(6,656,446)	(6,780,919)	(6,905,391)	(7,029,864)
	250.00	(6,332,037)	(6,454,059)	(6,576,081)	(6,698,104)	(6,820,126)	(6,942,148)	(7,064,170)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(6,023,229)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(5,556,106)	(5,672,886)	(5,789,667)	(5,906,448)	(6,023,229)	(6,140,010)	(6,256,791)
	10.00	(5,592,862)	(5,709,643)	(5,826,424)	(5,943,205)	(6,059,986)	(6,176,767)	(6,293,548)
CIL £psm	20.00	(5,629,619)	(5,746,400)	(5,863,181)	(5,979,962)	(6,096,743)	(6,213,524)	(6,330,304)
0.00	30.00	(5,666,376)	(5,783,157)	(5,899,938)	(6,016,718)	(6,133,499)	(6,250,280)	(6,367,061)
(recommended CIL)	40.00	(5,703,133)	(5,819,913)	(5,936,694)	(6,053,475)	(6,170,256)	(6,287,037)	(6,403,818)
(100)	50.00	(5,739,889)	(5,856,670)	(5,973,451)	(6,090,232)	(6,207,013)	(6,323,794)	(6,440,575)
	60.00	(5,776,646)	(5,893,427)	(6,010,208)	(6,126,989)	(6,243,770)	(6,360,551)	(6,477,331)
	70.00	(5,813,403)	(5,930,184)	(6,046,965)	(6,163,746)	(6,280,526)	(6,397,307)	(6,514,088)
	80.00	(5,850,160)	(5,966,941)	(6,083,721)	(6,200,502)	(6,317,283)	(6,434,064)	(6,550,845)
	90.00	(5,886,916)	(6,003,697)	(6,120,478)	(6,237,259)	(6,354,040)	(6,470,821)	(6,587,602)
	100.00	(5,923,673)	(6,040,454)	(6,157,235)	(6,274,016)	(6,390,797)	(6,507,578)	(6,624,358)
	110.00	(5,960,430)	(6,077,211)	(6,193,992)	(6,310,773)	(6,427,553)	(6,544,334)	(6,661,115)
	120.00	(5,997,187)	(6,113,968)	(6,230,748)	(6,347,529)	(6,464,310)	(6,581,091)	(6,697,872)
	130.00	(6,033,943)	(6,150,724)	(6,267,505)	(6,384,286)	(6,501,067)	(6,617,848)	(6,734,629)
	140.00	(6,070,700)	(6,187,481)	(6,304,262)	(6,421,043)	(6,537,824)	(6,654,605)	(6,771,385)
	150.00	(6,107,457)	(6,224,238)	(6,341,019)	(6,457,800)	(6,574,580)	(6,691,361)	(6,808,142)
	160.00	(6,144,214)	(6,260,995)	(6,377,775)	(6,494,556)	(6,611,337)	(6,728,118)	(6,844,899)
	170.00	(6,180,970)	(6,297,751)	(6,414,532)	(6,531,313)	(6,648,094)	(6,764,875)	(6,881,656)
	180.00	(6,217,727)	(6,334,508)	(6,451,289)	(6,568,070)	(6,684,851)	(6,801,632)	(6,918,413)
	190.00	(6,254,484)	(6,371,265)	(6,488,046)	(6,604,827)	(6,721,607)	(6,838,388)	(6,955,169)
	200.00	(6,291,241)	(6,408,022)	(6,524,802)	(6,641,583)	(6,758,364)	(6,875,145)	(6,991,926)
	210.00	(6,327,997)	(6,444,778)	(6,561,559)	(6,678,340)	(6,795,121)	(6,911,902)	(7,028,683)
	220.00	(6,364,754)	(6,481,535)	(6,598,316)	(6,715,097)	(6,831,878)	(6,948,659)	(7,065,440)
	230.00	(6,401,511)	(6,518,292)	(6,635,073)	(6,751,854)	(6,868,635)	(6,985,415)	(7,102,196)
	240.00	(6,438,268)	(6,555,049)	(6,671,830)	(6,788,610)	(6,905,391)	(7,022,172)	(7,138,953)
	250.00	(6,475,025)	(6,591,805)	(6,708,586)	(6,825,367)	(6,942,148)	(7,058,929)	(7,175,710)

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats | No Units: 25
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(6,023,229)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(5,734,192)	(5,849,807)	(5,965,422)	(6,081,037)	(6,196,651)	(6,312,266)	(6,427,881)
	10.00	(5,770,949)	(5,886,564)	(6,002,178)	(6,117,793)	(6,233,408)	(6,349,023)	(6,464,638)
CIL £psm	20.00	(5,807,705)	(5,923,320)	(6,038,935)	(6,154,550)	(6,270,165)	(6,385,780)	(6,501,395)
0.00	30.00	(5,844,462)	(5,960,077)	(6,075,692)	(6,191,307)	(6,306,922)	(6,422,537)	(6,538,151)
(recommended CIL)	40.00	(5,881,219)	(5,996,834)	(6,112,449)	(6,228,064)	(6,343,678)	(6,459,293)	(6,574,908)
(100)	50.00	(5,917,976)	(6,033,591)	(6,149,205)	(6,264,820)	(6,380,435)	(6,496,050)	(6,611,665)
	60.00	(5,954,732)	(6,070,347)	(6,185,962)	(6,301,577)	(6,417,192)	(6,532,807)	(6,648,422)
	70.00	(5,991,489)	(6,107,104)	(6,222,719)	(6,338,334)	(6,453,949)	(6,569,564)	(6,685,178)
	80.00	(6,028,246)	(6,143,861)	(6,259,476)	(6,375,091)	(6,490,705)	(6,606,320)	(6,721,935)
	90.00	(6,065,003)	(6,180,618)	(6,296,232)	(6,411,847)	(6,527,462)	(6,643,077)	(6,758,692)
	100.00	(6,101,759)	(6,217,374)	(6,332,989)	(6,448,604)	(6,564,219)	(6,679,834)	(6,795,449)
	110.00	(6,138,516)	(6,254,131)	(6,369,746)	(6,485,361)	(6,600,976)	(6,716,591)	(6,832,206)
	120.00	(6,175,273)	(6,290,888)	(6,406,503)	(6,522,118)	(6,637,733)	(6,753,347)	(6,868,962)
	130.00	(6,212,030)	(6,327,645)	(6,443,260)	(6,558,874)	(6,674,489)	(6,790,104)	(6,905,719)
	140.00	(6,248,787)	(6,364,401)	(6,480,016)	(6,595,631)	(6,711,246)	(6,826,861)	(6,942,476)
	150.00	(6,285,543)	(6,401,158)	(6,516,773)	(6,632,388)	(6,748,003)	(6,863,618)	(6,979,233)
	160.00	(6,322,300)	(6,437,915)	(6,553,530)	(6,669,145)	(6,784,760)	(6,900,374)	(7,015,989)
	170.00	(6,359,057)	(6,474,672)	(6,590,287)	(6,705,901)	(6,821,516)	(6,937,131)	(7,052,746)
	180.00	(6,395,814)	(6,511,428)	(6,627,043)	(6,742,658)	(6,858,273)	(6,973,888)	(7,089,503)
	190.00	(6,432,570)	(6,548,185)	(6,663,800)	(6,779,415)	(6,895,030)	(7,010,645)	(7,126,260)
	200.00	(6,469,327)	(6,584,942)	(6,700,557)	(6,816,172)	(6,931,787)	(7,047,401)	(7,163,016)
	210.00	(6,506,084)	(6,621,699)	(6,737,314)	(6,852,928)	(6,968,543)	(7,084,158)	(7,199,773)
	220.00	(6,542,841)	(6,658,455)	(6,774,070)	(6,889,685)	(7,005,300)	(7,120,915)	(7,236,530)
	230.00	(6,579,597)	(6,695,212)	(6,810,827)	(6,926,442)	(7,042,057)	(7,157,672)	(7,273,287)
	240.00	(6,616,354)	(6,731,969)	(6,847,584)	(6,963,199)	(7,078,814)	(7,194,428)	(7,310,043)
	250.00	(6,653,111)	(6,768,726)	(6,884,341)	(6,999,955)	(7,115,570)	(7,231,185)	(7,346,800)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(6,023,229)	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	(5,723,229)	(5,748,229)	(5,773,229)	(5,798,229)	(5,823,229)	(5,848,229)	(5,873,229)
	10.00	(5,759,986)	(5,784,986)	(5,809,986)	(5,834,986)	(5,859,986)	(5,884,986)	(5,909,986)
CIL £psm	20.00	(5,796,743)	(5,821,743)	(5,846,743)	(5,871,743)	(5,896,743)	(5,921,743)	(5,946,743)
0.00	30.00	(5,833,499)	(5,858,499)	(5,883,499)	(5,908,499)	(5,933,499)	(5,958,499)	(5,983,499)
(recommended CIL)	40.00	(5,870,256)	(5,895,256)	(5,920,256)	(5,945,256)	(5,970,256)	(5,995,256)	(6,020,256)
(100)	50.00	(5,907,013)	(5,932,013)	(5,957,013)	(5,982,013)	(6,007,013)	(6,032,013)	(6,057,013)
	60.00	(5,943,770)	(5,968,770)	(5,993,770)	(6,018,770)	(6,043,770)	(6,068,770)	(6,093,770)
	70.00	(5,980,526)	(6,005,526)	(6,030,526)	(6,055,526)	(6,080,526)	(6,105,526)	(6,130,526)
	80.00	(6,017,283)	(6,042,283)	(6,067,283)	(6,092,283)	(6,117,283)	(6,142,283)	(6,167,283)
	90.00	(6,054,040)	(6,079,040)	(6,104,040)	(6,129,040)	(6,154,040)	(6,179,040)	(6,204,040)
	100.00	(6,090,797)	(6,115,797)	(6,140,797)	(6,165,797)	(6,190,797)	(6,215,797)	(6,240,797)
	110.00	(6,127,553)	(6,152,553)	(6,177,553)	(6,202,553)	(6,227,553)	(6,252,553)	(6,277,553)
	120.00	(6,164,310)	(6,189,310)	(6,214,310)	(6,239,310)	(6,264,310)	(6,289,310)	(6,314,310)
	130.00	(6,201,067)	(6,226,067)	(6,251,067)	(6,276,067)	(6,301,067)	(6,326,067)	(6,351,067)
	140.00	(6,237,824)	(6,262,824)	(6,287,824)	(6,312,824)	(6,337,824)	(6,362,824)	(6,387,824)
	150.00	(6,274,580)	(6,299,580)	(6,324,580)	(6,349,580)	(6,374,580)	(6,399,580)	(6,424,580)
	160.00	(6,311,337)	(6,336,337)	(6,361,337)	(6,386,337)	(6,411,337)	(6,436,337)	(6,461,337)
	170.00	(6,348,094)	(6,373,094)	(6,398,094)	(6,423,094)	(6,448,094)	(6,473,094)	(6,498,094)
	180.00	(6,384,851)	(6,409,851)	(6,434,851)	(6,459,851)	(6,484,851)	(6,509,851)	(6,534,851)
	190.00	(6,421,607)	(6,446,607)	(6,471,607)	(6,496,607)	(6,521,607)	(6,546,607)	(6,571,607)
	200.00	(6,458,364)	(6,483,364)	(6,508,364)	(6,533,364)	(6,558,364)	(6,583,364)	(6,608,364)
	210.00	(6,495,121)	(6,520,121)	(6,545,121)	(6,570,121)	(6,595,121)	(6,620,121)	(6,645,121)
	220.00	(6,531,878)	(6,556,878)	(6,581,878)	(6,606,878)	(6,631,878)	(6,656,878)	(6,681,878)
	230.00	(6,568,635)	(6,593,635)	(6,618,635)	(6,643,635)	(6,668,635)	(6,693,635)	(6,718,635)
	240.00	(6,605,391)	(6,630,391)	(6,655,391)	(6,680,391)	(6,705,391)	(6,730,391)	(6,755,391)
	250.00	(6,642,148)	(6,667,148)	(6,692,148)	(6,717,148)	(6,742,148)	(6,767,148)	(6,792,148)

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats — No Units: 25
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(6,023,229)	Density (dph) (net) 30	35	155 40	45	50	55	60
	0.00	(1,539,886)	(1,719,220)	(1,898,553)	(2,077,887)	(2,257,221)	(2,436,555)	(2,615,888)
	10.00	(1,547,000)	(1,727,520)	(1,908,039)	(2,088,559)	(2,269,078)	(2,449,597)	(2,630,117)
CIL £psm	20.00	(1,554,114)	(1,735,820)	(1,917,525)	(2,099,230)	(2,280,935)	(2,462,640)	(2,644,345)
0.00	30.00	(1,561,229)	(1,744,119)	(1,927,010)	(2,109,901)	(2,292,792)	(2,475,683)	(2,658,574)
(recommended CIL)	40.00	(1,568,343)	(1,752,419)	(1,936,496)	(2,120,572)	(2,304,649)	(2,488,726)	(2,672,802)
(100)	50.00	(1,575,457)	(1,760,719)	(1,945,982)	(2,131,244)	(2,316,506)	(2,501,768)	(2,687,030)
	60.00	(1,582,571)	(1,769,019)	(1,955,467)	(2,141,915)	(2,328,363)	(2,514,811)	(2,701,259)
	70.00	(1,589,686)	(1,777,319)	(1,964,953)	(2,152,586)	(2,340,220)	(2,527,854)	(2,715,487)
	80.00	(1,596,800)	(1,785,619)	(1,974,438)	(2,163,258)	(2,352,077)	(2,540,896)	(2,729,716)
	90.00	(1,603,914)	(1,793,919)	(1,983,924)	(2,173,929)	(2,363,934)	(2,553,939)	(2,743,944)
	100.00	(1,611,028)	(1,802,219)	(1,993,410)	(2,184,600)	(2,375,791)	(2,566,982)	(2,758,173)
	110.00	(1,618,142)	(1,810,519)	(2,002,895)	(2,195,272)	(2,387,648)	(2,580,025)	(2,772,401)
	120.00	(1,625,257)	(1,818,819)	(2,012,381)	(2,205,943)	(2,399,505)	(2,593,067)	(2,786,629)
	130.00	(1,632,371)	(1,827,119)	(2,021,866)	(2,216,614)	(2,411,362)	(2,606,110)	(2,800,858)
	140.00	(1,639,485)	(1,835,419)	(2,031,352)	(2,227,286)	(2,423,219)	(2,619,153)	(2,815,086)
	150.00	(1,646,599)	(1,843,718)	(2,040,838)	(2,237,957)	(2,435,076)	(2,632,195)	(2,829,315)
	160.00	(1,653,713)	(1,852,018)	(2,050,323)	(2,248,628)	(2,446,933)	(2,645,238)	(2,843,543)
	170.00	(1,660,828)	(1,860,318)	(2,059,809)	(2,259,300)	(2,458,790)	(2,658,281)	(2,857,772)
	180.00	(1,667,942)	(1,868,618)	(2,069,295)	(2,269,971)	(2,470,647)	(2,671,324)	(2,872,000)
	190.00	(1,675,056)	(1,876,918)	(2,078,780)	(2,280,642)	(2,482,504)	(2,684,366)	(2,886,228)
	200.00	(1,682,170)	(1,885,218)	(2,088,266)	(2,291,314)	(2,494,361)	(2,697,409)	(2,900,457)
	210.00	(1,689,284)	(1,893,518)	(2,097,751)	(2,301,985)	(2,506,218)	(2,710,452)	(2,914,685)
	220.00	(1,696,399)	(1,901,818)	(2,107,237)	(2,312,656)	(2,518,075)	(2,723,494)	(2,928,914)
	230.00	(1,703,513)	(1,910,118)	(2,116,723)	(2,323,327)	(2,529,932)	(2,736,537)	(2,943,142)
	240.00	(1,710,627)	(1,918,418)	(2,126,208)	(2,333,999)	(2,541,789)	(2,749,580)	(2,957,371)
	250.00	(1,717,741)	(1,926,718)	(2,135,694)	(2,344,670)	(2,553,646)	(2,762,623)	(2,971,599)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(6,023,229)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	115%
	0.00	(1,386,537)	(2,917,720)	(4,470,474)	(6,023,229)	(6,799,606)	(7,575,984)	(8,352,361)
	10.00	(1,422,635)	(2,954,476)	(4,507,231)	(6,059,986)	(6,836,363)	(7,612,741)	(8,389,118)
CIL £psm	20.00	(1,458,733)	(2,991,233)	(4,543,988)	(6,096,743)	(6,873,120)	(7,649,497)	(8,425,875)
0.00	30.00	(1,494,831)	(3,027,990)	(4,580,745)	(6,133,499)	(6,909,877)	(7,686,254)	(8,462,632)
(recommended CIL)	40.00	(1,530,929)	(3,064,747)	(4,617,501)	(6,170,256)	(6,946,634)	(7,723,011)	(8,499,388)
(100)	50.00	(1,567,027)	(3,101,503)	(4,654,258)	(6,207,013)	(6,983,390)	(7,759,768)	(8,536,145)
	60.00	(1,603,126)	(3,138,260)	(4,691,015)	(6,243,770)	(7,020,147)	(7,796,524)	(8,572,902)
	70.00	(1,639,224)	(3,175,017)	(4,727,772)	(6,280,526)	(7,056,904)	(7,833,281)	(8,609,659)
	80.00	(1,675,322)	(3,211,774)	(4,764,528)	(6,317,283)	(7,093,661)	(7,870,038)	(8,646,415)
	90.00	(1,711,420)	(3,248,530)	(4,801,285)	(6,354,040)	(7,130,417)	(7,906,795)	(8,683,172)
	100.00	(1,747,518)	(3,285,287)	(4,838,042)	(6,390,797)	(7,167,174)	(7,943,551)	(8,719,929)
	110.00	(1,783,616)	(3,322,044)	(4,874,799)	(6,427,553)	(7,203,931)	(7,980,308)	(8,756,686)
	120.00	(1,819,715)	(3,358,801)	(4,911,555)	(6,464,310)	(7,240,688)	(8,017,065)	(8,793,442)
	130.00	(1,855,813)	(3,395,557)	(4,948,312)	(6,501,067)	(7,277,444)	(8,053,822)	(8,830,199)
	140.00	(1,891,911)	(3,432,314)	(4,985,069)	(6,537,824)	(7,314,201)	(8,090,578)	(8,866,956)
	150.00	(1,928,009)	(3,469,071)	(5,021,826)	(6,574,580)	(7,350,958)	(8,127,335)	(8,903,713)
	160.00	(1,964,107)	(3,505,828)	(5,058,582)	(6,611,337)	(7,387,715)	(8,164,092)	(8,940,469)
	170.00	(2,000,205)	(3,542,584)	(5,095,339)	(6,648,094)	(7,424,471)	(8,200,849)	(8,977,226)
	180.00	(2,036,304)	(3,579,341)	(5,132,096)	(6,684,851)	(7,461,228)	(8,237,606)	(9,013,983)
	190.00	(2,072,402)	(3,616,098)	(5,168,853)	(6,721,607)	(7,497,985)	(8,274,362)	(9,050,740)
	200.00	(2,108,500)	(3,652,855)	(5,205,609)	(6,758,364)	(7,534,742)	(8,311,119)	(9,087,496)
	210.00	(2,144,598)	(3,689,611)	(5,242,366)	(6,795,121)	(7,571,498)	(8,347,876)	(9,124,253)
	220.00	(2,180,696)	(3,726,368)	(5,279,123)	(6,831,878)	(7,608,255)	(8,384,633)	(9,161,010)
	230.00	(2,216,794)	(3,763,125)	(5,315,880)	(6,868,635)	(7,645,012)	(8,421,389)	(9,197,767)
	240.00	(2,252,893)	(3,799,882)	(5,352,637)	(6,905,391)	(7,681,769)	(8,458,146)	(9,234,523)
	250.00	(2,288,991)	(3,836,638)	(5,389,393)	(6,942,148)	(7,718,525)	(8,494,903)	(9,271,280)

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Scheme Typology: Flats — No Units: 25
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(6,023,229)	Market Values 100% 90%	95%	100%	105%	110%	115%	120%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(6,997,080)	(6,510,154)	(6,023,229)	(5,536,304)	(5,049,378)	(4,562,453)	(4,075,528)
	10.00	(7,033,837)	(6,546,911)	(6,059,986)	(5,573,061)	(5,086,135)	(4,599,210)	(4,112,284)
CIL £psm	20.00	(7,070,593)	(6,583,668)	(6,096,743)	(5,609,817)	(5,122,892)	(4,635,967)	(4,149,041)
0.00	30.00	(7,107,350)	(6,620,425)	(6,133,499)	(5,646,574)	(5,159,649)	(4,672,723)	(4,185,798)
(recommended CIL)	40.00	(7,144,107)	(6,657,181)	(6,170,256)	(5,683,331)	(5,196,405)	(4,709,480)	(4,222,555)
(100)	50.00	(7,180,864)	(6,693,938)	(6,207,013)	(5,720,088)	(5,233,162)	(4,746,237)	(4,259,312)
	60.00	(7,217,620)	(6,730,695)	(6,243,770)	(5,756,844)	(5,269,919)	(4,782,994)	(4,296,068)
	70.00	(7,254,377)	(6,767,452)	(6,280,526)	(5,793,601)	(5,306,676)	(4,819,750)	(4,332,825)
	80.00	(7,291,134)	(6,804,209)	(6,317,283)	(5,830,358)	(5,343,432)	(4,856,507)	(4,369,582)
	90.00	(7,327,891)	(6,840,965)	(6,354,040)	(5,867,115)	(5,380,189)	(4,893,264)	(4,406,339)
	100.00	(7,364,647)	(6,877,722)	(6,390,797)	(5,903,871)	(5,416,946)	(4,930,021)	(4,443,095)
	110.00	(7,401,404)	(6,914,479)	(6,427,553)	(5,940,628)	(5,453,703)	(4,966,777)	(4,479,852)
	120.00	(7,438,161)	(6,951,236)	(6,464,310)	(5,977,385)	(5,490,460)	(5,003,534)	(4,516,609)
	130.00	(7,474,918)	(6,987,992)	(6,501,067)	(6,014,142)	(5,527,216)	(5,040,291)	(4,553,366)
	140.00	(7,511,674)	(7,024,749)	(6,537,824)	(6,050,898)	(5,563,973)	(5,077,048)	(4,590,122)
	150.00	(7,548,431)	(7,061,506)	(6,574,580)	(6,087,655)	(5,600,730)	(5,113,804)	(4,626,879)
	160.00	(7,585,188)	(7,098,263)	(6,611,337)	(6,124,412)	(5,637,487)	(5,150,561)	(4,663,636)
	170.00	(7,621,945)	(7,135,019)	(6,648,094)	(6,161,169)	(5,674,243)	(5,187,318)	(4,700,393)
	180.00	(7,658,701)	(7,171,776)	(6,684,851)	(6,197,925)	(5,711,000)	(5,224,075)	(4,737,149)
	190.00	(7,695,458)	(7,208,533)	(6,721,607)	(6,234,682)	(5,747,757)	(5,260,831)	(4,773,906)
	200.00	(7,732,215)	(7,245,290)	(6,758,364)	(6,271,439)	(5,784,514)	(5,297,588)	(4,810,663)
	210.00	(7,768,972)	(7,282,046)	(6,795,121)	(6,308,196)	(5,821,270)	(5,334,345)	(4,847,420)
	220.00	(7,805,728)	(7,318,803)	(6,831,878)	(6,344,952)	(5,858,027)	(5,371,102)	(4,884,176)
	230.00	(7,842,485)	(7,355,560)	(6,868,635)	(6,381,709)	(5,894,784)	(5,407,858)	(4,920,933)
	240.00	(7,879,242)	(7,392,317)	(6,905,391)	(6,418,466)	(5,931,541)	(5,444,615)	(4,957,690)
	250.00	(7,915,999)	(7,429,073)	(6,942,148)	(6,455,223)	(5,968,297)	(5,481,372)	(4,994,447)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(6,023,229)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(6,023,229)	(5,330,219)	(4,637,209)	(3,944,199)	(3,251,189)	(2,558,423)	680,704
	10.00	(6,059,986)	(5,366,976)	(4,673,966)	(3,980,956)	(3,287,945)	(2,594,935)	650,032
CIL £psm	20.00	(6,096,743)	(5,403,733)	(4,710,722)	(4,017,712)	(3,324,702)	(2,631,692)	619,360
0.00	30.00	(6,133,499)	(5,440,489)	(4,747,479)	(4,054,469)	(3,361,459)	(2,668,449)	588,687
(recommended CIL)	40.00	(6,170,256)	(5,477,246)	(4,784,236)	(4,091,226)	(3,398,216)	(2,705,206)	558,015
(100)	50.00	(6,207,013)	(5,514,003)	(4,820,993)	(4,127,983)	(3,434,972)	(2,741,962)	527,342
	60.00	(6,243,770)	(5,550,760)	(4,857,749)	(4,164,739)	(3,471,729)	(2,778,719)	496,670
	70.00	(6,280,526)	(5,587,516)	(4,894,506)	(4,201,496)	(3,508,486)	(2,815,476)	465,997
	80.00	(6,317,283)	(5,624,273)	(4,931,263)	(4,238,253)	(3,545,243)	(2,852,233)	435,325
	90.00	(6,354,040)	(5,661,030)	(4,968,020)	(4,275,010)	(3,581,999)	(2,888,989)	404,652
	100.00	(6,390,797)	(5,697,787)	(5,004,776)	(4,311,766)	(3,618,756)	(2,925,746)	373,980
	110.00	(6,427,553)	(5,734,543)	(5,041,533)	(4,348,523)	(3,655,513)	(2,962,503)	343,307
	120.00	(6,464,310)	(5,771,300)	(5,078,290)	(4,385,280)	(3,692,270)	(2,999,260)	312,635
	130.00	(6,501,067)	(5,808,057)	(5,115,047)	(4,422,037)	(3,729,026)	(3,036,016)	281,962
	140.00	(6,537,824)	(5,844,814)	(5,151,803)	(4,458,793)	(3,765,783)	(3,072,773)	251,290
	150.00	(6,574,580)	(5,881,570)	(5,188,560)	(4,495,550)	(3,802,540)	(3,109,530)	220,617
	160.00	(6,611,337)	(5,918,327)	(5,225,317)	(4,532,307)	(3,839,297)	(3,146,287)	189,945
	170.00	(6,648,094)	(5,955,084)	(5,262,074)	(4,569,064)	(3,876,054)	(3,183,043)	159,045
	180.00	(6,684,851)	(5,991,841)	(5,298,831)	(4,605,820)	(3,912,810)	(3,219,800)	127,302
	190.00	(6,721,607)	(6,028,597)	(5,335,587)	(4,642,577)	(3,949,567)	(3,256,557)	95,560
	200.00	(6,758,364)	(6,065,354)	(5,372,344)	(4,679,334)	(3,986,324)	(3,293,314)	63,817
	210.00	(6,795,121)	(6,102,111)	(5,409,101)	(4,716,091)	(4,023,081)	(3,330,070)	32,075
	220.00	(6,831,878)	(6,138,868)	(5,445,858)	(4,752,847)	(4,059,837)	(3,366,827)	332
	230.00	(6,868,635)	(6,175,624)	(5,482,614)	(4,789,604)	(4,096,594)	(3,403,584)	(31,410)
	240.00	(6,905,391)	(6,212,381)	(5,519,371)	(4,826,361)	(4,133,351)	(3,440,341)	(63,279)
	250.00	(6,942,148)	(6,249,138)	(5,556,128)	(4,863,118)	(4,170,108)	(3,477,097)	(95,735)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**DD**	
Scheme Typology:	Flats	
No Units:	25	
Location / Value Zone:	High	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	5,446,763	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.73%	
Developers Profit (% on costs)	12.54%	
Developers Profit Total (£)	856,704	
Land Value KPI's		
RLV (£/acre (net))	(5,623,229)	
RLV (£/ha (net))	(13,894,999)	
RLV (% of GDV)	-41.15%	
RLV Total (£)	(2,241,129)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	159,419	
Surplus/Deficit (£/acre) [RLV-BLV]	(6,023,229)	
Surplus/Deficit (£/ha)	(14,883,399)	
Surplus/Deficit Total (£)	(2,400,548)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	423,409	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	16,936	Put into summary table for ease of checking. Don't print this row in the summary table

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	EE			(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	30	
Site Typology:	Location / Value Zone: High	Greenfield/Brownfield:	Brownfield	
Notes/Comments:				

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			30	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	75%			
AH tenure split %		Affordable Rent:		35.0%		
		Social Rent:		35.0%	70.0%	% Rented
		First Homes:				
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	3.8	17.5%	1.3	17%	5.1
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	7.4	30.0%	2.3	32%	9.7
4 bed House (with garage)	15.0%	3.4	5.0%	0.4	13%	3.8
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	4.1	30.0%	2.3	21%	6.3
2 bed Flat	17.0%	3.8	17.5%	1.3	17%	5.1
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	22.5	100.0%	7.5	100%	30.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	287	3,088	98	1,060	385	4,147
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	787	8,472	203	2,180	990	10,651
4 bed House (with garage)	469	5,050	43	464	512	5,514
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	238	2,564	132	1,425	371	3,989
2 bed Flat	293	3,148	100	1,080	393	4,229
3 bed Flat	0	0	0	0	0	0
	2,074	22,322	577	6,208	2,651	28,530
AH % by floor area:			21.76%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	1,733,906
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	3,603,938
4 bed House (with garage)	450,000	3,913	364	3,237	301	1,687,500
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	1,323,000
2 bed Flat	265,000	4,077	379	3,465	322	1,361,438
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						9,709,781

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**30**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.8	@	337,500		1,290,938
3 bed House	0.0	@	0		-
3 bed House (with garage)	7.4	@	372,500		2,765,813
4 bed House (with garage)	3.4	@	450,000		1,518,750
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	4.1	@	210,000		850,500
2 bed Flat	3.8	@	265,000		1,013,625
3 bed Flat	0.0	@	0		-
	22.5				7,439,625
Affordable Rent GDV -					
2 bed House	0.5	@	202,500		93,023
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.8	@	223,500		176,006
4 bed House (with garage)	0.1	@	270,000		35,438
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.8	@	126,000		99,225
2 bed Flat	0.5	@	159,000		73,041
3 bed Flat	0.0	@	0		-
	2.6				476,733
Social Rent GDV -					
2 bed House	0.5	@	135,000		62,016
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.8	@	149,000		117,338
4 bed House (with garage)	0.1	@	180,000		23,625
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.8	@	84,000		66,150
2 bed Flat	0.5	@	106,000		48,694
3 bed Flat	0.0	@	0		-
	2.6				317,822
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.4	@	236,250		93,023
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.7	@	260,750		176,006
4 bed House (with garage)	0.1	@	315,000		35,438
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.7	@	147,000		99,225
2 bed Flat	0.4	@	185,500		73,041
3 bed Flat	0.0	@	0		-
	2.3	7.5			476,733
Sub-total GDV Residential	**30**				**8,710,913**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	998,869
	377	£ psm (total GIA sqm)		33,296	£ per unit (total units)
Grant	30	units @	0	per unit	-
Total GDV					**8,710,913**

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Scheme Typology:	**Houses and Flats**	No Units:	**30**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	19,050	£		(19,050)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	76,200	£		(76,200)
Building Safety Levy				2,074	sqm	15.11	£ psm			(31,335)
CIL (Mrkt only inc. garages)	Max			2,074	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				30	units @	6,700	per unit			(201,000)
	Sub-total								(201,000)	
S106 analysis:	317,379	£ per ha		2.31%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				2,651	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.63	ha @	123,500	£ per ha (if brownfield)			(78,214)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			30	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				385	sqm @	2,107	psm			(811,853)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				835	sqm @	2,107	psm			(1,758,818)
4 bed House (EXC. garage)				422	sqm @	2,107	psm			(889,681)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				371	sqm @	2,522	psm			(934,624)
2 bed Flat				393	sqm @	2,522	psm			(990,812)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	9.7	16.0		155	sqm @	600	psm			(92,880)
Garages for 4B House	3.8	24.0		90	sqm @	600	psm			(54,000)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				2,651	£ per garage	£0				
External works				5,532,668	@	10.0%				(553,267)
Ext. Works analysis:						18,442	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				30	units @	400	£ per unit			(12,000)
M4(2) Category 2 Housing	Aff units	8	units @		100%	@	1,400	£ per unit		(10,500)
M4(2) Category 2 Housing	OMS units	23	units @		100%	@	1,400	£ per unit		(31,500)
M4(3) Category 3 Housing	Aff units	8	units @		10%	@	22,000	£ per unit		(16,500)
M4(3) Category 3 Housing	OMS units	23	units @		10%	@	22,000	£ per unit		(49,500)
Part L/FHS		30	units @				4,350	£ per unit		(130,500)
Part L/FHS analysis:						2.4%	% of BCIS costs			
Net Zero for Housing		1,887	sqm				105	£ psm		(198,147)
Net Zero for Flats		763	sqm				72	£ psm		(54,969)
Water Efficiency		30	units @				20	£ per unit		(600)
Urban Greening Factor	11.4	flats @	6		per floor = GIA	401	128	£ per unit		(51,064)
	Sub-total								(504,216)	
Policy Costs analysis:	(design costs only)					16,807	£ per unit (total units)			
						9.1%	% of BCIS costs			
Contingency (on construction)				6,719,429	@	5.0%				(335,971)

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Scheme Typology:	**Houses and Flats**	No Units:	**30**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

Professional Fees			6,719,429	@	10.0%			(671,943)
Disposal Costs -								
OMS Marketing and Promotion			7,439,625	OMS @	1.00%	2,480	£ per unit	(74,396)
Residential Sales Agent Costs			7,439,625	OMS @	1.00%	2,480	£ per unit	(74,396)
Residential Sales Legal Costs			7,439,625	OMS @	0.50%	1,240	£ per unit	(37,198)
Affordable Sale Legal Costs							lump sum	-
Empty Property Costs (SC, Council Tax proxy)		30	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:						6,200	£ per unit (exc. EPC)	
Interest (on Development Costs) -			7.50%	APR	0.604%	pcm		(456,162)
Developers Profit -								
Profit on OMS			7,439,625		17.50%			(1,301,934)
Margin on AH			1,271,288		6.00%	on AH values		(76,277)
Profit analysis:			8,710,913		15.82%	blended GDV	(1,378,212)	
			8,697,081		15.85%	on costs	(1,378,212)	
TOTAL COSTS								**(10,075,292)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(1,364,380)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(1,364,380)**
RLV analysis:	(45,479) £ per plot	(2,154,355)	£ per ha (net)	(871,856)	£ per acre (net)		
		(2,046,638)	£ per ha (gross)	(828,263)	£ per acre (gross)		
				-15.66%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		47.4	dph (net)				
Site Area (net)		0.63	ha (net)	1.56	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		0.67	ha (gross)	1.65	acres (gross)		
Density analysis:		4,185	sqm/ha (net)	18,231	sqft/ac (net)		
		45	dph (gross)				
Benchmark Land Value (net)	21,964 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**658,911**
BLV analysis:		1,040,421	£ per ha (net)	421,053	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(3,194,776)**	£ per ha (net)	**(1,292,908)**	£ per acre (net)	**(2,023,291)**

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Scheme Typology: Houses and Flats — No Units: 30
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n)) -	1,292,908	0%	5%	10%	15%	20%	25%	30%
	0.00	(1,002,185)	(1,060,324)	(1,118,466)	(1,176,611)	(1,234,758)	(1,292,908)	(1,352,659)
	10.00	(1,021,472)	(1,078,647)	(1,135,824)	(1,193,005)	(1,250,188)	(1,307,407)	(1,366,406)
Max CIL £ psm	20.00	(1,040,759)	(1,096,969)	(1,153,182)	(1,209,398)	(1,265,617)	(1,322,060)	(1,380,153)
0.00	30.00	(1,060,045)	(1,115,291)	(1,170,540)	(1,225,792)	(1,281,047)	(1,336,789)	(1,393,900)
(recommended CIL)	40.00	(1,079,332)	(1,133,614)	(1,187,898)	(1,242,186)	(1,296,476)	(1,351,518)	(1,407,647)
(100)	50.00	(1,098,619)	(1,151,936)	(1,205,256)	(1,258,580)	(1,311,905)	(1,366,247)	(1,421,394)
	60.00	(1,117,906)	(1,170,259)	(1,222,615)	(1,274,973)	(1,327,335)	(1,380,976)	(1,435,141)
	70.00	(1,137,192)	(1,188,581)	(1,239,973)	(1,291,367)	(1,342,764)	(1,395,704)	(1,448,888)
	80.00	(1,156,479)	(1,206,903)	(1,257,331)	(1,307,761)	(1,358,272)	(1,410,433)	(1,462,635)
	90.00	(1,175,766)	(1,225,226)	(1,274,689)	(1,324,154)	(1,373,945)	(1,425,162)	(1,476,382)
	100.00	(1,195,052)	(1,243,548)	(1,292,047)	(1,340,548)	(1,389,656)	(1,439,891)	(1,490,129)
	110.00	(1,214,339)	(1,261,870)	(1,309,405)	(1,356,942)	(1,405,367)	(1,454,620)	(1,503,876)
	120.00	(1,233,626)	(1,280,193)	(1,326,763)	(1,373,335)	(1,421,078)	(1,469,349)	(1,517,623)
	130.00	(1,252,912)	(1,298,515)	(1,344,121)	(1,389,729)	(1,436,789)	(1,484,078)	(1,531,370)
	140.00	(1,272,199)	(1,316,837)	(1,361,479)	(1,406,225)	(1,452,499)	(1,498,807)	(1,545,117)
	150.00	(1,291,486)	(1,335,160)	(1,378,837)	(1,422,887)	(1,468,210)	(1,513,536)	(1,558,864)
	160.00	(1,310,772)	(1,353,482)	(1,396,195)	(1,439,580)	(1,483,921)	(1,528,265)	(1,572,611)
	170.00	(1,330,059)	(1,371,805)	(1,413,553)	(1,456,273)	(1,499,632)	(1,542,994)	(1,586,358)
	180.00	(1,349,346)	(1,390,127)	(1,430,911)	(1,472,966)	(1,515,343)	(1,557,723)	(1,600,105)
	190.00	(1,368,633)	(1,408,449)	(1,448,325)	(1,489,658)	(1,531,054)	(1,572,452)	(1,613,852)
	200.00	(1,387,919)	(1,426,772)	(1,465,940)	(1,506,351)	(1,546,765)	(1,587,181)	(1,627,599)
	210.00	(1,407,206)	(1,445,094)	(1,483,615)	(1,523,044)	(1,562,475)	(1,601,909)	(1,641,346)
	220.00	(1,426,493)	(1,463,416)	(1,501,290)	(1,539,737)	(1,578,186)	(1,616,638)	(1,655,093)
	230.00	(1,445,779)	(1,481,739)	(1,518,965)	(1,556,430)	(1,593,897)	(1,631,367)	(1,668,840)
	240.00	(1,465,066)	(1,500,187)	(1,536,639)	(1,573,122)	(1,609,608)	(1,646,096)	(1,682,587)
	250.00	(1,484,353)	(1,518,816)	(1,554,314)	(1,589,815)	(1,625,319)	(1,660,825)	(1,696,334)

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV £ per acre (n))	(1,292,908)	0%	25%	50%	75%	100%	125%	150%
	0.00	(1,152,707)	(1,187,758)	(1,222,808)	(1,257,858)	(1,292,908)	(1,328,292)	(1,363,981)
	10.00	(1,167,172)	(1,202,223)	(1,237,273)	(1,272,323)	(1,307,407)	(1,343,021)	(1,378,710)
CIL £psm	20.00	(1,181,637)	(1,216,688)	(1,251,738)	(1,286,788)	(1,322,060)	(1,357,750)	(1,393,439)
0.00	30.00	(1,196,102)	(1,231,153)	(1,266,203)	(1,301,253)	(1,336,789)	(1,372,478)	(1,408,168)
(recommended CIL)	40.00	(1,210,567)	(1,245,618)	(1,280,668)	(1,315,839)	(1,351,518)	(1,387,207)	(1,422,897)
(100)	50.00	(1,225,032)	(1,260,083)	(1,295,133)	(1,330,557)	(1,366,247)	(1,401,936)	(1,437,626)
	60.00	(1,239,497)	(1,274,548)	(1,309,645)	(1,345,286)	(1,380,976)	(1,416,665)	(1,452,355)
	70.00	(1,253,962)	(1,289,013)	(1,324,325)	(1,360,015)	(1,395,704)	(1,431,394)	(1,467,084)
	80.00	(1,268,427)	(1,303,487)	(1,339,054)	(1,374,744)	(1,410,433)	(1,446,123)	(1,481,813)
	90.00	(1,282,892)	(1,318,093)	(1,353,783)	(1,389,473)	(1,425,162)	(1,460,852)	(1,496,542)
	100.00	(1,297,357)	(1,332,822)	(1,368,512)	(1,404,201)	(1,439,891)	(1,475,581)	(1,511,271)
	110.00	(1,311,896)	(1,347,551)	(1,383,241)	(1,418,930)	(1,454,620)	(1,490,310)	(1,526,000)
	120.00	(1,326,590)	(1,362,280)	(1,397,970)	(1,433,659)	(1,469,349)	(1,505,039)	(1,540,729)
	130.00	(1,341,319)	(1,377,009)	(1,412,699)	(1,448,388)	(1,484,078)	(1,519,768)	(1,555,458)
	140.00	(1,356,048)	(1,391,738)	(1,427,427)	(1,463,117)	(1,498,807)	(1,534,497)	(1,570,186)
	150.00	(1,370,777)	(1,406,467)	(1,442,156)	(1,477,846)	(1,513,536)	(1,549,226)	(1,584,915)
	160.00	(1,385,506)	(1,421,196)	(1,456,885)	(1,492,575)	(1,528,265)	(1,563,955)	(1,599,644)
	170.00	(1,400,235)	(1,435,924)	(1,471,614)	(1,507,304)	(1,542,994)	(1,578,683)	(1,614,373)
	180.00	(1,414,964)	(1,450,653)	(1,486,343)	(1,522,033)	(1,557,723)	(1,593,412)	(1,629,102)
	190.00	(1,429,693)	(1,465,382)	(1,501,072)	(1,536,762)	(1,572,452)	(1,608,141)	(1,643,831)
	200.00	(1,444,422)	(1,480,111)	(1,515,801)	(1,551,491)	(1,587,181)	(1,622,870)	(1,658,560)
	210.00	(1,459,150)	(1,494,840)	(1,530,530)	(1,566,220)	(1,601,909)	(1,637,599)	(1,673,289)
	220.00	(1,473,879)	(1,509,569)	(1,545,259)	(1,580,949)	(1,616,638)	(1,652,328)	(1,688,018)
	230.00	(1,488,608)	(1,524,298)	(1,559,988)	(1,595,678)	(1,631,367)	(1,667,057)	(1,702,747)
	240.00	(1,503,337)	(1,539,027)	(1,574,717)	(1,610,406)	(1,646,096)	(1,681,786)	(1,717,476)
	250.00	(1,518,066)	(1,553,756)	(1,589,446)	(1,625,135)	(1,660,825)	(1,696,515)	(1,732,205)

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Scheme Typology: Houses and Flats — No Units: 30
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

		Profit	18%					
Balance (RLV - BLV £ per acre (n))	(1,292,908)	15%	16%	17%	18%	19%	20%	21%
	0.00	(1,174,058)	(1,221,598)	(1,269,138)	(1,316,678)	(1,364,219)	(1,411,759)	(1,459,299)
	10.00	(1,188,557)	(1,236,097)	(1,283,637)	(1,331,177)	(1,378,717)	(1,426,257)	(1,473,797)
CIL £psm	20.00	(1,203,209)	(1,250,750)	(1,298,290)	(1,345,830)	(1,393,370)	(1,440,910)	(1,488,450)
0.00	30.00	(1,217,938)	(1,265,479)	(1,313,019)	(1,360,559)	(1,408,099)	(1,455,639)	(1,503,179)
(recommended CIL)	40.00	(1,232,667)	(1,280,207)	(1,327,748)	(1,375,288)	(1,422,828)	(1,470,368)	(1,517,908)
(100)	50.00	(1,247,396)	(1,294,936)	(1,342,477)	(1,390,017)	(1,437,557)	(1,485,097)	(1,532,637)
	60.00	(1,262,125)	(1,309,665)	(1,357,205)	(1,404,746)	(1,452,286)	(1,499,826)	(1,547,366)
	70.00	(1,276,854)	(1,324,394)	(1,371,934)	(1,419,475)	(1,467,015)	(1,514,555)	(1,562,095)
	80.00	(1,291,583)	(1,339,123)	(1,386,663)	(1,434,203)	(1,481,744)	(1,529,284)	(1,576,824)
	90.00	(1,306,312)	(1,353,852)	(1,401,392)	(1,448,932)	(1,496,473)	(1,544,013)	(1,591,553)
	100.00	(1,321,041)	(1,368,581)	(1,416,121)	(1,463,661)	(1,511,201)	(1,558,742)	(1,606,282)
	110.00	(1,335,770)	(1,383,310)	(1,430,850)	(1,478,390)	(1,525,930)	(1,573,470)	(1,621,011)
	120.00	(1,350,499)	(1,398,039)	(1,445,579)	(1,493,119)	(1,540,659)	(1,588,199)	(1,635,740)
	130.00	(1,365,228)	(1,412,768)	(1,460,308)	(1,507,848)	(1,555,388)	(1,602,928)	(1,650,468)
	140.00	(1,379,957)	(1,427,497)	(1,475,037)	(1,522,577)	(1,570,117)	(1,617,657)	(1,665,197)
	150.00	(1,394,686)	(1,442,226)	(1,489,766)	(1,537,306)	(1,584,846)	(1,632,386)	(1,679,926)
	160.00	(1,409,414)	(1,456,955)	(1,504,495)	(1,552,035)	(1,599,575)	(1,647,115)	(1,694,655)
	170.00	(1,424,143)	(1,471,684)	(1,519,224)	(1,566,764)	(1,614,304)	(1,661,844)	(1,709,384)
	180.00	(1,438,872)	(1,486,412)	(1,533,953)	(1,581,493)	(1,629,033)	(1,676,573)	(1,724,113)
	190.00	(1,453,601)	(1,501,141)	(1,548,682)	(1,596,222)	(1,643,762)	(1,691,302)	(1,738,842)
	200.00	(1,468,330)	(1,515,870)	(1,563,410)	(1,610,951)	(1,658,491)	(1,706,031)	(1,753,571)
	210.00	(1,483,059)	(1,530,599)	(1,578,139)	(1,625,680)	(1,673,220)	(1,720,760)	(1,768,300)
	220.00	(1,497,788)	(1,545,328)	(1,592,868)	(1,640,408)	(1,687,949)	(1,735,489)	(1,783,029)
	230.00	(1,512,517)	(1,560,057)	(1,607,597)	(1,655,137)	(1,702,678)	(1,750,218)	(1,797,758)
	240.00	(1,527,246)	(1,574,786)	(1,622,326)	(1,669,866)	(1,717,406)	(1,764,947)	(1,812,487)
	250.00	(1,541,975)	(1,589,515)	(1,637,055)	(1,684,595)	(1,732,135)	(1,779,676)	(1,827,216)

TABLE 4

		BLV (£ per acre (n))		400,000				
Balance (RLV - BLV £ per acre (n))	(1,292,908)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(977,119)	(1,003,435)	(1,029,750)	(1,056,066)	(1,082,382)	(1,108,698)	(1,135,014)
	10.00	(991,617)	(1,017,933)	(1,044,249)	(1,070,565)	(1,096,881)	(1,123,196)	(1,149,512)
CIL £psm	20.00	(1,006,270)	(1,032,586)	(1,058,902)	(1,085,218)	(1,111,533)	(1,137,849)	(1,164,165)
0.00	30.00	(1,020,999)	(1,047,315)	(1,073,631)	(1,099,947)	(1,126,262)	(1,152,578)	(1,178,894)
(recommended CIL)	40.00	(1,035,728)	(1,062,044)	(1,088,360)	(1,114,676)	(1,140,991)	(1,167,307)	(1,193,623)
(100)	50.00	(1,050,457)	(1,076,773)	(1,103,089)	(1,129,404)	(1,155,720)	(1,182,036)	(1,208,352)
	60.00	(1,065,186)	(1,091,502)	(1,117,818)	(1,144,133)	(1,170,449)	(1,196,765)	(1,223,081)
	70.00	(1,079,915)	(1,106,231)	(1,132,547)	(1,158,862)	(1,185,178)	(1,211,494)	(1,237,810)
	80.00	(1,094,644)	(1,120,960)	(1,147,275)	(1,173,591)	(1,199,907)	(1,226,223)	(1,252,539)
	90.00	(1,109,373)	(1,135,689)	(1,162,004)	(1,188,320)	(1,214,636)	(1,240,952)	(1,267,268)
	100.00	(1,124,102)	(1,150,418)	(1,176,733)	(1,203,049)	(1,229,365)	(1,255,681)	(1,281,996)
	110.00	(1,138,831)	(1,165,146)	(1,191,462)	(1,217,778)	(1,244,094)	(1,270,410)	(1,296,725)
	120.00	(1,153,560)	(1,179,875)	(1,206,191)	(1,232,507)	(1,258,823)	(1,285,139)	(1,311,454)
	130.00	(1,168,289)	(1,194,604)	(1,220,920)	(1,247,236)	(1,273,552)	(1,299,867)	(1,326,183)
	140.00	(1,183,017)	(1,209,333)	(1,235,649)	(1,261,965)	(1,288,281)	(1,314,596)	(1,340,912)
	150.00	(1,197,746)	(1,224,062)	(1,250,378)	(1,276,694)	(1,303,010)	(1,329,325)	(1,355,641)
	160.00	(1,212,475)	(1,238,791)	(1,265,107)	(1,291,423)	(1,317,738)	(1,344,054)	(1,370,370)
	170.00	(1,227,204)	(1,253,520)	(1,279,836)	(1,306,152)	(1,332,467)	(1,358,783)	(1,385,099)
	180.00	(1,241,933)	(1,268,249)	(1,294,565)	(1,320,881)	(1,347,196)	(1,373,512)	(1,399,828)
	190.00	(1,256,662)	(1,282,978)	(1,309,294)	(1,335,609)	(1,361,925)	(1,388,241)	(1,414,557)
	200.00	(1,271,391)	(1,297,707)	(1,324,023)	(1,350,338)	(1,376,654)	(1,402,970)	(1,429,286)
	210.00	(1,286,120)	(1,312,436)	(1,338,752)	(1,365,067)	(1,391,383)	(1,417,699)	(1,444,015)
	220.00	(1,300,849)	(1,327,165)	(1,353,480)	(1,379,796)	(1,406,112)	(1,432,428)	(1,458,744)
	230.00	(1,315,578)	(1,341,894)	(1,368,209)	(1,394,525)	(1,420,841)	(1,447,157)	(1,473,473)
	240.00	(1,330,307)	(1,356,623)	(1,382,938)	(1,409,254)	(1,435,570)	(1,461,886)	(1,488,201)
	250.00	(1,345,036)	(1,371,351)	(1,397,667)	(1,423,983)	(1,450,299)	(1,476,615)	(1,502,930)

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Scheme Typology: Houses and Flats — No Units: 30
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

		Density (dph) (net)		47				
Balance (RLV - BLV £ per acre (n))	(1,292,908)	30	35	40	45	50	55	60
	0.00	(996,441)	(1,081,703)	(1,167,036)	(1,252,427)	(1,337,831)	(1,423,235)	(1,508,639)
	10.00	(1,005,769)	(1,092,574)	(1,179,380)	(1,266,225)	(1,353,113)	(1,440,030)	(1,526,960)
CIL £psm	20.00	(1,015,097)	(1,103,457)	(1,191,817)	(1,280,177)	(1,368,537)	(1,456,929)	(1,545,334)
0.00	30.00	(1,024,425)	(1,114,340)	(1,204,254)	(1,294,169)	(1,384,084)	(1,473,999)	(1,563,913)
(recommended CIL)	40.00	(1,033,753)	(1,125,222)	(1,216,692)	(1,308,161)	(1,399,631)	(1,491,100)	(1,582,569)
(100)	50.00	(1,043,081)	(1,136,105)	(1,229,129)	(1,322,153)	(1,415,177)	(1,508,201)	(1,601,225)
	60.00	(1,052,409)	(1,146,988)	(1,241,566)	(1,336,145)	(1,430,724)	(1,525,303)	(1,619,881)
	70.00	(1,061,737)	(1,157,870)	(1,254,004)	(1,350,137)	(1,446,271)	(1,542,404)	(1,638,537)
	80.00	(1,071,065)	(1,168,753)	(1,266,441)	(1,364,129)	(1,461,817)	(1,559,505)	(1,657,194)
	90.00	(1,080,393)	(1,179,636)	(1,278,878)	(1,378,121)	(1,477,364)	(1,576,607)	(1,675,850)
	100.00	(1,089,721)	(1,190,518)	(1,291,316)	(1,392,113)	(1,492,911)	(1,593,708)	(1,694,506)
	110.00	(1,099,049)	(1,201,401)	(1,303,753)	(1,406,105)	(1,508,457)	(1,610,809)	(1,713,162)
	120.00	(1,108,377)	(1,212,284)	(1,316,191)	(1,420,097)	(1,524,004)	(1,627,911)	(1,731,818)
	130.00	(1,117,705)	(1,223,166)	(1,328,628)	(1,434,089)	(1,539,551)	(1,645,012)	(1,750,474)
	140.00	(1,127,033)	(1,234,049)	(1,341,065)	(1,448,081)	(1,555,097)	(1,662,114)	(1,769,130)
	150.00	(1,136,361)	(1,244,932)	(1,353,503)	(1,462,073)	(1,570,644)	(1,679,215)	(1,787,786)
	160.00	(1,145,689)	(1,255,814)	(1,365,940)	(1,476,065)	(1,586,191)	(1,696,316)	(1,806,442)
	170.00	(1,155,017)	(1,266,697)	(1,378,377)	(1,490,057)	(1,601,737)	(1,713,418)	(1,825,098)
	180.00	(1,164,345)	(1,277,580)	(1,390,815)	(1,504,049)	(1,617,284)	(1,730,519)	(1,843,754)
	190.00	(1,173,673)	(1,288,462)	(1,403,252)	(1,518,041)	(1,632,831)	(1,747,620)	(1,862,410)
	200.00	(1,183,001)	(1,299,345)	(1,415,689)	(1,532,033)	(1,648,378)	(1,764,722)	(1,881,066)
	210.00	(1,192,329)	(1,310,228)	(1,428,127)	(1,546,025)	(1,663,924)	(1,781,823)	(1,899,722)
	220.00	(1,201,657)	(1,321,111)	(1,440,564)	(1,560,017)	(1,679,471)	(1,798,924)	(1,918,378)
	230.00	(1,210,985)	(1,331,993)	(1,453,001)	(1,574,009)	(1,695,018)	(1,816,026)	(1,937,034)
	240.00	(1,220,313)	(1,342,876)	(1,465,439)	(1,588,001)	(1,710,564)	(1,833,127)	(1,955,690)
	250.00	(1,229,641)	(1,353,759)	(1,477,876)	(1,601,993)	(1,726,111)	(1,850,228)	(1,974,346)

TABLE 6

		Build cost	100%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	(1,292,908)	70%	80%	90%	100%	105%	110%	115%
	0.00	87,990	(328,725)	(804,728)	(1,292,908)	(1,541,146)	(1,789,689)	(2,038,233)
	10.00	75,699	(341,694)	(819,193)	(1,307,407)	(1,555,874)	(1,804,418)	(2,052,962)
CIL £psm	20.00	63,408	(354,779)	(833,658)	(1,322,060)	(1,570,603)	(1,819,147)	(2,067,691)
0.00	30.00	51,117	(367,863)	(848,123)	(1,336,789)	(1,585,332)	(1,833,876)	(2,082,419)
(recommended CIL)	40.00	38,827	(380,947)	(862,588)	(1,351,518)	(1,600,061)	(1,848,605)	(2,097,148)
(100)	50.00	26,536	(394,031)	(877,053)	(1,366,247)	(1,614,790)	(1,863,334)	(2,111,877)
	60.00	14,245	(407,115)	(891,518)	(1,380,976)	(1,629,519)	(1,878,063)	(2,126,606)
	70.00	1,954	(420,199)	(905,983)	(1,395,704)	(1,644,248)	(1,892,792)	(2,141,335)
	80.00	(10,337)	(434,493)	(920,448)	(1,410,433)	(1,658,977)	(1,907,521)	(2,156,064)
	90.00	(22,628)	(448,871)	(934,913)	(1,425,162)	(1,673,706)	(1,922,249)	(2,170,793)
	100.00	(34,919)	(463,249)	(949,378)	(1,439,891)	(1,688,435)	(1,936,978)	(2,185,522)
	110.00	(47,210)	(477,627)	(963,843)	(1,454,620)	(1,703,164)	(1,951,707)	(2,200,251)
	120.00	(59,500)	(492,005)	(978,308)	(1,469,349)	(1,717,893)	(1,966,436)	(2,214,980)
	130.00	(71,791)	(506,383)	(992,773)	(1,484,078)	(1,732,622)	(1,981,165)	(2,229,709)
	140.00	(84,082)	(520,761)	(1,007,238)	(1,498,807)	(1,747,351)	(1,995,894)	(2,244,438)
	150.00	(96,373)	(535,139)	(1,021,703)	(1,513,536)	(1,762,079)	(2,010,623)	(2,259,167)
	160.00	(108,664)	(549,517)	(1,036,168)	(1,528,265)	(1,776,808)	(2,025,352)	(2,273,896)
	170.00	(120,955)	(563,896)	(1,050,633)	(1,542,994)	(1,791,537)	(2,040,081)	(2,288,624)
	180.00	(133,246)	(578,274)	(1,065,098)	(1,557,723)	(1,806,266)	(2,054,810)	(2,303,353)
	190.00	(145,537)	(592,652)	(1,079,563)	(1,572,452)	(1,820,995)	(2,069,539)	(2,318,082)
	200.00	(157,827)	(607,030)	(1,094,028)	(1,587,181)	(1,835,724)	(2,084,268)	(2,332,811)
	210.00	(170,118)	(621,408)	(1,108,493)	(1,601,909)	(1,850,453)	(2,098,997)	(2,347,540)
	220.00	(182,409)	(635,786)	(1,122,958)	(1,616,638)	(1,865,182)	(2,113,726)	(2,362,269)
	230.00	(194,700)	(650,164)	(1,137,423)	(1,631,367)	(1,879,911)	(2,128,454)	(2,376,998)
	240.00	(206,991)	(664,542)	(1,151,888)	(1,646,096)	(1,894,640)	(2,143,183)	(2,391,727)
	250.00	(219,282)	(678,920)	(1,166,353)	(1,660,825)	(1,909,369)	(2,157,912)	(2,406,456)

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Houses and Flats — No Units: 30
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(1,292,908)	Market Values 100% 90%	95%	100%	105%	110%	115%	120%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(1,693,043)	(1,492,823)	(1,292,908)	(1,097,028)	(901,147)	(706,151)	(511,547)
	10.00	(1,707,772)	(1,507,552)	(1,307,407)	(1,111,493)	(915,612)	(720,529)	(525,925)
CIL £psm	20.00	(1,722,501)	(1,522,281)	(1,322,060)	(1,125,958)	(930,077)	(734,907)	(540,303)
0.00	30.00	(1,737,230)	(1,537,009)	(1,336,789)	(1,140,423)	(944,542)	(749,285)	(554,681)
(recommended CIL)	40.00	(1,751,959)	(1,551,738)	(1,351,518)	(1,154,888)	(959,007)	(763,663)	(569,059)
(100)	50.00	(1,766,688)	(1,566,467)	(1,366,247)	(1,169,353)	(973,472)	(778,041)	(583,437)
	60.00	(1,781,417)	(1,581,196)	(1,380,976)	(1,183,818)	(987,937)	(792,419)	(597,815)
	70.00	(1,796,146)	(1,595,925)	(1,395,704)	(1,198,283)	(1,002,402)	(806,797)	(612,194)
	80.00	(1,810,875)	(1,610,654)	(1,410,433)	(1,212,748)	(1,016,867)	(821,175)	(626,572)
	90.00	(1,825,604)	(1,625,383)	(1,425,162)	(1,227,213)	(1,031,332)	(835,554)	(640,950)
	100.00	(1,840,333)	(1,640,112)	(1,439,891)	(1,241,678)	(1,045,797)	(849,932)	(655,328)
	110.00	(1,855,062)	(1,654,841)	(1,454,620)	(1,256,143)	(1,060,262)	(864,381)	(669,706)
	120.00	(1,869,791)	(1,669,570)	(1,469,349)	(1,270,608)	(1,074,727)	(878,846)	(684,084)
	130.00	(1,884,519)	(1,684,299)	(1,484,078)	(1,285,073)	(1,089,192)	(893,311)	(698,462)
	140.00	(1,899,248)	(1,699,028)	(1,498,807)	(1,299,538)	(1,103,657)	(907,776)	(712,840)
	150.00	(1,913,977)	(1,713,757)	(1,513,536)	(1,314,003)	(1,118,122)	(922,241)	(727,218)
	160.00	(1,928,706)	(1,728,486)	(1,528,265)	(1,328,468)	(1,132,587)	(936,706)	(741,596)
	170.00	(1,943,435)	(1,743,214)	(1,542,994)	(1,342,933)	(1,147,052)	(951,171)	(755,975)
	180.00	(1,958,164)	(1,757,943)	(1,557,723)	(1,357,518)	(1,161,517)	(965,636)	(770,353)
	190.00	(1,972,893)	(1,772,672)	(1,572,452)	(1,372,231)	(1,175,982)	(980,101)	(784,731)
	200.00	(1,987,622)	(1,787,401)	(1,587,181)	(1,386,960)	(1,190,447)	(994,566)	(799,109)
	210.00	(2,002,351)	(1,802,130)	(1,601,909)	(1,401,689)	(1,204,912)	(1,009,031)	(813,487)
	220.00	(2,017,080)	(1,816,859)	(1,616,638)	(1,416,418)	(1,219,377)	(1,023,496)	(827,865)
	230.00	(2,031,809)	(1,831,588)	(1,631,367)	(1,431,147)	(1,233,842)	(1,037,961)	(842,243)
	240.00	(2,046,538)	(1,846,317)	(1,646,096)	(1,445,875)	(1,248,307)	(1,052,426)	(856,621)
	250.00	(2,061,267)	(1,861,046)	(1,660,825)	(1,460,604)	(1,262,772)	(1,066,891)	(871,011)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(1,292,908)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(1,292,908)	(1,084,910)	(876,912)	(669,717)	(462,969)	(272,750)	607,985
	10.00	(1,307,407)	(1,099,375)	(891,377)	(684,096)	(477,347)	(285,323)	595,842
CIL £psm	20.00	(1,322,060)	(1,113,840)	(905,842)	(698,474)	(491,725)	(298,042)	583,682
0.00	30.00	(1,336,789)	(1,128,305)	(920,307)	(712,852)	(506,104)	(310,825)	571,465
(recommended CIL)	40.00	(1,351,518)	(1,142,770)	(934,772)	(727,230)	(520,482)	(323,622)	559,248
(100)	50.00	(1,366,247)	(1,157,235)	(949,237)	(741,608)	(534,860)	(336,476)	547,031
	60.00	(1,380,976)	(1,171,700)	(963,702)	(755,986)	(549,238)	(349,560)	534,814
	70.00	(1,395,704)	(1,186,165)	(978,167)	(770,364)	(563,616)	(362,644)	522,597
	80.00	(1,410,433)	(1,200,631)	(992,633)	(784,742)	(577,994)	(375,728)	510,380
	90.00	(1,425,162)	(1,215,096)	(1,007,098)	(799,120)	(592,372)	(388,813)	498,163
	100.00	(1,439,891)	(1,229,561)	(1,021,563)	(813,565)	(606,750)	(401,897)	485,946
	110.00	(1,454,620)	(1,244,026)	(1,036,028)	(828,030)	(621,128)	(414,981)	473,729
	120.00	(1,469,349)	(1,258,491)	(1,050,493)	(842,495)	(635,507)	(428,758)	461,512
	130.00	(1,484,078)	(1,272,956)	(1,064,958)	(856,960)	(649,885)	(443,136)	449,295
	140.00	(1,498,807)	(1,287,421)	(1,079,423)	(871,425)	(664,263)	(457,515)	437,078
	150.00	(1,513,536)	(1,301,886)	(1,093,888)	(885,890)	(678,641)	(471,893)	424,861
	160.00	(1,528,265)	(1,316,479)	(1,108,353)	(900,355)	(693,019)	(486,271)	412,644
	170.00	(1,542,994)	(1,331,201)	(1,122,818)	(914,820)	(707,397)	(500,649)	400,427
	180.00	(1,557,723)	(1,345,930)	(1,137,283)	(929,285)	(721,775)	(515,027)	388,210
	190.00	(1,572,452)	(1,360,659)	(1,151,748)	(943,750)	(736,153)	(529,405)	375,993
	200.00	(1,587,181)	(1,375,388)	(1,166,213)	(958,215)	(750,531)	(543,783)	363,776
	210.00	(1,601,909)	(1,390,117)	(1,180,678)	(972,680)	(764,909)	(558,161)	351,559
	220.00	(1,616,638)	(1,404,846)	(1,195,143)	(987,145)	(779,288)	(572,539)	339,342
	230.00	(1,631,367)	(1,419,574)	(1,209,608)	(1,001,610)	(793,666)	(586,917)	327,125
	240.00	(1,646,096)	(1,434,303)	(1,224,073)	(1,016,075)	(808,077)	(601,296)	314,908
	250.00	(1,660,825)	(1,449,032)	(1,238,538)	(1,030,540)	(822,542)	(615,674)	302,691

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**30**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**EE**	
Scheme Typology:	Houses and Flats	
No Units:	30	
Location / Value Zone:	High	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	8,710,913	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.82%	
Developers Profit (% on costs)	15.85%	
Developers Profit Total (£)	1,378,212	
Land Value KPI's		
RLV (£/acre (net))	(871,856)	
RLV (£/ha (net))	(2,154,355)	
RLV (% of GDV)	-15.66%	
RLV Total (£)	(1,364,380)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	658,911	
Surplus/Deficit (£/acre) [RLV-BLV]	(1,292,908)	
Surplus/Deficit (£/ha)	(3,194,776)	
Surplus/Deficit Total (£)	(2,023,291)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	456,162	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	15,205	Put into summary table for ease of checking. Don't print this row in the summary table

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	FF				(see Typologies Matrix)
Scheme Typology:	Flats		No Units:	150	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			150	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	19.1	17.5%	6.6	17%	25.7
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	37.1	30.0%	11.3	32%	48.4
4 bed House (with garage)	15.0%	16.9	5.0%	1.9	13%	18.8
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	20.3	30.0%	11.3	21%	31.5
2 bed Flat	17.0%	19.1	17.5%	6.6	17%	25.7
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	112.5	100.0%	37.5	100%	150.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,434	15,439	492	5,298	1,927	20,737
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	3,935	42,359	1,013	10,898	4,948	53,257
4 bed House (with garage)	2,346	25,248	216	2,321	2,561	27,569
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,191	12,822	662	7,123	1,853	19,945
2 bed Flat	1,463	15,742	502	5,402	1,964	21,144
3 bed Flat	0	0	0	0	0	0
	10,369	111,610	2,884	31,042	13,253	142,652
AH % by floor area:			21.76%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	8,669,531
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	18,019,688
4 bed House (with garage)	450,000	3,913	364	3,237	301	8,437,500
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	6,615,000
2 bed Flat	265,000	4,077	379	3,465	322	6,807,188
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						48,548,906

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats**		No Units:	**150**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	19.1	@	337,500		6,454,688
3 bed House	0.0	@	0		-
3 bed House (with garage)	37.1	@	372,500		13,829,063
4 bed House (with garage)	16.9	@	450,000		7,593,750
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	20.3	@	210,000		4,252,500
2 bed Flat	19.1	@	265,000		5,068,125
3 bed Flat	0.0	@	0		-
	112.5				37,198,125
Affordable Rent GDV -					
2 bed House	2.3	@	202,500		465,117
3 bed House	0.0	@	0		-
3 bed House (with garage)	3.9	@	223,500		880,031
4 bed House (with garage)	0.7	@	270,000		177,188
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	3.9	@	126,000		496,125
2 bed Flat	2.3	@	159,000		365,203
3 bed Flat	0.0	@	0		-
	13.1				2,383,664
Social Rent GDV -					
2 bed House	2.3	@	135,000		310,078
3 bed House	0.0	@	0		-
3 bed House (with garage)	3.9	@	149,000		586,688
4 bed House (with garage)	0.7	@	180,000		118,125
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	3.9	@	84,000		330,750
2 bed Flat	2.3	@	106,000		243,469
3 bed Flat	0.0	@	0		-
	13.1				1,589,109
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	2.0	@	236,250		465,117
3 bed House	0.0	@	0		-
3 bed House (with garage)	3.4	@	260,750		880,031
4 bed House (with garage)	0.6	@	315,000		177,188
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	3.4	@	147,000		496,125
2 bed Flat	2.0	@	185,500		365,203
3 bed Flat	0.0	@	0		-
	11.3	37.5			2,383,664
Sub-total GDV Residential	**150**				**43,554,563**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	4,994,344
	377	£ psm (total GIA sqm)		33,296 £ per unit (total units)	
Grant	150	units @	0	per unit	-
Total GDV					**43,554,563**

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats**		No Units:	**150**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	50,285	£		(50,285)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	150,855	£		(150,855)
Building Safety Levy				10,369	sqm	15.11	£ psm			(156,674)
CIL (Mrkt only inc. garages)	Max			10,369	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				150	units @	6,700	per unit			(1,005,000)
	Sub-total								(1,005,000)	
S106 analysis:	354,698	£ per ha		2.31%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				13,253	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				2.83	ha @	123,500	£ per ha (if brownfield)			(349,924)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			150	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				1,927	sqm @	1,892	psm			(3,645,056)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				4,174	sqm @	1,892	psm			(7,896,735)
4 bed House (EXC. garage)				2,111	sqm @	1,892	psm			(3,994,485)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				1,853	sqm @	2,064	psm			(3,824,471)
2 bed Flat				1,964	sqm @	2,064	psm			(4,054,394)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	48.4	16.0		774	sqm @	600	psm			(464,400)
Garages for 4B House	18.8	24.0		450	sqm @	600	psm			(270,000)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				13,253	£ per garage	£0				
External works				24,149,541	@	10.0%				(2,414,954)
Ext. Works analysis:						16,100	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				150	units @	400	£ per unit			(60,000)
M4(2) Category 2 Housing	Aff units		38	units @	100%	@	1,400	£ per unit		(52,500)
M4(2) Category 2 Housing	OMS units		113	units @	100%	@	1,400	£ per unit		(157,500)
M4(3) Category 3 Housing	Aff units		38	units @	10%	@	22,000	£ per unit		(82,500)
M4(3) Category 3 Housing	OMS units		113	units @	10%	@	22,000	£ per unit		(247,500)
Part L/FHS			150	units @			4,350	£ per unit		(652,500)
Part L/FHS analysis:						2.7%	% of BCIS costs			
Net Zero for Housing			9,436	sqm			105	£ psm		(990,734)
Net Zero for Flats			3,817	sqm			72	£ psm		(274,844)
Water Efficiency			150	units @			20	£ per unit		(3,000)
Urban Greening Factor	57.2	flats @	6		per floor = GIA	401	128	£ per unit		(51,064)
	Sub-total								(2,521,078)	
Policy Costs analysis:	(design costs only)					16,807	£ per unit (total units)			
						10.4%	% of BCIS costs			
Contingency (on construction)				29,486,562	@	5.0%				(1,474,328)

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats**		No Units:	**150**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		29,486,562	@	10.0%			(2,948,656)
Disposal Costs -							
OMS Marketing and Promotion		37,198,125	OMS @	1.00%	2,480	£ per unit	(371,981)
Residential Sales Agent Costs		37,198,125	OMS @	1.00%	2,480	£ per unit	(371,981)
Residential Sales Legal Costs		37,198,125	OMS @	0.50%	1,240	£ per unit	(185,991)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	150	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,200	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(3,699,213)
Developers Profit -							
Profit on OMS		37,198,125		17.50%			(6,509,672)
Margin on AH		6,356,438		6.00%	on AH values		(381,386)
Profit analysis:		43,554,563		15.82%	blended GDV	(6,891,058)	
		39,901,527		17.27%	on costs	(6,891,058)	
TOTAL COSTS							**(46,792,585)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(3,238,022)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(3,238,022)**
RLV analysis:	(21,587) £ per plot	(1,142,806)	£ per ha (net)	(462,487)	£ per acre (net)		
		(971,385)	£ per ha (gross)	(393,114)	£ per acre (gross)		
				-7.43%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		52.9	dph (net)				
Site Area (net)		2.83	ha (net)	7.00	acres (net)		
Net to Gross ratio		85%					
Site Area (gross)		3.33	ha (gross)	8.24	acres (gross)		
Density analysis:		4,677	sqm/ha (net)	20,375	sqft/ac (net)		
		45	dph (gross)				
Benchmark Land Value (net)	21,965 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**3,294,740**
BLV analysis:		1,162,824	£ per ha (net)	470,588	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(2,305,629)**	£ per ha (net)	**(933,075)**	£ per acre (net)	**(6,532,762)**

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats | No Units: 150
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	933,075	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(653,949)	(709,577)	(765,205)	(821,078)	(877,077)	(933,075)	(989,461)
	10.00	(677,871)	(732,302)	(786,741)	(841,535)	(896,330)	(951,179)	(1,006,409)
Max CIL £ psm	20.00	(701,793)	(755,028)	(808,400)	(861,991)	(915,583)	(969,338)	(1,023,357)
0.00	30.00	(725,714)	(777,753)	(830,060)	(882,447)	(934,836)	(987,497)	(1,040,305)
(recommended CIL)	40.00	(749,636)	(800,536)	(851,719)	(902,904)	(954,089)	(1,005,656)	(1,057,254)
(100)	50.00	(773,557)	(823,399)	(873,379)	(923,360)	(973,428)	(1,023,815)	(1,074,202)
	60.00	(797,485)	(846,262)	(895,039)	(943,816)	(992,797)	(1,041,973)	(1,091,179)
	70.00	(821,552)	(869,124)	(916,698)	(964,272)	(1,012,167)	(1,060,132)	(1,108,229)
	80.00	(845,618)	(891,987)	(938,358)	(984,782)	(1,031,536)	(1,078,291)	(1,125,280)
	90.00	(869,684)	(914,850)	(960,017)	(1,005,362)	(1,050,905)	(1,096,450)	(1,142,331)
	100.00	(893,750)	(937,713)	(981,677)	(1,025,942)	(1,070,275)	(1,114,608)	(1,159,381)
	110.00	(917,816)	(960,576)	(1,003,400)	(1,046,522)	(1,089,644)	(1,132,876)	(1,176,432)
	120.00	(941,883)	(983,439)	(1,025,190)	(1,067,102)	(1,109,013)	(1,151,144)	(1,193,483)
	130.00	(965,949)	(1,006,302)	(1,046,981)	(1,087,682)	(1,128,383)	(1,169,413)	(1,210,533)
	140.00	(990,015)	(1,029,282)	(1,068,771)	(1,108,261)	(1,147,780)	(1,187,681)	(1,227,584)
	150.00	(1,014,081)	(1,052,283)	(1,090,562)	(1,128,841)	(1,167,266)	(1,205,950)	(1,244,635)
	160.00	(1,038,217)	(1,075,284)	(1,112,352)	(1,149,421)	(1,186,752)	(1,224,219)	(1,261,771)
	170.00	(1,062,428)	(1,098,285)	(1,134,143)	(1,170,001)	(1,206,239)	(1,242,487)	(1,278,924)
	180.00	(1,086,640)	(1,121,286)	(1,155,934)	(1,190,696)	(1,225,725)	(1,260,756)	(1,296,078)
	190.00	(1,110,852)	(1,144,288)	(1,177,724)	(1,211,400)	(1,245,212)	(1,279,024)	(1,313,232)
	200.00	(1,135,064)	(1,167,289)	(1,199,515)	(1,232,104)	(1,264,698)	(1,297,352)	(1,330,385)
	210.00	(1,159,275)	(1,190,290)	(1,221,433)	(1,252,809)	(1,284,185)	(1,315,731)	(1,347,539)
	220.00	(1,183,487)	(1,213,291)	(1,243,356)	(1,273,513)	(1,303,671)	(1,334,110)	(1,364,693)
	230.00	(1,207,699)	(1,236,339)	(1,265,278)	(1,294,217)	(1,323,158)	(1,352,489)	(1,381,847)
	240.00	(1,231,910)	(1,259,479)	(1,287,200)	(1,314,922)	(1,342,736)	(1,370,868)	(1,399,000)
	250.00	(1,256,122)	(1,282,619)	(1,309,122)	(1,335,626)	(1,362,340)	(1,389,247)	(1,416,335)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(933,075)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(758,199)	(801,867)	(845,603)	(889,339)	(933,075)	(977,021)	(1,021,022)
	10.00	(776,180)	(819,916)	(863,653)	(907,389)	(951,179)	(995,180)	(1,039,181)
CIL £psm	20.00	(794,230)	(837,966)	(881,702)	(925,439)	(969,338)	(1,013,339)	(1,057,340)
0.00	30.00	(812,280)	(856,016)	(899,752)	(943,496)	(987,497)	(1,031,498)	(1,075,498)
(recommended CIL)	40.00	(830,329)	(874,065)	(917,802)	(961,655)	(1,005,656)	(1,049,656)	(1,093,657)
(100)	50.00	(848,379)	(892,115)	(935,851)	(979,814)	(1,023,815)	(1,067,815)	(1,111,816)
	60.00	(866,429)	(910,165)	(953,972)	(997,973)	(1,041,973)	(1,085,974)	(1,130,066)
	70.00	(884,478)	(928,214)	(972,131)	(1,016,132)	(1,060,132)	(1,104,133)	(1,148,335)
	80.00	(902,528)	(946,289)	(990,290)	(1,034,290)	(1,078,291)	(1,122,337)	(1,166,603)
	90.00	(920,578)	(964,448)	(1,008,448)	(1,052,449)	(1,096,450)	(1,140,605)	(1,184,872)
	100.00	(938,627)	(982,607)	(1,026,607)	(1,070,608)	(1,114,608)	(1,158,874)	(1,203,140)
	110.00	(956,765)	(1,000,765)	(1,044,766)	(1,088,767)	(1,132,876)	(1,177,142)	(1,221,409)
	120.00	(974,924)	(1,018,924)	(1,062,925)	(1,106,925)	(1,151,144)	(1,195,411)	(1,239,678)
	130.00	(993,082)	(1,037,083)	(1,081,084)	(1,125,146)	(1,169,413)	(1,213,679)	(1,257,946)
	140.00	(1,011,241)	(1,055,242)	(1,099,242)	(1,143,415)	(1,187,681)	(1,231,948)	(1,276,215)
	150.00	(1,029,400)	(1,073,400)	(1,117,417)	(1,161,683)	(1,205,950)	(1,250,217)	(1,294,525)
	160.00	(1,047,559)	(1,091,559)	(1,135,685)	(1,179,952)	(1,224,219)	(1,268,485)	(1,312,904)
	170.00	(1,065,717)	(1,109,718)	(1,153,954)	(1,198,220)	(1,242,487)	(1,286,754)	(1,331,283)
	180.00	(1,083,876)	(1,127,956)	(1,172,222)	(1,216,489)	(1,260,756)	(1,305,128)	(1,349,662)
	190.00	(1,102,035)	(1,146,224)	(1,190,491)	(1,234,758)	(1,279,024)	(1,323,507)	(1,368,041)
	200.00	(1,120,226)	(1,164,493)	(1,208,759)	(1,253,026)	(1,297,352)	(1,341,886)	(1,386,420)
	210.00	(1,138,495)	(1,182,761)	(1,227,028)	(1,271,295)	(1,315,731)	(1,360,265)	(1,404,799)
	220.00	(1,156,763)	(1,201,030)	(1,245,297)	(1,289,576)	(1,334,110)	(1,378,644)	(1,423,178)
	230.00	(1,175,032)	(1,219,298)	(1,263,565)	(1,307,955)	(1,352,489)	(1,397,023)	(1,441,557)
	240.00	(1,193,300)	(1,237,567)	(1,281,834)	(1,326,334)	(1,370,868)	(1,415,402)	(1,459,982)
	250.00	(1,211,569)	(1,255,836)	(1,300,178)	(1,344,713)	(1,389,247)	(1,433,781)	(1,478,695)

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Scheme Typology: Flats — No Units: 150
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(933,075)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(800,250)	(853,380)	(906,510)	(959,641)	(1,012,771)	(1,065,901)	(1,119,031)
	10.00	(818,354)	(871,484)	(924,614)	(977,745)	(1,030,875)	(1,084,005)	(1,137,135)
CIL £psm	20.00	(836,513)	(889,643)	(942,773)	(995,903)	(1,049,033)	(1,102,164)	(1,155,294)
0.00	30.00	(854,672)	(907,802)	(960,932)	(1,014,062)	(1,067,192)	(1,120,322)	(1,173,453)
(recommended CIL)	40.00	(872,830)	(925,961)	(979,091)	(1,032,221)	(1,085,351)	(1,138,481)	(1,191,611)
(100)	50.00	(890,989)	(944,119)	(997,250)	(1,050,380)	(1,103,510)	(1,156,640)	(1,209,770)
	60.00	(909,148)	(962,278)	(1,015,408)	(1,068,538)	(1,121,669)	(1,174,799)	(1,227,929)
	70.00	(927,307)	(980,437)	(1,033,567)	(1,086,697)	(1,139,827)	(1,192,957)	(1,246,088)
	80.00	(945,466)	(998,596)	(1,051,726)	(1,104,856)	(1,157,986)	(1,211,116)	(1,264,246)
	90.00	(963,624)	(1,016,754)	(1,069,885)	(1,123,015)	(1,176,145)	(1,229,275)	(1,282,405)
	100.00	(981,783)	(1,034,913)	(1,088,043)	(1,141,174)	(1,194,304)	(1,247,434)	(1,300,564)
	110.00	(1,000,050)	(1,053,181)	(1,106,311)	(1,159,441)	(1,212,571)	(1,265,701)	(1,318,831)
	120.00	(1,018,319)	(1,071,449)	(1,124,579)	(1,177,709)	(1,230,840)	(1,283,970)	(1,337,100)
	130.00	(1,036,588)	(1,089,718)	(1,142,848)	(1,195,978)	(1,249,108)	(1,302,238)	(1,355,368)
	140.00	(1,054,856)	(1,107,986)	(1,161,116)	(1,214,246)	(1,267,377)	(1,320,507)	(1,373,637)
	150.00	(1,073,125)	(1,126,255)	(1,179,385)	(1,232,515)	(1,285,645)	(1,338,775)	(1,391,905)
	160.00	(1,091,393)	(1,144,523)	(1,197,653)	(1,250,784)	(1,303,914)	(1,357,044)	(1,410,174)
	170.00	(1,109,662)	(1,162,792)	(1,215,922)	(1,269,052)	(1,322,182)	(1,375,312)	(1,428,443)
	180.00	(1,127,930)	(1,181,060)	(1,234,191)	(1,287,321)	(1,340,451)	(1,393,581)	(1,446,711)
	190.00	(1,146,199)	(1,199,329)	(1,252,459)	(1,305,589)	(1,358,719)	(1,411,849)	(1,464,980)
	200.00	(1,164,527)	(1,217,657)	(1,270,787)	(1,323,917)	(1,377,047)	(1,430,177)	(1,483,307)
	210.00	(1,182,906)	(1,236,036)	(1,289,166)	(1,342,296)	(1,395,426)	(1,448,556)	(1,501,686)
	220.00	(1,201,285)	(1,254,415)	(1,307,545)	(1,360,675)	(1,413,805)	(1,466,935)	(1,520,065)
	230.00	(1,219,664)	(1,272,794)	(1,325,924)	(1,379,054)	(1,432,184)	(1,485,314)	(1,538,444)
	240.00	(1,238,043)	(1,291,173)	(1,344,303)	(1,397,433)	(1,450,563)	(1,503,693)	(1,556,823)
	250.00	(1,256,421)	(1,309,552)	(1,362,682)	(1,415,812)	(1,468,942)	(1,522,072)	(1,575,202)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(933,075)	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	(580,134)	(609,546)	(638,958)	(668,370)	(697,781)	(727,193)	(756,605)
	10.00	(598,238)	(627,650)	(657,062)	(686,474)	(715,885)	(745,297)	(774,709)
CIL £psm	20.00	(616,397)	(645,809)	(675,221)	(704,632)	(734,044)	(763,456)	(792,868)
0.00	30.00	(634,556)	(663,968)	(693,379)	(722,791)	(752,203)	(781,615)	(811,026)
(recommended CIL)	40.00	(652,715)	(682,126)	(711,538)	(740,950)	(770,362)	(799,773)	(829,185)
(100)	50.00	(670,873)	(700,285)	(729,697)	(759,109)	(788,520)	(817,932)	(847,344)
	60.00	(689,032)	(718,444)	(747,856)	(777,267)	(806,679)	(836,091)	(865,503)
	70.00	(707,191)	(736,603)	(766,014)	(795,426)	(824,838)	(854,250)	(883,662)
	80.00	(725,350)	(754,761)	(784,173)	(813,585)	(842,997)	(872,409)	(901,820)
	90.00	(743,508)	(772,920)	(802,332)	(831,744)	(861,156)	(890,567)	(919,979)
	100.00	(761,667)	(791,079)	(820,491)	(849,903)	(879,314)	(908,726)	(938,138)
	110.00	(779,935)	(809,346)	(838,758)	(868,170)	(897,582)	(926,993)	(956,405)
	120.00	(798,203)	(827,615)	(857,027)	(886,438)	(915,850)	(945,262)	(974,674)
	130.00	(816,472)	(845,883)	(875,295)	(904,707)	(934,119)	(963,531)	(992,942)
	140.00	(834,740)	(864,152)	(893,564)	(922,976)	(952,387)	(981,799)	(1,011,211)
	150.00	(853,009)	(882,421)	(911,832)	(941,244)	(970,656)	(1,000,068)	(1,029,479)
	160.00	(871,277)	(900,689)	(930,101)	(959,513)	(988,924)	(1,018,336)	(1,047,748)
	170.00	(889,546)	(918,958)	(948,369)	(977,781)	(1,007,193)	(1,036,605)	(1,066,016)
	180.00	(907,814)	(937,226)	(966,638)	(996,050)	(1,025,461)	(1,054,873)	(1,084,285)
	190.00	(926,083)	(955,495)	(984,906)	(1,014,318)	(1,043,730)	(1,073,142)	(1,102,554)
	200.00	(944,411)	(973,823)	(1,003,234)	(1,032,646)	(1,062,058)	(1,091,470)	(1,120,881)
	210.00	(962,790)	(992,202)	(1,021,613)	(1,051,025)	(1,080,437)	(1,109,849)	(1,139,260)
	220.00	(981,169)	(1,010,581)	(1,039,992)	(1,069,404)	(1,098,816)	(1,128,228)	(1,157,639)
	230.00	(999,548)	(1,028,959)	(1,058,371)	(1,087,783)	(1,117,195)	(1,146,607)	(1,176,018)
	240.00	(1,017,927)	(1,047,338)	(1,076,750)	(1,106,162)	(1,135,574)	(1,164,986)	(1,194,397)
	250.00	(1,036,306)	(1,065,717)	(1,095,129)	(1,124,541)	(1,153,953)	(1,183,365)	(1,212,776)

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats — No Units: 150
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(933,075)	Density (dph) (net) 30	35	53 40	45	50	55	60
	0.00	(763,177)	(800,196)	(837,215)	(874,234)	(911,282)	(948,346)	(985,410)
	10.00	(773,467)	(812,201)	(850,935)	(889,670)	(928,404)	(967,138)	(1,005,872)
CIL £psm	20.00	(783,757)	(824,206)	(864,656)	(905,105)	(945,554)	(986,003)	(1,026,453)
0.00	30.00	(794,047)	(836,212)	(878,376)	(920,540)	(962,704)	(1,004,869)	(1,047,033)
(recommended CIL)	40.00	(804,337)	(848,217)	(892,096)	(935,975)	(979,855)	(1,023,734)	(1,067,613)
(100)	50.00	(814,628)	(860,222)	(905,816)	(951,411)	(997,005)	(1,042,599)	(1,088,194)
	60.00	(824,918)	(872,227)	(919,537)	(966,846)	(1,014,155)	(1,061,465)	(1,108,774)
	70.00	(835,208)	(884,233)	(933,257)	(982,281)	(1,031,306)	(1,080,330)	(1,129,355)
	80.00	(845,558)	(896,238)	(946,977)	(997,717)	(1,048,456)	(1,099,196)	(1,149,935)
	90.00	(855,910)	(908,314)	(960,718)	(1,013,152)	(1,065,606)	(1,118,061)	(1,170,515)
	100.00	(866,263)	(920,392)	(974,521)	(1,028,650)	(1,082,779)	(1,136,926)	(1,191,096)
	110.00	(876,615)	(932,470)	(988,324)	(1,044,179)	(1,100,033)	(1,155,888)	(1,211,742)
	120.00	(886,967)	(944,547)	(1,002,127)	(1,059,707)	(1,117,287)	(1,174,867)	(1,232,447)
	130.00	(897,320)	(956,625)	(1,015,931)	(1,075,236)	(1,134,541)	(1,193,847)	(1,253,152)
	140.00	(907,672)	(968,703)	(1,029,734)	(1,090,765)	(1,151,795)	(1,212,826)	(1,273,857)
	150.00	(918,025)	(980,781)	(1,043,537)	(1,106,293)	(1,169,049)	(1,231,806)	(1,294,562)
	160.00	(928,377)	(992,859)	(1,057,340)	(1,121,822)	(1,186,303)	(1,250,785)	(1,315,266)
	170.00	(938,761)	(1,004,936)	(1,071,143)	(1,137,350)	(1,203,557)	(1,269,764)	(1,335,971)
	180.00	(949,176)	(1,017,053)	(1,084,947)	(1,152,879)	(1,220,811)	(1,288,744)	(1,356,676)
	190.00	(959,591)	(1,029,203)	(1,098,816)	(1,168,428)	(1,238,065)	(1,307,723)	(1,377,381)
	200.00	(970,006)	(1,041,354)	(1,112,703)	(1,184,051)	(1,255,399)	(1,326,747)	(1,398,096)
	210.00	(980,421)	(1,053,505)	(1,126,589)	(1,199,673)	(1,272,757)	(1,345,842)	(1,418,926)
	220.00	(990,836)	(1,065,656)	(1,140,476)	(1,215,296)	(1,290,116)	(1,364,936)	(1,439,756)
	230.00	(1,001,251)	(1,077,807)	(1,154,363)	(1,230,918)	(1,307,474)	(1,384,030)	(1,460,586)
	240.00	(1,011,666)	(1,089,958)	(1,168,249)	(1,246,541)	(1,324,832)	(1,403,124)	(1,481,416)
	250.00	(1,022,081)	(1,102,108)	(1,182,136)	(1,262,163)	(1,342,191)	(1,422,218)	(1,502,246)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(933,075)	Build cost 100% 70%	80%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 90%	100%	105%	110%	115%
	0.00	471,842	33,630	(412,496)	(933,075)	(1,201,038)	(1,471,509)	(1,747,191)
	10.00	457,110	18,659	(427,740)	(951,179)	(1,219,306)	(1,490,223)	(1,765,906)
CIL £psm	20.00	442,318	3,611	(443,232)	(969,338)	(1,237,575)	(1,508,938)	(1,784,620)
0.00	30.00	427,526	(11,451)	(459,284)	(987,497)	(1,255,843)	(1,527,652)	(1,803,334)
(recommended CIL)	40.00	412,734	(26,513)	(475,999)	(1,005,656)	(1,274,112)	(1,546,366)	(1,822,048)
(100)	50.00	397,942	(41,575)	(493,833)	(1,023,815)	(1,292,410)	(1,565,080)	(1,840,763)
	60.00	383,150	(56,637)	(511,666)	(1,041,973)	(1,310,789)	(1,583,795)	(1,859,477)
	70.00	368,358	(71,699)	(529,500)	(1,060,132)	(1,329,168)	(1,602,509)	(1,878,191)
	80.00	353,566	(86,761)	(547,333)	(1,078,291)	(1,347,547)	(1,621,223)	(1,896,906)
	90.00	338,774	(101,823)	(565,166)	(1,096,450)	(1,365,926)	(1,639,938)	(1,915,620)
	100.00	323,982	(116,885)	(583,000)	(1,114,608)	(1,384,305)	(1,658,652)	(1,934,334)
	110.00	309,164	(131,946)	(600,858)	(1,132,876)	(1,402,684)	(1,677,366)	(1,953,049)
	120.00	294,283	(147,098)	(618,799)	(1,151,144)	(1,421,063)	(1,696,080)	(1,971,763)
	130.00	279,401	(162,251)	(636,740)	(1,169,413)	(1,439,442)	(1,714,795)	(1,990,477)
	140.00	264,520	(177,404)	(654,681)	(1,187,681)	(1,457,841)	(1,733,509)	(2,009,191)
	150.00	249,638	(192,557)	(672,622)	(1,205,950)	(1,476,541)	(1,752,223)	(2,027,906)
	160.00	234,757	(207,710)	(690,564)	(1,224,219)	(1,495,255)	(1,770,938)	(2,046,620)
	170.00	219,875	(222,863)	(708,505)	(1,242,487)	(1,513,970)	(1,789,652)	(2,065,334)
	180.00	204,994	(238,016)	(726,446)	(1,260,756)	(1,532,684)	(1,808,366)	(2,084,049)
	190.00	190,112	(253,169)	(744,387)	(1,279,024)	(1,551,398)	(1,827,080)	(2,102,763)
	200.00	175,231	(268,322)	(762,329)	(1,297,352)	(1,570,112)	(1,845,795)	(2,121,477)
	210.00	160,322	(283,492)	(780,335)	(1,315,731)	(1,588,827)	(1,864,509)	(2,140,191)
	220.00	145,351	(298,737)	(798,385)	(1,334,110)	(1,607,541)	(1,883,223)	(2,158,906)
	230.00	130,379	(313,982)	(816,434)	(1,352,489)	(1,626,255)	(1,901,938)	(2,177,620)
	240.00	115,408	(329,226)	(834,484)	(1,370,868)	(1,644,970)	(1,920,652)	(2,196,334)
	250.00	100,436	(344,471)	(852,534)	(1,389,247)	(1,663,684)	(1,939,366)	(2,215,049)

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats — No Units: 150
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(933,075)	Market Values 100% 90%	95%	100%	105%	110%	115%	120%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(1,403,694)	(1,166,879)	(933,075)	(701,718)	(472,141)	(274,368)	(79,543)
	10.00	(1,422,409)	(1,185,147)	(951,179)	(719,660)	(489,975)	(289,613)	(94,696)
CIL £psm	20.00	(1,441,123)	(1,203,416)	(969,338)	(737,601)	(507,808)	(304,857)	(109,849)
0.00	30.00	(1,459,837)	(1,221,684)	(987,497)	(755,542)	(525,641)	(320,102)	(125,002)
(recommended CIL)	40.00	(1,478,552)	(1,239,953)	(1,005,656)	(773,483)	(543,475)	(335,346)	(140,155)
(100)	50.00	(1,497,266)	(1,258,275)	(1,023,815)	(791,483)	(561,308)	(350,591)	(155,308)
	60.00	(1,515,980)	(1,276,654)	(1,041,973)	(809,533)	(579,142)	(365,836)	(170,461)
	70.00	(1,534,694)	(1,295,033)	(1,060,132)	(827,583)	(596,975)	(381,080)	(185,614)
	80.00	(1,553,409)	(1,313,412)	(1,078,291)	(845,632)	(614,874)	(396,325)	(200,767)
	90.00	(1,572,123)	(1,331,791)	(1,096,450)	(863,682)	(632,815)	(411,569)	(215,920)
	100.00	(1,590,837)	(1,350,170)	(1,114,608)	(881,732)	(650,756)	(426,879)	(231,073)
	110.00	(1,609,552)	(1,368,549)	(1,132,876)	(899,781)	(668,698)	(442,349)	(246,303)
	120.00	(1,628,266)	(1,386,928)	(1,151,144)	(917,831)	(686,639)	(458,381)	(261,547)
	130.00	(1,646,980)	(1,405,307)	(1,169,413)	(935,881)	(704,580)	(475,007)	(276,792)
	140.00	(1,665,694)	(1,423,919)	(1,187,681)	(953,930)	(722,521)	(492,841)	(292,037)
	150.00	(1,684,409)	(1,442,634)	(1,205,950)	(972,034)	(740,462)	(510,674)	(307,281)
	160.00	(1,703,123)	(1,461,348)	(1,224,219)	(990,193)	(758,404)	(528,507)	(322,526)
	170.00	(1,721,837)	(1,480,062)	(1,242,487)	(1,008,352)	(776,345)	(546,341)	(337,770)
	180.00	(1,740,552)	(1,498,777)	(1,260,756)	(1,026,511)	(794,288)	(564,174)	(353,015)
	190.00	(1,759,266)	(1,517,491)	(1,279,024)	(1,044,669)	(812,338)	(582,008)	(368,259)
	200.00	(1,777,980)	(1,536,205)	(1,297,352)	(1,062,828)	(830,388)	(599,841)	(383,504)
	210.00	(1,796,695)	(1,554,919)	(1,315,731)	(1,080,987)	(848,437)	(617,736)	(398,749)
	220.00	(1,815,409)	(1,573,634)	(1,334,110)	(1,099,146)	(866,487)	(635,677)	(414,007)
	230.00	(1,834,123)	(1,592,348)	(1,352,489)	(1,117,304)	(884,537)	(653,618)	(429,343)
	240.00	(1,852,837)	(1,611,062)	(1,370,868)	(1,135,463)	(902,586)	(671,559)	(444,900)
	250.00	(1,871,552)	(1,629,777)	(1,389,247)	(1,153,678)	(920,636)	(689,501)	(460,989)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(933,075)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(933,075)	(674,109)	(423,220)	(204,473)	12,543	227,468	1,275,301
	10.00	(951,179)	(692,050)	(438,526)	(219,625)	(2,518)	212,586	1,261,034
CIL £psm	20.00	(969,338)	(709,991)	(454,472)	(234,778)	(17,580)	197,705	1,246,768
0.00	30.00	(987,497)	(727,933)	(470,711)	(249,931)	(32,642)	182,824	1,232,501
(recommended CIL)	40.00	(1,005,656)	(745,874)	(488,545)	(265,084)	(47,704)	167,942	1,218,234
(100)	50.00	(1,023,815)	(763,815)	(506,378)	(280,237)	(62,766)	152,989	1,203,965
	60.00	(1,041,973)	(781,831)	(524,211)	(295,480)	(77,828)	138,018	1,189,612
	70.00	(1,060,132)	(799,880)	(542,045)	(310,724)	(92,890)	123,046	1,175,259
	80.00	(1,078,291)	(817,930)	(559,878)	(325,969)	(107,952)	108,075	1,160,906
	90.00	(1,096,450)	(835,980)	(577,712)	(341,213)	(123,014)	93,103	1,146,553
	100.00	(1,114,608)	(854,029)	(595,545)	(356,458)	(138,112)	78,132	1,132,200
	110.00	(1,132,876)	(872,079)	(613,479)	(371,703)	(153,265)	63,161	1,117,847
	120.00	(1,151,144)	(890,129)	(631,420)	(386,947)	(168,418)	48,189	1,103,494
	130.00	(1,169,413)	(908,178)	(649,361)	(402,192)	(183,571)	33,218	1,089,141
	140.00	(1,187,681)	(926,228)	(667,302)	(417,436)	(198,724)	18,246	1,074,788
	150.00	(1,205,950)	(944,290)	(685,244)	(432,702)	(213,877)	3,196	1,060,435
	160.00	(1,224,219)	(962,449)	(703,185)	(448,376)	(229,030)	(11,866)	1,046,023
	170.00	(1,242,487)	(980,608)	(721,126)	(464,543)	(244,183)	(26,928)	1,031,584
	180.00	(1,260,756)	(998,767)	(739,067)	(481,779)	(259,336)	(41,990)	1,017,144
	190.00	(1,279,024)	(1,016,926)	(757,008)	(499,612)	(274,489)	(57,052)	1,002,704
	200.00	(1,297,352)	(1,035,084)	(774,983)	(517,446)	(289,696)	(72,114)	988,264
	210.00	(1,315,731)	(1,053,243)	(793,033)	(535,279)	(304,941)	(87,176)	973,825
	220.00	(1,334,110)	(1,071,402)	(811,082)	(553,113)	(320,185)	(102,238)	959,385
	230.00	(1,352,489)	(1,089,561)	(829,132)	(570,946)	(335,430)	(117,300)	944,945
	240.00	(1,370,868)	(1,107,719)	(847,182)	(588,779)	(350,675)	(132,363)	930,505
	250.00	(1,389,247)	(1,125,945)	(865,231)	(606,672)	(365,919)	(147,516)	916,066

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: **Flats** No Units: **150**
Site Typology: Location / Value Zone: **Mid** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**FF**	
Scheme Typology:	Flats	
No Units:	150	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	43,554,563	
Policy Assumptions		
AH Target %	25%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	6,700	
Sub-total CIL+S106 (£ per unit)	6,700	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	6,700	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	15.82%	
Developers Profit (% on costs)	17.27%	
Developers Profit Total (£)	6,891,058	
Land Value KPI's		
RLV (£/acre (net))	(462,487)	
RLV (£/ha (net))	(1,142,806)	
RLV (% of GDV)	-7.43%	
RLV Total (£)	(3,238,022)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	3,294,740	
Surplus/Deficit (£/acre) [RLV-BLV]	(933,075)	
Surplus/Deficit (£/ha)	(2,305,629)	
Surplus/Deficit Total (£)	(6,532,762)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	3,699,213	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	24,661	Put into summary table for ease of checking. Don't print this row in the summary table

Appendix 12 – Scenario B Appraisals

Aspinall Verdi

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Appraisal Ref:	A				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	9	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	3.8	50.0%	0.0	42%	3.8
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	3.6	43.0%	0.0	40%	3.6
4 bed House (with garage)	18.0%	1.6	7.0%	0.0	18%	1.6
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	100.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	284	3,052	0	0	284	3,052
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	382	4,108	0	0	382	4,108
4 bed House (with garage)	225	2,424	0	0	225	2,424
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	890	9,583	0	0	890	9,583
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	1,190,700
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	1,260,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	688,500
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,139,200

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	0	60%	0	40%	0	0%	0	70%
2 bed Flat	0	60%	0	40%	0	0%	0	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses**		No Units:	**9**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.8	@	315,000		1,190,700
3 bed House	0.0	@	0		-
3 bed House (with garage)	3.6	@	350,000		1,260,000
4 bed House (with garage)	1.6	@	425,000		688,500
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	9.0				3,139,200
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**3,139,200**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0	per unit	-
Total GDV					**3,139,200**

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Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
Building Safety Levy					890	sqm	30.21	£ psm			(26,895)
CIL (Mrkt only inc. garages)	Max				890	sqm	0.00	£ psm			-
CIL analysis:					0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)					9	units @	0	per unit			-
	Sub-total									-	
S106 analysis:	-	£ per ha			0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum					890	sqm (total)	0	£ psm			-
Comm. Sum analysis:					0.00%	% of GDV					
Construction Costs -											
Site Clearance, Demolition & Remediation					0.43	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1			0							-
	Year 2			0							-
	Year 3			0							-
	Year 4			0							-
	Year 5			0							-
	Year 6			0							-
	Year 7			0							-
	Year 8			0							-
	Year 9			0							-
	Year 10			0							-
	Year 11			0							-
	Year 12			0							-
	Year 13			0							-
	Year 14			0							-
	Year 15			0							-
	Years 1-15				9	units @	0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha			0.00%	% of GDV	0	£ per unit (total units)			
2 bed House					284	sqm @	2,107	psm			(597,335)
3 bed House					-	sqm @	2,107	psm			-
3 bed House (EXC. garage)					324	sqm @	2,107	psm			(682,668)
4 bed House (EXC. garage)					186	sqm @	2,107	psm			(392,534)
5 bed House (EXC. garage)					-	sqm @	2,107	psm			-
1 bed Flat					-	sqm @	2,522	psm			-
2 bed Flat					-	sqm @	2,522	psm			-
3 bed Flat					-	sqm @	2,522	psm			-
Garages for 3B House		3.6	16.0		58	sqm @	600	psm			(34,560)
Garages for 4B House		1.6	24.0		39	sqm @	600	psm			(23,328)
Garages for 5B House		-	-		0	sqm @	600	psm			-
Total GIA check:					890	£ per garage	£0				
External works					1,730,425	@	15.0%				(259,564)
Ext. Works analysis:							28,840	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs					9	units @	1,000	£ per unit			(9,000)
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		9	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units		-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units		9	units @		10%	@	0	£ per unit		-
Part L/FHS			9	units @				4,350	£ per unit		(39,150)
Part L/FHS analysis:							2.3%	% of BCIS costs			
Net Zero for Housing			890	sqm				0	£ psm		-
Net Zero for Flats			-	sqm				0	£ psm		-
Water Efficiency			9	units @				0	£ per unit		-
Urban Greening Factor	0	flats @		6		flats per floor	0	0	£ per unit		-
	Sub-total									(48,150)	
Policy Costs analysis:	(design costs only)						5,350	£ per unit (total units)			
							2.8%	% of BCIS costs			
Contingency (on construction)					2,038,138	@	3.0%				(61,144)

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Scheme Typology:	**Houses**	No Units:	**9**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

Professional Fees		2,038,138	@	10.0%			(203,814)
Disposal Costs -							
OMS Marketing and Promotion		3,139,200	OMS @	1.00%	3,488	£ per unit	(31,392)
Residential Sales Agent Costs		3,139,200	OMS @	1.00%	3,488	£ per unit	(31,392)
Residential Sales Legal Costs		3,139,200	OMS @	0.50%	1,744	£ per unit	(15,696)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	9	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,720	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(79,221)
Developers Profit -							
Profit on OMS		3,139,200		17.50%			(549,360)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		3,139,200		17.50%	blended GDV	(549,360)	
		2,519,444		21.80%	on costs	(549,360)	
TOTAL COSTS							**(3,068,804)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							70,396
SDLT		70,396	@	HMRC formula			-
Acquisition Agent fees		70,396	@	1.0%			(704)
Acquisition Legal fees		70,396	@	0.5%			(352)
Interest on Land		70,396	@	7.50%			(5,280)
Residual Land Value							**64,060**
RLV analysis:	7,118 £ per plot	149,829	£ per ha (net)	60,635	£ per acre (net)		
		142,338	£ per ha (gross)	57,603	£ per acre (gross)		
				2.04%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		21.1	dph (net)				
Site Area (net)		0.43	ha (net)	1.06	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		0.45	ha (gross)	1.11	acres (gross)		
Density analysis:		2,082	sqm/ha (net)	9,071	sqft/ac (net)		
		20	dph (gross)				
Benchmark Land Value (net)	21,006 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**189,055**
BLV analysis:		442,179	£ per ha (net)	178,947	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(292,349)**	£ per ha (net)	**(118,312)**	£ per acre (net)	**(124,995)**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	118,312	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(118,312)	(139,713)	(161,113)	(182,867)	(206,384)	(229,901)	(253,536)
	10.00	(126,336)	(147,335)	(168,334)	(190,361)	(213,437)	(236,547)	(259,745)
Max CIL £ psm	20.00	(134,359)	(154,957)	(175,555)	(197,855)	(220,491)	(243,200)	(265,954)
0.00	30.00	(142,382)	(162,579)	(183,155)	(205,350)	(227,544)	(249,852)	(272,163)
(recommended CIL)	40.00	(150,406)	(170,202)	(191,090)	(212,844)	(234,638)	(256,505)	(278,372)
(100)	50.00	(158,429)	(177,824)	(199,026)	(220,339)	(241,734)	(263,158)	(284,581)
	60.00	(166,453)	(186,089)	(206,961)	(227,850)	(248,830)	(269,810)	(290,791)
	70.00	(174,476)	(194,465)	(214,896)	(235,390)	(255,926)	(276,463)	(297,000)
	80.00	(182,851)	(202,841)	(222,836)	(242,929)	(263,022)	(283,116)	(303,209)
	90.00	(191,668)	(211,217)	(230,819)	(250,469)	(270,119)	(289,768)	(309,418)
	100.00	(200,485)	(219,596)	(238,803)	(258,009)	(277,215)	(296,421)	(315,627)
	110.00	(209,301)	(228,023)	(246,786)	(265,548)	(284,311)	(303,074)	(321,836)
	120.00	(218,131)	(236,450)	(254,769)	(273,088)	(291,407)	(309,726)	(328,045)
	130.00	(227,001)	(244,876)	(262,752)	(280,628)	(298,503)	(316,379)	(334,255)
	140.00	(235,871)	(253,303)	(270,735)	(288,167)	(305,600)	(323,032)	(340,464)
	150.00	(244,741)	(261,730)	(278,718)	(295,707)	(312,696)	(329,684)	(346,673)
	160.00	(253,611)	(270,157)	(286,702)	(303,247)	(319,792)	(336,337)	(352,882)
	170.00	(262,482)	(278,583)	(294,685)	(310,786)	(326,888)	(342,990)	(359,091)
	180.00	(271,352)	(287,010)	(302,668)	(318,326)	(333,984)	(349,642)	(365,300)
	190.00	(280,222)	(295,437)	(310,651)	(325,866)	(341,080)	(356,295)	(371,509)
	200.00	(289,092)	(303,863)	(318,634)	(333,405)	(348,177)	(362,948)	(377,719)
	210.00	(297,963)	(312,290)	(326,618)	(340,945)	(355,273)	(369,600)	(383,928)
	220.00	(306,833)	(320,717)	(334,601)	(348,485)	(362,369)	(376,253)	(390,137)
	230.00	(315,703)	(329,143)	(342,584)	(356,025)	(369,465)	(382,906)	(396,346)
	240.00	(324,573)	(337,570)	(350,567)	(363,564)	(376,561)	(389,558)	(402,555)
	250.00	(333,443)	(345,997)	(358,550)	(371,104)	(383,657)	(396,211)	(408,764)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(118,312)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(118,312)	(118,312)	(118,312)	(118,312)	(118,312)	(118,312)	(118,312)
	10.00	(126,336)	(126,336)	(126,336)	(126,336)	(126,336)	(126,336)	(126,336)
CIL £psm	20.00	(134,359)	(134,359)	(134,359)	(134,359)	(134,359)	(134,359)	(134,359)
0.00	30.00	(142,382)	(142,382)	(142,382)	(142,382)	(142,382)	(142,382)	(142,382)
(recommended CIL)	40.00	(150,406)	(150,406)	(150,406)	(150,406)	(150,406)	(150,406)	(150,406)
(100)	50.00	(158,429)	(158,429)	(158,429)	(158,429)	(158,429)	(158,429)	(158,429)
	60.00	(166,453)	(166,453)	(166,453)	(166,453)	(166,453)	(166,453)	(166,453)
	70.00	(174,476)	(174,476)	(174,476)	(174,476)	(174,476)	(174,476)	(174,476)
	80.00	(182,851)	(182,851)	(182,851)	(182,851)	(182,851)	(182,851)	(182,851)
	90.00	(191,668)	(191,668)	(191,668)	(191,668)	(191,668)	(191,668)	(191,668)
	100.00	(200,485)	(200,485)	(200,485)	(200,485)	(200,485)	(200,485)	(200,485)
	110.00	(209,301)	(209,301)	(209,301)	(209,301)	(209,301)	(209,301)	(209,301)
	120.00	(218,131)	(218,131)	(218,131)	(218,131)	(218,131)	(218,131)	(218,131)
	130.00	(227,001)	(227,001)	(227,001)	(227,001)	(227,001)	(227,001)	(227,001)
	140.00	(235,871)	(235,871)	(235,871)	(235,871)	(235,871)	(235,871)	(235,871)
	150.00	(244,741)	(244,741)	(244,741)	(244,741)	(244,741)	(244,741)	(244,741)
	160.00	(253,611)	(253,611)	(253,611)	(253,611)	(253,611)	(253,611)	(253,611)
	170.00	(262,482)	(262,482)	(262,482)	(262,482)	(262,482)	(262,482)	(262,482)
	180.00	(271,352)	(271,352)	(271,352)	(271,352)	(271,352)	(271,352)	(271,352)
	190.00	(280,222)	(280,222)	(280,222)	(280,222)	(280,222)	(280,222)	(280,222)
	200.00	(289,092)	(289,092)	(289,092)	(289,092)	(289,092)	(289,092)	(289,092)
	210.00	(297,963)	(297,963)	(297,963)	(297,963)	(297,963)	(297,963)	(297,963)
	220.00	(306,833)	(306,833)	(306,833)	(306,833)	(306,833)	(306,833)	(306,833)
	230.00	(315,703)	(315,703)	(315,703)	(315,703)	(315,703)	(315,703)	(315,703)
	240.00	(324,573)	(324,573)	(324,573)	(324,573)	(324,573)	(324,573)	(324,573)
	250.00	(333,443)	(333,443)	(333,443)	(333,443)	(333,443)	(333,443)	(333,443)

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Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

		Profit	18%					
Balance (RLV - BLV £ per acre (n))	(118,312)	15%	16%	17%	18%	19%	20%	21%
	0.00	(50,714)	(77,753)	(104,793)	(131,832)	(158,871)	(186,599)	(216,313)
	10.00	(58,737)	(85,776)	(112,816)	(139,855)	(166,895)	(195,416)	(225,130)
CIL £psm	20.00	(66,760)	(93,800)	(120,839)	(147,879)	(174,918)	(204,233)	(233,947)
0.00	30.00	(74,784)	(101,823)	(128,863)	(155,902)	(183,337)	(213,050)	(242,764)
(recommended CIL)	40.00	(82,807)	(109,847)	(136,886)	(163,926)	(192,153)	(221,867)	(251,581)
(100)	50.00	(90,831)	(117,870)	(144,909)	(171,949)	(200,970)	(230,684)	(260,398)
	60.00	(98,854)	(125,893)	(152,933)	(180,074)	(209,787)	(239,501)	(269,215)
	70.00	(106,877)	(133,917)	(160,956)	(188,891)	(218,604)	(248,318)	(278,031)
	80.00	(114,901)	(141,940)	(168,980)	(197,707)	(227,421)	(257,135)	(286,848)
	90.00	(122,924)	(149,964)	(177,003)	(206,524)	(236,238)	(265,952)	(295,665)
	100.00	(130,948)	(157,987)	(185,628)	(215,341)	(245,055)	(274,769)	(304,482)
	110.00	(138,971)	(166,010)	(194,445)	(224,158)	(253,872)	(283,586)	(313,299)
	120.00	(147,006)	(174,045)	(203,274)	(232,987)	(262,701)	(292,415)	(322,128)
	130.00	(155,077)	(182,430)	(212,144)	(241,858)	(271,571)	(301,285)	(330,999)
	140.00	(163,149)	(191,301)	(221,014)	(250,728)	(280,441)	(310,155)	(339,869)
	150.00	(171,221)	(200,171)	(229,884)	(259,598)	(289,312)	(319,025)	(348,739)
	160.00	(179,327)	(209,041)	(238,755)	(268,468)	(298,182)	(327,896)	(357,609)
	170.00	(188,198)	(217,911)	(247,625)	(277,338)	(307,052)	(336,766)	(366,479)
	180.00	(197,068)	(226,781)	(256,495)	(286,209)	(315,922)	(345,636)	(375,350)
	190.00	(205,938)	(235,652)	(265,365)	(295,079)	(324,793)	(354,506)	(384,220)
	200.00	(214,808)	(244,522)	(274,236)	(303,949)	(333,663)	(363,376)	(393,090)
	210.00	(223,678)	(253,392)	(283,106)	(312,819)	(342,533)	(372,247)	(401,960)
	220.00	(232,549)	(262,262)	(291,976)	(321,690)	(351,403)	(381,117)	(410,830)
	230.00	(241,419)	(271,133)	(300,846)	(330,560)	(360,273)	(389,987)	(419,701)
	240.00	(250,289)	(280,003)	(309,716)	(339,430)	(369,144)	(398,857)	(428,571)
	250.00	(259,159)	(288,873)	(318,587)	(348,300)	(378,014)	(407,727)	(437,441)

TABLE 4

		BLV (£ per acre (n))		170,000				
Balance (RLV - BLV £ per acre (n))	(118,312)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(44,628)	(70,944)	(97,260)	(123,575)	(149,891)	(176,207)	(202,523)
	10.00	(52,651)	(78,967)	(105,283)	(131,599)	(157,915)	(184,230)	(210,546)
CIL £psm	20.00	(60,675)	(86,991)	(113,306)	(139,622)	(165,938)	(192,254)	(218,570)
0.00	30.00	(68,698)	(95,014)	(121,330)	(147,646)	(173,961)	(200,277)	(226,593)
(recommended CIL)	40.00	(76,722)	(103,037)	(129,353)	(155,669)	(181,985)	(208,301)	(234,616)
(100)	50.00	(84,745)	(111,061)	(137,377)	(163,692)	(190,008)	(216,324)	(242,640)
	60.00	(92,768)	(119,084)	(145,400)	(171,716)	(198,032)	(224,347)	(250,663)
	70.00	(100,792)	(127,108)	(153,423)	(179,739)	(206,055)	(232,371)	(258,687)
	80.00	(109,166)	(135,482)	(161,798)	(188,114)	(214,430)	(240,745)	(267,061)
	90.00	(117,983)	(144,299)	(170,615)	(196,931)	(223,247)	(249,562)	(275,878)
	100.00	(126,800)	(153,116)	(179,432)	(205,748)	(232,063)	(258,379)	(284,695)
	110.00	(135,617)	(161,933)	(188,249)	(214,565)	(240,880)	(267,196)	(293,512)
	120.00	(144,446)	(170,762)	(197,078)	(223,394)	(249,710)	(276,025)	(302,341)
	130.00	(153,317)	(179,632)	(205,948)	(232,264)	(258,580)	(284,896)	(311,211)
	140.00	(162,187)	(188,503)	(214,818)	(241,134)	(267,450)	(293,766)	(320,082)
	150.00	(171,057)	(197,373)	(223,689)	(250,004)	(276,320)	(302,636)	(328,952)
	160.00	(179,927)	(206,243)	(232,559)	(258,875)	(285,190)	(311,506)	(337,822)
	170.00	(188,797)	(215,113)	(241,429)	(267,745)	(294,061)	(320,376)	(346,692)
	180.00	(197,668)	(223,983)	(250,299)	(276,615)	(302,931)	(329,247)	(355,562)
	190.00	(206,538)	(232,854)	(259,169)	(285,485)	(311,801)	(338,117)	(364,433)
	200.00	(215,408)	(241,724)	(268,040)	(294,355)	(320,671)	(346,987)	(373,303)
	210.00	(224,278)	(250,594)	(276,910)	(303,226)	(329,541)	(355,857)	(382,173)
	220.00	(233,149)	(259,464)	(285,780)	(312,096)	(338,412)	(364,727)	(391,043)
	230.00	(242,019)	(268,335)	(294,650)	(320,966)	(347,282)	(373,598)	(399,913)
	240.00	(250,889)	(277,205)	(303,521)	(329,836)	(356,152)	(382,468)	(408,784)
	250.00	(259,759)	(286,075)	(312,391)	(338,707)	(365,022)	(391,338)	(417,654)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(118,312)	Density (dph) (net) 30	35	21 40	45	50	55	60
	0.00	(92,531)	(78,129)	(63,726)	(49,324)	(34,921)	(20,518)	(6,116)
	10.00	(103,966)	(91,469)	(78,973)	(66,476)	(53,979)	(41,482)	(28,985)
CIL £psm	20.00	(115,401)	(104,810)	(94,219)	(83,628)	(73,037)	(62,446)	(51,855)
0.00	30.00	(126,836)	(118,151)	(109,465)	(100,780)	(92,095)	(83,409)	(74,724)
(recommended CIL)	40.00	(138,271)	(131,491)	(124,712)	(117,932)	(111,153)	(104,373)	(97,594)
(100)	50.00	(149,705)	(144,832)	(139,958)	(135,084)	(130,211)	(125,337)	(120,463)
	60.00	(161,140)	(158,172)	(155,204)	(152,236)	(149,269)	(146,301)	(143,333)
	70.00	(172,575)	(171,513)	(170,451)	(169,389)	(168,326)	(167,264)	(166,202)
	80.00	(184,510)	(185,437)	(186,365)	(187,292)	(188,219)	(189,146)	(190,073)
	90.00	(197,076)	(200,097)	(203,119)	(206,140)	(209,162)	(212,183)	(215,205)
	100.00	(209,642)	(214,757)	(219,873)	(224,989)	(230,104)	(235,220)	(240,336)
	110.00	(222,207)	(229,417)	(236,627)	(243,837)	(251,047)	(258,257)	(265,467)
	120.00	(234,790)	(244,098)	(253,405)	(262,712)	(272,019)	(281,326)	(290,634)
	130.00	(247,432)	(258,846)	(270,260)	(281,674)	(293,089)	(304,503)	(315,917)
	140.00	(260,074)	(273,595)	(287,116)	(300,637)	(314,158)	(327,679)	(341,200)
	150.00	(272,715)	(288,343)	(303,971)	(319,599)	(335,227)	(350,855)	(366,483)
	160.00	(285,357)	(303,092)	(320,827)	(338,562)	(356,297)	(374,032)	(391,767)
	170.00	(297,999)	(317,841)	(337,682)	(357,524)	(377,366)	(397,208)	(417,050)
	180.00	(310,640)	(332,589)	(354,538)	(376,487)	(398,436)	(420,384)	(442,333)
	190.00	(323,282)	(347,338)	(371,393)	(395,449)	(419,505)	(443,561)	(467,616)
	200.00	(335,924)	(362,086)	(388,249)	(414,412)	(440,574)	(466,737)	(492,900)
	210.00	(348,565)	(376,835)	(405,104)	(433,374)	(461,644)	(489,913)	(518,183)
	220.00	(361,207)	(391,583)	(421,960)	(452,337)	(482,713)	(513,090)	(543,466)
	230.00	(373,848)	(406,332)	(438,815)	(471,299)	(503,783)	(536,266)	(568,750)
	240.00	(386,490)	(421,081)	(455,671)	(490,261)	(524,852)	(559,442)	(594,033)
	250.00	(399,132)	(435,829)	(472,527)	(509,224)	(545,921)	(582,619)	(619,316)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(118,312)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	651,603	461,366	270,995	79,816	(118,312)	(223,711)	(335,734)
	10.00	644,112	453,829	263,458	72,234	(126,336)	(232,581)	(344,604)
CIL £psm	20.00	636,620	446,292	255,921	64,651	(134,359)	(241,451)	(353,474)
0.00	30.00	629,126	438,755	248,384	57,069	(142,382)	(250,321)	(362,344)
(recommended CIL)	40.00	621,589	431,218	240,847	49,486	(150,406)	(259,192)	(371,215)
(100)	50.00	614,052	423,681	233,310	41,904	(158,429)	(268,062)	(380,085)
	60.00	606,515	416,144	225,773	34,315	(166,453)	(276,932)	(388,955)
	70.00	598,978	408,607	218,236	26,468	(174,476)	(285,802)	(397,825)
	80.00	591,441	401,070	210,677	18,621	(182,851)	(294,673)	(406,695)
	90.00	583,904	393,533	203,095	10,774	(191,668)	(303,543)	(415,566)
	100.00	576,367	385,996	195,512	2,927	(200,485)	(312,413)	(424,436)
	110.00	568,830	378,459	187,930	(4,920)	(209,301)	(321,283)	(433,306)
	120.00	561,293	370,922	180,347	(12,767)	(218,131)	(330,153)	(442,176)
	130.00	553,756	363,385	172,765	(20,614)	(227,001)	(339,024)	(451,046)
	140.00	546,219	355,848	165,182	(28,462)	(235,871)	(347,894)	(459,917)
	150.00	538,682	348,311	157,600	(36,309)	(244,741)	(356,764)	(468,787)
	160.00	531,145	340,774	150,017	(44,156)	(253,611)	(365,634)	(477,657)
	170.00	523,608	333,237	142,434	(52,053)	(262,482)	(374,504)	(486,527)
	180.00	516,071	325,700	134,852	(60,077)	(271,352)	(383,375)	(495,398)
	190.00	508,534	318,163	127,269	(68,100)	(280,222)	(392,245)	(504,268)
	200.00	500,997	310,626	119,687	(76,124)	(289,092)	(401,115)	(513,138)
	210.00	493,460	303,089	112,104	(84,147)	(297,963)	(409,985)	(522,008)
	220.00	485,923	295,552	104,522	(92,170)	(306,833)	(418,856)	(530,878)
	230.00	478,386	288,015	96,939	(100,194)	(315,703)	(427,726)	(539,749)
	240.00	470,849	280,478	89,357	(108,217)	(324,573)	(436,596)	(548,619)
	250.00	463,312	272,941	81,774	(116,241)	(333,443)	(445,466)	(557,489)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(118,312)	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	120%	130%
	0.00	(353,811)	(232,749)	(118,312)	(9,718)	95,250	302,138	508,080
	10.00	(362,681)	(241,620)	(126,336)	(17,565)	87,667	294,601	500,543
CIL £psm	20.00	(371,551)	(250,490)	(134,359)	(25,412)	80,085	287,040	493,006
0.00	30.00	(380,421)	(259,360)	(142,382)	(33,259)	72,502	279,458	485,469
(recommended CIL)	40.00	(389,292)	(268,230)	(150,406)	(41,106)	64,920	271,875	477,932
(100)	50.00	(398,162)	(277,100)	(158,429)	(48,953)	57,337	264,292	470,395
	60.00	(407,032)	(285,971)	(166,453)	(56,959)	49,755	256,710	462,858
	70.00	(415,902)	(294,841)	(174,476)	(64,982)	42,172	249,127	455,321
	80.00	(424,772)	(303,711)	(182,851)	(73,006)	34,590	241,545	447,784
	90.00	(433,643)	(312,581)	(191,668)	(81,029)	26,746	233,962	440,247
	100.00	(442,513)	(321,452)	(200,485)	(89,052)	18,899	226,380	432,710
	110.00	(451,383)	(330,322)	(209,301)	(97,076)	11,052	218,797	425,173
	120.00	(460,253)	(339,192)	(218,131)	(105,099)	3,205	211,215	417,636
	130.00	(469,124)	(348,062)	(227,001)	(113,123)	(4,642)	203,632	410,099
	140.00	(477,994)	(356,932)	(235,871)	(121,146)	(12,489)	196,050	402,562
	150.00	(486,864)	(365,803)	(244,741)	(129,169)	(20,337)	188,467	395,025
	160.00	(495,734)	(374,673)	(253,611)	(137,193)	(28,184)	180,884	387,488
	170.00	(504,604)	(383,543)	(262,482)	(145,216)	(36,031)	173,302	379,951
	180.00	(513,475)	(392,413)	(271,352)	(153,240)	(43,878)	165,719	372,414
	190.00	(522,345)	(401,283)	(280,222)	(161,263)	(51,769)	158,137	364,877
	200.00	(531,215)	(410,154)	(289,092)	(169,286)	(59,793)	150,554	357,340
	210.00	(540,085)	(419,024)	(297,963)	(177,310)	(67,816)	142,972	349,803
	220.00	(548,955)	(427,894)	(306,833)	(185,965)	(75,839)	135,389	342,266
	230.00	(557,826)	(436,764)	(315,703)	(194,782)	(83,863)	127,807	334,729
	240.00	(566,696)	(445,635)	(324,573)	(203,599)	(91,886)	120,224	327,179
	250.00	(575,566)	(454,505)	(333,443)	(212,415)	(99,910)	112,641	319,597

TABLE 8

Balance (RLV - BLV £ per acre (n))	(118,312)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(118,312)	(37,955)	40,680	116,873	193,066	268,928	647,495
	10.00	(126,336)	(45,802)	33,049	109,291	185,483	261,391	640,003
CIL £psm	20.00	(134,359)	(53,736)	25,202	101,708	177,901	253,854	632,511
0.00	30.00	(142,382)	(61,760)	17,355	94,125	170,318	246,317	624,992
(recommended CIL)	40.00	(150,406)	(69,783)	9,508	86,543	162,736	238,780	617,455
(100)	50.00	(158,429)	(77,807)	1,661	78,960	155,153	231,243	609,918
	60.00	(166,453)	(85,830)	(6,186)	71,378	147,571	223,706	602,381
	70.00	(174,476)	(93,853)	(14,033)	63,795	139,988	216,169	594,844
	80.00	(182,851)	(101,877)	(21,880)	56,213	132,405	208,598	587,307
	90.00	(191,668)	(109,900)	(29,727)	48,630	124,823	201,016	579,770
	100.00	(200,485)	(117,924)	(37,575)	41,048	117,240	193,433	572,233
	110.00	(209,301)	(125,947)	(45,422)	33,429	109,658	185,851	564,696
	120.00	(218,131)	(133,970)	(53,348)	25,582	102,075	178,268	557,159
	130.00	(227,001)	(141,994)	(61,371)	17,735	94,493	170,685	549,622
	140.00	(235,871)	(150,017)	(69,395)	9,888	86,910	163,103	542,085
	150.00	(244,741)	(158,041)	(77,418)	2,041	79,328	155,520	534,548
	160.00	(253,611)	(166,064)	(85,441)	(5,806)	71,745	147,938	527,011
	170.00	(262,482)	(174,087)	(93,465)	(13,653)	64,163	140,355	519,474
	180.00	(271,352)	(182,424)	(101,488)	(21,500)	56,580	132,773	511,937
	190.00	(280,222)	(191,241)	(109,512)	(29,347)	48,997	125,190	504,400
	200.00	(289,092)	(200,057)	(117,535)	(37,194)	41,415	117,608	496,863
	210.00	(297,963)	(208,874)	(125,558)	(45,041)	33,809	110,025	489,326
	220.00	(306,833)	(217,701)	(133,582)	(52,959)	25,962	102,443	481,789
	230.00	(315,703)	(226,571)	(141,605)	(60,983)	18,115	94,860	474,252
	240.00	(324,573)	(235,441)	(149,629)	(69,006)	10,268	87,277	466,715
	250.00	(333,443)	(244,312)	(157,652)	(77,029)	2,421	79,695	459,178

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**A**	
Scheme Typology:	Houses	
No Units:	9	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	3,139,200	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	21.80%	
Developers Profit Total (£)	549,360	
Land Value KPI's		
RLV (£/acre (net))	60,635	
RLV (£/ha (net))	149,829	
RLV (% of GDV)	2.04%	
RLV Total (£)	64,060	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	189,055	
Surplus/Deficit (£/acre) [RLV-BLV]	(118,312)	
Surplus/Deficit (£/ha)	(292,349)	
Surplus/Deficit Total (£)	(124,995)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	79,221	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	5,280	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	9,389	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Appraisal Ref:	B				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	12	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			12	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	5.0	50.0%	0.0	42%	5.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	4.8	43.0%	0.0	40%	4.8
4 bed House (with garage)	18.0%	2.2	7.0%	0.0	18%	2.2
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	12.0	100.0%	0.0	100%	12.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	378	4,069	0	0	378	4,069
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	509	5,477	0	0	509	5,477
4 bed House (with garage)	300	3,232	0	0	300	3,232
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	1,187	12,777	0	0	1,187	12,777
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	1,587,600
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	1,680,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	918,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						4,185,600

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	0	60%	0	40%	0	0%	0	70%
2 bed Flat	0	60%	0	40%	0	0%	0	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses**		No Units:	**12**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	5.0	@	315,000		1,587,600
3 bed House	0.0	@	0		-
3 bed House (with garage)	4.8	@	350,000		1,680,000
4 bed House (with garage)	2.2	@	425,000		918,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	12.0				4,185,600
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**12**				**4,185,600**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	12	units @	0	per unit	-
Total GDV					**4,185,600**

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Scheme Typology:	**Houses**		No Units:	**12**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	7,620	£		(7,620)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	30,480	£		(30,480)
Building Safety Levy				1,187	sqm	30.21	£ psm			(35,860)
CIL (Mrkt only inc. garages)	Max			1,187	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				12	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				1,187	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.50	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			12	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				378	sqm @	2,107	psm			(796,446)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				432	sqm @	2,107	psm			(910,224)
4 bed House (EXC. garage)				248	sqm @	2,107	psm			(523,379)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				-	sqm @	2,522	psm			-
2 bed Flat				-	sqm @	2,522	psm			-
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	4.8	16.0		77	sqm @	600	psm			(46,080)
Garages for 4B House	2.2	24.0		52	sqm @	600	psm			(31,104)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				1,187	£ per garage	£0				
External works				2,307,233	@	15.0%				(346,085)
Ext. Works analysis:						28,840	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				12	units @	1,000	£ per unit			(12,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	12	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	12	units @		10%	@	0	£ per unit		-
Part L/FHS		12	units @				4,350	£ per unit		(52,200)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing		1,187	sqm				0	£ psm		-
Net Zero for Flats		-	sqm				0	£ psm		-
Water Efficiency		12	units @				0	£ per unit		-
Urban Greening Factor	0	flats @	6		flats per floor	0	0	£ per unit		-
	Sub-total								(64,200)	
Policy Costs analysis:	(design costs only)					5,350	£ per unit (total units)			
						2.8%	% of BCIS costs			
Contingency (on construction)				2,717,518	@	3.0%				(81,526)

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Scheme Typology:	**Houses**		No Units:	**12**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		2,717,518	@	10.0%			(271,752)
Disposal Costs -							
OMS Marketing and Promotion		4,185,600	OMS @	1.00%	3,488	£ per unit	(41,856)
Residential Sales Agent Costs		4,185,600	OMS @	1.00%	3,488	£ per unit	(41,856)
Residential Sales Legal Costs		4,185,600	OMS @	0.50%	1,744	£ per unit	(20,928)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		12	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,720	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(105,310)
Developers Profit -							
Profit on OMS		4,185,600		17.50%			(732,480)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		4,185,600		17.50%	blended GDV	(732,480)	
		3,354,705		21.83%	on costs	(732,480)	
TOTAL COSTS							**(4,087,185)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							98,415
SDLT		98,415	@	HMRC formula			-
Acquisition Agent fees		98,415	@	1.0%			(984)
Acquisition Legal fees		98,415	@	0.5%			(492)
Interest on Land		98,415	@	7.50%			(7,381)
Residual Land Value							**89,557**
RLV analysis:	7,463 £ per plot	180,682	£ per ha (net)	73,121	£ per acre (net)		
		171,648	£ per ha (gross)	69,465	£ per acre (gross)		
				2.14%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		24.2	dph (net)				
Site Area (net)		0.50	ha (net)	1.22	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		0.52	ha (gross)	1.29	acres (gross)		
Density analysis:		2,395	sqm/ha (net)	10,432	sqft/ac (net)		
		23	dph (gross)				
Benchmark Land Value (net)	18,264 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**219,172**
BLV analysis:		442,179	£ per ha (net)	178,947	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(261,497)**	£ per ha (net)	**(105,826)**	£ per acre (net)	**(129,614)**

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Scheme Typology: Houses — No Units: 12
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	105,826	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(105,826)	(130,440)	(155,053)	(179,737)	(206,784)	(233,832)	(260,992)
	10.00	(115,054)	(139,206)	(163,358)	(188,356)	(214,897)	(241,453)	(268,134)
Max CIL £ psm	20.00	(124,282)	(147,972)	(171,663)	(196,976)	(223,009)	(249,105)	(275,275)
0.00	30.00	(133,510)	(156,739)	(180,069)	(205,595)	(231,122)	(256,756)	(282,416)
(recommended CIL)	40.00	(142,738)	(165,505)	(189,195)	(214,215)	(239,257)	(264,407)	(289,557)
(100)	50.00	(151,966)	(174,272)	(198,322)	(222,834)	(247,419)	(272,059)	(296,699)
	60.00	(161,193)	(183,443)	(207,448)	(231,454)	(255,580)	(279,710)	(303,840)
	70.00	(170,421)	(193,076)	(216,575)	(240,122)	(263,742)	(287,361)	(310,981)
	80.00	(179,719)	(202,710)	(225,701)	(248,794)	(271,903)	(295,013)	(318,122)
	90.00	(189,859)	(212,343)	(234,866)	(257,465)	(280,065)	(302,664)	(325,264)
	100.00	(200,000)	(221,977)	(244,047)	(266,137)	(288,226)	(310,315)	(332,405)
	110.00	(210,140)	(231,650)	(253,229)	(274,808)	(296,388)	(317,967)	(339,546)
	120.00	(220,281)	(241,341)	(262,411)	(283,480)	(304,549)	(325,618)	(346,687)
	130.00	(230,474)	(251,033)	(271,592)	(292,151)	(312,710)	(333,270)	(353,829)
	140.00	(240,676)	(260,725)	(280,774)	(300,823)	(320,872)	(340,921)	(360,970)
	150.00	(250,878)	(270,417)	(289,955)	(309,494)	(329,033)	(348,572)	(368,111)
	160.00	(261,079)	(280,108)	(299,137)	(318,166)	(337,195)	(356,224)	(375,252)
	170.00	(271,281)	(289,800)	(308,319)	(326,837)	(345,356)	(363,875)	(382,394)
	180.00	(281,483)	(299,492)	(317,500)	(335,509)	(353,518)	(371,526)	(389,535)
	190.00	(291,685)	(309,183)	(326,682)	(344,181)	(361,679)	(379,178)	(396,676)
	200.00	(301,887)	(318,875)	(335,864)	(352,852)	(369,841)	(386,829)	(403,817)
	210.00	(312,088)	(328,567)	(345,045)	(361,524)	(378,002)	(394,480)	(410,959)
	220.00	(322,290)	(338,259)	(354,227)	(370,195)	(386,163)	(402,132)	(418,100)
	230.00	(332,492)	(347,950)	(363,408)	(378,867)	(394,325)	(409,783)	(425,241)
	240.00	(342,694)	(357,642)	(372,590)	(387,538)	(402,486)	(417,434)	(432,383)
	250.00	(352,896)	(367,334)	(381,772)	(396,210)	(410,648)	(425,086)	(439,524)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(105,826)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(105,826)	(105,826)	(105,826)	(105,826)	(105,826)	(105,826)	(105,826)
	10.00	(115,054)	(115,054)	(115,054)	(115,054)	(115,054)	(115,054)	(115,054)
CIL £psm	20.00	(124,282)	(124,282)	(124,282)	(124,282)	(124,282)	(124,282)	(124,282)
0.00	30.00	(133,510)	(133,510)	(133,510)	(133,510)	(133,510)	(133,510)	(133,510)
(recommended CIL)	40.00	(142,738)	(142,738)	(142,738)	(142,738)	(142,738)	(142,738)	(142,738)
(100)	50.00	(151,966)	(151,966)	(151,966)	(151,966)	(151,966)	(151,966)	(151,966)
	60.00	(161,193)	(161,193)	(161,193)	(161,193)	(161,193)	(161,193)	(161,193)
	70.00	(170,421)	(170,421)	(170,421)	(170,421)	(170,421)	(170,421)	(170,421)
	80.00	(179,719)	(179,719)	(179,719)	(179,719)	(179,719)	(179,719)	(179,719)
	90.00	(189,859)	(189,859)	(189,859)	(189,859)	(189,859)	(189,859)	(189,859)
	100.00	(200,000)	(200,000)	(200,000)	(200,000)	(200,000)	(200,000)	(200,000)
	110.00	(210,140)	(210,140)	(210,140)	(210,140)	(210,140)	(210,140)	(210,140)
	120.00	(220,281)	(220,281)	(220,281)	(220,281)	(220,281)	(220,281)	(220,281)
	130.00	(230,474)	(230,474)	(230,474)	(230,474)	(230,474)	(230,474)	(230,474)
	140.00	(240,676)	(240,676)	(240,676)	(240,676)	(240,676)	(240,676)	(240,676)
	150.00	(250,878)	(250,878)	(250,878)	(250,878)	(250,878)	(250,878)	(250,878)
	160.00	(261,079)	(261,079)	(261,079)	(261,079)	(261,079)	(261,079)	(261,079)
	170.00	(271,281)	(271,281)	(271,281)	(271,281)	(271,281)	(271,281)	(271,281)
	180.00	(281,483)	(281,483)	(281,483)	(281,483)	(281,483)	(281,483)	(281,483)
	190.00	(291,685)	(291,685)	(291,685)	(291,685)	(291,685)	(291,685)	(291,685)
	200.00	(301,887)	(301,887)	(301,887)	(301,887)	(301,887)	(301,887)	(301,887)
	210.00	(312,088)	(312,088)	(312,088)	(312,088)	(312,088)	(312,088)	(312,088)
	220.00	(322,290)	(322,290)	(322,290)	(322,290)	(322,290)	(322,290)	(322,290)
	230.00	(332,492)	(332,492)	(332,492)	(332,492)	(332,492)	(332,492)	(332,492)
	240.00	(342,694)	(342,694)	(342,694)	(342,694)	(342,694)	(342,694)	(342,694)
	250.00	(352,896)	(352,896)	(352,896)	(352,896)	(352,896)	(352,896)	(352,896)

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Scheme Typology: Houses | No Units: 12
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(105,826)	Profit 18% 15%	16%	17%	18%	19%	20%	21%
	0.00	(28,946)	(59,361)	(90,277)	(121,376)	(152,474)	(184,030)	(218,204)
	10.00	(37,971)	(68,406)	(99,505)	(130,603)	(161,702)	(194,171)	(228,345)
CIL £psm	20.00	(46,996)	(77,634)	(108,733)	(139,831)	(170,930)	(204,311)	(238,485)
0.00	30.00	(56,022)	(86,862)	(117,961)	(149,059)	(180,277)	(214,452)	(248,626)
(recommended CIL)	40.00	(65,047)	(96,090)	(127,189)	(158,287)	(190,418)	(224,592)	(258,766)
(100)	50.00	(74,219)	(105,318)	(136,416)	(167,515)	(200,558)	(234,733)	(268,907)
	60.00	(83,447)	(114,546)	(145,644)	(176,743)	(210,699)	(244,873)	(279,047)
	70.00	(92,675)	(123,774)	(154,872)	(186,665)	(220,839)	(255,014)	(289,188)
	80.00	(101,903)	(133,001)	(164,100)	(196,806)	(230,980)	(265,154)	(299,328)
	90.00	(111,131)	(142,229)	(173,328)	(206,946)	(241,120)	(275,295)	(309,469)
	100.00	(120,359)	(151,457)	(182,913)	(217,087)	(251,261)	(285,435)	(319,609)
	110.00	(129,586)	(160,685)	(193,053)	(227,227)	(261,401)	(295,576)	(329,750)
	120.00	(138,814)	(169,913)	(203,194)	(237,368)	(271,542)	(305,716)	(339,890)
	130.00	(148,090)	(179,213)	(213,387)	(247,561)	(281,735)	(315,910)	(350,084)
	140.00	(157,374)	(189,415)	(223,589)	(257,763)	(291,937)	(326,111)	(360,286)
	150.00	(166,658)	(199,616)	(233,791)	(267,965)	(302,139)	(336,313)	(370,487)
	160.00	(175,941)	(209,818)	(243,992)	(278,167)	(312,341)	(346,515)	(380,689)
	170.00	(185,846)	(220,020)	(254,194)	(288,368)	(322,543)	(356,717)	(390,891)
	180.00	(196,048)	(230,222)	(264,396)	(298,570)	(332,744)	(366,919)	(401,093)
	190.00	(206,249)	(240,424)	(274,598)	(308,772)	(342,946)	(377,120)	(411,295)
	200.00	(216,451)	(250,625)	(284,800)	(318,974)	(353,148)	(387,322)	(421,496)
	210.00	(226,653)	(260,827)	(295,001)	(329,176)	(363,350)	(397,524)	(431,698)
	220.00	(236,855)	(271,029)	(305,203)	(339,377)	(373,552)	(407,726)	(441,900)
	230.00	(247,057)	(281,231)	(315,405)	(349,579)	(383,753)	(417,928)	(452,102)
	240.00	(257,258)	(291,433)	(325,607)	(359,781)	(393,955)	(428,129)	(462,304)
	250.00	(267,460)	(301,634)	(335,809)	(369,983)	(404,157)	(438,331)	(472,505)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(105,826)	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	(32,142)	(58,458)	(84,774)	(111,090)	(137,405)	(163,721)	(190,037)
	10.00	(41,370)	(67,686)	(94,002)	(120,317)	(146,633)	(172,949)	(199,265)
CIL £psm	20.00	(50,598)	(76,914)	(103,229)	(129,545)	(155,861)	(182,177)	(208,493)
0.00	30.00	(59,826)	(86,142)	(112,457)	(138,773)	(165,089)	(191,405)	(217,720)
(recommended CIL)	40.00	(69,054)	(95,369)	(121,685)	(148,001)	(174,317)	(200,633)	(226,948)
(100)	50.00	(78,281)	(104,597)	(130,913)	(157,229)	(183,545)	(209,860)	(236,176)
	60.00	(87,509)	(113,825)	(140,141)	(166,457)	(192,772)	(219,088)	(245,404)
	70.00	(96,737)	(123,053)	(149,369)	(175,685)	(202,000)	(228,316)	(254,632)
	80.00	(106,034)	(132,350)	(158,666)	(184,982)	(211,298)	(237,613)	(263,929)
	90.00	(116,175)	(142,491)	(168,806)	(195,122)	(221,438)	(247,754)	(274,070)
	100.00	(126,315)	(152,631)	(178,947)	(205,263)	(231,579)	(257,894)	(284,210)
	110.00	(136,456)	(162,772)	(189,087)	(215,403)	(241,719)	(268,035)	(294,351)
	120.00	(146,596)	(172,912)	(199,228)	(225,544)	(251,860)	(278,175)	(304,491)
	130.00	(156,790)	(183,106)	(209,421)	(235,737)	(262,053)	(288,369)	(314,685)
	140.00	(166,992)	(193,307)	(219,623)	(245,939)	(272,255)	(298,571)	(324,886)
	150.00	(177,193)	(203,509)	(229,825)	(256,141)	(282,457)	(308,772)	(335,088)
	160.00	(187,395)	(213,711)	(240,027)	(266,343)	(292,658)	(318,974)	(345,290)
	170.00	(197,597)	(223,913)	(250,229)	(276,544)	(302,860)	(329,176)	(355,492)
	180.00	(207,799)	(234,115)	(260,430)	(286,746)	(313,062)	(339,378)	(365,694)
	190.00	(218,001)	(244,316)	(270,632)	(296,948)	(323,264)	(349,580)	(375,895)
	200.00	(228,202)	(254,518)	(280,834)	(307,150)	(333,466)	(359,781)	(386,097)
	210.00	(238,404)	(264,720)	(291,036)	(317,352)	(343,667)	(369,983)	(396,299)
	220.00	(248,606)	(274,922)	(301,238)	(327,553)	(353,869)	(380,185)	(406,501)
	230.00	(258,808)	(285,124)	(311,439)	(337,755)	(364,071)	(390,387)	(416,703)
	240.00	(269,010)	(295,325)	(321,641)	(347,957)	(374,273)	(400,589)	(426,904)
	250.00	(279,211)	(305,527)	(331,843)	(358,159)	(384,475)	(410,790)	(437,106)

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Scheme Typology: Houses — No Units: 12
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(105,826)	Density (dph) (net) 30	35	24 40	45	50	55	60
	0.00	(88,339)	(73,238)	(58,136)	(43,035)	(27,933)	(12,832)	2,270
	10.00	(99,774)	(86,578)	(73,382)	(60,187)	(46,991)	(33,796)	(20,600)
CIL £psm	20.00	(111,208)	(99,919)	(88,629)	(77,339)	(66,049)	(54,759)	(43,470)
0.00	30.00	(122,643)	(113,259)	(103,875)	(94,491)	(85,107)	(75,723)	(66,339)
(recommended CIL)	40.00	(134,078)	(126,600)	(119,122)	(111,643)	(104,165)	(96,687)	(89,209)
(100)	50.00	(145,513)	(139,940)	(134,368)	(128,795)	(123,223)	(117,651)	(112,078)
	60.00	(156,948)	(153,281)	(149,614)	(145,948)	(142,281)	(138,614)	(134,948)
	70.00	(168,382)	(166,621)	(164,861)	(163,100)	(161,339)	(159,578)	(157,817)
	80.00	(179,903)	(180,062)	(180,222)	(180,381)	(180,540)	(180,700)	(180,859)
	90.00	(192,469)	(194,722)	(196,976)	(199,229)	(201,483)	(203,737)	(205,990)
	100.00	(205,034)	(209,382)	(213,730)	(218,078)	(222,426)	(226,774)	(231,121)
	110.00	(217,600)	(224,042)	(230,484)	(236,926)	(243,369)	(249,811)	(256,253)
	120.00	(230,166)	(238,702)	(247,239)	(255,775)	(264,311)	(272,848)	(281,384)
	130.00	(242,797)	(253,439)	(264,080)	(274,722)	(285,364)	(296,005)	(306,647)
	140.00	(255,439)	(268,187)	(280,936)	(293,684)	(306,433)	(319,181)	(331,930)
	150.00	(268,080)	(282,936)	(297,791)	(312,647)	(327,502)	(342,358)	(357,213)
	160.00	(280,722)	(297,684)	(314,647)	(331,609)	(348,572)	(365,534)	(382,497)
	170.00	(293,364)	(312,433)	(331,502)	(350,572)	(369,641)	(388,710)	(407,780)
	180.00	(306,005)	(327,182)	(348,358)	(369,534)	(390,710)	(411,887)	(433,063)
	190.00	(318,647)	(341,930)	(365,213)	(388,497)	(411,780)	(435,063)	(458,346)
	200.00	(331,289)	(356,679)	(382,069)	(407,459)	(432,849)	(458,239)	(483,630)
	210.00	(343,930)	(371,427)	(398,924)	(426,422)	(453,919)	(481,416)	(508,913)
	220.00	(356,572)	(386,176)	(415,780)	(445,384)	(474,988)	(504,592)	(534,196)
	230.00	(369,213)	(400,924)	(432,635)	(464,346)	(496,057)	(527,768)	(559,479)
	240.00	(381,855)	(415,673)	(449,491)	(483,309)	(517,127)	(550,945)	(584,763)
	250.00	(394,497)	(430,422)	(466,346)	(502,271)	(538,196)	(574,121)	(610,046)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(105,826)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	776,586	557,809	338,861	119,001	(105,826)	(226,690)	(355,530)
	10.00	767,970	549,141	330,192	110,281	(115,054)	(236,892)	(365,732)
CIL £psm	20.00	759,353	540,473	321,524	101,560	(124,282)	(247,094)	(375,933)
0.00	30.00	750,737	531,804	312,855	92,839	(133,510)	(257,296)	(386,135)
(recommended CIL)	40.00	742,085	523,136	304,187	84,118	(142,738)	(267,497)	(396,337)
(100)	50.00	733,416	514,467	295,518	75,397	(151,966)	(277,699)	(406,539)
	60.00	724,748	505,799	286,850	66,676	(161,193)	(287,901)	(416,741)
	70.00	716,079	497,130	278,181	57,956	(170,421)	(298,103)	(426,942)
	80.00	707,411	488,462	269,507	49,235	(179,719)	(308,305)	(437,144)
	90.00	698,743	479,794	260,786	40,514	(189,859)	(318,506)	(447,346)
	100.00	690,074	471,125	252,066	31,793	(200,000)	(328,708)	(457,548)
	110.00	681,406	462,457	243,345	23,072	(210,140)	(338,910)	(467,750)
	120.00	672,737	453,788	234,624	14,351	(220,281)	(349,112)	(477,951)
	130.00	664,069	445,120	225,903	5,631	(230,474)	(359,314)	(488,153)
	140.00	655,400	436,451	217,182	(3,378)	(240,676)	(369,515)	(498,355)
	150.00	646,732	427,783	208,461	(12,403)	(250,878)	(379,717)	(508,557)
	160.00	638,064	419,115	199,741	(21,428)	(261,079)	(389,919)	(518,759)
	170.00	629,395	410,446	191,020	(30,453)	(271,281)	(400,121)	(528,960)
	180.00	620,727	401,778	182,299	(39,478)	(281,483)	(410,323)	(539,162)
	190.00	612,058	393,109	173,578	(48,503)	(291,685)	(420,524)	(549,364)
	200.00	603,390	384,441	164,857	(57,529)	(301,887)	(430,726)	(559,566)
	210.00	594,721	375,772	156,136	(66,554)	(312,088)	(440,928)	(569,768)
	220.00	586,053	367,104	147,416	(75,760)	(322,290)	(451,130)	(579,969)
	230.00	577,384	358,436	138,695	(84,988)	(332,492)	(461,332)	(590,171)
	240.00	568,716	349,767	129,974	(94,216)	(342,694)	(471,533)	(600,373)
	250.00	560,048	341,099	121,253	(103,444)	(352,896)	(481,735)	(610,575)

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Scheme Typology: Houses — No Units: 12
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(105,826)	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	120%	130%
	0.00	(376,321)	(237,086)	(105,826)	17,740	136,752	374,678	611,536
	10.00	(386,522)	(247,287)	(115,054)	9,020	128,031	366,010	602,867
CIL £psm	20.00	(396,724)	(257,489)	(124,282)	129	119,310	357,333	594,199
0.00	30.00	(406,926)	(267,691)	(133,510)	(8,896)	110,590	348,613	585,531
(recommended CIL)	40.00	(417,128)	(277,893)	(142,738)	(17,921)	101,869	339,892	576,862
(100)	50.00	(427,330)	(288,095)	(151,966)	(26,946)	93,148	331,171	568,194
	60.00	(437,531)	(298,296)	(161,193)	(35,971)	84,427	322,450	559,525
	70.00	(447,733)	(308,498)	(170,421)	(44,996)	75,706	313,729	550,857
	80.00	(457,935)	(318,700)	(179,719)	(54,021)	66,985	305,008	542,188
	90.00	(468,137)	(328,902)	(189,859)	(63,046)	58,265	296,288	533,520
	100.00	(478,339)	(339,104)	(200,000)	(72,174)	49,544	287,567	524,852
	110.00	(488,540)	(349,305)	(210,140)	(81,402)	40,823	278,846	516,183
	120.00	(498,742)	(359,507)	(220,281)	(90,630)	32,102	270,125	507,515
	130.00	(508,944)	(369,709)	(230,474)	(99,858)	23,381	261,404	498,846
	140.00	(519,146)	(379,911)	(240,676)	(109,086)	14,660	252,683	490,178
	150.00	(529,348)	(390,113)	(250,878)	(118,313)	5,940	243,963	481,509
	160.00	(539,549)	(400,314)	(261,079)	(127,541)	(3,059)	235,242	472,841
	170.00	(549,751)	(410,516)	(271,281)	(136,769)	(12,084)	226,521	464,173
	180.00	(559,953)	(420,718)	(281,483)	(145,997)	(21,109)	217,800	455,504
	190.00	(570,155)	(430,920)	(291,685)	(155,225)	(30,134)	209,079	446,836
	200.00	(580,357)	(441,122)	(301,887)	(164,453)	(39,159)	200,358	438,167
	210.00	(590,558)	(451,323)	(312,088)	(173,681)	(48,184)	191,638	429,499
	220.00	(600,760)	(461,525)	(322,290)	(183,300)	(57,209)	182,917	420,830
	230.00	(610,962)	(471,727)	(332,492)	(193,441)	(66,234)	174,196	412,162
	240.00	(621,164)	(481,929)	(342,694)	(203,581)	(75,433)	165,475	403,494
	250.00	(631,366)	(492,131)	(352,896)	(213,722)	(84,661)	156,754	394,777

TABLE 8

Balance (RLV - BLV £ per acre (n))	(105,826)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(105,826)	(14,296)	73,990	161,621	249,252	336,484	771,861
	10.00	(115,054)	(23,321)	65,270	152,900	240,531	327,815	763,244
CIL £psm	20.00	(124,282)	(32,346)	56,549	144,179	231,810	319,147	754,628
0.00	30.00	(133,510)	(41,372)	47,828	135,459	223,089	310,478	745,999
(recommended CIL)	40.00	(142,738)	(50,397)	39,107	126,738	214,369	301,810	737,331
(100)	50.00	(151,966)	(59,422)	30,386	118,017	205,648	293,141	728,662
	60.00	(161,193)	(68,468)	21,665	109,296	196,927	284,473	719,994
	70.00	(170,421)	(77,696)	12,945	100,575	188,206	275,805	711,325
	80.00	(179,719)	(86,924)	4,191	91,854	179,485	267,116	702,657
	90.00	(189,859)	(96,152)	(4,834)	83,134	170,764	258,395	693,989
	100.00	(200,000)	(105,379)	(13,859)	74,413	162,044	249,674	685,320
	110.00	(210,140)	(114,607)	(22,884)	65,692	153,323	240,953	676,652
	120.00	(220,281)	(123,835)	(31,909)	56,971	144,602	232,233	667,983
	130.00	(230,474)	(133,063)	(40,934)	48,250	135,881	223,512	659,315
	140.00	(240,676)	(142,291)	(49,959)	39,529	127,160	214,791	650,646
	150.00	(250,878)	(151,519)	(58,984)	30,809	118,439	206,070	641,978
	160.00	(261,079)	(160,747)	(68,021)	22,088	109,719	197,349	633,310
	170.00	(271,281)	(169,974)	(77,249)	13,367	100,998	188,628	624,641
	180.00	(281,483)	(179,227)	(86,477)	4,628	92,277	179,908	615,973
	190.00	(291,685)	(189,368)	(95,705)	(4,397)	83,556	171,187	607,304
	200.00	(301,887)	(199,508)	(104,932)	(13,422)	74,835	162,466	598,636
	210.00	(312,088)	(209,649)	(114,160)	(22,447)	66,114	153,745	589,967
	220.00	(322,290)	(219,789)	(123,388)	(31,472)	57,394	145,024	581,299
	230.00	(332,492)	(229,980)	(132,616)	(40,497)	48,673	136,303	572,631
	240.00	(342,694)	(240,182)	(141,844)	(49,522)	39,952	127,583	563,962
	250.00	(352,896)	(250,384)	(151,072)	(58,547)	31,231	118,862	555,294

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses | No Units: 12
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**B**	
Scheme Typology:	Houses	
No Units:	12	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	4,185,600	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	21.83%	
Developers Profit Total (£)	732,480	
Land Value KPI's		
RLV (£/acre (net))	73,121	
RLV (£/ha (net))	180,682	
RLV (% of GDV)	2.14%	
RLV Total (£)	89,557	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	219,172	
Surplus/Deficit (£/acre) [RLV-BLV]	(105,826)	
Surplus/Deficit (£/ha)	(261,497)	
Surplus/Deficit Total (£)	(129,614)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	105,310	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	7,381	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	9,391	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Appraisal Ref:	C				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	25		
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	4.3	17.5%	0.0	17%	4.3
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	8.3	30.0%	0.0	33%	8.3
4 bed House (with garage)	15.0%	3.8	5.0%	0.0	15%	3.8
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	4.5	30.0%	0.0	18%	4.5
2 bed Flat	17.0%	4.3	17.5%	0.0	17%	4.3
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	25.0	100.0%	0.0	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	319	3,431	0	0	319	3,431
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	875	9,413	0	0	875	9,413
4 bed House (with garage)	521	5,611	0	0	521	5,611
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	265	2,849	0	0	265	2,849
2 bed Flat	325	3,498	0	0	325	3,498
3 bed Flat	0	0	0	0	0	0
	2,304	24,802	0	0	2,304	24,802
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	1,338,750
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	2,887,500
4 bed House (with garage)	425,000	3,696	343	3,058	284	1,593,750
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	866,250
2 bed Flat	245,000	3,769	350	3,204	298	1,041,250
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						7,727,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.3	@	315,000		1,338,750
3 bed House	0.0	@	0		-
3 bed House (with garage)	8.3	@	350,000		2,887,500
4 bed House (with garage)	3.8	@	425,000		1,593,750
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	4.5	@	192,500		866,250
2 bed Flat	4.3	@	245,000		1,041,250
3 bed Flat	0.0	@	0		-
	25.0				7,727,500
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	115,500		-
2 bed Flat	0.0	@	147,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	77,000		-
2 bed Flat	0.0	@	98,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	134,750		-
2 bed Flat	0.0	@	171,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**25**				**7,727,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**7,727,500**

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Scheme Typology:	**Houses and Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	63,500	£		(63,500)
Building Safety Levy				2,304	sqm	30.21	£ psm			(69,610)
CIL (Mrkt only inc. garages)	Max			2,304	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				25	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				2,304	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.02	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			25	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				319	sqm @	2,107	psm			(671,606)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				743	sqm @	2,107	psm			(1,564,448)
4 bed House (EXC. garage)				431	sqm @	2,107	psm			(908,644)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				265	sqm @	2,522	psm			(667,588)
2 bed Flat				325	sqm @	2,522	psm			(819,650)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	8.3	16.0		132	sqm @	600	psm			(79,200)
Garages for 4B House	3.8	24.0		90	sqm @	600	psm			(54,000)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				2,304	£ per garage	£0				
External works				4,765,136	@	15.0%				(714,770)
Ext. Works analysis:						28,591	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				25	units @	1,000	£ per unit			(25,000)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		25	units @	100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units		25	units @	10%	@	0	£ per unit		-
Part L/FHS			25	units @			4,350	£ per unit		(108,750)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing			1,715	sqm			0	£ psm		-
Net Zero for Flats			590	sqm			0	£ psm		-
Water Efficiency			25	units @			0	£ per unit		-
Urban Greening Factor	9	flats @	6	flats per floor	404		0	£ per unit		-
	Sub-total								(133,750)	
Policy Costs analysis:	(design costs only)					5,350	£ per unit (total units)			
						2.8%	% of BCIS costs			
Contingency (on construction)				5,613,656	@	3.0%				(168,410)

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Scheme Typology:	**Houses and Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		5,613,656	@	10.0%			(561,366)
Disposal Costs -							
OMS Marketing and Promotion		7,727,500	OMS @	1.00%	3,091	£ per unit	(77,275)
Residential Sales Agent Costs		7,727,500	OMS @	1.00%	3,091	£ per unit	(77,275)
Residential Sales Legal Costs		7,727,500	OMS @	0.50%	1,546	£ per unit	(38,638)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	25	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,728	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(287,395)
Developers Profit -							
Profit on OMS		7,727,500		17.50%			(1,352,313)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		7,727,500		17.50%	blended GDV	(1,352,313)	
		6,972,999		19.39%	on costs	(1,352,313)	
TOTAL COSTS							**(8,325,312)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(597,812)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(597,812)**
RLV analysis:	(23,912) £ per plot	(584,421)	£ per ha (net)	(236,512)	£ per acre (net)		
		(525,979)	£ per ha (gross)	(212,861)	£ per acre (gross)		
				-7.74%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		24.4	dph (net)				
Site Area (net)		1.02	ha (net)	2.53	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		1.14	ha (gross)	2.81	acres (gross)		
Density analysis:		2,253	sqm/ha (net)	9,813	sqft/ac (net)		
		22	dph (gross)				
Benchmark Land Value (net)	19,098 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**477,439**
BLV analysis:		466,744	£ per ha (net)	188,889	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(1,051,165)**	£ per ha (net)	**(425,401)**	£ per acre (net)	**(1,075,251)**

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Scheme Typology: Houses and Flats — No Units: 25
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	425,401	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(425,401)	(453,796)	(482,191)	(510,586)	(538,981)	(567,375)	(595,796)
	10.00	(435,173)	(463,080)	(490,986)	(518,892)	(546,798)	(574,705)	(602,678)
Max CIL £ psm	20.00	(444,946)	(472,363)	(499,781)	(527,199)	(554,616)	(582,034)	(609,560)
0.00	30.00	(454,718)	(481,647)	(508,576)	(535,505)	(562,434)	(589,363)	(616,442)
(recommended CIL)	40.00	(464,491)	(490,931)	(517,371)	(543,812)	(570,252)	(596,693)	(623,324)
(100)	50.00	(474,263)	(500,215)	(526,167)	(552,118)	(578,070)	(604,022)	(630,206)
	60.00	(484,035)	(509,499)	(534,962)	(560,425)	(585,888)	(611,351)	(637,088)
	70.00	(493,808)	(518,783)	(543,757)	(568,732)	(593,706)	(618,712)	(643,971)
	80.00	(503,580)	(528,066)	(552,552)	(577,038)	(601,524)	(626,085)	(650,853)
	90.00	(513,353)	(537,350)	(561,347)	(585,345)	(609,342)	(633,459)	(657,735)
	100.00	(523,125)	(546,634)	(570,143)	(593,651)	(617,160)	(640,833)	(664,617)
	110.00	(532,898)	(555,918)	(578,938)	(601,958)	(624,978)	(648,206)	(671,499)
	120.00	(542,670)	(565,202)	(587,733)	(610,265)	(632,796)	(655,580)	(678,381)
	130.00	(552,443)	(574,485)	(596,528)	(618,571)	(640,644)	(662,953)	(685,263)
	140.00	(562,215)	(583,769)	(605,324)	(626,878)	(648,509)	(670,327)	(692,145)
	150.00	(571,988)	(593,053)	(614,119)	(635,184)	(656,374)	(677,701)	(699,027)
	160.00	(581,760)	(602,337)	(622,914)	(643,491)	(664,240)	(685,074)	(705,909)
	170.00	(591,532)	(611,621)	(631,709)	(651,797)	(672,105)	(692,448)	(712,791)
	180.00	(601,305)	(620,905)	(640,504)	(660,119)	(679,970)	(699,822)	(719,673)
	190.00	(611,077)	(630,188)	(649,300)	(668,475)	(687,835)	(707,195)	(726,555)
	200.00	(620,850)	(639,472)	(658,095)	(676,832)	(695,701)	(714,569)	(733,437)
	210.00	(630,622)	(648,756)	(666,890)	(685,189)	(703,566)	(721,943)	(740,320)
	220.00	(640,395)	(658,040)	(675,685)	(693,546)	(711,431)	(729,316)	(747,202)
	230.00	(650,167)	(667,324)	(684,509)	(701,903)	(719,296)	(736,690)	(754,084)
	240.00	(659,940)	(676,608)	(693,357)	(710,259)	(727,161)	(744,064)	(760,966)
	250.00	(669,712)	(685,891)	(702,206)	(718,616)	(735,027)	(751,437)	(767,848)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(425,401)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(425,401)	(425,401)	(425,401)	(425,401)	(425,401)	(425,401)	(425,401)
	10.00	(435,173)	(435,173)	(435,173)	(435,173)	(435,173)	(435,173)	(435,173)
CIL £psm	20.00	(444,946)	(444,946)	(444,946)	(444,946)	(444,946)	(444,946)	(444,946)
0.00	30.00	(454,718)	(454,718)	(454,718)	(454,718)	(454,718)	(454,718)	(454,718)
(recommended CIL)	40.00	(464,491)	(464,491)	(464,491)	(464,491)	(464,491)	(464,491)	(464,491)
(100)	50.00	(474,263)	(474,263)	(474,263)	(474,263)	(474,263)	(474,263)	(474,263)
	60.00	(484,035)	(484,035)	(484,035)	(484,035)	(484,035)	(484,035)	(484,035)
	70.00	(493,808)	(493,808)	(493,808)	(493,808)	(493,808)	(493,808)	(493,808)
	80.00	(503,580)	(503,580)	(503,580)	(503,580)	(503,580)	(503,580)	(503,580)
	90.00	(513,353)	(513,353)	(513,353)	(513,353)	(513,353)	(513,353)	(513,353)
	100.00	(523,125)	(523,125)	(523,125)	(523,125)	(523,125)	(523,125)	(523,125)
	110.00	(532,898)	(532,898)	(532,898)	(532,898)	(532,898)	(532,898)	(532,898)
	120.00	(542,670)	(542,670)	(542,670)	(542,670)	(542,670)	(542,670)	(542,670)
	130.00	(552,443)	(552,443)	(552,443)	(552,443)	(552,443)	(552,443)	(552,443)
	140.00	(562,215)	(562,215)	(562,215)	(562,215)	(562,215)	(562,215)	(562,215)
	150.00	(571,988)	(571,988)	(571,988)	(571,988)	(571,988)	(571,988)	(571,988)
	160.00	(581,760)	(581,760)	(581,760)	(581,760)	(581,760)	(581,760)	(581,760)
	170.00	(591,532)	(591,532)	(591,532)	(591,532)	(591,532)	(591,532)	(591,532)
	180.00	(601,305)	(601,305)	(601,305)	(601,305)	(601,305)	(601,305)	(601,305)
	190.00	(611,077)	(611,077)	(611,077)	(611,077)	(611,077)	(611,077)	(611,077)
	200.00	(620,850)	(620,850)	(620,850)	(620,850)	(620,850)	(620,850)	(620,850)
	210.00	(630,622)	(630,622)	(630,622)	(630,622)	(630,622)	(630,622)	(630,622)
	220.00	(640,395)	(640,395)	(640,395)	(640,395)	(640,395)	(640,395)	(640,395)
	230.00	(650,167)	(650,167)	(650,167)	(650,167)	(650,167)	(650,167)	(650,167)
	240.00	(659,940)	(659,940)	(659,940)	(659,940)	(659,940)	(659,940)	(659,940)
	250.00	(669,712)	(669,712)	(669,712)	(669,712)	(669,712)	(669,712)	(669,712)

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Scheme Typology: Houses and Flats — No Units: 25
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3 — Profit 18%

Balance (RLV - BLV £ per acre (n))	(425,401)	15%	16%	17%	18%	19%	20%	21%
	0.00	(348,970)	(379,542)	(410,115)	(440,687)	(471,259)	(501,831)	(532,404)
	10.00	(358,743)	(389,315)	(419,887)	(450,459)	(481,032)	(511,604)	(542,176)
CIL £psm	20.00	(368,515)	(399,087)	(429,660)	(460,232)	(490,804)	(521,376)	(551,949)
0.00	30.00	(378,287)	(408,860)	(439,432)	(470,004)	(500,577)	(531,149)	(561,721)
(recommended CIL)	40.00	(388,060)	(418,632)	(449,204)	(479,777)	(510,349)	(540,921)	(571,493)
(100)	50.00	(397,832)	(428,405)	(458,977)	(489,549)	(520,121)	(550,694)	(581,266)
	60.00	(407,605)	(438,177)	(468,749)	(499,322)	(529,894)	(560,466)	(591,038)
	70.00	(417,377)	(447,950)	(478,522)	(509,094)	(539,666)	(570,239)	(600,811)
	80.00	(427,150)	(457,722)	(488,294)	(518,867)	(549,439)	(580,011)	(610,583)
	90.00	(436,922)	(467,494)	(498,067)	(528,639)	(559,211)	(589,783)	(620,356)
	100.00	(446,695)	(477,267)	(507,839)	(538,411)	(568,984)	(599,556)	(630,128)
	110.00	(456,467)	(487,039)	(517,612)	(548,184)	(578,756)	(609,328)	(639,901)
	120.00	(466,240)	(496,812)	(527,384)	(557,956)	(588,529)	(619,101)	(649,673)
	130.00	(476,012)	(506,584)	(537,157)	(567,729)	(598,301)	(628,873)	(659,446)
	140.00	(485,784)	(516,357)	(546,929)	(577,501)	(608,073)	(638,646)	(669,218)
	150.00	(495,557)	(526,129)	(556,701)	(587,274)	(617,846)	(648,418)	(678,990)
	160.00	(505,329)	(535,902)	(566,474)	(597,046)	(627,618)	(658,191)	(688,763)
	170.00	(515,102)	(545,674)	(576,246)	(606,819)	(637,391)	(667,963)	(698,535)
	180.00	(524,874)	(555,447)	(586,019)	(616,591)	(647,163)	(677,736)	(708,308)
	190.00	(534,647)	(565,219)	(595,791)	(626,363)	(656,936)	(687,508)	(718,080)
	200.00	(544,419)	(574,991)	(605,564)	(636,136)	(666,708)	(697,280)	(727,853)
	210.00	(554,192)	(584,764)	(615,336)	(645,908)	(676,481)	(707,053)	(737,625)
	220.00	(563,964)	(594,536)	(625,109)	(655,681)	(686,253)	(716,825)	(747,398)
	230.00	(573,737)	(604,309)	(634,881)	(665,453)	(696,026)	(726,598)	(757,170)
	240.00	(583,509)	(614,081)	(644,653)	(675,226)	(705,798)	(736,370)	(766,942)
	250.00	(593,281)	(623,854)	(654,426)	(684,998)	(715,570)	(746,143)	(776,715)

TABLE 4 — BLV (£ per acre (n)) 170,000

Balance (RLV - BLV £ per acre (n))	(425,401)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(347,623)	(375,401)	(403,179)	(430,956)	(458,734)	(486,512)	(514,290)
	10.00	(357,395)	(385,173)	(412,951)	(440,729)	(468,507)	(496,284)	(524,062)
CIL £psm	20.00	(367,168)	(394,946)	(422,723)	(450,501)	(478,279)	(506,057)	(533,835)
0.00	30.00	(376,940)	(404,718)	(432,496)	(460,274)	(488,051)	(515,829)	(543,607)
(recommended CIL)	40.00	(386,713)	(414,491)	(442,268)	(470,046)	(497,824)	(525,602)	(553,379)
(100)	50.00	(396,485)	(424,263)	(452,041)	(479,819)	(507,596)	(535,374)	(563,152)
	60.00	(406,258)	(434,035)	(461,813)	(489,591)	(517,369)	(545,147)	(572,924)
	70.00	(416,030)	(443,808)	(471,586)	(499,363)	(527,141)	(554,919)	(582,697)
	80.00	(425,803)	(453,580)	(481,358)	(509,136)	(536,914)	(564,691)	(592,469)
	90.00	(435,575)	(463,353)	(491,131)	(518,908)	(546,686)	(574,464)	(602,242)
	100.00	(445,348)	(473,125)	(500,903)	(528,681)	(556,459)	(584,236)	(612,014)
	110.00	(455,120)	(482,898)	(510,676)	(538,453)	(566,231)	(594,009)	(621,787)
	120.00	(464,892)	(492,670)	(520,448)	(548,226)	(576,004)	(603,781)	(631,559)
	130.00	(474,665)	(502,443)	(530,220)	(557,998)	(585,776)	(613,554)	(641,332)
	140.00	(484,437)	(512,215)	(539,993)	(567,771)	(595,548)	(623,326)	(651,104)
	150.00	(494,210)	(521,988)	(549,765)	(577,543)	(605,321)	(633,099)	(660,876)
	160.00	(503,982)	(531,760)	(559,538)	(587,316)	(615,093)	(642,871)	(670,649)
	170.00	(513,755)	(541,532)	(569,310)	(597,088)	(624,866)	(652,644)	(680,421)
	180.00	(523,527)	(551,305)	(579,083)	(606,860)	(634,638)	(662,416)	(690,194)
	190.00	(533,300)	(561,077)	(588,855)	(616,633)	(644,411)	(672,188)	(699,966)
	200.00	(543,072)	(570,850)	(598,628)	(626,405)	(654,183)	(681,961)	(709,739)
	210.00	(552,844)	(580,622)	(608,400)	(636,178)	(663,956)	(691,733)	(719,511)
	220.00	(562,617)	(590,395)	(618,172)	(645,950)	(673,728)	(701,506)	(729,284)
	230.00	(572,389)	(600,167)	(627,945)	(655,723)	(683,500)	(711,278)	(739,056)
	240.00	(582,162)	(609,940)	(637,717)	(665,495)	(693,273)	(721,051)	(748,828)
	250.00	(591,934)	(619,712)	(647,490)	(675,268)	(703,045)	(730,823)	(758,601)

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Scheme Typology: Houses and Flats — No Units: 25
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(425,401)	Density (dph) (net) 30	35	24 40	45	50	55	60
	0.00	(479,206)	(527,592)	(575,979)	(624,365)	(672,751)	(721,137)	(769,524)
	10.00	(491,202)	(541,587)	(591,973)	(642,358)	(692,744)	(743,129)	(793,515)
CIL £psm	20.00	(503,198)	(555,582)	(607,967)	(660,352)	(712,737)	(765,121)	(817,506)
0.00	30.00	(515,193)	(569,577)	(623,961)	(678,345)	(732,729)	(787,113)	(841,498)
(recommended CIL)	40.00	(527,189)	(583,572)	(639,955)	(696,339)	(752,722)	(809,105)	(865,489)
(100)	50.00	(539,184)	(597,567)	(655,950)	(714,332)	(772,715)	(831,097)	(889,480)
	60.00	(551,180)	(611,562)	(671,944)	(732,326)	(792,708)	(853,089)	(913,471)
	70.00	(563,176)	(625,557)	(687,938)	(750,319)	(812,700)	(875,082)	(937,463)
	80.00	(575,171)	(639,552)	(703,932)	(768,313)	(832,693)	(897,074)	(961,454)
	90.00	(587,167)	(653,547)	(719,926)	(786,306)	(852,686)	(919,066)	(985,445)
	100.00	(599,163)	(667,542)	(735,921)	(804,300)	(872,679)	(941,058)	(1,009,437)
	110.00	(611,158)	(681,537)	(751,915)	(822,293)	(892,671)	(963,050)	(1,033,428)
	120.00	(623,154)	(695,532)	(767,909)	(840,287)	(912,664)	(985,042)	(1,057,419)
	130.00	(635,150)	(709,526)	(783,903)	(858,280)	(932,657)	(1,007,034)	(1,081,410)
	140.00	(647,145)	(723,521)	(799,897)	(876,273)	(952,650)	(1,029,026)	(1,105,402)
	150.00	(659,141)	(737,516)	(815,892)	(894,267)	(972,642)	(1,051,018)	(1,129,393)
	160.00	(671,137)	(751,511)	(831,886)	(912,260)	(992,635)	(1,073,010)	(1,153,384)
	170.00	(683,132)	(765,506)	(847,880)	(930,254)	(1,012,628)	(1,095,002)	(1,177,376)
	180.00	(695,128)	(779,501)	(863,874)	(948,247)	(1,032,620)	(1,116,994)	(1,201,367)
	190.00	(707,123)	(793,496)	(879,868)	(966,241)	(1,052,613)	(1,138,986)	(1,225,358)
	200.00	(719,119)	(807,491)	(895,863)	(984,234)	(1,072,606)	(1,160,978)	(1,249,349)
	210.00	(731,115)	(821,486)	(911,857)	(1,002,228)	(1,092,599)	(1,182,970)	(1,273,341)
	220.00	(743,110)	(835,481)	(927,851)	(1,020,221)	(1,112,591)	(1,204,962)	(1,297,332)
	230.00	(755,106)	(849,476)	(943,845)	(1,038,215)	(1,132,584)	(1,226,954)	(1,321,323)
	240.00	(767,102)	(863,471)	(959,839)	(1,056,208)	(1,152,577)	(1,248,946)	(1,345,315)
	250.00	(779,097)	(877,465)	(975,834)	(1,074,202)	(1,172,570)	(1,270,938)	(1,369,306)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(425,401)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	110%
	0.00	504,669	282,921	60,214	(166,384)	(425,401)	(556,713)	(688,024)
	10.00	496,465	274,668	51,910	(175,224)	(435,173)	(566,485)	(697,797)
CIL £psm	20.00	488,223	266,414	43,607	(184,063)	(444,946)	(576,257)	(707,569)
0.00	30.00	479,970	258,160	35,303	(193,300)	(454,718)	(586,030)	(717,342)
(recommended CIL)	40.00	471,716	249,906	26,999	(203,014)	(464,491)	(595,802)	(727,134)
(100)	50.00	463,462	241,653	18,696	(212,727)	(474,263)	(605,575)	(736,965)
	60.00	455,208	233,399	10,392	(222,441)	(484,035)	(615,347)	(746,797)
	70.00	446,955	225,145	2,089	(232,155)	(493,808)	(625,120)	(756,628)
	80.00	438,701	216,892	(6,215)	(241,869)	(503,580)	(634,892)	(766,460)
	90.00	430,447	208,632	(14,519)	(251,582)	(513,353)	(644,665)	(776,291)
	100.00	422,194	200,328	(22,822)	(261,296)	(523,125)	(654,437)	(786,123)
	110.00	413,940	192,024	(31,126)	(271,010)	(532,898)	(664,210)	(795,954)
	120.00	405,686	183,721	(39,429)	(280,723)	(542,670)	(673,982)	(805,786)
	130.00	397,432	175,417	(47,733)	(290,437)	(552,443)	(683,754)	(815,617)
	140.00	389,179	167,114	(56,037)	(300,151)	(562,215)	(693,527)	(825,449)
	150.00	380,925	158,810	(64,340)	(309,865)	(571,988)	(703,299)	(835,280)
	160.00	372,671	150,506	(72,644)	(319,578)	(581,760)	(713,072)	(845,112)
	170.00	364,418	142,203	(80,982)	(329,292)	(591,532)	(722,844)	(854,943)
	180.00	356,164	133,899	(89,336)	(339,006)	(601,305)	(732,669)	(864,775)
	190.00	347,910	125,596	(97,690)	(348,720)	(611,077)	(742,501)	(874,606)
	200.00	339,656	117,292	(106,266)	(358,433)	(620,850)	(752,332)	(884,438)
	210.00	331,403	108,988	(114,911)	(368,147)	(630,622)	(762,164)	(894,270)
	220.00	323,149	100,685	(123,556)	(377,861)	(640,395)	(771,995)	(904,101)
	230.00	314,895	92,381	(132,202)	(387,575)	(650,167)	(781,827)	(913,933)
	240.00	306,641	84,077	(140,981)	(397,316)	(659,940)	(791,659)	(923,764)
	250.00	298,388	75,774	(149,820)	(407,088)	(669,712)	(801,490)	(933,596)

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Scheme Typology: Houses and Flats — No Units: 25
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(425,401)	90%	95%	100%	105%	110%	120%	130%
	0.00	(677,330)	(551,345)	(425,401)	(300,078)	(176,206)	41,892	255,882
	10.00	(687,162)	(561,117)	(435,173)	(309,792)	(185,046)	33,589	247,578
CIL £psm	20.00	(696,994)	(570,890)	(444,946)	(319,506)	(194,380)	25,285	239,275
0.00	30.00	(706,825)	(580,662)	(454,718)	(329,219)	(204,093)	16,981	230,971
(recommended CIL)	40.00	(716,657)	(590,435)	(464,491)	(338,933)	(213,807)	8,678	222,667
(100)	50.00	(726,488)	(600,207)	(474,263)	(348,647)	(223,521)	374	214,364
	60.00	(736,320)	(609,980)	(484,035)	(358,361)	(233,235)	(7,929)	206,060
	70.00	(746,151)	(619,752)	(493,808)	(368,074)	(242,948)	(16,233)	197,757
	80.00	(755,983)	(629,524)	(503,580)	(377,788)	(252,662)	(24,537)	189,453
	90.00	(765,814)	(639,297)	(513,353)	(387,502)	(262,376)	(32,840)	181,149
	100.00	(775,646)	(649,069)	(523,125)	(397,216)	(272,090)	(41,144)	172,846
	110.00	(785,477)	(658,842)	(532,898)	(406,954)	(281,803)	(49,447)	164,542
	120.00	(795,309)	(668,614)	(542,670)	(416,726)	(291,517)	(57,778)	156,238
	130.00	(805,140)	(678,387)	(552,443)	(426,499)	(301,231)	(66,132)	147,935
	140.00	(814,972)	(688,159)	(562,215)	(436,271)	(310,944)	(74,486)	139,631
	150.00	(824,803)	(697,936)	(571,988)	(446,044)	(320,658)	(82,840)	131,328
	160.00	(834,635)	(707,768)	(581,760)	(455,816)	(330,372)	(91,193)	123,024
	170.00	(844,466)	(717,599)	(591,532)	(465,588)	(340,086)	(99,547)	114,720
	180.00	(854,298)	(727,431)	(601,305)	(475,361)	(349,799)	(108,188)	106,417
	190.00	(864,129)	(737,262)	(611,077)	(485,133)	(359,513)	(116,833)	98,113
	200.00	(873,961)	(747,094)	(620,850)	(494,906)	(369,227)	(125,478)	89,810
	210.00	(883,793)	(756,925)	(630,622)	(504,678)	(378,941)	(134,124)	81,506
	220.00	(893,624)	(766,757)	(640,395)	(514,451)	(388,654)	(142,946)	73,202
	230.00	(903,456)	(776,588)	(650,167)	(524,223)	(398,368)	(151,785)	64,899
	240.00	(913,287)	(786,420)	(659,940)	(533,996)	(408,082)	(160,625)	56,595
	250.00	(923,119)	(796,252)	(669,712)	(543,768)	(417,824)	(169,464)	48,291

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(425,401)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(425,401)	(320,446)	(215,688)	(118,319)	(27,884)	61,666	507,539
	10.00	(435,173)	(330,160)	(225,402)	(126,964)	(36,188)	53,363	499,335
CIL £psm	20.00	(444,946)	(339,874)	(235,116)	(135,625)	(44,491)	45,059	491,111
0.00	30.00	(454,718)	(349,587)	(244,829)	(144,465)	(52,795)	36,756	482,857
(recommended CIL)	40.00	(464,491)	(359,301)	(254,543)	(153,304)	(61,099)	28,452	474,603
(100)	50.00	(474,263)	(369,015)	(264,257)	(162,144)	(69,402)	20,148	466,350
	60.00	(484,035)	(378,729)	(273,971)	(170,983)	(77,721)	11,845	458,096
	70.00	(493,808)	(388,442)	(283,684)	(179,823)	(86,075)	3,541	449,842
	80.00	(503,580)	(398,189)	(293,398)	(188,662)	(94,429)	(4,763)	441,588
	90.00	(513,353)	(407,962)	(303,112)	(198,354)	(102,891)	(13,066)	433,335
	100.00	(523,125)	(417,734)	(312,826)	(208,067)	(111,536)	(21,370)	425,081
	110.00	(532,898)	(427,506)	(322,539)	(217,781)	(120,181)	(29,673)	416,827
	120.00	(542,670)	(437,279)	(332,253)	(227,495)	(128,827)	(37,977)	408,574
	130.00	(552,443)	(447,051)	(341,967)	(237,209)	(137,530)	(46,281)	400,320
	140.00	(562,215)	(456,824)	(351,680)	(246,922)	(146,370)	(54,584)	392,066
	150.00	(571,988)	(466,596)	(361,394)	(256,636)	(155,209)	(62,888)	383,812
	160.00	(581,760)	(476,369)	(371,108)	(266,350)	(164,049)	(71,191)	375,559
	170.00	(591,532)	(486,141)	(380,822)	(276,064)	(172,888)	(79,521)	367,305
	180.00	(601,305)	(495,914)	(390,535)	(285,777)	(181,727)	(87,875)	359,051
	190.00	(611,077)	(505,686)	(400,295)	(295,491)	(190,733)	(96,229)	350,798
	200.00	(620,850)	(515,458)	(410,067)	(305,205)	(200,447)	(104,754)	342,544
	210.00	(630,622)	(525,231)	(419,840)	(314,918)	(210,160)	(113,399)	334,290
	220.00	(640,395)	(535,003)	(429,612)	(324,632)	(219,874)	(122,044)	326,036
	230.00	(650,167)	(544,776)	(439,385)	(334,346)	(229,588)	(130,689)	317,783
	240.00	(659,940)	(554,548)	(449,157)	(344,060)	(239,302)	(139,435)	309,529
	250.00	(669,712)	(564,321)	(458,929)	(353,773)	(249,015)	(148,274)	301,275

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

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**25**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**C**	
Scheme Typology:	Houses and Flats	
No Units:	25	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	7,727,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	19.39%	
Developers Profit Total (£)	1,352,313	
Land Value KPI's		
RLV (£/acre (net))	(236,512)	
RLV (£/ha (net))	(584,421)	
RLV (% of GDV)	-7.74%	
RLV Total (£)	(597,812)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	477,439	
Surplus/Deficit (£/acre) [RLV-BLV]	(425,401)	
Surplus/Deficit (£/ha)	(1,051,165)	
Surplus/Deficit Total (£)	(1,075,251)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	287,395	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	11,496	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Appraisal Ref:	D				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	20	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			20	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	8.4	50.0%	0.0	42%	8.4
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	8.0	43.0%	0.0	40%	8.0
4 bed House (with garage)	18.0%	3.6	7.0%	0.0	18%	3.6
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	20.0	100.0%	0.0	100%	20.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	630	6,781	0	0	630	6,781
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	848	9,128	0	0	848	9,128
4 bed House (with garage)	500	5,386	0	0	500	5,386
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	1,978	21,295	0	0	1,978	21,295
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	2,646,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	2,800,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	1,530,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						6,976,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	0	60%	0	40%	0	0%	0	70%
2 bed Flat	0	60%	0	40%	0	0%	0	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses**		No Units:	**20**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	8.4	@	315,000		2,646,000
3 bed House	0.0	@	0		-
3 bed House (with garage)	8.0	@	350,000		2,800,000
4 bed House (with garage)	3.6	@	425,000		1,530,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	20.0				6,976,000
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**20**				**6,976,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	20	units @	0	per unit	-
Total GDV					**6,976,000**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses**		No Units:	**20**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	12,700	£		(12,700)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	50,800	£		(50,800)
Building Safety Levy					1,978	sqm	30.21	£ psm			(59,767)
CIL (Mrkt only inc. garages)	Max				1,978	sqm	0.00	£ psm			-
CIL analysis:					0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)					20	units @	0	per unit			-
	Sub-total									-	
S106 analysis:		-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum					1,978	sqm (total)	0	£ psm			-
Comm. Sum analysis:					0.00%	% of GDV					
Construction Costs -											
Site Clearance, Demolition & Remediation					1.53	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1			0							-
	Year 2			0							-
	Year 3			0							-
	Year 4			0							-
	Year 5			0							-
	Year 6			0							-
	Year 7			0							-
	Year 8			0							-
	Year 9			0							-
	Year 10			0							-
	Year 11			0							-
	Year 12			0							-
	Year 13			0							-
	Year 14			0							-
	Year 15			0							-
	Years 1-15				20	units @	0	per unit			-
	Sub-total									-	
Infra. Costs analysis:		-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House					630	sqm @	2,107	psm			(1,327,410)
3 bed House					-	sqm @	2,107	psm			-
3 bed House (EXC. garage)					720	sqm @	2,107	psm			(1,517,040)
4 bed House (EXC. garage)					414	sqm @	2,107	psm			(872,298)
5 bed House (EXC. garage)					-	sqm @	2,107	psm			-
1 bed Flat					-	sqm @	2,522	psm			-
2 bed Flat					-	sqm @	2,522	psm			-
3 bed Flat					-	sqm @	2,522	psm			-
Garages for 3B House		8.0	16.0		128	sqm @	600	psm			(76,800)
Garages for 4B House		3.6	24.0		86	sqm @	600	psm			(51,840)
Garages for 5B House		-	-		0	sqm @	600	psm			-
Total GIA check:					1,978	£ per garage	£0				
External works					3,845,388	@	15.0%				(576,808)
Ext. Works analysis:							28,840	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs					20	units @	1,000	£ per unit			(20,000)
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		20	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units		-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units		20	units @		10%	@	0	£ per unit		-
Part L/FHS			20	units @				4,350	£ per unit		(87,000)
Part L/FHS analysis:							2.3%	% of BCIS costs			
Net Zero for Housing			1,978	sqm				0	£ psm		-
Net Zero for Flats			-	sqm				0	£ psm		-
Water Efficiency			20	units @				0	£ per unit		-
Urban Greening Factor	0	flats @		6		flats per floor	0	0	£ per unit		-
	Sub-total									(107,000)	
Policy Costs analysis:	(design costs only)						5,350	£ per unit (total units)			
							2.8%	% of BCIS costs			
Contingency (on construction)					4,529,196	@	3.0%				(135,876)

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Scheme Typology:	**Houses**		No Units:	**20**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		4,529,196	@	10.0%			(452,920)
Disposal Costs -							
OMS Marketing and Promotion		6,976,000	OMS @	1.00%	3,488	£ per unit	(69,760)
Residential Sales Agent Costs		6,976,000	OMS @	1.00%	3,488	£ per unit	(69,760)
Residential Sales Legal Costs		6,976,000	OMS @	0.50%	1,744	£ per unit	(34,880)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	20	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,720	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(217,885)
Developers Profit -							
Profit on OMS		6,976,000		17.50%			(1,220,800)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		6,976,000		17.50%	blended GDV	(1,220,800)	
		5,633,544		21.67%	on costs	(1,220,800)	
TOTAL COSTS							**(6,854,344)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							121,656
SDLT		121,656	@	HMRC formula			-
Acquisition Agent fees		121,656	@	1.0%			(1,217)
Acquisition Legal fees		121,656	@	0.5%			(608)
Interest on Land		121,656	@	7.50%			(9,124)
Residual Land Value							**110,707**
RLV analysis:	5,535 £ per plot	72,347	£ per ha (net)	29,278	£ per acre (net)		
		65,112	£ per ha (gross)	26,350	£ per acre (gross)		
				1.59%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		13.1	dph (net)				
Site Area (net)		1.53	ha (net)	3.78	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		1.70	ha (gross)	4.20	acres (gross)		
Density analysis:		1,293	sqm/ha (net)	5,632	sqft/ac (net)		
		12	dph (gross)				
Benchmark Land Value (net)	35,711 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**714,223**
BLV analysis:		466,744	£ per ha (net)	188,889	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(394,398)**	£ per ha (net)	**(159,611)**	£ per acre (net)	**(603,516)**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses | No Units: 20
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	159,611	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(159,611)	(172,569)	(185,528)	(199,436)	(213,676)	(227,917)	(242,157)
	10.00	(164,684)	(177,389)	(190,213)	(204,175)	(218,137)	(232,098)	(246,060)
Max CIL £ psm	20.00	(169,757)	(182,209)	(195,231)	(208,914)	(222,597)	(236,280)	(249,962)
0.00	30.00	(174,831)	(187,029)	(200,249)	(213,653)	(227,057)	(240,461)	(253,865)
(recommended CIL)	40.00	(179,904)	(192,141)	(205,267)	(218,392)	(231,517)	(244,642)	(257,768)
(100)	50.00	(184,978)	(197,438)	(210,284)	(223,131)	(235,977)	(248,824)	(261,670)
	60.00	(190,166)	(202,734)	(215,302)	(227,870)	(240,438)	(253,005)	(265,573)
	70.00	(195,742)	(208,031)	(220,320)	(232,609)	(244,898)	(257,187)	(269,476)
	80.00	(201,317)	(213,327)	(225,337)	(237,348)	(249,358)	(261,368)	(273,378)
	90.00	(206,892)	(218,624)	(230,355)	(242,087)	(253,818)	(265,550)	(277,281)
	100.00	(212,467)	(223,920)	(235,373)	(246,826)	(258,278)	(269,731)	(281,184)
	110.00	(218,043)	(229,217)	(240,390)	(251,564)	(262,738)	(273,912)	(285,086)
	120.00	(223,618)	(234,513)	(245,408)	(256,303)	(267,199)	(278,094)	(288,989)
	130.00	(229,193)	(239,809)	(250,426)	(261,042)	(271,659)	(282,275)	(292,892)
	140.00	(234,768)	(245,106)	(255,444)	(265,781)	(276,119)	(286,457)	(296,817)
	150.00	(240,343)	(250,402)	(260,461)	(270,520)	(280,579)	(290,638)	(300,744)
	160.00	(245,919)	(255,699)	(265,479)	(275,259)	(285,039)	(294,820)	(304,670)
	170.00	(251,494)	(260,995)	(270,497)	(279,998)	(289,500)	(299,018)	(308,596)
	180.00	(257,069)	(266,292)	(275,514)	(284,737)	(293,960)	(303,225)	(312,522)
	190.00	(262,644)	(271,588)	(280,532)	(289,476)	(298,420)	(307,432)	(316,449)
	200.00	(268,220)	(276,885)	(285,550)	(294,215)	(302,902)	(311,638)	(320,375)
	210.00	(273,795)	(282,181)	(290,568)	(298,954)	(307,389)	(315,845)	(324,301)
	220.00	(279,370)	(287,478)	(295,585)	(303,701)	(311,876)	(320,052)	(328,227)
	230.00	(284,945)	(292,774)	(300,603)	(308,468)	(316,363)	(324,259)	(332,154)
	240.00	(290,521)	(298,071)	(305,621)	(313,236)	(320,850)	(328,465)	(336,080)
	250.00	(296,096)	(303,367)	(310,669)	(318,003)	(325,338)	(332,672)	(340,006)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(159,611)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(159,611)	(159,611)	(159,611)	(159,611)	(159,611)	(159,611)	(159,611)
	10.00	(164,684)	(164,684)	(164,684)	(164,684)	(164,684)	(164,684)	(164,684)
CIL £psm	20.00	(169,757)	(169,757)	(169,757)	(169,757)	(169,757)	(169,757)	(169,757)
0.00	30.00	(174,831)	(174,831)	(174,831)	(174,831)	(174,831)	(174,831)	(174,831)
(recommended CIL)	40.00	(179,904)	(179,904)	(179,904)	(179,904)	(179,904)	(179,904)	(179,904)
(100)	50.00	(184,978)	(184,978)	(184,978)	(184,978)	(184,978)	(184,978)	(184,978)
	60.00	(190,166)	(190,166)	(190,166)	(190,166)	(190,166)	(190,166)	(190,166)
	70.00	(195,742)	(195,742)	(195,742)	(195,742)	(195,742)	(195,742)	(195,742)
	80.00	(201,317)	(201,317)	(201,317)	(201,317)	(201,317)	(201,317)	(201,317)
	90.00	(206,892)	(206,892)	(206,892)	(206,892)	(206,892)	(206,892)	(206,892)
	100.00	(212,467)	(212,467)	(212,467)	(212,467)	(212,467)	(212,467)	(212,467)
	110.00	(218,043)	(218,043)	(218,043)	(218,043)	(218,043)	(218,043)	(218,043)
	120.00	(223,618)	(223,618)	(223,618)	(223,618)	(223,618)	(223,618)	(223,618)
	130.00	(229,193)	(229,193)	(229,193)	(229,193)	(229,193)	(229,193)	(229,193)
	140.00	(234,768)	(234,768)	(234,768)	(234,768)	(234,768)	(234,768)	(234,768)
	150.00	(240,343)	(240,343)	(240,343)	(240,343)	(240,343)	(240,343)	(240,343)
	160.00	(245,919)	(245,919)	(245,919)	(245,919)	(245,919)	(245,919)	(245,919)
	170.00	(251,494)	(251,494)	(251,494)	(251,494)	(251,494)	(251,494)	(251,494)
	180.00	(257,069)	(257,069)	(257,069)	(257,069)	(257,069)	(257,069)	(257,069)
	190.00	(262,644)	(262,644)	(262,644)	(262,644)	(262,644)	(262,644)	(262,644)
	200.00	(268,220)	(268,220)	(268,220)	(268,220)	(268,220)	(268,220)	(268,220)
	210.00	(273,795)	(273,795)	(273,795)	(273,795)	(273,795)	(273,795)	(273,795)
	220.00	(279,370)	(279,370)	(279,370)	(279,370)	(279,370)	(279,370)	(279,370)
	230.00	(284,945)	(284,945)	(284,945)	(284,945)	(284,945)	(284,945)	(284,945)
	240.00	(290,521)	(290,521)	(290,521)	(290,521)	(290,521)	(290,521)	(290,521)
	250.00	(296,096)	(296,096)	(296,096)	(296,096)	(296,096)	(296,096)	(296,096)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses | No Units: 20
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

		Profit	18%					
Balance (RLV - BLV £ per acre (n))	(159,611)	15%	16%	17%	18%	19%	20%	21%
	0.00	(118,776)	(134,831)	(151,251)	(168,005)	(184,794)	(202,838)	(221,287)
	10.00	(123,571)	(139,793)	(156,290)	(173,078)	(189,964)	(208,413)	(226,863)
CIL £psm	20.00	(128,366)	(144,755)	(161,363)	(178,152)	(195,539)	(213,989)	(232,438)
0.00	30.00	(133,297)	(149,717)	(166,437)	(183,225)	(201,115)	(219,564)	(238,013)
(recommended CIL)	40.00	(138,259)	(154,721)	(171,510)	(188,299)	(206,690)	(225,139)	(243,588)
(100)	50.00	(143,221)	(159,795)	(176,583)	(193,816)	(212,265)	(230,714)	(249,164)
	60.00	(148,183)	(164,868)	(181,657)	(199,391)	(217,840)	(236,290)	(254,739)
	70.00	(153,153)	(169,942)	(186,730)	(204,966)	(223,415)	(241,865)	(260,314)
	80.00	(158,226)	(175,015)	(192,092)	(210,541)	(228,991)	(247,440)	(265,889)
	90.00	(163,300)	(180,088)	(197,667)	(216,117)	(234,566)	(253,015)	(271,465)
	100.00	(168,373)	(185,162)	(203,243)	(221,692)	(240,141)	(258,590)	(277,040)
	110.00	(173,447)	(190,369)	(208,818)	(227,267)	(245,716)	(264,166)	(282,615)
	120.00	(178,520)	(195,944)	(214,393)	(232,842)	(251,292)	(269,741)	(288,190)
	130.00	(183,594)	(201,519)	(219,968)	(238,418)	(256,867)	(275,316)	(293,765)
	140.00	(188,667)	(207,094)	(225,544)	(243,993)	(262,442)	(280,891)	(299,341)
	150.00	(194,220)	(212,670)	(231,119)	(249,568)	(268,017)	(286,467)	(304,916)
	160.00	(199,796)	(218,245)	(236,694)	(255,143)	(273,593)	(292,042)	(310,491)
	170.00	(205,371)	(223,820)	(242,269)	(260,719)	(279,168)	(297,617)	(316,066)
	180.00	(210,946)	(229,395)	(247,845)	(266,294)	(284,743)	(303,192)	(321,642)
	190.00	(216,521)	(234,970)	(253,420)	(271,869)	(290,318)	(308,768)	(327,217)
	200.00	(222,096)	(240,546)	(258,995)	(277,444)	(295,894)	(314,343)	(332,792)
	210.00	(227,672)	(246,121)	(264,570)	(283,020)	(301,469)	(319,918)	(338,367)
	220.00	(233,247)	(251,696)	(270,145)	(288,595)	(307,044)	(325,493)	(343,943)
	230.00	(238,822)	(257,271)	(275,721)	(294,170)	(312,619)	(331,069)	(349,518)
	240.00	(244,397)	(262,847)	(281,296)	(299,745)	(318,195)	(336,644)	(355,093)
	250.00	(249,973)	(268,422)	(286,871)	(305,320)	(323,770)	(342,219)	(360,668)

TABLE 4

		BLV (£ per acre (n))		170,000				
Balance (RLV - BLV £ per acre (n))	(159,611)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(81,833)	(109,611)	(137,388)	(165,166)	(192,944)	(220,722)	(248,499)
	10.00	(86,906)	(114,684)	(142,462)	(170,240)	(198,017)	(225,795)	(253,573)
CIL £psm	20.00	(91,980)	(119,757)	(147,535)	(175,313)	(203,091)	(230,869)	(258,646)
0.00	30.00	(97,053)	(124,831)	(152,609)	(180,387)	(208,164)	(235,942)	(263,720)
(recommended CIL)	40.00	(102,127)	(129,904)	(157,682)	(185,460)	(213,238)	(241,016)	(268,793)
(100)	50.00	(107,200)	(134,978)	(162,756)	(190,533)	(218,311)	(246,089)	(273,867)
	60.00	(112,389)	(140,166)	(167,944)	(195,722)	(223,500)	(251,277)	(279,055)
	70.00	(117,964)	(145,742)	(173,519)	(201,297)	(229,075)	(256,853)	(284,630)
	80.00	(123,539)	(151,317)	(179,095)	(206,872)	(234,650)	(262,428)	(290,206)
	90.00	(129,114)	(156,892)	(184,670)	(212,448)	(240,225)	(268,003)	(295,781)
	100.00	(134,689)	(162,467)	(190,245)	(218,023)	(245,801)	(273,578)	(301,356)
	110.00	(140,265)	(168,043)	(195,820)	(223,598)	(251,376)	(279,154)	(306,931)
	120.00	(145,840)	(173,618)	(201,396)	(229,173)	(256,951)	(284,729)	(312,507)
	130.00	(151,415)	(179,193)	(206,971)	(234,749)	(262,526)	(290,304)	(318,082)
	140.00	(156,990)	(184,768)	(212,546)	(240,324)	(268,102)	(295,879)	(323,657)
	150.00	(162,566)	(190,343)	(218,121)	(245,899)	(273,677)	(301,455)	(329,232)
	160.00	(168,141)	(195,919)	(223,696)	(251,474)	(279,252)	(307,030)	(334,808)
	170.00	(173,716)	(201,494)	(229,272)	(257,049)	(284,827)	(312,605)	(340,383)
	180.00	(179,291)	(207,069)	(234,847)	(262,625)	(290,403)	(318,180)	(345,958)
	190.00	(184,867)	(212,644)	(240,422)	(268,200)	(295,978)	(323,756)	(351,533)
	200.00	(190,442)	(218,220)	(245,997)	(273,775)	(301,553)	(329,331)	(357,109)
	210.00	(196,017)	(223,795)	(251,573)	(279,350)	(307,128)	(334,906)	(362,684)
	220.00	(201,592)	(229,370)	(257,148)	(284,926)	(312,703)	(340,481)	(368,259)
	230.00	(207,168)	(234,945)	(262,723)	(290,501)	(318,279)	(346,056)	(373,834)
	240.00	(212,743)	(240,521)	(268,298)	(296,076)	(323,854)	(351,632)	(379,409)
	250.00	(218,318)	(246,096)	(273,874)	(301,651)	(329,429)	(357,207)	(384,985)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(159,611)	Density (dph) (net) 30	35	13 40	45	50	55	60
	0.00	(121,685)	(110,485)	(99,284)	(88,084)	(76,883)	(65,682)	(54,482)
	10.00	(133,331)	(124,071)	(114,811)	(105,552)	(96,292)	(87,032)	(77,772)
CIL £psm	20.00	(144,976)	(137,657)	(130,338)	(123,020)	(115,701)	(108,382)	(101,063)
0.00	30.00	(156,621)	(151,243)	(145,865)	(140,487)	(135,110)	(129,732)	(124,354)
(recommended CIL)	40.00	(168,267)	(164,829)	(161,392)	(157,955)	(154,518)	(151,081)	(147,644)
(100)	50.00	(179,912)	(178,416)	(176,919)	(175,423)	(173,927)	(172,431)	(170,935)
	60.00	(191,821)	(192,310)	(192,798)	(193,287)	(193,776)	(194,264)	(194,753)
	70.00	(204,618)	(207,240)	(209,861)	(212,483)	(215,104)	(217,726)	(220,347)
	80.00	(217,415)	(222,169)	(226,924)	(231,678)	(236,433)	(241,187)	(245,941)
	90.00	(230,212)	(237,099)	(243,987)	(250,874)	(257,761)	(264,648)	(271,535)
	100.00	(243,009)	(252,029)	(261,049)	(270,069)	(279,089)	(288,109)	(297,129)
	110.00	(255,806)	(266,959)	(278,112)	(289,265)	(300,418)	(311,571)	(322,723)
	120.00	(268,603)	(281,889)	(295,175)	(308,460)	(321,746)	(335,032)	(348,317)
	130.00	(281,400)	(296,819)	(312,237)	(327,656)	(343,074)	(358,493)	(373,912)
	140.00	(294,197)	(311,749)	(329,300)	(346,851)	(364,403)	(381,954)	(399,506)
	150.00	(306,994)	(326,678)	(346,363)	(366,047)	(385,731)	(405,415)	(425,100)
	160.00	(319,791)	(341,608)	(363,425)	(385,242)	(407,060)	(428,877)	(450,694)
	170.00	(332,588)	(356,538)	(380,488)	(404,438)	(428,388)	(452,338)	(476,288)
	180.00	(345,385)	(371,468)	(397,551)	(423,634)	(449,716)	(475,799)	(501,882)
	190.00	(358,182)	(386,398)	(414,614)	(442,829)	(471,045)	(499,260)	(527,476)
	200.00	(370,979)	(401,328)	(431,676)	(462,025)	(492,373)	(522,721)	(553,070)
	210.00	(383,776)	(416,258)	(448,739)	(481,220)	(513,701)	(546,183)	(578,664)
	220.00	(396,573)	(431,188)	(465,802)	(500,416)	(535,030)	(569,644)	(604,258)
	230.00	(409,370)	(446,117)	(482,864)	(519,611)	(556,358)	(593,105)	(629,852)
	240.00	(422,167)	(461,047)	(499,927)	(538,807)	(577,687)	(616,566)	(655,446)
	250.00	(434,964)	(475,977)	(516,990)	(558,002)	(599,015)	(640,028)	(681,040)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(159,611)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	110%
	0.00	321,081	202,015	82,360	(37,833)	(159,611)	(227,125)	(297,535)
	10.00	316,372	197,278	77,623	(42,599)	(164,684)	(232,700)	(303,111)
CIL £psm	20.00	311,664	192,540	72,886	(47,365)	(169,757)	(238,276)	(308,686)
0.00	30.00	306,955	187,803	68,148	(52,131)	(174,831)	(243,851)	(314,275)
(recommended CIL)	40.00	302,246	183,066	63,411	(56,897)	(179,904)	(249,426)	(319,884)
(100)	50.00	297,537	178,329	58,674	(61,663)	(184,978)	(255,001)	(325,493)
	60.00	292,828	173,591	53,937	(66,429)	(190,166)	(260,577)	(331,102)
	70.00	288,120	168,854	49,183	(71,195)	(195,742)	(266,152)	(336,711)
	80.00	283,411	164,117	44,417	(75,961)	(201,317)	(271,727)	(342,320)
	90.00	278,702	159,379	39,651	(80,727)	(206,892)	(277,302)	(347,929)
	100.00	273,993	154,642	34,885	(85,492)	(212,467)	(282,877)	(353,538)
	110.00	269,284	149,905	30,120	(90,258)	(218,043)	(288,453)	(359,147)
	120.00	264,576	145,168	25,354	(95,024)	(223,618)	(294,028)	(364,756)
	130.00	259,867	140,430	20,588	(99,790)	(229,193)	(299,603)	(370,365)
	140.00	255,158	135,693	15,822	(104,556)	(234,768)	(305,178)	(375,974)
	150.00	250,449	130,956	11,056	(109,322)	(240,343)	(310,754)	(381,583)
	160.00	245,740	126,219	6,290	(114,088)	(245,919)	(316,356)	(387,192)
	170.00	241,032	121,481	1,524	(118,854)	(251,494)	(321,965)	(392,801)
	180.00	236,323	116,744	(3,242)	(123,641)	(257,069)	(327,574)	(398,410)
	190.00	231,614	112,007	(8,008)	(128,436)	(262,644)	(333,183)	(404,018)
	200.00	226,905	107,270	(12,773)	(133,370)	(268,220)	(338,792)	(409,627)
	210.00	222,187	102,532	(17,539)	(138,332)	(273,795)	(344,400)	(415,236)
	220.00	217,450	97,795	(22,305)	(143,294)	(279,370)	(350,009)	(420,845)
	230.00	212,712	93,058	(27,071)	(148,256)	(284,945)	(355,618)	(426,454)
	240.00	207,975	88,321	(31,837)	(153,227)	(290,521)	(361,227)	(432,063)
	250.00	203,238	83,583	(36,603)	(158,301)	(296,096)	(366,836)	(437,672)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(159,611)	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	120%	130%
	0.00	(307,782)	(232,224)	(159,611)	(93,644)	(29,076)	100,055	228,558
	10.00	(313,391)	(237,799)	(164,684)	(98,410)	(33,842)	95,293	223,820
CIL £psm	20.00	(319,000)	(243,375)	(169,757)	(103,176)	(38,608)	90,527	219,083
0.00	30.00	(324,609)	(248,950)	(174,831)	(107,942)	(43,374)	85,761	214,346
(recommended CIL)	40.00	(330,218)	(254,525)	(179,904)	(112,707)	(48,140)	80,995	209,609
(100)	50.00	(335,827)	(260,100)	(184,978)	(117,478)	(52,906)	76,229	204,871
	60.00	(341,436)	(265,675)	(190,166)	(122,273)	(57,672)	71,463	200,134
	70.00	(347,045)	(271,251)	(195,742)	(127,067)	(62,438)	66,698	195,397
	80.00	(352,654)	(276,826)	(201,317)	(131,953)	(67,203)	61,932	190,659
	90.00	(358,263)	(282,401)	(206,892)	(136,915)	(71,969)	57,166	185,922
	100.00	(363,872)	(287,976)	(212,467)	(141,877)	(76,735)	52,400	181,185
	110.00	(369,481)	(293,552)	(218,043)	(146,839)	(81,501)	47,634	176,448
	120.00	(375,090)	(299,127)	(223,618)	(151,801)	(86,267)	42,868	171,710
	130.00	(380,699)	(304,702)	(229,193)	(156,852)	(91,033)	38,102	166,973
	140.00	(386,308)	(310,305)	(234,768)	(161,926)	(95,799)	33,336	162,236
	150.00	(391,917)	(315,914)	(240,343)	(166,999)	(100,565)	28,570	157,499
	160.00	(397,526)	(321,523)	(245,919)	(172,073)	(105,331)	23,805	152,761
	170.00	(403,134)	(327,132)	(251,494)	(177,146)	(110,096)	19,039	148,024
	180.00	(408,743)	(332,741)	(257,069)	(182,220)	(114,871)	14,273	143,287
	190.00	(414,352)	(338,350)	(262,644)	(187,293)	(119,666)	9,507	138,550
	200.00	(419,961)	(343,958)	(268,220)	(192,710)	(124,461)	4,741	133,812
	210.00	(425,570)	(349,567)	(273,795)	(198,286)	(129,256)	(25)	129,075
	220.00	(431,179)	(355,176)	(279,370)	(203,861)	(134,217)	(4,791)	124,338
	230.00	(436,788)	(360,785)	(284,945)	(209,436)	(139,179)	(9,557)	119,578
	240.00	(442,397)	(366,394)	(290,521)	(215,011)	(144,141)	(14,323)	114,812
	250.00	(448,006)	(372,003)	(296,096)	(220,587)	(149,103)	(19,089)	110,047

TABLE 8

Balance (RLV - BLV £ per acre (n))	(159,611)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(159,611)	(110,322)	(62,432)	(14,542)	33,348	81,061	318,499
	10.00	(164,684)	(115,087)	(67,198)	(19,308)	28,582	76,324	313,790
CIL £psm	20.00	(169,757)	(119,853)	(71,964)	(24,074)	23,816	71,587	309,081
0.00	30.00	(174,831)	(124,647)	(76,729)	(28,840)	19,050	66,849	304,372
(recommended CIL)	40.00	(179,904)	(129,449)	(81,495)	(33,606)	14,284	62,112	299,664
(100)	50.00	(184,978)	(134,410)	(86,261)	(38,371)	9,518	57,375	294,955
	60.00	(190,166)	(139,372)	(91,027)	(43,137)	4,752	52,638	290,246
	70.00	(195,742)	(144,334)	(95,793)	(47,903)	(13)	47,876	285,537
	80.00	(201,317)	(149,296)	(100,559)	(52,669)	(4,779)	43,110	280,828
	90.00	(206,892)	(154,291)	(105,325)	(57,435)	(9,545)	38,345	276,120
	100.00	(212,467)	(159,365)	(110,091)	(62,201)	(14,311)	33,579	271,411
	110.00	(218,043)	(164,438)	(114,857)	(66,967)	(19,077)	28,813	266,702
	120.00	(223,618)	(169,512)	(119,623)	(71,733)	(23,843)	24,047	261,993
	130.00	(229,193)	(174,585)	(124,415)	(76,499)	(28,609)	19,281	257,284
	140.00	(234,768)	(179,659)	(129,210)	(81,265)	(33,375)	14,515	252,576
	150.00	(240,343)	(184,732)	(134,170)	(86,030)	(38,141)	9,749	247,867
	160.00	(245,919)	(189,896)	(139,132)	(90,796)	(42,907)	4,983	243,158
	170.00	(251,494)	(195,472)	(144,094)	(95,562)	(47,672)	217	238,449
	180.00	(257,069)	(201,047)	(149,056)	(100,328)	(52,438)	(4,549)	233,740
	190.00	(262,644)	(206,622)	(154,046)	(105,094)	(57,204)	(9,314)	229,032
	200.00	(268,220)	(212,197)	(159,119)	(109,860)	(61,970)	(14,080)	224,323
	210.00	(273,795)	(217,772)	(164,193)	(114,626)	(66,736)	(18,846)	219,589
	220.00	(279,370)	(223,348)	(169,266)	(119,392)	(71,502)	(23,612)	214,852
	230.00	(284,945)	(228,923)	(174,339)	(124,183)	(76,268)	(28,378)	210,114
	240.00	(290,521)	(234,498)	(179,413)	(128,977)	(81,034)	(33,144)	205,377
	250.00	(296,096)	(240,073)	(184,486)	(133,930)	(85,800)	(37,910)	200,640

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: **Houses** No Units: **20**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**D**	
Scheme Typology:	Houses	
No Units:	20	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	6,976,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	21.67%	
Developers Profit Total (£)	1,220,800	
Land Value KPI's		
RLV (£/acre (net))	29,278	
RLV (£/ha (net))	72,347	
RLV (% of GDV)	1.59%	
RLV Total (£)	110,707	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	714,223	
Surplus/Deficit (£/acre) [RLV-BLV]	(159,611)	
Surplus/Deficit (£/ha)	(394,398)	
Surplus/Deficit Total (£)	(603,516)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	217,885	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	9,124	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	11,350	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Appraisal Ref:	E				(see Typologies Matrix)
Scheme Typology:	Houses and Flats		No Units:	40	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			40	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	100%			
AH tenure split %		Affordable Rent:		35.0%		
		Social Rent:		35.0%	70.0%	% Rented
		First Homes:				
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	6.8	17.5%	0.0	17%	6.8
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	13.2	30.0%	0.0	33%	13.2
4 bed House (with garage)	15.0%	6.0	5.0%	0.0	15%	6.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	7.2	30.0%	0.0	18%	7.2
2 bed Flat	17.0%	6.8	17.5%	0.0	17%	6.8
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	40.0	100.0%	0.0	100%	40.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	510	5,490	0	0	510	5,490
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	1,399	15,061	0	0	1,399	15,061
4 bed House (with garage)	834	8,977	0	0	834	8,977
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	424	4,559	0	0	424	4,559
2 bed Flat	520	5,597	0	0	520	5,597
3 bed Flat	0	0	0	0	0	0
	3,687	39,684	0	0	3,687	39,684
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	2,142,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	4,620,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	2,550,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	1,386,000
2 bed Flat	245,000	3,769	350	3,204	298	1,666,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						12,364,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**40**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	6.8	@	315,000	2,142,000
3 bed House	0.0	@	0	-
3 bed House (with garage)	13.2	@	350,000	4,620,000
4 bed House (with garage)	6.0	@	425,000	2,550,000
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	7.2	@	192,500	1,386,000
2 bed Flat	6.8	@	245,000	1,666,000
3 bed Flat	0.0	@	0	-
	40.0			12,364,000
Affordable Rent GDV -				
2 bed House	0.0	@	189,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	210,000	-
4 bed House (with garage)	0.0	@	255,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	115,500	-
2 bed Flat	0.0	@	147,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	140,000	-
4 bed House (with garage)	0.0	@	170,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	77,000	-
2 bed Flat	0.0	@	98,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	220,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	245,000	-
4 bed House (with garage)	0.0	@	297,500	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	134,750	-
2 bed Flat	0.0	@	171,500	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**40**			**12,364,000**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	40	units @	0 per unit	-
Total GDV				**12,364,000**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**40**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	25,400	£		(25,400)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	101,600	£		(101,600)
Building Safety Levy				3,687	sqm	30.21	£ psm			(111,376)
CIL (Mrkt only inc. garages)	Max			3,687	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				40	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				3,687	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.85	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			40	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				510	sqm @	2,107	psm			(1,074,570)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				1,188	sqm @	2,107	psm			(2,503,116)
4 bed House (EXC. garage)				690	sqm @	2,107	psm			(1,453,830)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				424	sqm @	2,522	psm			(1,068,141)
2 bed Flat				520	sqm @	2,522	psm			(1,311,440)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	13.2	16.0		211	sqm @	600	psm			(126,720)
Garages for 4B House	6.0	24.0		144	sqm @	600	psm			(86,400)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				3,687	£ per garage	£0				
External works				7,624,217	@	15.0%				(1,143,633)
Ext. Works analysis:						28,591	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				40	units @	1,000	£ per unit			(40,000)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		40	units @	100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units		40	units @	10%	@	0	£ per unit		-
Part L/FHS			40	units @			4,350	£ per unit		(174,000)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing			2,743	sqm			0	£ psm		-
Net Zero for Flats			944	sqm			0	£ psm		-
Water Efficiency			40	units @			0	£ per unit		-
Urban Greening Factor	14	flats @	6	flats per floor		404	0	£ per unit		-
	Sub-total								(214,000)	
Policy Costs analysis:	(design costs only)					5,350	£ per unit (total units)			
						2.8%	% of BCIS costs			
Contingency (on construction)				8,981,850	@	3.0%				(269,455)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**40**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		8,981,850	@	10.0%			(898,185)
Disposal Costs -							
OMS Marketing and Promotion		12,364,000	OMS @	1.00%	3,091	£ per unit	(123,640)
Residential Sales Agent Costs		12,364,000	OMS @	1.00%	3,091	£ per unit	(123,640)
Residential Sales Legal Costs		12,364,000	OMS @	0.50%	1,546	£ per unit	(61,820)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	40	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,728	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(858,833)
Developers Profit -							
Profit on OMS		12,364,000		17.50%			(2,163,700)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		12,364,000		17.50%	blended GDV	(2,163,700)	
		11,555,799		18.72%	on costs	(2,163,700)	
TOTAL COSTS							**(13,719,499)**

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						(1,355,499)
SDLT		-	@	HMRC formula		-
Acquisition Agent fees		-	@	1.0%		-
Acquisition Legal fees		-	@	0.5%		-
Interest on Land		-	@	7.50%		-
Residual Land Value						**(1,355,499)**
RLV analysis:	(33,887) £ per plot	(1,594,745)	£ per ha (net)	(645,384)	£ per acre (net)	
		(1,355,533)	£ per ha (gross)	(548,577)	£ per acre (gross)	
				-10.96%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)						
Residential Density		47.1	dph (net)			
Site Area (net)		0.85	ha (net)	2.10	acres (net)	
Net to Gross ratio		85%				
Site Area (gross)		1.00	ha (gross)	2.47	acres (gross)	
Density analysis:		4,337	sqm/ha (net)	18,894	sqft/ac (net)	
		40	dph (gross)			
Benchmark Land Value (net)	10,501 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)	**420,059**
BLV analysis:		494,200	£ per ha (net)	200,000	£ per acre (net)	

BALANCE				
Surplus/(Deficit)	**(2,088,945)**	£ per ha (net)	**(845,384)**	£ per acre (net)	**(1,775,558)**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses and Flats — No Units: 40
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) - 845,384	Affordable Housing - % on site 0%						
	0%	5%	10%	15%	20%	25%	30%
0.00	(845,384)	(894,447)	(943,523)	(992,598)	(1,041,674)	(1,091,191)	(1,140,820)
10.00	(865,243)	(913,325)	(961,407)	(1,009,489)	(1,057,571)	(1,106,185)	(1,154,814)
Max CIL £ psm 20.00	(885,114)	(932,203)	(979,291)	(1,026,380)	(1,073,548)	(1,121,178)	(1,168,809)
0.00 30.00	(904,985)	(951,080)	(997,176)	(1,043,271)	(1,089,542)	(1,136,172)	(1,182,803)
(recommended CIL) 40.00	(924,857)	(969,958)	(1,015,060)	(1,060,161)	(1,105,535)	(1,151,166)	(1,196,797)
(100) 50.00	(944,728)	(988,836)	(1,032,944)	(1,077,052)	(1,121,528)	(1,166,159)	(1,210,791)
60.00	(964,600)	(1,007,714)	(1,050,828)	(1,093,943)	(1,137,521)	(1,181,153)	(1,224,785)
70.00	(984,471)	(1,026,592)	(1,068,713)	(1,110,882)	(1,153,515)	(1,196,147)	(1,238,779)
80.00	(1,004,343)	(1,045,470)	(1,086,597)	(1,127,875)	(1,169,508)	(1,211,140)	(1,252,773)
90.00	(1,024,214)	(1,064,348)	(1,104,481)	(1,144,868)	(1,185,501)	(1,226,134)	(1,266,767)
100.00	(1,044,085)	(1,083,225)	(1,122,365)	(1,161,861)	(1,201,494)	(1,241,128)	(1,280,761)
110.00	(1,063,957)	(1,102,103)	(1,140,250)	(1,178,854)	(1,217,487)	(1,256,121)	(1,294,755)
120.00	(1,083,828)	(1,120,981)	(1,158,212)	(1,195,846)	(1,233,481)	(1,271,115)	(1,308,749)
130.00	(1,103,700)	(1,139,859)	(1,176,204)	(1,212,839)	(1,249,474)	(1,286,109)	(1,322,743)
140.00	(1,123,571)	(1,158,737)	(1,194,197)	(1,229,832)	(1,265,467)	(1,301,102)	(1,336,737)
150.00	(1,143,442)	(1,177,615)	(1,212,189)	(1,246,825)	(1,281,460)	(1,316,096)	(1,350,732)
160.00	(1,163,314)	(1,196,546)	(1,230,182)	(1,263,818)	(1,297,454)	(1,331,090)	(1,364,726)
170.00	(1,183,185)	(1,215,538)	(1,248,174)	(1,280,810)	(1,313,447)	(1,346,083)	(1,378,720)
180.00	(1,203,057)	(1,234,530)	(1,266,166)	(1,297,803)	(1,329,440)	(1,361,077)	(1,392,714)
190.00	(1,222,928)	(1,253,522)	(1,284,159)	(1,314,796)	(1,345,433)	(1,376,071)	(1,406,708)
200.00	(1,242,876)	(1,272,513)	(1,302,151)	(1,331,789)	(1,361,427)	(1,391,064)	(1,420,702)
210.00	(1,262,867)	(1,291,505)	(1,320,144)	(1,348,782)	(1,377,420)	(1,406,058)	(1,434,696)
220.00	(1,282,859)	(1,310,497)	(1,338,136)	(1,365,774)	(1,393,413)	(1,421,052)	(1,448,690)
230.00	(1,302,850)	(1,329,489)	(1,356,128)	(1,382,767)	(1,409,406)	(1,436,045)	(1,462,684)
240.00	(1,322,842)	(1,348,481)	(1,374,121)	(1,399,760)	(1,425,399)	(1,451,039)	(1,476,678)
250.00	(1,342,833)	(1,367,473)	(1,392,113)	(1,416,753)	(1,441,393)	(1,466,032)	(1,490,672)

TABLE 2

Balance (RLV - BLV £ per acre (n)) (845,384)	Site Specific S106 100% (where 110% is a 10% increase etc.)						
	0%	25%	50%	75%	100%	125%	150%
0.00	(845,384)	(845,384)	(845,384)	(845,384)	(845,384)	(845,384)	(845,384)
10.00	(865,243)	(865,243)	(865,243)	(865,243)	(865,243)	(865,243)	(865,243)
CIL £psm 20.00	(885,114)	(885,114)	(885,114)	(885,114)	(885,114)	(885,114)	(885,114)
0.00 30.00	(904,985)	(904,985)	(904,985)	(904,985)	(904,985)	(904,985)	(904,985)
(recommended CIL) 40.00	(924,857)	(924,857)	(924,857)	(924,857)	(924,857)	(924,857)	(924,857)
(100) 50.00	(944,728)	(944,728)	(944,728)	(944,728)	(944,728)	(944,728)	(944,728)
60.00	(964,600)	(964,600)	(964,600)	(964,600)	(964,600)	(964,600)	(964,600)
70.00	(984,471)	(984,471)	(984,471)	(984,471)	(984,471)	(984,471)	(984,471)
80.00	(1,004,343)	(1,004,343)	(1,004,343)	(1,004,343)	(1,004,343)	(1,004,343)	(1,004,343)
90.00	(1,024,214)	(1,024,214)	(1,024,214)	(1,024,214)	(1,024,214)	(1,024,214)	(1,024,214)
100.00	(1,044,085)	(1,044,085)	(1,044,085)	(1,044,085)	(1,044,085)	(1,044,085)	(1,044,085)
110.00	(1,063,957)	(1,063,957)	(1,063,957)	(1,063,957)	(1,063,957)	(1,063,957)	(1,063,957)
120.00	(1,083,828)	(1,083,828)	(1,083,828)	(1,083,828)	(1,083,828)	(1,083,828)	(1,083,828)
130.00	(1,103,700)	(1,103,700)	(1,103,700)	(1,103,700)	(1,103,700)	(1,103,700)	(1,103,700)
140.00	(1,123,571)	(1,123,571)	(1,123,571)	(1,123,571)	(1,123,571)	(1,123,571)	(1,123,571)
150.00	(1,143,442)	(1,143,442)	(1,143,442)	(1,143,442)	(1,143,442)	(1,143,442)	(1,143,442)
160.00	(1,163,314)	(1,163,314)	(1,163,314)	(1,163,314)	(1,163,314)	(1,163,314)	(1,163,314)
170.00	(1,183,185)	(1,183,185)	(1,183,185)	(1,183,185)	(1,183,185)	(1,183,185)	(1,183,185)
180.00	(1,203,057)	(1,203,057)	(1,203,057)	(1,203,057)	(1,203,057)	(1,203,057)	(1,203,057)
190.00	(1,222,928)	(1,222,928)	(1,222,928)	(1,222,928)	(1,222,928)	(1,222,928)	(1,222,928)
200.00	(1,242,876)	(1,242,876)	(1,242,876)	(1,242,876)	(1,242,876)	(1,242,876)	(1,242,876)
210.00	(1,262,867)	(1,262,867)	(1,262,867)	(1,262,867)	(1,262,867)	(1,262,867)	(1,262,867)
220.00	(1,282,859)	(1,282,859)	(1,282,859)	(1,282,859)	(1,282,859)	(1,282,859)	(1,282,859)
230.00	(1,302,850)	(1,302,850)	(1,302,850)	(1,302,850)	(1,302,850)	(1,302,850)	(1,302,850)
240.00	(1,322,842)	(1,322,842)	(1,322,842)	(1,322,842)	(1,322,842)	(1,322,842)	(1,322,842)
250.00	(1,342,833)	(1,342,833)	(1,342,833)	(1,342,833)	(1,342,833)	(1,342,833)	(1,342,833)

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Scheme Typology: Houses and Flats — No Units: 40
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(845,384)	Profit 18%						
		15%	16%	17%	18%	19%	20%	21%
	0.00	(698,215)	(757,082)	(815,950)	(874,818)	(933,686)	(992,554)	(1,051,422)
	10.00	(718,073)	(776,941)	(835,809)	(894,677)	(953,544)	(1,012,412)	(1,071,280)
CIL £psm	20.00	(737,944)	(796,812)	(855,680)	(914,548)	(973,416)	(1,032,284)	(1,091,152)
0.00	30.00	(757,816)	(816,684)	(875,552)	(934,419)	(993,287)	(1,052,155)	(1,111,023)
(recommended CIL)	40.00	(777,687)	(836,555)	(895,423)	(954,291)	(1,013,159)	(1,072,026)	(1,130,894)
(100)	50.00	(797,559)	(856,427)	(915,294)	(974,162)	(1,033,030)	(1,091,898)	(1,150,766)
	60.00	(817,430)	(876,298)	(935,166)	(994,034)	(1,052,901)	(1,111,769)	(1,170,637)
	70.00	(837,301)	(896,169)	(955,037)	(1,013,905)	(1,072,773)	(1,131,641)	(1,190,509)
	80.00	(857,173)	(916,041)	(974,909)	(1,033,776)	(1,092,644)	(1,151,512)	(1,210,380)
	90.00	(877,044)	(935,912)	(994,780)	(1,053,648)	(1,112,516)	(1,171,384)	(1,230,251)
	100.00	(896,916)	(955,784)	(1,014,651)	(1,073,519)	(1,132,387)	(1,191,255)	(1,250,123)
	110.00	(916,787)	(975,655)	(1,034,523)	(1,093,391)	(1,152,259)	(1,211,126)	(1,269,994)
	120.00	(936,659)	(995,526)	(1,054,394)	(1,113,262)	(1,172,130)	(1,230,998)	(1,289,866)
	130.00	(956,530)	(1,015,398)	(1,074,266)	(1,133,134)	(1,192,001)	(1,250,869)	(1,309,737)
	140.00	(976,401)	(1,035,269)	(1,094,137)	(1,153,005)	(1,211,873)	(1,270,741)	(1,329,609)
	150.00	(996,273)	(1,055,141)	(1,114,009)	(1,172,876)	(1,231,744)	(1,290,612)	(1,349,480)
	160.00	(1,016,144)	(1,075,012)	(1,133,880)	(1,192,748)	(1,251,616)	(1,310,484)	(1,369,351)
	170.00	(1,036,016)	(1,094,884)	(1,153,751)	(1,212,619)	(1,271,487)	(1,330,355)	(1,389,223)
	180.00	(1,055,887)	(1,114,755)	(1,173,623)	(1,232,491)	(1,291,358)	(1,350,226)	(1,409,094)
	190.00	(1,075,759)	(1,134,626)	(1,193,494)	(1,252,362)	(1,311,230)	(1,370,098)	(1,428,966)
	200.00	(1,095,706)	(1,154,574)	(1,213,442)	(1,272,310)	(1,331,178)	(1,390,045)	(1,448,913)
	210.00	(1,115,698)	(1,174,566)	(1,233,433)	(1,292,301)	(1,351,169)	(1,410,037)	(1,468,905)
	220.00	(1,135,689)	(1,194,557)	(1,253,425)	(1,312,293)	(1,371,161)	(1,430,028)	(1,488,896)
	230.00	(1,155,681)	(1,214,549)	(1,273,416)	(1,332,284)	(1,391,152)	(1,450,020)	(1,508,888)
	240.00	(1,175,672)	(1,234,540)	(1,293,408)	(1,352,276)	(1,411,144)	(1,470,012)	(1,528,879)
	250.00	(1,195,664)	(1,254,532)	(1,313,400)	(1,372,267)	(1,431,135)	(1,490,003)	(1,548,871)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(845,384)	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	(763,031)	(792,443)	(821,855)	(851,267)	(880,678)	(910,090)	(939,502)
	10.00	(782,890)	(812,301)	(841,713)	(871,125)	(900,537)	(929,948)	(959,360)
CIL £psm	20.00	(802,761)	(832,173)	(861,585)	(890,996)	(920,408)	(949,820)	(979,232)
0.00	30.00	(822,633)	(852,044)	(881,456)	(910,868)	(940,280)	(969,691)	(999,103)
(recommended CIL)	40.00	(842,504)	(871,916)	(901,327)	(930,739)	(960,151)	(989,563)	(1,018,975)
(100)	50.00	(862,375)	(891,787)	(921,199)	(950,611)	(980,022)	(1,009,434)	(1,038,846)
	60.00	(882,247)	(911,659)	(941,070)	(970,482)	(999,894)	(1,029,306)	(1,058,717)
	70.00	(902,118)	(931,530)	(960,942)	(990,353)	(1,019,765)	(1,049,177)	(1,078,589)
	80.00	(921,990)	(951,401)	(980,813)	(1,010,225)	(1,039,637)	(1,069,048)	(1,098,460)
	90.00	(941,861)	(971,273)	(1,000,685)	(1,030,096)	(1,059,508)	(1,088,920)	(1,118,332)
	100.00	(961,732)	(991,144)	(1,020,556)	(1,049,968)	(1,079,379)	(1,108,791)	(1,138,203)
	110.00	(981,604)	(1,011,016)	(1,040,427)	(1,069,839)	(1,099,251)	(1,128,663)	(1,158,074)
	120.00	(1,001,475)	(1,030,887)	(1,060,299)	(1,089,711)	(1,119,122)	(1,148,534)	(1,177,946)
	130.00	(1,021,347)	(1,050,758)	(1,080,170)	(1,109,582)	(1,138,994)	(1,168,406)	(1,197,817)
	140.00	(1,041,218)	(1,070,630)	(1,100,042)	(1,129,453)	(1,158,865)	(1,188,277)	(1,217,689)
	150.00	(1,061,090)	(1,090,501)	(1,119,913)	(1,149,325)	(1,178,737)	(1,208,148)	(1,237,560)
	160.00	(1,080,961)	(1,110,373)	(1,139,784)	(1,169,196)	(1,198,608)	(1,228,020)	(1,257,432)
	170.00	(1,100,832)	(1,130,244)	(1,159,656)	(1,189,068)	(1,218,479)	(1,247,891)	(1,277,303)
	180.00	(1,120,704)	(1,150,116)	(1,179,527)	(1,208,939)	(1,238,351)	(1,267,763)	(1,297,174)
	190.00	(1,140,575)	(1,169,987)	(1,199,399)	(1,228,810)	(1,258,222)	(1,287,634)	(1,317,046)
	200.00	(1,160,523)	(1,189,935)	(1,219,346)	(1,248,758)	(1,278,170)	(1,307,582)	(1,336,993)
	210.00	(1,180,514)	(1,209,926)	(1,239,338)	(1,268,750)	(1,298,161)	(1,327,573)	(1,356,985)
	220.00	(1,200,506)	(1,229,918)	(1,259,329)	(1,288,741)	(1,318,153)	(1,347,565)	(1,376,977)
	230.00	(1,220,497)	(1,249,909)	(1,279,321)	(1,308,733)	(1,338,145)	(1,367,556)	(1,396,968)
	240.00	(1,240,489)	(1,269,901)	(1,299,313)	(1,328,724)	(1,358,136)	(1,387,548)	(1,416,960)
	250.00	(1,260,481)	(1,289,892)	(1,319,304)	(1,348,716)	(1,378,128)	(1,407,539)	(1,436,951)

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Scheme Typology: Houses and Flats — No Units: 40
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(845,384)	Density (dph) (net) 30	35	47 40	45	50	55	60
	0.00	(611,422)	(679,993)	(748,563)	(817,133)	(885,704)	(954,274)	(1,022,844)
	10.00	(624,082)	(694,762)	(765,442)	(836,122)	(906,803)	(977,483)	(1,048,163)
CIL £psm	20.00	(636,749)	(709,541)	(782,332)	(855,124)	(927,915)	(1,000,707)	(1,073,499)
0.00	30.00	(649,417)	(724,320)	(799,223)	(874,125)	(949,028)	(1,023,931)	(1,098,834)
(recommended CIL)	40.00	(662,085)	(739,099)	(816,113)	(893,127)	(970,141)	(1,047,155)	(1,124,169)
(100)	50.00	(674,752)	(753,878)	(833,003)	(912,129)	(991,254)	(1,070,379)	(1,149,505)
	60.00	(687,420)	(768,657)	(849,894)	(931,130)	(1,012,367)	(1,093,604)	(1,174,840)
	70.00	(700,088)	(783,436)	(866,784)	(950,132)	(1,033,480)	(1,116,828)	(1,200,176)
	80.00	(712,756)	(798,215)	(883,674)	(969,133)	(1,054,593)	(1,140,052)	(1,225,511)
	90.00	(725,423)	(812,994)	(900,564)	(988,135)	(1,075,705)	(1,163,276)	(1,250,847)
	100.00	(738,091)	(827,773)	(917,455)	(1,007,136)	(1,096,818)	(1,186,500)	(1,276,182)
	110.00	(750,759)	(842,552)	(934,345)	(1,026,138)	(1,117,931)	(1,209,724)	(1,301,517)
	120.00	(763,426)	(857,331)	(951,235)	(1,045,140)	(1,139,044)	(1,232,948)	(1,326,853)
	130.00	(776,094)	(872,110)	(968,125)	(1,064,141)	(1,160,157)	(1,256,173)	(1,352,188)
	140.00	(788,762)	(886,889)	(985,016)	(1,083,143)	(1,181,270)	(1,279,397)	(1,377,524)
	150.00	(801,430)	(901,668)	(1,001,906)	(1,102,144)	(1,202,383)	(1,302,621)	(1,402,859)
	160.00	(814,097)	(916,447)	(1,018,796)	(1,121,146)	(1,223,495)	(1,325,845)	(1,428,194)
	170.00	(826,765)	(931,226)	(1,035,687)	(1,140,147)	(1,244,608)	(1,349,069)	(1,453,530)
	180.00	(839,433)	(946,005)	(1,052,577)	(1,159,149)	(1,265,721)	(1,372,293)	(1,478,865)
	190.00	(852,100)	(960,784)	(1,069,467)	(1,178,151)	(1,286,834)	(1,395,517)	(1,504,201)
	200.00	(864,817)	(975,619)	(1,086,422)	(1,197,225)	(1,308,028)	(1,418,831)	(1,529,633)
	210.00	(877,561)	(990,488)	(1,103,415)	(1,216,341)	(1,329,268)	(1,442,195)	(1,555,122)
	220.00	(890,305)	(1,005,356)	(1,120,407)	(1,235,458)	(1,350,509)	(1,465,560)	(1,580,611)
	230.00	(903,050)	(1,020,224)	(1,137,399)	(1,254,574)	(1,371,749)	(1,488,924)	(1,606,099)
	240.00	(915,794)	(1,035,093)	(1,154,392)	(1,273,691)	(1,392,990)	(1,512,289)	(1,631,588)
	250.00	(928,538)	(1,049,961)	(1,171,384)	(1,292,807)	(1,414,230)	(1,535,653)	(1,657,076)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(845,384)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	110%
	0.00	1,051,130	606,457	157,927	(315,474)	(845,384)	(1,112,382)	(1,380,295)
	10.00	1,034,648	589,875	141,143	(335,108)	(865,243)	(1,132,254)	(1,400,287)
CIL £psm	20.00	1,018,165	573,293	124,360	(354,741)	(885,114)	(1,152,125)	(1,420,278)
0.00	30.00	1,001,683	556,664	107,577	(374,374)	(904,985)	(1,171,996)	(1,440,270)
(recommended CIL)	40.00	985,200	539,982	90,794	(394,008)	(924,857)	(1,191,868)	(1,460,261)
(100)	50.00	968,718	523,300	74,010	(413,641)	(944,728)	(1,211,739)	(1,480,253)
	60.00	952,235	506,617	57,227	(433,274)	(964,600)	(1,231,619)	(1,500,244)
	70.00	935,753	489,935	40,444	(452,908)	(984,471)	(1,251,611)	(1,520,236)
	80.00	919,270	473,253	23,661	(472,587)	(1,004,343)	(1,271,602)	(1,540,227)
	90.00	902,788	456,570	6,878	(492,339)	(1,024,214)	(1,291,594)	(1,560,219)
	100.00	886,262	439,888	(9,906)	(512,091)	(1,044,085)	(1,311,585)	(1,580,210)
	110.00	869,680	423,205	(26,689)	(531,843)	(1,063,957)	(1,331,577)	(1,600,202)
	120.00	853,098	406,523	(43,472)	(551,595)	(1,083,828)	(1,351,569)	(1,620,194)
	130.00	836,516	389,841	(60,255)	(571,347)	(1,103,700)	(1,371,560)	(1,640,185)
	140.00	819,934	373,158	(77,039)	(591,099)	(1,123,571)	(1,391,552)	(1,660,177)
	150.00	803,351	356,476	(93,864)	(610,851)	(1,143,442)	(1,411,543)	(1,680,168)
	160.00	786,769	339,794	(111,337)	(630,603)	(1,163,314)	(1,431,535)	(1,700,160)
	170.00	770,187	323,111	(128,811)	(650,355)	(1,183,185)	(1,451,526)	(1,720,151)
	180.00	753,605	306,429	(146,538)	(670,107)	(1,203,057)	(1,471,518)	(1,740,143)
	190.00	737,023	289,746	(164,404)	(689,859)	(1,222,928)	(1,491,509)	(1,760,134)
	200.00	720,441	273,064	(182,271)	(709,611)	(1,242,876)	(1,511,501)	(1,780,126)
	210.00	703,859	256,382	(200,151)	(729,363)	(1,262,867)	(1,531,492)	(1,800,117)
	220.00	687,277	239,699	(219,784)	(749,115)	(1,282,859)	(1,551,484)	(1,820,109)
	230.00	670,694	222,943	(239,417)	(768,867)	(1,302,850)	(1,571,475)	(1,840,100)
	240.00	654,112	206,159	(259,051)	(788,619)	(1,322,842)	(1,591,467)	(1,860,092)
	250.00	637,530	189,376	(278,684)	(808,371)	(1,342,833)	(1,611,459)	(1,880,084)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses and Flats — No Units: 40
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(845,384)	90%	95%	100%	105%	110%	120%	130%
	0.00	(1,342,543)	(1,093,310)	(845,384)	(599,130)	(353,708)	92,682	510,208
	10.00	(1,362,534)	(1,113,181)	(865,243)	(618,882)	(373,341)	75,899	493,526
CIL £psm	20.00	(1,382,526)	(1,133,053)	(885,114)	(638,634)	(392,974)	59,116	476,844
0.00	30.00	(1,402,517)	(1,152,924)	(904,985)	(658,386)	(412,608)	42,332	460,161
(recommended CIL)	40.00	(1,422,509)	(1,172,796)	(924,857)	(678,138)	(432,241)	25,549	443,479
(100)	50.00	(1,442,501)	(1,192,752)	(944,728)	(697,890)	(451,874)	8,766	426,797
	60.00	(1,462,492)	(1,212,743)	(964,600)	(717,642)	(471,508)	(8,017)	410,114
	70.00	(1,482,484)	(1,232,735)	(984,471)	(737,394)	(491,141)	(24,801)	393,432
	80.00	(1,502,475)	(1,252,726)	(1,004,343)	(757,146)	(510,891)	(41,584)	376,749
	90.00	(1,522,467)	(1,272,718)	(1,024,214)	(776,898)	(530,644)	(58,367)	360,041
	100.00	(1,542,458)	(1,292,709)	(1,044,085)	(796,650)	(550,396)	(75,160)	343,258
	110.00	(1,562,450)	(1,312,701)	(1,063,957)	(816,402)	(570,148)	(92,045)	326,474
	120.00	(1,582,441)	(1,332,692)	(1,083,828)	(836,154)	(589,900)	(109,498)	309,691
	130.00	(1,602,433)	(1,352,684)	(1,103,700)	(855,906)	(609,652)	(126,972)	292,908
	140.00	(1,622,424)	(1,372,675)	(1,123,571)	(875,658)	(629,404)	(144,657)	276,125
	150.00	(1,642,416)	(1,392,667)	(1,143,442)	(895,504)	(649,156)	(162,524)	259,342
	160.00	(1,662,407)	(1,412,659)	(1,163,314)	(915,375)	(668,908)	(180,390)	242,558
	170.00	(1,682,399)	(1,432,650)	(1,183,185)	(935,247)	(688,660)	(198,256)	225,775
	180.00	(1,702,391)	(1,452,642)	(1,203,057)	(955,118)	(708,412)	(217,717)	208,992
	190.00	(1,722,382)	(1,472,633)	(1,222,928)	(974,989)	(728,164)	(237,351)	192,209
	200.00	(1,742,374)	(1,492,625)	(1,242,876)	(994,861)	(747,916)	(256,984)	175,425
	210.00	(1,762,365)	(1,512,616)	(1,262,867)	(1,014,732)	(767,668)	(276,617)	158,642
	220.00	(1,782,357)	(1,532,608)	(1,282,859)	(1,034,604)	(787,420)	(296,251)	141,859
	230.00	(1,802,348)	(1,552,599)	(1,302,850)	(1,054,475)	(807,172)	(315,884)	125,076
	240.00	(1,822,340)	(1,572,591)	(1,322,842)	(1,074,346)	(826,924)	(335,517)	108,293
	250.00	(1,842,331)	(1,592,582)	(1,342,833)	(1,094,218)	(846,676)	(355,151)	91,509

TABLE 8

Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(845,384)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(845,384)	(632,368)	(419,625)	(207,889)	(20,137)	160,862	1,056,897
	10.00	(865,243)	(652,120)	(439,259)	(227,522)	(36,920)	144,079	1,040,414
CIL £psm	20.00	(885,114)	(671,872)	(458,892)	(247,156)	(53,703)	127,296	1,023,932
0.00	30.00	(904,985)	(691,624)	(478,608)	(266,789)	(70,487)	110,513	1,007,449
(recommended CIL)	40.00	(924,857)	(711,376)	(498,360)	(286,422)	(87,270)	93,729	990,967
(100)	50.00	(944,728)	(731,128)	(518,112)	(306,056)	(104,516)	76,946	974,484
	60.00	(964,600)	(750,880)	(537,864)	(325,689)	(121,990)	60,163	958,002
	70.00	(984,471)	(770,632)	(557,616)	(345,322)	(139,563)	43,380	941,519
	80.00	(1,004,343)	(790,384)	(577,368)	(364,956)	(157,430)	26,596	925,037
	90.00	(1,024,214)	(810,136)	(597,120)	(384,589)	(175,296)	9,813	908,554
	100.00	(1,044,085)	(829,888)	(616,872)	(404,222)	(193,162)	(6,970)	892,063
	110.00	(1,063,957)	(849,653)	(636,624)	(423,856)	(212,119)	(23,753)	875,481
	120.00	(1,083,828)	(869,524)	(656,376)	(443,489)	(231,753)	(40,536)	858,899
	130.00	(1,103,700)	(889,396)	(676,128)	(463,122)	(251,386)	(57,320)	842,317
	140.00	(1,123,571)	(909,267)	(695,880)	(482,864)	(271,019)	(74,103)	825,735
	150.00	(1,143,442)	(929,138)	(715,632)	(502,616)	(290,653)	(90,886)	809,152
	160.00	(1,163,314)	(949,010)	(735,384)	(522,368)	(310,286)	(108,281)	792,570
	170.00	(1,183,185)	(968,881)	(755,136)	(542,120)	(329,919)	(125,754)	775,988
	180.00	(1,203,057)	(988,753)	(774,888)	(561,872)	(349,553)	(143,413)	759,406
	190.00	(1,222,928)	(1,008,624)	(794,640)	(581,624)	(369,186)	(161,279)	742,824
	200.00	(1,242,876)	(1,028,496)	(814,392)	(601,376)	(388,819)	(179,146)	726,242
	210.00	(1,262,867)	(1,048,367)	(834,144)	(621,128)	(408,453)	(197,012)	709,660
	220.00	(1,282,859)	(1,068,238)	(853,934)	(640,880)	(428,086)	(216,350)	693,078
	230.00	(1,302,850)	(1,088,110)	(873,806)	(660,632)	(447,719)	(235,983)	676,495
	240.00	(1,322,842)	(1,107,981)	(893,677)	(680,384)	(467,368)	(255,616)	659,913
	250.00	(1,342,833)	(1,127,853)	(913,549)	(700,136)	(487,120)	(275,250)	643,331

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses and Flats — No Units: 40
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**E**	
Scheme Typology:	Houses and Flats	
No Units:	40	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	12,364,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	18.72%	
Developers Profit Total (£)	2,163,700	
Land Value KPI's		
RLV (£/acre (net))	(645,384)	
RLV (£/ha (net))	(1,594,745)	
RLV (% of GDV)	-10.96%	
RLV Total (£)	(1,355,499)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	420,059	
Surplus/Deficit (£/acre) [RLV-BLV]	(845,384)	
Surplus/Deficit (£/ha)	(2,088,945)	
Surplus/Deficit Total (£)	(1,775,558)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	858,833	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	21,471	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Appraisal Ref:	F				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	100	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	42.0	50.0%	0.0	42%	42.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	40.0	43.0%	0.0	40%	40.0
4 bed House (with garage)	18.0%	18.0	7.0%	0.0	18%	18.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	100.0	100.0%	0.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	3,150	33,906	0	0	3,150	33,906
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	4,240	45,639	0	0	4,240	45,639
4 bed House (with garage)	2,502	26,931	0	0	2,502	26,931
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	9,892	106,477	0	0	9,892	106,477
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	13,230,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	14,000,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	7,650,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						34,880,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	0	60%	0	40%	0	0%	0	70%
2 bed Flat	0	60%	0	40%	0	0%	0	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	42.0	@	315,000		13,230,000
3 bed House	0.0	@	0		-
3 bed House (with garage)	40.0	@	350,000		14,000,000
4 bed House (with garage)	18.0	@	425,000		7,650,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	100.0				34,880,000
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**100**				**34,880,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**34,880,000**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses**	No Units:	**100**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	122,505	£		(122,505)
Building Safety Levy				9,892	sqm	30.21	£ psm			(298,837)
CIL (Mrkt only inc. garages)	Max			9,892	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				100	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				9,892	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				4.69	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			100	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				3,150	sqm @	1,892	psm			(5,959,800)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				3,600	sqm @	1,892	psm			(6,811,200)
4 bed House (EXC. garage)				2,070	sqm @	1,892	psm			(3,916,440)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				-	sqm @	2,064	psm			-
2 bed Flat				-	sqm @	2,064	psm			-
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	40.0	16.0		640	sqm @	600	psm			(384,000)
Garages for 4B House	18.0	24.0		432	sqm @	600	psm			(259,200)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				9,892	£ per garage	£0				
External works				17,330,640	@	15.0%				(2,599,596)
Ext. Works analysis:						25,996	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				100	units @	1,000	£ per unit			(100,000)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		100	units @	100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units		100	units @	10%	@	0	£ per unit		-
Part L/FHS			100	units @			4,350	£ per unit		(435,000)
Part L/FHS analysis:						2.5%	% of BCIS costs			
Net Zero for Housing			9,892	sqm			0	£ psm		-
Net Zero for Flats			-	sqm			0	£ psm		-
Water Efficiency			100	units @			0	£ per unit		-
Urban Greening Factor	0	flats @	6	flats per floor		0	0	£ per unit		-
	Sub-total								(535,000)	
Policy Costs analysis:	(design costs only)					5,350	£ per unit (total units)			
						3.1%	% of BCIS costs			
Contingency (on construction)				20,465,236	@	3.0%				(613,957)

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Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		20,465,236	@	10.0%			(2,046,524)
Disposal Costs -							
OMS Marketing and Promotion		34,880,000	OMS @	1.00%	3,488	£ per unit	(348,800)
Residential Sales Agent Costs		34,880,000	OMS @	1.00%	3,488	£ per unit	(348,800)
Residential Sales Legal Costs		34,880,000	OMS @	0.50%	1,744	£ per unit	(174,400)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	100	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,720	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(2,295,656)
Developers Profit -							
Profit on OMS		34,880,000		17.50%			(6,104,000)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		34,880,000		17.50%	blended GDV	(6,104,000)	
		26,755,550		22.81%	on costs	(6,104,000)	
TOTAL COSTS							**(32,859,550)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							2,020,450
SDLT		2,020,450	@	HMRC formula			(90,522)
Acquisition Agent fees		2,020,450	@	1.0%			(20,204)
Acquisition Legal fees		2,020,450	@	0.5%			(10,102)
Interest on Land		2,020,450	@	7.50%			(151,534)
Residual Land Value							**1,748,087**
RLV analysis:	17,481 £ per plot	372,867	£ per ha (net)	150,897	£ per acre (net)		
		279,650	£ per ha (gross)	113,173	£ per acre (gross)		
				5.01%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		21.3	dph (net)				
Site Area (net)		4.69	ha (net)	11.58	acres (net)		
Net to Gross ratio		75%					
Site Area (gross)		6.25	ha (gross)	15.45	acres (gross)		
Density analysis:		2,110	sqm/ha (net)	9,191	sqft/ac (net)		
		16	dph (gross)				
Benchmark Land Value (net)	26,258 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**2,625,848**
BLV analysis:		560,093	£ per ha (net)	226,667	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(187,226)**	£ per ha (net)	**(75,770)**	£ per acre (net)	**(877,761)**

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Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	75,770	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(75,770)	(92,433)	(109,097)	(125,760)	(142,424)	(159,087)	(175,751)
	10.00	(84,293)	(100,530)	(116,768)	(133,005)	(149,242)	(165,480)	(181,717)
Max CIL £ psm	20.00	(92,816)	(108,628)	(124,439)	(140,250)	(156,061)	(171,872)	(187,684)
0.00	30.00	(101,340)	(116,725)	(132,110)	(147,495)	(162,880)	(178,265)	(193,650)
(recommended CIL)	40.00	(109,863)	(124,822)	(139,781)	(154,740)	(169,699)	(184,658)	(199,616)
(100)	50.00	(118,387)	(132,920)	(147,452)	(161,985)	(176,518)	(191,050)	(205,616)
	60.00	(126,910)	(141,017)	(155,123)	(169,230)	(183,336)	(197,475)	(211,773)
	70.00	(135,434)	(149,114)	(162,795)	(176,475)	(190,190)	(203,906)	(218,055)
	80.00	(143,957)	(157,212)	(170,477)	(183,763)	(197,050)	(210,446)	(224,406)
	90.00	(152,481)	(165,336)	(178,194)	(191,052)	(203,910)	(217,152)	(231,162)
	100.00	(161,053)	(173,482)	(185,912)	(198,341)	(210,895)	(223,957)	(238,142)
	110.00	(169,628)	(181,629)	(193,629)	(205,630)	(218,064)	(231,167)	(245,121)
	120.00	(178,203)	(189,775)	(201,347)	(213,118)	(225,323)	(238,645)	(252,101)
	130.00	(186,778)	(197,921)	(209,129)	(220,791)	(233,167)	(246,124)	(259,081)
	140.00	(195,353)	(206,067)	(217,166)	(228,685)	(241,143)	(253,602)	(266,060)
	150.00	(203,928)	(214,458)	(225,332)	(237,160)	(249,120)	(261,080)	(273,040)
	160.00	(212,688)	(223,069)	(234,174)	(245,636)	(257,097)	(268,558)	(280,020)
	170.00	(221,712)	(232,185)	(243,148)	(254,111)	(265,074)	(276,036)	(287,027)
	180.00	(231,193)	(241,658)	(252,122)	(262,586)	(273,050)	(283,540)	(294,049)
	190.00	(241,164)	(251,130)	(261,096)	(271,061)	(281,055)	(291,063)	(301,071)
	200.00	(251,135)	(260,602)	(270,069)	(279,574)	(289,080)	(298,586)	(308,093)
	210.00	(261,106)	(270,091)	(279,096)	(288,101)	(297,105)	(306,110)	(315,115)
	220.00	(271,118)	(279,621)	(288,124)	(296,627)	(305,130)	(313,633)	(322,136)
	230.00	(281,149)	(289,151)	(297,152)	(305,154)	(313,155)	(321,157)	(329,158)
	240.00	(291,180)	(298,680)	(306,180)	(313,680)	(321,180)	(328,680)	(336,180)
	250.00	(301,212)	(308,210)	(315,208)	(322,207)	(329,205)	(336,204)	(343,202)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(75,770)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(75,770)	(75,770)	(75,770)	(75,770)	(75,770)	(75,770)	(75,770)
	10.00	(84,293)	(84,293)	(84,293)	(84,293)	(84,293)	(84,293)	(84,293)
CIL £psm	20.00	(92,816)	(92,816)	(92,816)	(92,816)	(92,816)	(92,816)	(92,816)
0.00	30.00	(101,340)	(101,340)	(101,340)	(101,340)	(101,340)	(101,340)	(101,340)
(recommended CIL)	40.00	(109,863)	(109,863)	(109,863)	(109,863)	(109,863)	(109,863)	(109,863)
(100)	50.00	(118,387)	(118,387)	(118,387)	(118,387)	(118,387)	(118,387)	(118,387)
	60.00	(126,910)	(126,910)	(126,910)	(126,910)	(126,910)	(126,910)	(126,910)
	70.00	(135,434)	(135,434)	(135,434)	(135,434)	(135,434)	(135,434)	(135,434)
	80.00	(143,957)	(143,957)	(143,957)	(143,957)	(143,957)	(143,957)	(143,957)
	90.00	(152,481)	(152,481)	(152,481)	(152,481)	(152,481)	(152,481)	(152,481)
	100.00	(161,053)	(161,053)	(161,053)	(161,053)	(161,053)	(161,053)	(161,053)
	110.00	(169,628)	(169,628)	(169,628)	(169,628)	(169,628)	(169,628)	(169,628)
	120.00	(178,203)	(178,203)	(178,203)	(178,203)	(178,203)	(178,203)	(178,203)
	130.00	(186,778)	(186,778)	(186,778)	(186,778)	(186,778)	(186,778)	(186,778)
	140.00	(195,353)	(195,353)	(195,353)	(195,353)	(195,353)	(195,353)	(195,353)
	150.00	(203,928)	(203,928)	(203,928)	(203,928)	(203,928)	(203,928)	(203,928)
	160.00	(212,688)	(212,688)	(212,688)	(212,688)	(212,688)	(212,688)	(212,688)
	170.00	(221,712)	(221,712)	(221,712)	(221,712)	(221,712)	(221,712)	(221,712)
	180.00	(231,193)	(231,193)	(231,193)	(231,193)	(231,193)	(231,193)	(231,193)
	190.00	(241,164)	(241,164)	(241,164)	(241,164)	(241,164)	(241,164)	(241,164)
	200.00	(251,135)	(251,135)	(251,135)	(251,135)	(251,135)	(251,135)	(251,135)
	210.00	(261,106)	(261,106)	(261,106)	(261,106)	(261,106)	(261,106)	(261,106)
	220.00	(271,118)	(271,118)	(271,118)	(271,118)	(271,118)	(271,118)	(271,118)
	230.00	(281,149)	(281,149)	(281,149)	(281,149)	(281,149)	(281,149)	(281,149)
	240.00	(291,180)	(291,180)	(291,180)	(291,180)	(291,180)	(291,180)	(291,180)
	250.00	(301,212)	(301,212)	(301,212)	(301,212)	(301,212)	(301,212)	(301,212)

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Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3 — Profit 18%

Balance (RLV - BLV £ per acre (n))	(75,770)	15%	16%	17%	18%	19%	20%	21%
	0.00	(11,035)	(36,929)	(62,823)	(88,716)	(114,610)	(140,504)	(166,397)
	10.00	(19,559)	(45,453)	(71,346)	(97,240)	(123,133)	(149,027)	(174,921)
CIL £psm	20.00	(28,082)	(53,976)	(79,870)	(105,763)	(131,657)	(157,551)	(183,444)
0.00	30.00	(36,606)	(62,499)	(88,393)	(114,287)	(140,180)	(166,074)	(191,968)
(recommended CIL)	40.00	(45,129)	(71,023)	(96,917)	(122,810)	(148,704)	(174,598)	(200,491)
(100)	50.00	(53,653)	(79,546)	(105,440)	(131,334)	(157,227)	(183,121)	(209,078)
	60.00	(62,176)	(88,070)	(113,964)	(139,857)	(165,751)	(191,644)	(217,966)
	70.00	(70,700)	(96,593)	(122,487)	(148,381)	(174,274)	(200,168)	(227,017)
	80.00	(79,223)	(105,117)	(131,011)	(156,904)	(182,798)	(208,743)	(236,928)
	90.00	(87,747)	(113,640)	(139,534)	(165,428)	(191,321)	(217,624)	(246,839)
	100.00	(96,319)	(122,213)	(148,106)	(174,000)	(199,894)	(226,698)	(256,807)
	110.00	(104,894)	(130,788)	(156,681)	(182,575)	(208,513)	(236,669)	(266,778)
	120.00	(113,469)	(139,363)	(165,256)	(191,150)	(217,443)	(246,640)	(276,749)
	130.00	(122,044)	(147,938)	(173,831)	(199,725)	(226,517)	(256,611)	(286,720)
	140.00	(130,619)	(156,513)	(182,406)	(208,338)	(236,473)	(266,582)	(296,691)
	150.00	(139,194)	(165,088)	(190,981)	(217,265)	(246,444)	(276,553)	(306,661)
	160.00	(147,769)	(173,663)	(199,556)	(226,338)	(256,415)	(286,524)	(316,632)
	170.00	(156,344)	(182,238)	(208,164)	(236,277)	(266,386)	(296,494)	(326,603)
	180.00	(164,919)	(190,813)	(217,086)	(246,248)	(276,357)	(306,465)	(336,574)
	190.00	(173,494)	(199,388)	(226,160)	(256,219)	(286,327)	(316,436)	(346,545)
	200.00	(182,069)	(207,989)	(236,081)	(266,190)	(296,298)	(326,407)	(356,516)
	210.00	(190,644)	(216,908)	(246,052)	(276,160)	(306,269)	(336,378)	(366,487)
	220.00	(199,254)	(226,019)	(256,063)	(286,172)	(316,281)	(346,390)	(376,499)
	230.00	(207,905)	(235,986)	(266,095)	(296,204)	(326,312)	(356,421)	(386,530)
	240.00	(216,876)	(246,017)	(276,126)	(306,235)	(336,344)	(366,453)	(396,561)
	250.00	(226,005)	(256,048)	(286,157)	(316,266)	(346,375)	(376,484)	(406,593)

TABLE 4 — BLV (£ per acre (n)) 170,000

Balance (RLV - BLV £ per acre (n))	(75,770)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	17,564	(15,770)	(49,103)	(82,436)	(115,770)	(149,103)	(182,436)
	10.00	9,040	(24,293)	(57,626)	(90,960)	(124,293)	(157,626)	(190,960)
CIL £psm	20.00	517	(32,816)	(66,150)	(99,483)	(132,816)	(166,150)	(199,483)
0.00	30.00	(8,007)	(41,340)	(74,673)	(108,007)	(141,340)	(174,673)	(208,007)
(recommended CIL)	40.00	(16,530)	(49,863)	(83,197)	(116,530)	(149,863)	(183,197)	(216,530)
(100)	50.00	(25,054)	(58,387)	(91,720)	(125,054)	(158,387)	(191,720)	(225,054)
	60.00	(33,577)	(66,910)	(100,244)	(133,577)	(166,910)	(200,244)	(233,577)
	70.00	(42,101)	(75,434)	(108,767)	(142,101)	(175,434)	(208,767)	(242,101)
	80.00	(50,624)	(83,957)	(117,291)	(150,624)	(183,957)	(217,291)	(250,624)
	90.00	(59,148)	(92,481)	(125,814)	(159,148)	(192,481)	(225,814)	(259,148)
	100.00	(67,720)	(101,053)	(134,386)	(167,720)	(201,053)	(234,386)	(267,720)
	110.00	(76,295)	(109,628)	(142,961)	(176,295)	(209,628)	(242,961)	(276,295)
	120.00	(84,870)	(118,203)	(151,536)	(184,870)	(218,203)	(251,536)	(284,870)
	130.00	(93,445)	(126,778)	(160,111)	(193,445)	(226,778)	(260,111)	(293,445)
	140.00	(102,020)	(135,353)	(168,686)	(202,020)	(235,353)	(268,686)	(302,020)
	150.00	(110,595)	(143,928)	(177,261)	(210,595)	(243,928)	(277,261)	(310,595)
	160.00	(119,355)	(152,688)	(186,021)	(219,355)	(252,688)	(286,021)	(319,355)
	170.00	(128,379)	(161,712)	(195,046)	(228,379)	(261,712)	(295,046)	(328,379)
	180.00	(137,860)	(171,193)	(204,527)	(237,860)	(271,193)	(304,527)	(337,860)
	190.00	(147,831)	(181,164)	(214,497)	(247,831)	(281,164)	(314,497)	(347,831)
	200.00	(157,802)	(191,135)	(224,468)	(257,802)	(291,135)	(324,468)	(357,802)
	210.00	(167,773)	(201,106)	(234,439)	(267,773)	(301,106)	(334,439)	(367,773)
	220.00	(177,785)	(211,118)	(244,451)	(277,785)	(311,118)	(344,451)	(377,785)
	230.00	(187,816)	(221,149)	(254,482)	(287,816)	(321,149)	(354,482)	(387,816)
	240.00	(197,847)	(231,180)	(264,514)	(297,847)	(331,180)	(364,514)	(397,847)
	250.00	(207,878)	(241,212)	(274,545)	(307,878)	(341,212)	(374,545)	(407,878)

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Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(75,770)	Density (dph) (net) 30	35	21 40	45	50	55	60
	0.00	(14,434)	20,938	56,310	91,682	127,054	162,426	197,798
	10.00	(26,422)	6,952	40,326	73,700	107,074	140,448	173,822
CIL £psm	20.00	(38,410)	(7,034)	24,342	55,718	87,094	118,470	149,846
0.00	30.00	(50,398)	(21,020)	8,358	37,736	67,114	96,492	125,870
(recommended CIL)	40.00	(62,386)	(35,006)	(7,626)	19,754	47,134	74,514	101,894
(100)	50.00	(74,374)	(48,992)	(23,610)	1,772	27,154	52,536	77,918
	60.00	(86,362)	(62,978)	(39,594)	(16,210)	7,174	30,558	53,942
	70.00	(98,350)	(76,964)	(55,578)	(34,192)	(12,806)	8,580	29,966
	80.00	(110,339)	(90,950)	(71,562)	(52,174)	(32,786)	(13,398)	5,990
	90.00	(122,327)	(104,937)	(87,546)	(70,156)	(52,766)	(35,376)	(17,986)
	100.00	(134,383)	(119,003)	(103,622)	(88,241)	(72,861)	(57,480)	(42,100)
	110.00	(146,444)	(133,073)	(119,703)	(106,332)	(92,962)	(79,591)	(66,221)
	120.00	(158,504)	(147,144)	(135,783)	(124,423)	(113,062)	(101,702)	(90,342)
	130.00	(170,565)	(161,214)	(151,864)	(142,514)	(133,163)	(123,813)	(114,463)
	140.00	(182,625)	(175,285)	(167,945)	(160,604)	(153,264)	(145,924)	(138,584)
	150.00	(194,686)	(189,355)	(184,025)	(178,695)	(173,365)	(168,035)	(162,705)
	160.00	(207,006)	(203,729)	(200,453)	(197,176)	(193,899)	(190,622)	(187,346)
	170.00	(219,698)	(218,537)	(217,376)	(216,214)	(215,053)	(213,892)	(212,730)
	180.00	(233,033)	(234,094)	(235,155)	(236,216)	(237,277)	(238,339)	(239,400)
	190.00	(247,057)	(250,455)	(253,854)	(257,252)	(260,650)	(264,049)	(267,447)
	200.00	(261,081)	(266,816)	(272,552)	(278,288)	(284,024)	(289,759)	(295,495)
	210.00	(275,105)	(283,178)	(291,251)	(299,324)	(307,397)	(315,470)	(323,543)
	220.00	(289,186)	(299,606)	(310,026)	(320,446)	(330,866)	(341,285)	(351,705)
	230.00	(303,295)	(316,066)	(328,837)	(341,609)	(354,380)	(367,151)	(379,923)
	240.00	(317,403)	(332,526)	(347,649)	(362,771)	(377,894)	(393,017)	(408,140)
	250.00	(331,512)	(348,986)	(366,460)	(383,934)	(401,409)	(418,883)	(436,357)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(75,770)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	682,682	496,120	307,540	116,928	(75,770)	(172,917)	(278,812)
	10.00	674,511	487,899	299,220	108,507	(84,293)	(181,492)	(288,844)
CIL £psm	20.00	666,340	479,678	290,899	100,085	(92,816)	(190,067)	(298,875)
0.00	30.00	658,168	471,416	282,579	91,664	(101,340)	(198,642)	(308,906)
(recommended CIL)	40.00	649,997	463,146	274,258	83,242	(109,863)	(207,217)	(318,937)
(100)	50.00	641,825	454,875	265,926	74,821	(118,387)	(216,119)	(328,968)
	60.00	633,654	446,605	257,556	66,400	(126,910)	(225,192)	(339,000)
	70.00	625,483	438,335	249,185	57,978	(135,434)	(235,017)	(349,031)
	80.00	617,311	430,064	240,814	49,509	(143,957)	(244,988)	(359,062)
	90.00	609,140	421,794	232,443	41,037	(152,481)	(254,959)	(369,093)
	100.00	600,969	413,523	224,073	32,565	(161,053)	(264,934)	(379,124)
	110.00	592,797	405,253	215,702	24,092	(169,628)	(274,965)	(389,171)
	120.00	584,626	396,982	207,331	15,620	(178,203)	(284,996)	(399,263)
	130.00	576,412	388,712	198,960	7,148	(186,778)	(295,028)	(409,355)
	140.00	568,192	380,441	190,589	(1,324)	(195,353)	(305,059)	(419,447)
	150.00	559,971	372,166	182,219	(9,797)	(203,928)	(315,090)	(429,538)
	160.00	551,750	363,845	173,848	(18,269)	(212,688)	(325,121)	(439,630)
	170.00	543,529	355,525	165,477	(26,741)	(221,712)	(335,152)	(449,722)
	180.00	535,308	347,204	157,073	(35,213)	(231,193)	(345,184)	(459,814)
	190.00	527,088	338,884	148,652	(43,686)	(241,164)	(355,215)	(469,906)
	200.00	518,867	330,563	140,230	(52,185)	(251,135)	(365,246)	(479,998)
	210.00	510,646	322,243	131,809	(60,708)	(261,106)	(375,277)	(490,089)
	220.00	502,425	313,922	123,388	(69,232)	(271,118)	(385,308)	(500,181)
	230.00	494,205	305,602	114,966	(77,755)	(281,149)	(395,392)	(510,281)
	240.00	485,984	297,281	106,545	(86,279)	(291,180)	(405,484)	(520,434)
	250.00	477,760	288,961	98,123	(94,802)	(301,212)	(415,576)	(530,587)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(75,770)	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	120%	130%
	0.00	(307,441)	(185,143)	(75,770)	32,998	141,262	356,624	570,579
	10.00	(317,472)	(193,718)	(84,293)	24,526	132,841	348,253	562,308
CIL £psm	20.00	(327,503)	(202,293)	(92,816)	16,054	124,420	339,882	554,038
0.00	30.00	(337,534)	(210,996)	(101,340)	7,582	115,998	331,511	545,726
(recommended CIL)	40.00	(347,566)	(219,982)	(109,863)	(891)	107,577	323,140	537,405
(100)	50.00	(357,597)	(229,292)	(118,387)	(9,363)	99,156	314,770	529,085
	60.00	(367,628)	(239,263)	(126,910)	(17,835)	90,734	306,399	520,764
	70.00	(377,702)	(249,234)	(135,434)	(26,307)	82,292	298,028	512,444
	80.00	(387,794)	(259,205)	(143,957)	(34,780)	73,820	289,657	504,123
	90.00	(397,885)	(269,217)	(152,481)	(43,279)	65,347	281,287	495,803
	100.00	(407,977)	(279,248)	(161,053)	(51,802)	56,875	272,916	487,483
	110.00	(418,069)	(289,279)	(169,628)	(60,326)	48,403	264,545	479,162
	120.00	(428,161)	(299,311)	(178,203)	(68,849)	39,931	256,174	470,842
	130.00	(438,253)	(309,342)	(186,778)	(77,373)	31,458	247,804	462,521
	140.00	(448,345)	(319,373)	(195,353)	(85,896)	22,986	239,427	454,201
	150.00	(458,436)	(329,404)	(203,928)	(94,420)	14,514	231,006	445,880
	160.00	(468,528)	(339,435)	(212,688)	(102,943)	6,042	222,585	437,560
	170.00	(478,620)	(349,467)	(221,712)	(111,467)	(2,431)	214,163	429,239
	180.00	(488,760)	(359,498)	(231,193)	(119,990)	(10,903)	205,742	420,919
	190.00	(498,913)	(369,529)	(241,164)	(128,513)	(19,375)	197,321	412,578
	200.00	(509,066)	(379,566)	(251,135)	(137,037)	(27,847)	188,899	404,208
	210.00	(519,219)	(389,658)	(261,106)	(145,560)	(36,358)	180,478	395,837
	220.00	(529,372)	(399,750)	(271,118)	(154,113)	(44,882)	172,057	387,466
	230.00	(539,525)	(409,841)	(281,149)	(162,688)	(53,405)	163,635	379,095
	240.00	(549,677)	(419,933)	(291,180)	(171,263)	(61,929)	155,214	370,725
	250.00	(559,830)	(430,025)	(301,212)	(179,838)	(70,452)	146,793	362,354

TABLE 8

Balance (RLV - BLV £ per acre (n))	(75,770)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(75,770)	9,532	94,441	178,964	263,077	346,714	759,199
	10.00	(84,293)	1,060	86,020	170,593	254,707	338,393	751,076
CIL £psm	20.00	(92,816)	(7,413)	77,599	162,220	246,336	330,073	742,954
0.00	30.00	(101,340)	(15,885)	69,177	153,799	237,965	321,752	734,832
(recommended CIL)	40.00	(109,863)	(24,357)	60,756	145,377	229,594	313,432	726,710
(100)	50.00	(118,387)	(32,829)	52,304	136,956	221,223	305,111	718,587
	60.00	(126,910)	(41,302)	43,831	128,535	212,853	296,791	710,465
	70.00	(135,434)	(49,786)	35,359	120,113	204,482	288,470	702,343
	80.00	(143,957)	(58,310)	26,887	111,692	196,111	280,150	694,220
	90.00	(152,481)	(66,833)	18,415	103,271	187,740	271,829	686,083
	100.00	(161,053)	(75,357)	9,942	94,849	179,370	263,483	677,912
	110.00	(169,628)	(83,880)	1,470	86,428	170,999	255,112	669,740
	120.00	(178,203)	(92,404)	(7,002)	78,007	162,628	246,741	661,569
	130.00	(186,778)	(100,927)	(15,474)	69,585	154,207	238,370	653,398
	140.00	(195,353)	(109,451)	(23,947)	61,164	145,785	230,000	645,226
	150.00	(203,928)	(117,974)	(32,419)	52,714	137,364	221,629	637,055
	160.00	(212,688)	(126,498)	(40,891)	44,242	128,943	213,258	628,883
	170.00	(221,712)	(135,021)	(49,373)	35,769	120,521	204,887	620,712
	180.00	(231,193)	(143,544)	(57,897)	27,297	112,100	196,517	612,541
	190.00	(241,164)	(152,068)	(66,420)	18,825	103,679	188,146	604,369
	200.00	(251,135)	(160,638)	(74,944)	10,353	95,257	179,775	596,198
	210.00	(261,106)	(169,213)	(83,467)	1,880	86,836	171,404	588,026
	220.00	(271,118)	(177,788)	(91,991)	(6,592)	78,414	163,034	579,834
	230.00	(281,149)	(186,363)	(100,514)	(15,064)	69,993	154,615	571,613
	240.00	(291,180)	(194,938)	(109,038)	(23,536)	61,572	146,193	563,392
	250.00	(301,212)	(203,513)	(117,561)	(32,009)	53,124	137,772	555,171

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**F**	
Scheme Typology:	Houses	
No Units:	100	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	34,880,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	22.81%	
Developers Profit Total (£)	6,104,000	
Land Value KPI's		
RLV (£/acre (net))	150,897	
RLV (£/ha (net))	372,867	
RLV (% of GDV)	5.01%	
RLV Total (£)	1,748,087	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	2,625,848	
Surplus/Deficit (£/acre) [RLV-BLV]	(75,770)	
Surplus/Deficit (£/ha)	(187,226)	
Surplus/Deficit Total (£)	(877,761)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	2,295,656	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	151,534	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	24,472	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Appraisal Ref:	G				(see Typologies Matrix)
Scheme Typology:	Flats (Conversion)		No Units:	5	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			5	Units	
AH Policy requirement (% Target)			0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%		
AH tenure split %	Affordable Rent:			35.0%	
	Social Rent:			35.0%	70.0% % Rented
	First Homes:				
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	1.8	46.0%	0.0	35%	1.8
2 bed Flat	65.0%	3.3	54.0%	0.0	65%	3.3
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	5.0	100.0%	0.0	100%	5.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	103	1,108	0	0	103	1,108
2 bed Flat	249	2,675	0	0	249	2,675
3 bed Flat	0	0	0	0	0	0
	351	3,783	0	0	351	3,783
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	0
4 bed House (with garage)	425,000	3,696	343	3,058	284	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	336,875
2 bed Flat	245,000	3,769	350	3,204	298	796,250
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						1,133,125

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Flats (Conversion)**		No Units:	**5**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	0.0	@	315,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	350,000	-
4 bed House (with garage)	0.0	@	425,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	1.8	@	192,500	336,875
2 bed Flat	3.3	@	245,000	796,250
3 bed Flat	0.0	@	0	-
	5.0			1,133,125
Affordable Rent GDV -				
2 bed House	0.0	@	189,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	210,000	-
4 bed House (with garage)	0.0	@	255,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	115,500	-
2 bed Flat	0.0	@	147,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	140,000	-
4 bed House (with garage)	0.0	@	170,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	77,000	-
2 bed Flat	0.0	@	98,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	220,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	245,000	-
4 bed House (with garage)	0.0	@	297,500	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	134,750	-
2 bed Flat	0.0	@	171,500	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**5**			**1,133,125**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	5	units @	0 per unit	-
Total GDV				**1,133,125**

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Flats (Conversion)**	No Units:	**5**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	2,940	£	(2,940)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	14,700	£	(14,700)
Building Safety Levy				351	sqm		15.11	£ psm		(5,311)
CIL (Mrkt only inc. garages)	Max			351	sqm		0.00	£ psm		-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106	Year 1						0			-
(strategic site cashflow yrs 1-15)	Year 2						0			-
	Year 3						0			-
	Year 4						0			-
	Year 5						0			-
	Year 6						0			-
	Year 7						0			-
	Year 8						0			-
	Year 9						0			-
	Year 10						0			-
	Year 11						0			-
	Year 12						0			-
	Year 13						0			-
	Year 14						0			-
	Year 15						0			-
Site Specific S106 (installment)				5	units @		0	per unit		-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)		
AH Commuted Sum				351	sqm (total)		0	£ psm		-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.02	ha @		123,500	£ per ha (if brownfield)		(2,470)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			5	units @		0	per unit		-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)		
2 bed House				-	sqm @		2,107	psm		-
3 bed House				-	sqm @		2,107	psm		-
3 bed House (EXC. garage)				-	sqm @		2,107	psm		-
4 bed House (EXC. garage)				-	sqm @		2,107	psm		-
5 bed House (EXC. garage)				-	sqm @		2,107	psm		-
1 bed Flat	Conversion			103	sqm @		1,529	psm		(157,397)
2 bed Flat	Conversion			249	sqm @		1,529	psm		(380,001)
3 bed Flat	Conversion			-	sqm @		1,529	psm		-
Garages for 3B House	-	16.0		0	sqm @		600	psm		-
Garages for 4B House	-	24.0		0	sqm @		600	psm		-
Garages for 5B House	-	-		0	sqm @		600	psm		-
Total GIA check:				351	£ per garage		£0			
External works				537,399	@		10.0%			(53,740)
Ext. Works analysis:							10,748	£ per unit (total units)		
Policy Costs on design -										
Net Biodiversity costs				5	units @		0	£ per unit		-
M4(2) Category 2 Housing	Aff units	-	units @			100%	@	0	£ per unit	-
M4(2) Category 2 Housing	OMS units	5	units @			100%	@	0	£ per unit	-
M4(3) Category 3 Housing	Aff units	-	units @			10%	@	0	£ per unit	-
M4(3) Category 3 Housing	OMS units	5	units @			10%	@	0	£ per unit	-
Part L/FHS		5	units @					4,350	£ per unit	(21,750)
Part L/FHS analysis:							4.0%	% of BCIS costs		
Net Zero for Housing		-	sqm					0	£ psm	-
Net Zero for Flats		351	sqm					0	£ psm	-
Water Efficiency		5	units @					0	£ per unit	-
Urban Greening Factory	5.0	flats @	6		per storey = GIA		422	0	£ per unit	-
	Sub-total								(21,750)	
Policy Costs analysis:	(design costs only)						4,350	£ per unit (total units)		
							4.0%	% of BCIS costs		
Contingency (on construction)				615,358	@		5.0%			(30,768)

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Scheme Typology:	**Flats (Conversion)**		No Units:	**5**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees	615,358	@	10.0%			(61,536)
Disposal Costs -						
OMS Marketing and Promotion	1,133,125	OMS @	1.00%	2,266	£ per unit	(11,331)
Residential Sales Agent Costs	1,133,125	OMS @	1.00%	2,266	£ per unit	(11,331)
Residential Sales Legal Costs	1,133,125	OMS @	0.50%	1,133	£ per unit	(5,666)
Affordable Sale Legal Costs					lump sum	-
Empty Property Costs (SC, Council Tax proxy)	5	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:				5,666	£ per unit (exc. EPC)	
Interest (on Development Costs) -	7.50%	APR	0.604%	pcm		(18,472)
Developers Profit -						
Profit on OMS	1,133,125		17.50%			(198,297)
Margin on AH	0		6.00%	on AH values		-
Profit analysis:	1,133,125		17.50%	blended GDV	(198,297)	
	777,413		25.51%	on costs	(198,297)	
TOTAL COSTS						**(975,710)**

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						157,415
SDLT	157,415	@	HMRC formula			(148)
Acquisition Agent fees	157,415	@	1.0%			(1,574)
Acquisition Legal fees	157,415	@	0.5%			(787)
Interest on Land	157,415	@	7.50%			(11,806)
Residual Land Value						**143,099**
RLV analysis: 28,620 £ per plot	7,154,968	£ per ha (net)	2,895,576	£ per acre (net)		
	7,154,968	£ per ha (gross)	2,895,576	£ per acre (gross)		
			12.63%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)						
Residential Density	250.0	dph (net)				
Site Area (net)	0.02	ha (net)	0.05	acres (net)		
Net to Gross ratio	100%					
Site Area (gross)	0.02	ha (gross)	0.05	acres (gross)		
Density analysis:	17,574	sqm/ha (net)	76,552	sqft/ac (net)		
	250	dph (gross)				
Benchmark Land Value (net) 3,954 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**19,768**
BLV analysis:	988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**6,166,568**	£ per ha (net)	**2,495,576**	£ per acre (net)	**123,331**

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Scheme Typology: Flats (Conversion) No Units: 5
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	2,495,576	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	2,495,576	2,235,130	1,971,684	1,708,238	1,444,791	1,181,345	917,899
	10.00	2,430,143	2,171,572	1,911,471	1,651,370	1,391,269	1,131,168	871,067
Max CIL £ psm	20.00	2,364,710	2,108,014	1,851,258	1,594,502	1,337,746	1,080,990	824,235
0.00	30.00	2,297,867	2,044,456	1,791,046	1,537,635	1,284,224	1,030,813	777,402
(recommended CIL)	40.00	2,230,964	1,980,899	1,730,833	1,480,767	1,230,702	980,636	730,570
(100)	50.00	2,164,061	1,917,341	1,670,620	1,423,900	1,177,179	930,459	683,738
	60.00	2,097,158	1,853,783	1,610,407	1,367,032	1,123,657	880,281	636,906
	70.00	2,030,255	1,790,225	1,550,195	1,310,164	1,070,134	830,104	590,074
	80.00	1,963,352	1,726,667	1,489,982	1,253,297	1,016,612	779,927	543,242
	90.00	1,896,449	1,663,109	1,429,769	1,196,429	963,089	729,749	496,409
	100.00	1,829,546	1,599,551	1,369,556	1,139,561	909,567	679,572	449,577
	110.00	1,762,643	1,535,993	1,309,343	1,082,694	856,044	629,395	402,745
	120.00	1,695,739	1,472,435	1,249,131	1,025,826	802,522	579,217	355,913
	130.00	1,628,836	1,408,877	1,188,918	968,959	748,999	529,040	309,081
	140.00	1,561,933	1,345,319	1,128,705	912,091	695,477	478,863	262,249
	150.00	1,495,030	1,281,761	1,068,492	855,223	641,954	428,685	215,416
	160.00	1,428,127	1,218,203	1,008,279	798,356	588,432	378,508	168,584
	170.00	1,361,224	1,154,645	948,067	741,488	534,909	328,331	121,752
	180.00	1,294,321	1,091,087	887,854	684,620	481,387	278,153	74,920
	190.00	1,227,418	1,027,529	827,641	627,753	427,864	227,976	28,088
	200.00	1,160,515	963,972	767,428	570,885	374,342	177,799	(18,744)
	210.00	1,093,612	900,414	707,216	514,018	320,819	127,621	(65,577)
	220.00	1,026,709	836,856	647,003	457,150	267,297	77,444	(112,409)
	230.00	959,805	773,298	586,790	400,282	213,775	27,267	(159,241)
	240.00	892,902	709,740	526,577	343,415	160,252	(22,911)	(206,073)
	250.00	825,999	646,182	466,364	286,547	106,730	(73,088)	(252,905)

TABLE 2

Balance (RLV - BLV £ per acre (n))	2,495,576	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	2,495,576	2,495,576	2,495,576	2,495,576	2,495,576	2,495,576	2,495,576
	10.00	2,430,143	2,430,143	2,430,143	2,430,143	2,430,143	2,430,143	2,430,143
CIL £psm	20.00	2,364,710	2,364,710	2,364,710	2,364,710	2,364,710	2,364,710	2,364,710
0.00	30.00	2,297,867	2,297,867	2,297,867	2,297,867	2,297,867	2,297,867	2,297,867
(recommended CIL)	40.00	2,230,964	2,230,964	2,230,964	2,230,964	2,230,964	2,230,964	2,230,964
(100)	50.00	2,164,061	2,164,061	2,164,061	2,164,061	2,164,061	2,164,061	2,164,061
	60.00	2,097,158	2,097,158	2,097,158	2,097,158	2,097,158	2,097,158	2,097,158
	70.00	2,030,255	2,030,255	2,030,255	2,030,255	2,030,255	2,030,255	2,030,255
	80.00	1,963,352	1,963,352	1,963,352	1,963,352	1,963,352	1,963,352	1,963,352
	90.00	1,896,449	1,896,449	1,896,449	1,896,449	1,896,449	1,896,449	1,896,449
	100.00	1,829,546	1,829,546	1,829,546	1,829,546	1,829,546	1,829,546	1,829,546
	110.00	1,762,643	1,762,643	1,762,643	1,762,643	1,762,643	1,762,643	1,762,643
	120.00	1,695,739	1,695,739	1,695,739	1,695,739	1,695,739	1,695,739	1,695,739
	130.00	1,628,836	1,628,836	1,628,836	1,628,836	1,628,836	1,628,836	1,628,836
	140.00	1,561,933	1,561,933	1,561,933	1,561,933	1,561,933	1,561,933	1,561,933
	150.00	1,495,030	1,495,030	1,495,030	1,495,030	1,495,030	1,495,030	1,495,030
	160.00	1,428,127	1,428,127	1,428,127	1,428,127	1,428,127	1,428,127	1,428,127
	170.00	1,361,224	1,361,224	1,361,224	1,361,224	1,361,224	1,361,224	1,361,224
	180.00	1,294,321	1,294,321	1,294,321	1,294,321	1,294,321	1,294,321	1,294,321
	190.00	1,227,418	1,227,418	1,227,418	1,227,418	1,227,418	1,227,418	1,227,418
	200.00	1,160,515	1,160,515	1,160,515	1,160,515	1,160,515	1,160,515	1,160,515
	210.00	1,093,612	1,093,612	1,093,612	1,093,612	1,093,612	1,093,612	1,093,612
	220.00	1,026,709	1,026,709	1,026,709	1,026,709	1,026,709	1,026,709	1,026,709
	230.00	959,805	959,805	959,805	959,805	959,805	959,805	959,805
	240.00	892,902	892,902	892,902	892,902	892,902	892,902	892,902
	250.00	825,999	825,999	825,999	825,999	825,999	825,999	825,999

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Scheme Typology: Flats (Conversion) No Units: 5
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	2,495,576	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	3,005,734	2,801,671	2,597,607	2,393,544	2,185,603	1,976,954	1,768,305
	10.00	2,940,302	2,736,238	2,532,175	2,327,349	2,118,700	1,910,051	1,701,402
CIL £psm	20.00	2,874,869	2,670,805	2,466,742	2,260,446	2,051,797	1,843,148	1,634,499
0.00	30.00	2,809,436	2,605,373	2,401,309	2,193,543	1,984,894	1,776,245	1,567,595
(recommended CIL)	40.00	2,744,003	2,539,940	2,335,289	2,126,640	1,917,991	1,709,341	1,500,692
(100)	50.00	2,678,571	2,474,507	2,268,386	2,059,737	1,851,087	1,642,438	1,433,789
	60.00	2,613,138	2,409,075	2,201,483	1,992,833	1,784,184	1,575,535	1,366,886
	70.00	2,547,705	2,343,229	2,134,579	1,925,930	1,717,281	1,508,632	1,299,983
	80.00	2,482,273	2,276,325	2,067,676	1,859,027	1,650,378	1,441,729	1,233,080
	90.00	2,416,840	2,209,422	2,000,773	1,792,124	1,583,475	1,374,826	1,166,177
	100.00	2,351,168	2,142,519	1,933,870	1,725,221	1,516,572	1,307,923	1,099,274
	110.00	2,284,265	2,075,616	1,866,967	1,658,318	1,449,669	1,241,020	1,032,371
	120.00	2,217,362	2,008,713	1,800,064	1,591,415	1,382,766	1,174,117	965,468
	130.00	2,150,459	1,941,810	1,733,161	1,524,512	1,315,863	1,107,214	898,565
	140.00	2,083,556	1,874,907	1,666,258	1,457,609	1,248,960	1,040,311	831,661
	150.00	2,016,653	1,808,004	1,599,355	1,390,706	1,182,057	973,407	764,758
	160.00	1,949,750	1,741,101	1,532,452	1,323,803	1,115,153	906,504	697,855
	170.00	1,882,847	1,674,198	1,465,549	1,256,899	1,048,250	839,601	630,952
	180.00	1,815,944	1,607,295	1,398,645	1,189,996	981,347	772,698	564,049
	190.00	1,749,040	1,540,391	1,331,742	1,123,093	914,444	705,795	497,146
	200.00	1,682,137	1,473,488	1,264,839	1,056,190	847,541	638,892	430,243
	210.00	1,615,234	1,406,585	1,197,936	989,287	780,638	571,989	363,340
	220.00	1,548,331	1,339,682	1,131,033	922,384	713,735	505,086	296,437
	230.00	1,481,428	1,272,779	1,064,130	855,481	646,832	438,183	229,534
	240.00	1,414,525	1,205,876	997,227	788,578	579,929	371,280	162,631
	250.00	1,347,622	1,138,973	930,324	721,675	513,026	304,377	95,727

TABLE 4

Balance (RLV - BLV £ per acre (n))	2,495,576	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	2,795,576	2,770,576	2,745,576	2,720,576	2,695,576	2,670,576	2,645,576
	10.00	2,730,143	2,705,143	2,680,143	2,655,143	2,630,143	2,605,143	2,580,143
CIL £psm	20.00	2,664,710	2,639,710	2,614,710	2,589,710	2,564,710	2,539,710	2,514,710
0.00	30.00	2,597,867	2,572,867	2,547,867	2,522,867	2,497,867	2,472,867	2,447,867
(recommended CIL)	40.00	2,530,964	2,505,964	2,480,964	2,455,964	2,430,964	2,405,964	2,380,964
(100)	50.00	2,464,061	2,439,061	2,414,061	2,389,061	2,364,061	2,339,061	2,314,061
	60.00	2,397,158	2,372,158	2,347,158	2,322,158	2,297,158	2,272,158	2,247,158
	70.00	2,330,255	2,305,255	2,280,255	2,255,255	2,230,255	2,205,255	2,180,255
	80.00	2,263,352	2,238,352	2,213,352	2,188,352	2,163,352	2,138,352	2,113,352
	90.00	2,196,449	2,171,449	2,146,449	2,121,449	2,096,449	2,071,449	2,046,449
	100.00	2,129,546	2,104,546	2,079,546	2,054,546	2,029,546	2,004,546	1,979,546
	110.00	2,062,643	2,037,643	2,012,643	1,987,643	1,962,643	1,937,643	1,912,643
	120.00	1,995,739	1,970,739	1,945,739	1,920,739	1,895,739	1,870,739	1,845,739
	130.00	1,928,836	1,903,836	1,878,836	1,853,836	1,828,836	1,803,836	1,778,836
	140.00	1,861,933	1,836,933	1,811,933	1,786,933	1,761,933	1,736,933	1,711,933
	150.00	1,795,030	1,770,030	1,745,030	1,720,030	1,695,030	1,670,030	1,645,030
	160.00	1,728,127	1,703,127	1,678,127	1,653,127	1,628,127	1,603,127	1,578,127
	170.00	1,661,224	1,636,224	1,611,224	1,586,224	1,561,224	1,536,224	1,511,224
	180.00	1,594,321	1,569,321	1,544,321	1,519,321	1,494,321	1,469,321	1,444,321
	190.00	1,527,418	1,502,418	1,477,418	1,452,418	1,427,418	1,402,418	1,377,418
	200.00	1,460,515	1,435,515	1,410,515	1,385,515	1,360,515	1,335,515	1,310,515
	210.00	1,393,612	1,368,612	1,343,612	1,318,612	1,293,612	1,268,612	1,243,612
	220.00	1,326,709	1,301,709	1,276,709	1,251,709	1,226,709	1,201,709	1,176,709
	230.00	1,259,805	1,234,805	1,209,805	1,184,805	1,159,805	1,134,805	1,109,805
	240.00	1,192,902	1,167,902	1,142,902	1,117,902	1,092,902	1,067,902	1,042,902
	250.00	1,125,999	1,100,999	1,075,999	1,050,999	1,025,999	1,000,999	975,999

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Scheme Typology: Flats (Conversion) No Units: 5
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	2,495,576	Density (dph) (net) 30	35	250 40	45	50	55	60
	0.00	(99,752)	(40,699)	18,354	77,407	136,460	195,513	254,566
	10.00	(107,780)	(50,065)	7,649	65,364	123,079	180,794	238,509
CIL £psm	20.00	(115,809)	(59,432)	(3,055)	53,322	109,699	166,075	222,452
0.00	30.00	(123,837)	(68,798)	(13,760)	41,279	96,318	151,357	206,395
(recommended CIL)	40.00	(131,865)	(78,165)	(24,464)	29,237	82,937	136,638	190,339
(100)	50.00	(139,894)	(87,531)	(35,169)	17,194	69,557	121,919	174,282
	60.00	(147,922)	(96,898)	(45,873)	5,151	56,176	107,201	158,225
	70.00	(155,951)	(106,264)	(56,578)	(6,891)	42,795	92,482	142,168
	80.00	(163,979)	(115,630)	(67,282)	(18,934)	29,415	77,763	126,112
	90.00	(172,007)	(124,997)	(77,987)	(30,976)	16,034	63,045	110,055
	100.00	(180,036)	(134,363)	(88,691)	(43,019)	2,654	48,326	93,998
	110.00	(188,064)	(143,730)	(99,396)	(55,061)	(10,727)	33,607	77,941
	120.00	(196,092)	(153,096)	(110,100)	(67,104)	(24,108)	18,889	61,885
	130.00	(204,121)	(162,463)	(120,805)	(79,146)	(37,488)	4,170	45,828
	140.00	(212,149)	(171,829)	(131,509)	(91,189)	(50,869)	(10,549)	29,771
	150.00	(220,178)	(181,196)	(142,214)	(103,232)	(64,250)	(25,268)	13,714
	160.00	(228,206)	(190,562)	(152,918)	(115,274)	(77,630)	(39,986)	(2,342)
	170.00	(236,234)	(199,928)	(163,623)	(127,317)	(91,011)	(54,705)	(18,399)
	180.00	(244,263)	(209,295)	(174,327)	(139,359)	(104,391)	(69,424)	(34,456)
	190.00	(252,291)	(218,661)	(185,031)	(151,402)	(117,772)	(84,142)	(50,513)
	200.00	(260,319)	(228,028)	(195,736)	(163,444)	(131,153)	(98,861)	(66,569)
	210.00	(268,348)	(237,394)	(206,440)	(175,487)	(144,533)	(113,580)	(82,626)
	220.00	(276,376)	(246,761)	(217,145)	(187,529)	(157,914)	(128,298)	(98,683)
	230.00	(284,404)	(256,127)	(227,849)	(199,572)	(171,294)	(143,017)	(114,739)
	240.00	(292,433)	(265,493)	(238,554)	(211,615)	(184,675)	(157,736)	(130,796)
	250.00	(300,461)	(274,860)	(249,258)	(223,657)	(198,056)	(172,454)	(146,853)

TABLE 6

Balance (RLV - BLV £ per acre (n))	2,495,576	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	7,415,415	6,199,834	4,984,253	3,754,919	2,495,576	1,851,562	1,204,547
	10.00	7,352,568	6,136,987	4,921,406	3,689,880	2,430,143	1,784,659	1,137,644
CIL £psm	20.00	7,289,721	6,074,140	4,858,559	3,624,840	2,364,710	1,717,756	1,070,741
0.00	30.00	7,226,874	6,011,293	4,795,712	3,559,800	2,297,867	1,650,852	1,003,838
(recommended CIL)	40.00	7,164,026	5,948,445	4,732,864	3,494,761	2,230,964	1,583,949	936,935
(100)	50.00	7,101,179	5,885,598	4,670,017	3,429,721	2,164,061	1,517,046	870,032
	60.00	7,038,332	5,822,751	4,607,170	3,364,682	2,097,158	1,450,143	803,128
	70.00	6,975,485	5,759,904	4,544,323	3,299,642	2,030,255	1,383,240	736,225
	80.00	6,912,638	5,697,057	4,481,476	3,234,603	1,963,352	1,316,337	669,322
	90.00	6,849,790	5,634,209	4,418,629	3,169,563	1,896,449	1,249,434	602,419
	100.00	6,786,943	5,571,362	4,355,781	3,104,524	1,829,546	1,182,531	535,516
	110.00	6,724,096	5,508,515	4,292,934	3,039,484	1,762,643	1,115,628	468,613
	120.00	6,661,249	5,445,668	4,230,087	2,974,445	1,695,739	1,048,725	401,710
	130.00	6,598,402	5,382,821	4,167,240	2,909,405	1,628,836	981,822	334,807
	140.00	6,535,554	5,319,973	4,102,351	2,844,366	1,561,933	914,918	267,904
	150.00	6,472,707	5,257,126	4,037,311	2,779,326	1,495,030	848,015	201,001
	160.00	6,409,860	5,194,279	3,972,271	2,714,242	1,428,127	781,112	134,098
	170.00	6,347,013	5,131,432	3,907,232	2,648,809	1,361,224	714,209	67,194
	180.00	6,284,166	5,068,585	3,842,192	2,583,377	1,294,321	647,306	291
	190.00	6,221,318	5,005,738	3,777,153	2,517,944	1,227,418	580,403	(66,612)
	200.00	6,158,471	4,942,890	3,712,113	2,452,511	1,160,515	513,500	(133,515)
	210.00	6,095,624	4,880,043	3,647,074	2,387,079	1,093,612	446,597	(200,418)
	220.00	6,032,777	4,817,196	3,582,034	2,320,738	1,026,709	379,694	(267,321)
	230.00	5,969,930	4,754,349	3,516,995	2,253,835	959,805	312,791	(334,224)
	240.00	5,907,083	4,691,502	3,451,955	2,186,932	892,902	245,888	(401,239)
	250.00	5,844,235	4,628,654	3,386,916	2,120,029	825,999	178,984	(474,759)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Flats (Conversion) No Units: 5
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	2,495,576	90%	95%	100%	105%	110%	120%	130%
	0.00	817,062	1,657,819	2,495,576	3,315,192	4,133,450	5,715,797	7,297,149
	10.00	750,159	1,590,916	2,430,143	3,250,153	4,068,411	5,652,949	7,234,302
CIL £psm	20.00	683,256	1,524,013	2,364,710	3,185,113	4,003,371	5,590,102	7,171,455
0.00	30.00	616,353	1,457,110	2,297,867	3,120,074	3,938,332	5,527,255	7,108,608
(recommended CIL)	40.00	549,449	1,390,207	2,230,964	3,055,034	3,873,292	5,464,408	7,045,760
(100)	50.00	482,546	1,323,304	2,164,061	2,989,995	3,808,253	5,401,561	6,982,913
	60.00	415,643	1,256,401	2,097,158	2,924,955	3,743,213	5,338,713	6,920,066
	70.00	348,740	1,189,498	2,030,255	2,859,826	3,678,174	5,275,866	6,857,219
	80.00	281,837	1,122,594	1,963,352	2,794,393	3,613,134	5,213,019	6,794,372
	90.00	214,934	1,055,691	1,896,449	2,728,961	3,548,094	5,150,172	6,731,525
	100.00	148,031	988,788	1,829,546	2,663,528	3,483,055	5,087,325	6,668,677
	110.00	81,128	921,885	1,762,643	2,598,095	3,418,015	5,024,477	6,605,830
	120.00	14,225	854,982	1,695,739	2,532,663	3,352,976	4,961,630	6,542,983
	130.00	(52,678)	788,079	1,628,836	2,467,230	3,287,936	4,898,783	6,480,136
	140.00	(119,582)	721,176	1,561,933	2,401,797	3,222,897	4,835,936	6,417,289
	150.00	(186,485)	654,273	1,495,030	2,335,788	3,157,857	4,773,089	6,354,441
	160.00	(253,388)	587,370	1,428,127	2,268,884	3,092,818	4,710,242	6,291,594
	170.00	(320,291)	520,467	1,361,224	2,201,981	3,027,778	4,647,394	6,228,747
	180.00	(387,194)	453,564	1,294,321	2,135,078	2,962,346	4,584,547	6,165,900
	190.00	(459,447)	386,660	1,227,418	2,068,175	2,896,913	4,521,700	6,103,053
	200.00	(532,967)	319,757	1,160,515	2,001,272	2,831,480	4,458,853	6,040,205
	210.00	(606,487)	252,854	1,093,612	1,934,369	2,766,048	4,396,006	5,977,358
	220.00	(680,007)	185,951	1,026,709	1,867,466	2,700,615	4,333,158	5,914,511
	230.00	(753,527)	119,048	959,805	1,800,563	2,635,182	4,270,311	5,851,664
	240.00	(827,047)	52,145	892,902	1,733,660	2,569,749	4,207,464	5,788,817
	250.00	(900,567)	(14,758)	825,999	1,666,757	2,504,317	4,143,978	5,725,969

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	2,495,576	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	2,495,576	3,416,623	4,330,468	5,219,157	6,107,845	6,996,533	11,426,389
	10.00	2,430,143	3,351,584	4,267,621	5,156,309	6,044,998	6,933,686	11,363,919
CIL £psm	20.00	2,364,710	3,286,544	4,204,774	5,093,462	5,982,151	6,870,839	11,301,450
0.00	30.00	2,297,867	3,221,505	4,141,194	5,030,615	5,919,303	6,807,992	11,238,980
(recommended CIL)	40.00	2,230,964	3,156,465	4,076,154	4,967,768	5,856,456	6,745,145	11,176,510
(100)	50.00	2,164,061	3,091,426	4,011,115	4,904,921	5,793,609	6,682,297	11,114,041
	60.00	2,097,158	3,026,386	3,946,075	4,842,073	5,730,762	6,619,450	11,051,571
	70.00	2,030,255	2,961,347	3,881,036	4,779,226	5,667,915	6,556,603	10,989,102
	80.00	1,963,352	2,896,307	3,815,996	4,716,379	5,605,067	6,493,756	10,926,632
	90.00	1,896,449	2,831,268	3,750,957	4,653,532	5,542,220	6,430,909	10,864,163
	100.00	1,829,546	2,766,228	3,685,917	4,590,685	5,479,373	6,368,061	10,801,693
	110.00	1,762,643	2,701,065	3,620,878	4,527,837	5,416,526	6,305,214	10,739,223
	120.00	1,695,739	2,635,632	3,555,838	4,464,990	5,353,679	6,242,367	10,676,754
	130.00	1,628,836	2,570,199	3,490,799	4,402,143	5,290,831	6,179,520	10,614,284
	140.00	1,561,933	2,504,767	3,425,759	4,339,296	5,227,984	6,116,673	10,551,815
	150.00	1,495,030	2,439,334	3,360,719	4,276,449	5,165,137	6,053,826	10,489,345
	160.00	1,428,127	2,373,901	3,295,680	4,213,602	5,102,290	5,990,978	10,426,876
	170.00	1,361,224	2,307,265	3,230,640	4,150,330	5,039,443	5,928,131	10,364,406
	180.00	1,294,321	2,240,362	3,165,601	4,085,290	4,976,596	5,865,284	10,301,936
	190.00	1,227,418	2,173,459	3,100,561	4,020,251	4,913,748	5,802,437	10,239,467
	200.00	1,160,515	2,106,555	3,035,522	3,955,211	4,850,901	5,739,590	10,176,997
	210.00	1,093,612	2,039,652	2,970,482	3,890,171	4,788,054	5,676,742	10,114,528
	220.00	1,026,709	1,972,749	2,905,443	3,825,132	4,725,207	5,613,895	10,052,058
	230.00	959,805	1,905,846	2,840,403	3,760,092	4,662,360	5,551,048	9,989,589
	240.00	892,902	1,838,943	2,775,364	3,695,053	4,599,512	5,488,201	9,927,119
	250.00	825,999	1,772,040	2,710,256	3,630,013	4,536,665	5,425,354	9,864,649

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: **Flats (Conversion)** No Units: **5**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**G**	
Scheme Typology:	Flats (Conversion)	
No Units:	5	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	1,133,125	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	25.51%	
Developers Profit Total (£)	198,297	
Land Value KPI's		
RLV (£/acre (net))	2,895,576	
RLV (£/ha (net))	7,154,968	
RLV (% of GDV)	12.63%	
RLV Total (£)	143,099	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	19,768	
Surplus/Deficit (£/acre) [RLV-BLV]	2,495,576	
Surplus/Deficit (£/ha)	6,166,568	
Surplus/Deficit Total (£)	123,331	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	18,472	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	11,806	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	6,056	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Appraisal Ref:	H				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	7	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			7	Units	Carry on from here	
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	100%			
AH tenure split %		Affordable Rent:		35.0%		
		Social Rent:		35.0%	70.0%	% Rented
		First Homes:				
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	2.9	50.0%	0.0	42%	2.9
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	2.8	43.0%	0.0	40%	2.8
4 bed House (with garage)	18.0%	1.3	7.0%	0.0	18%	1.3
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	7.0	100.0%	0.0	100%	7.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	221	2,373	0	0	221	2,373
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	297	3,195	0	0	297	3,195
4 bed House (with garage)	175	1,885	0	0	175	1,885
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	692	7,453	0	0	692	7,453
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	926,100
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	980,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	535,500
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						2,441,600

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	0	60%	0	40%	0	0%	0	70%
2 bed Flat	0	60%	0	40%	0	0%	0	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Houses**		No Units:	**7**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	2.9	@	315,000	926,100
3 bed House	0.0	@	0	-
3 bed House (with garage)	2.8	@	350,000	980,000
4 bed House (with garage)	1.3	@	425,000	535,500
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	7.0			2,441,600
Affordable Rent GDV -				
2 bed House	0.0	@	189,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	210,000	-
4 bed House (with garage)	0.0	@	255,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	140,000	-
4 bed House (with garage)	0.0	@	170,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	220,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	245,000	-
4 bed House (with garage)	0.0	@	297,500	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**7**			**2,441,600**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	7	units @	0 per unit	-
Total GDV				**2,441,600**

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Scheme Typology:	**Houses**		No Units:	**7**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	4,116	£	(4,116)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	20,580	£	(20,580)
Building Safety Levy					692	sqm	15.11	£ psm		(10,463)
CIL (Mrkt only inc. garages)	Max				692	sqm	0.00	£ psm		-
CIL analysis:					0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106	Year 1						0			-
(strategic site cashflow yrs 1-15)	Year 2						0			-
	Year 3						0			-
	Year 4						0			-
	Year 5						0			-
	Year 6						0			-
	Year 7						0			-
	Year 8						0			-
	Year 9						0			-
	Year 10						0			-
	Year 11						0			-
	Year 12						0			-
	Year 13						0			-
	Year 14						0			-
	Year 15						0			-
Site Specific S106 (installment)					7	units @	0	per unit		-
	Sub-total								-	
S106 analysis:	-	£ per ha			0.00%	% of GDV	0	£ per unit (total units)		
AH Commuted Sum					692	sqm (total)	0	£ psm		-
Comm. Sum analysis:					0.00%	% of GDV				
Construction Costs -										
Site Clearance, Demolition & Remediation					0.08	ha @	123,500	£ per ha (if brownfield)		(9,606)
Strategic Site Infra. costs	Year 1			0						-
	Year 2			0						-
	Year 3			0						-
	Year 4			0						-
	Year 5			0						-
	Year 6			0						-
	Year 7			0						-
	Year 8			0						-
	Year 9			0						-
	Year 10			0						-
	Year 11			0						-
	Year 12			0						-
	Year 13			0						-
	Year 14			0						-
	Year 15			0						-
	Years 1-15				7	units @	0	per unit		-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha			0.00%	% of GDV	0	£ per unit (total units)		
2 bed House					221	sqm @	2,107	psm		(464,594)
3 bed House					-	sqm @	2,107	psm		-
3 bed House (EXC. garage)					252	sqm @	2,107	psm		(530,964)
4 bed House (EXC. garage)					145	sqm @	2,107	psm		(305,304)
5 bed House (EXC. garage)					-	sqm @	2,107	psm		-
1 bed Flat					-	sqm @	2,522	psm		-
2 bed Flat					-	sqm @	2,522	psm		-
3 bed Flat					-	sqm @	2,522	psm		-
Garages for 3B House		2.8	16.0		45	sqm @	600	psm		(26,880)
Garages for 4B House		1.3	24.0		30	sqm @	600	psm		(18,144)
Garages for 5B House		-	-		0	sqm @	600	psm		-
Total GIA check:					692	£ per garage	£0			
External works					1,345,886	@	10.0%			(134,589)
Ext. Works analysis:							19,227	£ per unit (total units)		
Policy Costs on design -										
Net Biodiversity costs					7	units @	0	£ per unit		-
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	0	£ per unit	-
M4(2) Category 2 Housing	OMS units		7	units @		100%	@	0	£ per unit	-
M4(3) Category 3 Housing	Aff units		-	units @		10%	@	0	£ per unit	-
M4(3) Category 3 Housing	OMS units		7	units @		10%	@	0	£ per unit	-
Part L/FHS			7	units @				4,350	£ per unit	(30,450)
Part L/FHS analysis:							2.3%	% of BCIS costs		
Net Zero for Housing			692	sqm				0	£ psm	-
Net Zero for Flats			-	sqm				0	£ psm	-
Water Efficiency			7	units @				0	£ per unit	-
Urban Greening Factory	0.0	flats @		6		per storey = GIA	0	0	£ per unit	-
	Sub-total								(30,450)	
Policy Costs analysis:	(design costs only)						4,350	£ per unit (total units)		
							2.3%	% of BCIS costs		
Contingency (on construction)					1,520,530	@	5.0%			(76,026)

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Scheme Typology:	**Houses**		No Units:	**7**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		1,520,530	@	10.0%			(152,053)
Disposal Costs -							
OMS Marketing and Promotion		2,441,600	OMS @	1.00%	3,488	£ per unit	(24,416)
Residential Sales Agent Costs		2,441,600	OMS @	1.00%	3,488	£ per unit	(24,416)
Residential Sales Legal Costs		2,441,600	OMS @	0.50%	1,744	£ per unit	(12,208)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		7	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,720	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(46,497)
Developers Profit -							
Profit on OMS		2,441,600		17.50%			(427,280)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,441,600		17.50%	blended GDV	(427,280)	
		1,891,305		22.59%	on costs	(427,280)	
TOTAL COSTS							**(2,318,585)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							123,015
SDLT		123,015	@	HMRC formula			-
Acquisition Agent fees		123,015	@	1.0%			(1,230)
Acquisition Legal fees		123,015	@	0.5%			(615)
Interest on Land		123,015	@	7.50%			(9,226)
Residual Land Value							**111,944**
RLV analysis:	15,992 £ per plot	1,439,279	£ per ha (net)	582,468	£ per acre (net)		
		1,439,279	£ per ha (gross)	582,468	£ per acre (gross)		
				4.58%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		90.0	dph (net)				
Site Area (net)		0.08	ha (net)	0.19	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.08	ha (gross)	0.19	acres (gross)		
Density analysis:		8,903	sqm/ha (net)	38,781	sqft/ac (net)		
		90	dph (gross)				
Benchmark Land Value (net)	10,982 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**76,876**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**450,879**	£ per ha (net)	**182,468**	£ per acre (net)	**35,068**

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Houses — No Units: 7
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	182,468	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	182,468	130,944	79,419	27,895	(23,630)	(75,154)	(126,679)
	10.00	148,575	97,050	45,526	(5,999)	(57,523)	(109,048)	(160,572)
Max CIL £ psm	20.00	114,682	63,157	11,633	(39,892)	(91,416)	(142,941)	(194,465)
0.00	30.00	80,788	29,264	(22,261)	(73,785)	(125,310)	(176,834)	(228,359)
(recommended CIL)	40.00	46,895	(4,629)	(56,154)	(107,678)	(159,203)	(210,727)	(262,252)
(100)	50.00	13,002	(38,523)	(90,047)	(141,572)	(193,096)	(244,621)	(296,145)
	60.00	(20,892)	(72,416)	(123,941)	(175,465)	(226,990)	(278,514)	(330,039)
	70.00	(54,785)	(106,309)	(157,834)	(209,358)	(260,883)	(312,407)	(363,932)
	80.00	(88,678)	(140,203)	(191,727)	(243,252)	(294,776)	(346,301)	(397,825)
	90.00	(122,571)	(174,096)	(225,620)	(277,145)	(328,669)	(380,194)	(434,855)
	100.00	(156,465)	(207,989)	(259,514)	(311,038)	(362,563)	(415,480)	(472,101)
	110.00	(190,358)	(241,883)	(293,407)	(344,932)	(396,456)	(452,726)	(509,346)
	120.00	(224,251)	(275,776)	(327,300)	(378,825)	(433,351)	(489,971)	(546,592)
	130.00	(258,145)	(309,669)	(361,194)	(413,976)	(470,596)	(527,217)	(583,837)
	140.00	(292,038)	(343,562)	(395,087)	(451,221)	(507,842)	(564,462)	(621,082)
	150.00	(325,931)	(377,456)	(431,846)	(488,467)	(545,087)	(601,707)	(658,328)
	160.00	(359,825)	(412,471)	(469,092)	(525,712)	(582,332)	(638,953)	(695,573)
	170.00	(393,718)	(449,717)	(506,337)	(562,958)	(619,578)	(676,198)	(732,818)
	180.00	(430,342)	(486,962)	(543,583)	(600,203)	(656,823)	(713,444)	(770,064)
	190.00	(467,587)	(524,208)	(580,828)	(637,448)	(694,069)	(750,689)	(807,309)
	200.00	(504,833)	(561,453)	(618,073)	(674,694)	(731,314)	(787,934)	(844,555)
	210.00	(542,078)	(598,698)	(655,319)	(711,939)	(768,559)	(825,180)	(881,800)
	220.00	(579,323)	(635,944)	(692,564)	(749,184)	(805,805)	(862,425)	(919,045)
	230.00	(616,569)	(673,189)	(729,809)	(786,430)	(843,050)	(899,670)	(956,291)
	240.00	(653,814)	(710,435)	(767,055)	(823,675)	(880,295)	(936,916)	(993,536)
	250.00	(691,060)	(747,680)	(804,300)	(860,921)	(917,541)	(974,161)	(1,030,782)

TABLE 2

Balance (RLV - BLV £ per acre (n))	182,468	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	182,468	182,468	182,468	182,468	182,468	182,468	182,468
	10.00	148,575	148,575	148,575	148,575	148,575	148,575	148,575
CIL £psm	20.00	114,682	114,682	114,682	114,682	114,682	114,682	114,682
0.00	30.00	80,788	80,788	80,788	80,788	80,788	80,788	80,788
(recommended CIL)	40.00	46,895	46,895	46,895	46,895	46,895	46,895	46,895
(100)	50.00	13,002	13,002	13,002	13,002	13,002	13,002	13,002
	60.00	(20,892)	(20,892)	(20,892)	(20,892)	(20,892)	(20,892)	(20,892)
	70.00	(54,785)	(54,785)	(54,785)	(54,785)	(54,785)	(54,785)	(54,785)
	80.00	(88,678)	(88,678)	(88,678)	(88,678)	(88,678)	(88,678)	(88,678)
	90.00	(122,571)	(122,571)	(122,571)	(122,571)	(122,571)	(122,571)	(122,571)
	100.00	(156,465)	(156,465)	(156,465)	(156,465)	(156,465)	(156,465)	(156,465)
	110.00	(190,358)	(190,358)	(190,358)	(190,358)	(190,358)	(190,358)	(190,358)
	120.00	(224,251)	(224,251)	(224,251)	(224,251)	(224,251)	(224,251)	(224,251)
	130.00	(258,145)	(258,145)	(258,145)	(258,145)	(258,145)	(258,145)	(258,145)
	140.00	(292,038)	(292,038)	(292,038)	(292,038)	(292,038)	(292,038)	(292,038)
	150.00	(325,931)	(325,931)	(325,931)	(325,931)	(325,931)	(325,931)	(325,931)
	160.00	(359,825)	(359,825)	(359,825)	(359,825)	(359,825)	(359,825)	(359,825)
	170.00	(393,718)	(393,718)	(393,718)	(393,718)	(393,718)	(393,718)	(393,718)
	180.00	(430,342)	(430,342)	(430,342)	(430,342)	(430,342)	(430,342)	(430,342)
	190.00	(467,587)	(467,587)	(467,587)	(467,587)	(467,587)	(467,587)	(467,587)
	200.00	(504,833)	(504,833)	(504,833)	(504,833)	(504,833)	(504,833)	(504,833)
	210.00	(542,078)	(542,078)	(542,078)	(542,078)	(542,078)	(542,078)	(542,078)
	220.00	(579,323)	(579,323)	(579,323)	(579,323)	(579,323)	(579,323)	(579,323)
	230.00	(616,569)	(616,569)	(616,569)	(616,569)	(616,569)	(616,569)	(616,569)
	240.00	(653,814)	(653,814)	(653,814)	(653,814)	(653,814)	(653,814)	(653,814)
	250.00	(691,060)	(691,060)	(691,060)	(691,060)	(691,060)	(691,060)	(691,060)

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Scheme Typology: Houses — No Units: 7
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	182,468	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	467,944	354,877	240,272	124,664	9,056	(106,552)	(222,160)
	10.00	434,796	321,729	206,379	90,771	(24,837)	(140,445)	(256,053)
CIL £psm	20.00	401,647	288,093	172,486	56,878	(58,730)	(174,338)	(289,946)
0.00	30.00	368,499	254,200	138,592	22,984	(92,624)	(208,232)	(323,839)
(recommended CIL)	40.00	335,351	220,307	104,699	(10,909)	(126,517)	(242,125)	(357,733)
(100)	50.00	302,022	186,414	70,806	(44,802)	(160,410)	(276,018)	(391,626)
	60.00	268,128	152,520	36,912	(78,696)	(194,303)	(309,911)	(428,043)
	70.00	234,235	118,627	3,019	(112,589)	(228,197)	(343,805)	(465,289)
	80.00	200,342	84,734	(30,874)	(146,482)	(262,090)	(377,698)	(502,534)
	90.00	166,448	50,840	(64,768)	(180,375)	(295,983)	(412,738)	(539,779)
	100.00	132,555	16,947	(98,661)	(214,269)	(329,877)	(449,983)	(577,025)
	110.00	98,662	(16,946)	(132,554)	(248,162)	(363,770)	(487,228)	(614,270)
	120.00	64,768	(50,839)	(166,447)	(282,055)	(397,663)	(524,474)	(651,516)
	130.00	30,875	(84,733)	(200,341)	(315,949)	(434,678)	(561,719)	(688,761)
	140.00	(3,018)	(118,626)	(234,234)	(349,842)	(471,923)	(598,965)	(726,006)
	150.00	(36,911)	(152,519)	(268,127)	(383,735)	(509,168)	(636,210)	(763,252)
	160.00	(70,805)	(186,413)	(302,021)	(419,372)	(546,414)	(673,455)	(800,497)
	170.00	(104,698)	(220,306)	(335,914)	(456,617)	(583,659)	(710,701)	(837,742)
	180.00	(138,591)	(254,199)	(369,807)	(493,863)	(620,904)	(747,946)	(874,988)
	190.00	(172,485)	(288,093)	(404,066)	(531,108)	(658,150)	(785,192)	(912,233)
	200.00	(206,378)	(321,986)	(441,312)	(568,354)	(695,395)	(822,437)	(949,479)
	210.00	(240,271)	(355,879)	(478,557)	(605,599)	(732,641)	(859,682)	(986,724)
	220.00	(274,165)	(389,772)	(515,803)	(642,844)	(769,886)	(896,928)	(1,023,969)
	230.00	(308,058)	(426,006)	(553,048)	(680,090)	(807,131)	(934,173)	(1,061,215)
	240.00	(341,951)	(463,252)	(590,293)	(717,335)	(844,377)	(971,418)	(1,098,460)
	250.00	(375,844)	(500,497)	(627,539)	(754,580)	(881,622)	(1,008,664)	(1,135,705)

TABLE 4

Balance (RLV - BLV £ per acre (n))	182,468	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	482,468	457,468	432,468	407,468	382,468	357,468	332,468
	10.00	448,575	423,575	398,575	373,575	348,575	323,575	298,575
CIL £psm	20.00	414,682	389,682	364,682	339,682	314,682	289,682	264,682
0.00	30.00	380,788	355,788	330,788	305,788	280,788	255,788	230,788
(recommended CIL)	40.00	346,895	321,895	296,895	271,895	246,895	221,895	196,895
(100)	50.00	313,002	288,002	263,002	238,002	213,002	188,002	163,002
	60.00	279,108	254,108	229,108	204,108	179,108	154,108	129,108
	70.00	245,215	220,215	195,215	170,215	145,215	120,215	95,215
	80.00	211,322	186,322	161,322	136,322	111,322	86,322	61,322
	90.00	177,429	152,429	127,429	102,429	77,429	52,429	27,429
	100.00	143,535	118,535	93,535	68,535	43,535	18,535	(6,465)
	110.00	109,642	84,642	59,642	34,642	9,642	(15,358)	(40,358)
	120.00	75,749	50,749	25,749	749	(24,251)	(49,251)	(74,251)
	130.00	41,855	16,855	(8,145)	(33,145)	(58,145)	(83,145)	(108,145)
	140.00	7,962	(17,038)	(42,038)	(67,038)	(92,038)	(117,038)	(142,038)
	150.00	(25,931)	(50,931)	(75,931)	(100,931)	(125,931)	(150,931)	(175,931)
	160.00	(59,825)	(84,825)	(109,825)	(134,825)	(159,825)	(184,825)	(209,825)
	170.00	(93,718)	(118,718)	(143,718)	(168,718)	(193,718)	(218,718)	(243,718)
	180.00	(130,342)	(155,342)	(180,342)	(205,342)	(230,342)	(255,342)	(280,342)
	190.00	(167,587)	(192,587)	(217,587)	(242,587)	(267,587)	(292,587)	(317,587)
	200.00	(204,833)	(229,833)	(254,833)	(279,833)	(304,833)	(329,833)	(354,833)
	210.00	(242,078)	(267,078)	(292,078)	(317,078)	(342,078)	(367,078)	(392,078)
	220.00	(279,323)	(304,323)	(329,323)	(354,323)	(379,323)	(404,323)	(429,323)
	230.00	(316,569)	(341,569)	(366,569)	(391,569)	(416,569)	(441,569)	(466,569)
	240.00	(353,814)	(378,814)	(403,814)	(428,814)	(453,814)	(478,814)	(503,814)
	250.00	(391,060)	(416,060)	(441,060)	(466,060)	(491,060)	(516,060)	(541,060)

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Scheme Typology: Houses — No Units: 7
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	182,468	Density (dph) (net) 30	35	40	45	50	55	60
	0.00	(241,890)	(206,527)	(171,164)	(135,801)	(100,437)	(65,074)	(29,711)
	10.00	(253,188)	(219,708)	(186,228)	(152,747)	(119,267)	(85,787)	(52,307)
CIL £psm	20.00	(264,486)	(232,888)	(201,291)	(169,694)	(138,097)	(106,499)	(74,902)
0.00	30.00	(275,784)	(246,069)	(216,355)	(186,641)	(156,926)	(127,212)	(97,498)
(recommended CIL)	40.00	(287,081)	(259,250)	(231,419)	(203,587)	(175,756)	(147,925)	(120,093)
(100)	50.00	(298,379)	(272,431)	(246,482)	(220,534)	(194,585)	(168,637)	(142,689)
	60.00	(309,677)	(285,611)	(261,546)	(237,481)	(213,415)	(189,350)	(165,284)
	70.00	(320,975)	(298,792)	(276,610)	(254,427)	(232,245)	(210,062)	(187,880)
	80.00	(332,272)	(311,973)	(291,673)	(271,374)	(251,074)	(230,775)	(210,475)
	90.00	(343,570)	(325,154)	(306,737)	(288,320)	(269,904)	(251,487)	(233,071)
	100.00	(354,868)	(338,334)	(321,801)	(305,267)	(288,734)	(272,200)	(255,666)
	110.00	(366,166)	(351,515)	(336,864)	(322,214)	(307,563)	(292,912)	(278,262)
	120.00	(377,463)	(364,696)	(351,928)	(339,160)	(326,393)	(313,625)	(300,857)
	130.00	(388,761)	(377,876)	(366,992)	(356,107)	(345,222)	(334,338)	(323,453)
	140.00	(400,065)	(391,057)	(382,055)	(373,054)	(364,052)	(355,050)	(346,048)
	150.00	(412,480)	(404,657)	(397,119)	(390,000)	(382,882)	(375,763)	(368,644)
	160.00	(424,895)	(419,141)	(413,388)	(407,634)	(401,880)	(396,475)	(391,240)
	170.00	(437,310)	(433,626)	(429,941)	(426,257)	(422,572)	(418,888)	(415,203)
	180.00	(449,725)	(448,110)	(446,495)	(444,879)	(443,264)	(441,649)	(440,034)
	190.00	(462,140)	(462,594)	(463,048)	(463,502)	(463,956)	(464,410)	(464,864)
	200.00	(474,556)	(477,079)	(479,602)	(482,125)	(484,648)	(487,171)	(489,694)
	210.00	(486,971)	(491,563)	(496,155)	(500,748)	(505,340)	(509,932)	(514,524)
	220.00	(499,386)	(506,047)	(512,709)	(519,370)	(526,032)	(532,693)	(539,355)
	230.00	(511,801)	(520,532)	(529,262)	(537,993)	(546,724)	(555,454)	(564,185)
	240.00	(524,216)	(535,016)	(545,816)	(556,616)	(567,415)	(578,215)	(589,015)
	250.00	(536,631)	(549,500)	(562,369)	(575,238)	(588,107)	(600,976)	(613,845)

TABLE 6

Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	182,468	60%	70%	80%	90%	100%	105%	110%
	0.00	3,342,977	2,560,142	1,777,307	992,665	182,468	(234,210)	(675,701)
	10.00	3,311,138	2,528,303	1,745,469	960,634	148,575	(268,103)	(712,946)
CIL £psm	20.00	3,279,300	2,496,465	1,713,630	928,603	114,682	(301,996)	(750,191)
0.00	30.00	3,247,461	2,464,626	1,681,792	896,572	80,788	(335,890)	(787,437)
(recommended CIL)	40.00	3,215,622	2,432,788	1,649,953	864,541	46,895	(369,783)	(824,682)
(100)	50.00	3,183,784	2,400,949	1,618,114	832,510	13,002	(404,040)	(861,927)
	60.00	3,151,945	2,369,111	1,586,276	800,479	(20,892)	(441,285)	(899,173)
	70.00	3,120,107	2,337,272	1,554,437	768,278	(54,785)	(478,530)	(936,418)
	80.00	3,088,268	2,305,433	1,522,599	735,129	(88,678)	(515,776)	(973,664)
	90.00	3,056,430	2,273,595	1,490,760	701,981	(122,571)	(553,021)	(1,010,909)
	100.00	3,024,591	2,241,756	1,458,922	668,833	(156,465)	(590,267)	(1,048,154)
	110.00	2,992,753	2,209,918	1,427,083	635,684	(190,358)	(627,512)	(1,085,400)
	120.00	2,960,914	2,178,079	1,395,244	602,536	(224,251)	(664,757)	(1,122,645)
	130.00	2,929,075	2,146,241	1,363,406	569,387	(258,145)	(702,003)	(1,159,890)
	140.00	2,897,237	2,114,402	1,331,567	536,239	(292,038)	(739,248)	(1,197,136)
	150.00	2,865,398	2,082,564	1,299,729	503,091	(325,931)	(776,494)	(1,234,381)
	160.00	2,833,560	2,050,725	1,267,736	469,942	(359,825)	(813,739)	(1,271,627)
	170.00	2,801,721	2,018,886	1,235,705	436,794	(393,718)	(850,984)	(1,308,872)
	180.00	2,769,883	1,987,048	1,203,674	403,646	(430,342)	(888,230)	(1,346,117)
	190.00	2,738,044	1,955,209	1,171,642	370,497	(467,587)	(925,475)	(1,383,363)
	200.00	2,706,205	1,923,371	1,139,611	337,349	(504,833)	(962,720)	(1,420,608)
	210.00	2,674,367	1,891,532	1,107,580	304,065	(542,078)	(999,966)	(1,457,854)
	220.00	2,642,528	1,859,694	1,075,549	270,171	(579,323)	(1,037,211)	(1,495,099)
	230.00	2,610,690	1,827,855	1,043,518	236,278	(616,569)	(1,074,457)	(1,532,344)
	240.00	2,578,851	1,796,016	1,011,487	202,385	(653,814)	(1,111,702)	(1,569,590)
	250.00	2,547,013	1,764,178	979,456	168,491	(691,060)	(1,148,947)	(1,606,835)

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Scheme Typology: Houses — No Units: 7
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	182,468	Market Values 100% 90%	95%	100%	105%	110%	120%	130%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(783,761)	(283,377)	182,468	640,883	1,085,597	1,964,024	2,840,217
	10.00	(821,007)	(317,271)	148,575	607,735	1,053,566	1,932,186	2,808,379
CIL £psm	20.00	(858,252)	(351,164)	114,682	574,587	1,021,535	1,900,347	2,776,540
0.00	30.00	(895,497)	(385,057)	80,788	541,438	989,504	1,868,509	2,744,702
(recommended CIL)	40.00	(932,743)	(420,825)	46,895	508,290	957,473	1,836,670	2,712,863
(100)	50.00	(969,988)	(458,070)	13,002	475,141	925,442	1,804,831	2,681,025
	60.00	(1,007,233)	(495,315)	(20,892)	441,993	893,411	1,772,993	2,649,186
	70.00	(1,044,479)	(532,561)	(54,785)	408,845	861,380	1,741,154	2,617,347
	80.00	(1,081,724)	(569,806)	(88,678)	375,696	829,349	1,709,316	2,585,509
	90.00	(1,118,970)	(607,052)	(122,571)	342,548	797,318	1,677,477	2,553,670
	100.00	(1,156,215)	(644,297)	(156,465)	309,381	765,007	1,645,639	2,521,832
	110.00	(1,193,460)	(681,542)	(190,358)	275,487	731,858	1,613,755	2,489,993
	120.00	(1,230,706)	(718,788)	(224,251)	241,594	698,710	1,581,724	2,458,155
	130.00	(1,267,951)	(756,033)	(258,145)	207,701	665,561	1,549,693	2,426,316
	140.00	(1,305,197)	(793,278)	(292,038)	173,807	632,413	1,517,662	2,394,478
	150.00	(1,342,442)	(830,524)	(325,931)	139,914	599,265	1,485,631	2,362,639
	160.00	(1,379,687)	(867,769)	(359,825)	106,021	566,116	1,453,600	2,330,800
	170.00	(1,416,933)	(905,015)	(393,718)	72,128	532,968	1,421,569	2,298,962
	180.00	(1,454,178)	(942,260)	(430,342)	38,234	499,819	1,389,538	2,267,123
	190.00	(1,491,423)	(979,505)	(467,587)	4,341	466,671	1,357,507	2,235,285
	200.00	(1,528,669)	(1,016,751)	(504,833)	(29,552)	433,523	1,325,476	2,203,446
	210.00	(1,565,914)	(1,053,996)	(542,078)	(63,446)	400,374	1,293,445	2,171,608
	220.00	(1,603,160)	(1,091,242)	(579,323)	(97,339)	367,226	1,261,414	2,139,769
	230.00	(1,640,405)	(1,128,487)	(616,569)	(131,232)	334,078	1,229,383	2,107,930
	240.00	(1,677,650)	(1,165,732)	(653,814)	(165,125)	300,720	1,197,352	2,076,092
	250.00	(1,714,896)	(1,202,978)	(691,060)	(199,019)	266,827	1,165,321	2,044,253

TABLE 8

Balance (RLV - BLV £ per acre (n))	182,468	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	182,468	518,366	848,822	1,170,684	1,491,349	1,811,277	3,410,916
	10.00	148,575	485,217	816,791	1,138,652	1,459,511	1,779,438	3,379,078
CIL £psm	20.00	114,682	452,069	784,760	1,106,621	1,427,672	1,747,600	3,347,239
0.00	30.00	80,788	418,921	752,010	1,074,590	1,395,833	1,715,761	3,315,400
(recommended CIL)	40.00	46,895	385,772	718,862	1,042,559	1,363,995	1,683,923	3,283,562
(100)	50.00	13,002	352,624	685,713	1,010,528	1,332,156	1,652,084	3,251,723
	60.00	(20,892)	319,476	652,565	978,497	1,300,318	1,620,246	3,219,885
	70.00	(54,785)	285,790	619,417	946,466	1,268,328	1,588,407	3,188,046
	80.00	(88,678)	251,896	586,268	914,435	1,236,297	1,556,568	3,156,208
	90.00	(122,571)	218,003	553,120	882,404	1,204,266	1,524,730	3,124,369
	100.00	(156,465)	184,110	519,971	850,373	1,172,235	1,492,891	3,092,530
	110.00	(190,358)	150,217	486,823	818,342	1,140,204	1,461,053	3,060,692
	120.00	(224,251)	116,323	453,675	786,311	1,108,173	1,429,214	3,028,853
	130.00	(258,145)	82,430	420,526	753,616	1,076,142	1,397,376	2,997,015
	140.00	(292,038)	48,537	387,378	720,467	1,044,111	1,365,537	2,965,176
	150.00	(325,931)	14,643	354,230	687,319	1,012,080	1,333,698	2,933,338
	160.00	(359,825)	(19,250)	321,081	654,171	980,049	1,301,860	2,901,499
	170.00	(393,718)	(53,143)	287,431	621,022	948,018	1,269,880	2,869,660
	180.00	(430,342)	(87,036)	253,538	587,874	915,987	1,237,849	2,837,822
	190.00	(467,587)	(120,930)	219,645	554,725	883,956	1,205,818	2,805,983
	200.00	(504,833)	(154,823)	185,752	521,577	851,925	1,173,786	2,774,145
	210.00	(542,078)	(188,716)	151,858	488,429	819,894	1,141,755	2,742,306
	220.00	(579,323)	(222,610)	117,965	455,280	787,863	1,109,724	2,710,468
	230.00	(616,569)	(256,503)	84,072	422,132	755,221	1,077,693	2,678,629
	240.00	(653,814)	(290,396)	50,178	388,984	722,073	1,045,662	2,646,791
	250.00	(691,060)	(324,290)	16,285	355,835	688,925	1,013,631	2,614,952

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: **Houses** No Units: **7**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**H**	
Scheme Typology:	Houses	
No Units:	7	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	2,441,600	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	22.59%	
Developers Profit Total (£)	427,280	
Land Value KPI's		
RLV (£/acre (net))	582,468	
RLV (£/ha (net))	1,439,279	
RLV (% of GDV)	4.58%	
RLV Total (£)	111,944	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	76,876	
Surplus/Deficit (£/acre) [RLV-BLV]	182,468	
Surplus/Deficit (£/ha)	450,879	
Surplus/Deficit Total (£)	35,068	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	46,497	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	9,226	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	7,960	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	I				(see Typologies Matrix)
Scheme Typology:	**Flats**		No Units:	**15**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			15	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	5.3	46.0%	0.0	35%	5.3
2 bed Flat	65.0%	9.8	54.0%	0.0	65%	9.8
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	15.0	100.0%	0.0	100%	15.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	309	3,324	0	0	309	3,324
2 bed Flat	746	8,025	0	0	746	8,025
3 bed Flat	0	0	0	0	0	0
	1,054	11,350	0	0	1,054	11,350
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	0
4 bed House (with garage)	425,000	3,696	343	3,058	284	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	1,010,625
2 bed Flat	245,000	3,769	350	3,204	298	2,388,750
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,399,375

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Flats**		No Units:	**15**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	315,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	350,000		-
4 bed House (with garage)	0.0	@	425,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	5.3	@	192,500		1,010,625
2 bed Flat	9.8	@	245,000		2,388,750
3 bed Flat	0.0	@	0		-
	15.0				3,399,375
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	115,500		-
2 bed Flat	0.0	@	147,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	77,000		-
2 bed Flat	0.0	@	98,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	134,750		-
2 bed Flat	0.0	@	171,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**15**				**3,399,375**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	15	units @	0	per unit	-
Total GDV					**3,399,375**

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Flats**		No Units:	**15**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	9,525	£	(9,525)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	38,100	£	(38,100)
Building Safety Levy				1,054	sqm		15.11	£ psm		(15,932)
CIL (Mrkt only inc. garages)	Max			1,054	sqm		0.00	£ psm		-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)		
Site Specific S106	Year 1						0			-
(strategic site cashflow yrs 1-15)	Year 2						0			-
	Year 3						0			-
	Year 4						0			-
	Year 5						0			-
	Year 6						0			-
	Year 7						0			-
	Year 8						0			-
	Year 9						0			-
	Year 10						0			-
	Year 11						0			-
	Year 12						0			-
	Year 13						0			-
	Year 14						0			-
	Year 15						0			-
Site Specific S106 (installment)				15	units @		0	per unit		-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)		
AH Commuted Sum				1,054	sqm (total)		0	£ psm		-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.10	ha @		123,500	£ per ha (if brownfield)		(12,350)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			15	units @		0	per unit		-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)		
2 bed House				-	sqm @		2,107	psm		-
3 bed House				-	sqm @		2,107	psm		-
3 bed House (EXC. garage)				-	sqm @		2,107	psm		-
4 bed House (EXC. garage)				-	sqm @		2,107	psm		-
5 bed House (EXC. garage)				-	sqm @		2,107	psm		-
1 bed Flat				309	sqm @		2,522	psm		(778,853)
2 bed Flat				746	sqm @		2,522	psm		(1,880,374)
3 bed Flat				-	sqm @		2,522	psm		-
Garages for 3B House	-	16.0		0	sqm @		600	psm		-
Garages for 4B House	-	24.0		0	sqm @		600	psm		-
Garages for 5B House	-	-		0	sqm @		600	psm		-
Total GIA check:				1,054	£ per garage		£0			
External works				2,659,226	@		10.0%			(265,923)
Ext. Works analysis:							17,728	£ per unit (total units)		
Policy Costs on design -										
Net Biodiversity costs				15	units @		0	£ per unit		-
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	0	£ per unit	-
M4(2) Category 2 Housing	OMS units		15	units @		100%	@	0	£ per unit	-
M4(3) Category 3 Housing	Aff units		-	units @		10%	@	0	£ per unit	-
M4(3) Category 3 Housing	OMS units		15	units @		10%	@	0	£ per unit	-
Part L/FHS			15	units @				4,350	£ per unit	(65,250)
Part L/FHS analysis:							2.5%	% of BCIS costs		
Net Zero for Housing			-	sqm				0	£ psm	-
Net Zero for Flats			1,054	sqm				0	£ psm	-
Water Efficiency			15	units @				0	£ per unit	-
Urban Greening Factory	15.0	flats @	6		per storey = GIA	422		0	£ per unit	-
	Sub-total								(65,250)	
Policy Costs analysis:	(design costs only)						4,350	£ per unit (total units)		
							2.5%	% of BCIS costs		
Contingency (on construction)				3,002,749	@		5.0%			(150,137)

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Scheme Typology:	**Flats**		No Units:	**15**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		3,002,749	@	10.0%			(300,275)
Disposal Costs -							
OMS Marketing and Promotion		3,399,375	OMS @	1.00%	2,266	£ per unit	(33,994)
Residential Sales Agent Costs		3,399,375	OMS @	1.00%	2,266	£ per unit	(33,994)
Residential Sales Legal Costs		3,399,375	OMS @	0.50%	1,133	£ per unit	(16,997)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		15	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,666	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(172,528)
Developers Profit -							
Profit on OMS		3,399,375		17.50%			(594,891)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		3,399,375		17.50%	blended GDV	(594,891)	
		3,774,231		15.76%	on costs	(594,891)	
TOTAL COSTS							**(4,369,121)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(969,746)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(969,746)**
RLV analysis:	(64,650) £ per plot	(9,697,465)	£ per ha (net)	(3,924,510)	£ per acre (net)		
		(9,697,465)	£ per ha (gross)	(3,924,510)	£ per acre (gross)		
				-28.53%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		150.0	dph (net)				
Site Area (net)		0.10	ha (net)	0.25	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.10	ha (gross)	0.25	acres (gross)		
Density analysis:		10,544	sqm/ha (net)	45,931	sqft/ac (net)		
		150	dph (gross)				
Benchmark Land Value (net)	6,589 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**98,840**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(10,685,865)**	£ per ha (net)	**(4,324,510)**	£ per acre (net)	**(1,068,586)**

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Flats — No Units: 15
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	4,324,510	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(4,324,510)	(4,486,956)	(4,649,403)	(4,811,849)	(4,974,295)	(5,136,742)	(5,299,188)
	10.00	(4,370,112)	(4,530,278)	(4,690,444)	(4,850,610)	(5,010,777)	(5,170,943)	(5,331,109)
Max CIL £ psm	20.00	(4,415,714)	(4,573,600)	(4,731,486)	(4,889,372)	(5,047,258)	(5,205,144)	(5,363,030)
0.00	30.00	(4,461,315)	(4,616,921)	(4,772,527)	(4,928,133)	(5,083,739)	(5,239,345)	(5,394,951)
(recommended CIL)	40.00	(4,506,917)	(4,660,243)	(4,813,569)	(4,966,895)	(5,120,221)	(5,273,547)	(5,426,873)
(100)	50.00	(4,552,519)	(4,703,565)	(4,854,610)	(5,005,656)	(5,156,702)	(5,307,748)	(5,458,794)
	60.00	(4,598,120)	(4,746,886)	(4,895,652)	(5,044,418)	(5,193,183)	(5,341,949)	(5,490,715)
	70.00	(4,643,722)	(4,790,208)	(4,936,693)	(5,083,179)	(5,229,665)	(5,376,151)	(5,522,636)
	80.00	(4,689,324)	(4,833,529)	(4,977,735)	(5,121,941)	(5,266,146)	(5,410,352)	(5,554,557)
	90.00	(4,734,926)	(4,876,851)	(5,018,777)	(5,160,702)	(5,302,628)	(5,444,553)	(5,586,479)
	100.00	(4,780,527)	(4,920,173)	(5,059,818)	(5,199,464)	(5,339,109)	(5,478,754)	(5,618,400)
	110.00	(4,826,129)	(4,963,494)	(5,100,860)	(5,238,225)	(5,375,590)	(5,512,956)	(5,650,321)
	120.00	(4,871,731)	(5,006,816)	(5,141,901)	(5,276,986)	(5,412,072)	(5,547,157)	(5,682,242)
	130.00	(4,917,332)	(5,050,138)	(5,182,943)	(5,315,748)	(5,448,553)	(5,581,358)	(5,714,163)
	140.00	(4,962,934)	(5,093,459)	(5,223,984)	(5,354,509)	(5,485,034)	(5,615,560)	(5,746,085)
	150.00	(5,008,536)	(5,136,781)	(5,265,026)	(5,393,271)	(5,521,516)	(5,649,761)	(5,778,006)
	160.00	(5,054,138)	(5,180,102)	(5,306,067)	(5,432,032)	(5,557,997)	(5,683,962)	(5,809,927)
	170.00	(5,099,739)	(5,223,424)	(5,347,109)	(5,470,794)	(5,594,479)	(5,718,163)	(5,841,848)
	180.00	(5,145,341)	(5,266,746)	(5,388,150)	(5,509,555)	(5,630,960)	(5,752,365)	(5,873,769)
	190.00	(5,190,943)	(5,310,067)	(5,429,192)	(5,548,317)	(5,667,441)	(5,786,566)	(5,905,691)
	200.00	(5,236,544)	(5,353,389)	(5,470,234)	(5,587,078)	(5,703,923)	(5,820,767)	(5,937,612)
	210.00	(5,282,146)	(5,396,711)	(5,511,275)	(5,625,840)	(5,740,404)	(5,854,969)	(5,969,533)
	220.00	(5,327,748)	(5,440,032)	(5,552,317)	(5,664,601)	(5,776,885)	(5,889,170)	(6,001,454)
	230.00	(5,373,350)	(5,483,354)	(5,593,358)	(5,703,362)	(5,813,367)	(5,923,371)	(6,033,375)
	240.00	(5,418,951)	(5,526,676)	(5,634,400)	(5,742,124)	(5,849,848)	(5,957,572)	(6,065,297)
	250.00	(5,464,553)	(5,569,997)	(5,675,441)	(5,780,885)	(5,886,330)	(5,991,774)	(6,097,218)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(4,324,510)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(4,324,510)	(4,324,510)	(4,324,510)	(4,324,510)	(4,324,510)	(4,324,510)	(4,324,510)
	10.00	(4,370,112)	(4,370,112)	(4,370,112)	(4,370,112)	(4,370,112)	(4,370,112)	(4,370,112)
CIL £psm	20.00	(4,415,714)	(4,415,714)	(4,415,714)	(4,415,714)	(4,415,714)	(4,415,714)	(4,415,714)
0.00	30.00	(4,461,315)	(4,461,315)	(4,461,315)	(4,461,315)	(4,461,315)	(4,461,315)	(4,461,315)
(recommended CIL)	40.00	(4,506,917)	(4,506,917)	(4,506,917)	(4,506,917)	(4,506,917)	(4,506,917)	(4,506,917)
(100)	50.00	(4,552,519)	(4,552,519)	(4,552,519)	(4,552,519)	(4,552,519)	(4,552,519)	(4,552,519)
	60.00	(4,598,120)	(4,598,120)	(4,598,120)	(4,598,120)	(4,598,120)	(4,598,120)	(4,598,120)
	70.00	(4,643,722)	(4,643,722)	(4,643,722)	(4,643,722)	(4,643,722)	(4,643,722)	(4,643,722)
	80.00	(4,689,324)	(4,689,324)	(4,689,324)	(4,689,324)	(4,689,324)	(4,689,324)	(4,689,324)
	90.00	(4,734,926)	(4,734,926)	(4,734,926)	(4,734,926)	(4,734,926)	(4,734,926)	(4,734,926)
	100.00	(4,780,527)	(4,780,527)	(4,780,527)	(4,780,527)	(4,780,527)	(4,780,527)	(4,780,527)
	110.00	(4,826,129)	(4,826,129)	(4,826,129)	(4,826,129)	(4,826,129)	(4,826,129)	(4,826,129)
	120.00	(4,871,731)	(4,871,731)	(4,871,731)	(4,871,731)	(4,871,731)	(4,871,731)	(4,871,731)
	130.00	(4,917,332)	(4,917,332)	(4,917,332)	(4,917,332)	(4,917,332)	(4,917,332)	(4,917,332)
	140.00	(4,962,934)	(4,962,934)	(4,962,934)	(4,962,934)	(4,962,934)	(4,962,934)	(4,962,934)
	150.00	(5,008,536)	(5,008,536)	(5,008,536)	(5,008,536)	(5,008,536)	(5,008,536)	(5,008,536)
	160.00	(5,054,138)	(5,054,138)	(5,054,138)	(5,054,138)	(5,054,138)	(5,054,138)	(5,054,138)
	170.00	(5,099,739)	(5,099,739)	(5,099,739)	(5,099,739)	(5,099,739)	(5,099,739)	(5,099,739)
	180.00	(5,145,341)	(5,145,341)	(5,145,341)	(5,145,341)	(5,145,341)	(5,145,341)	(5,145,341)
	190.00	(5,190,943)	(5,190,943)	(5,190,943)	(5,190,943)	(5,190,943)	(5,190,943)	(5,190,943)
	200.00	(5,236,544)	(5,236,544)	(5,236,544)	(5,236,544)	(5,236,544)	(5,236,544)	(5,236,544)
	210.00	(5,282,146)	(5,282,146)	(5,282,146)	(5,282,146)	(5,282,146)	(5,282,146)	(5,282,146)
	220.00	(5,327,748)	(5,327,748)	(5,327,748)	(5,327,748)	(5,327,748)	(5,327,748)	(5,327,748)
	230.00	(5,373,350)	(5,373,350)	(5,373,350)	(5,373,350)	(5,373,350)	(5,373,350)	(5,373,350)
	240.00	(5,418,951)	(5,418,951)	(5,418,951)	(5,418,951)	(5,418,951)	(5,418,951)	(5,418,951)
	250.00	(5,464,553)	(5,464,553)	(5,464,553)	(5,464,553)	(5,464,553)	(5,464,553)	(5,464,553)

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Scheme Typology: Flats — No Units: 15
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

		Profit	18%					
Balance (RLV - BLV £ per acre (n))	(4,324,510)	15%	16%	17%	18%	19%	20%	21%
	0.00	(3,980,583)	(4,118,154)	(4,255,725)	(4,393,296)	(4,530,866)	(4,668,437)	(4,806,008)
	10.00	(4,026,185)	(4,163,756)	(4,301,326)	(4,438,897)	(4,576,468)	(4,714,039)	(4,851,610)
CIL £psm	20.00	(4,071,787)	(4,209,357)	(4,346,928)	(4,484,499)	(4,622,070)	(4,759,641)	(4,897,211)
0.00	30.00	(4,117,388)	(4,254,959)	(4,392,530)	(4,530,101)	(4,667,672)	(4,805,242)	(4,942,813)
(recommended CIL)	40.00	(4,162,990)	(4,300,561)	(4,438,132)	(4,575,702)	(4,713,273)	(4,850,844)	(4,988,415)
(100)	50.00	(4,208,592)	(4,346,162)	(4,483,733)	(4,621,304)	(4,758,875)	(4,896,446)	(5,034,017)
	60.00	(4,254,193)	(4,391,764)	(4,529,335)	(4,666,906)	(4,804,477)	(4,942,047)	(5,079,618)
	70.00	(4,299,795)	(4,437,366)	(4,574,937)	(4,712,508)	(4,850,078)	(4,987,649)	(5,125,220)
	80.00	(4,345,397)	(4,482,968)	(4,620,538)	(4,758,109)	(4,895,680)	(5,033,251)	(5,170,822)
	90.00	(4,390,999)	(4,528,569)	(4,666,140)	(4,803,711)	(4,941,282)	(5,078,853)	(5,216,423)
	100.00	(4,436,600)	(4,574,171)	(4,711,742)	(4,849,313)	(4,986,884)	(5,124,454)	(5,262,025)
	110.00	(4,482,202)	(4,619,773)	(4,757,344)	(4,894,914)	(5,032,485)	(5,170,056)	(5,307,627)
	120.00	(4,527,804)	(4,665,374)	(4,802,945)	(4,940,516)	(5,078,087)	(5,215,658)	(5,353,229)
	130.00	(4,573,405)	(4,710,976)	(4,848,547)	(4,986,118)	(5,123,689)	(5,261,259)	(5,398,830)
	140.00	(4,619,007)	(4,756,578)	(4,894,149)	(5,031,720)	(5,169,290)	(5,306,861)	(5,444,432)
	150.00	(4,664,609)	(4,802,180)	(4,939,750)	(5,077,321)	(5,214,892)	(5,352,463)	(5,490,034)
	160.00	(4,710,211)	(4,847,781)	(4,985,352)	(5,122,923)	(5,260,494)	(5,398,065)	(5,535,635)
	170.00	(4,755,812)	(4,893,383)	(5,030,954)	(5,168,525)	(5,306,096)	(5,443,666)	(5,581,237)
	180.00	(4,801,414)	(4,938,985)	(5,076,556)	(5,214,126)	(5,351,697)	(5,489,268)	(5,626,839)
	190.00	(4,847,016)	(4,984,586)	(5,122,157)	(5,259,728)	(5,397,299)	(5,534,870)	(5,672,441)
	200.00	(4,892,617)	(5,030,188)	(5,167,759)	(5,305,330)	(5,442,901)	(5,580,471)	(5,718,042)
	210.00	(4,938,219)	(5,075,790)	(5,213,361)	(5,350,932)	(5,488,502)	(5,626,073)	(5,763,644)
	220.00	(4,983,821)	(5,121,392)	(5,258,962)	(5,396,533)	(5,534,104)	(5,671,675)	(5,809,246)
	230.00	(5,029,423)	(5,166,993)	(5,304,564)	(5,442,135)	(5,579,706)	(5,717,277)	(5,854,847)
	240.00	(5,075,024)	(5,212,595)	(5,350,166)	(5,487,737)	(5,625,308)	(5,762,878)	(5,900,449)
	250.00	(5,120,626)	(5,258,197)	(5,395,768)	(5,533,338)	(5,670,909)	(5,808,480)	(5,946,051)

TABLE 4

		BLV (£ per acre (n))		400,000				
Balance (RLV - BLV £ per acre (n))	(4,324,510)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(4,024,510)	(4,049,510)	(4,074,510)	(4,099,510)	(4,124,510)	(4,149,510)	(4,174,510)
	10.00	(4,070,112)	(4,095,112)	(4,120,112)	(4,145,112)	(4,170,112)	(4,195,112)	(4,220,112)
CIL £psm	20.00	(4,115,714)	(4,140,714)	(4,165,714)	(4,190,714)	(4,215,714)	(4,240,714)	(4,265,714)
0.00	30.00	(4,161,315)	(4,186,315)	(4,211,315)	(4,236,315)	(4,261,315)	(4,286,315)	(4,311,315)
(recommended CIL)	40.00	(4,206,917)	(4,231,917)	(4,256,917)	(4,281,917)	(4,306,917)	(4,331,917)	(4,356,917)
(100)	50.00	(4,252,519)	(4,277,519)	(4,302,519)	(4,327,519)	(4,352,519)	(4,377,519)	(4,402,519)
	60.00	(4,298,120)	(4,323,120)	(4,348,120)	(4,373,120)	(4,398,120)	(4,423,120)	(4,448,120)
	70.00	(4,343,722)	(4,368,722)	(4,393,722)	(4,418,722)	(4,443,722)	(4,468,722)	(4,493,722)
	80.00	(4,389,324)	(4,414,324)	(4,439,324)	(4,464,324)	(4,489,324)	(4,514,324)	(4,539,324)
	90.00	(4,434,926)	(4,459,926)	(4,484,926)	(4,509,926)	(4,534,926)	(4,559,926)	(4,584,926)
	100.00	(4,480,527)	(4,505,527)	(4,530,527)	(4,555,527)	(4,580,527)	(4,605,527)	(4,630,527)
	110.00	(4,526,129)	(4,551,129)	(4,576,129)	(4,601,129)	(4,626,129)	(4,651,129)	(4,676,129)
	120.00	(4,571,731)	(4,596,731)	(4,621,731)	(4,646,731)	(4,671,731)	(4,696,731)	(4,721,731)
	130.00	(4,617,332)	(4,642,332)	(4,667,332)	(4,692,332)	(4,717,332)	(4,742,332)	(4,767,332)
	140.00	(4,662,934)	(4,687,934)	(4,712,934)	(4,737,934)	(4,762,934)	(4,787,934)	(4,812,934)
	150.00	(4,708,536)	(4,733,536)	(4,758,536)	(4,783,536)	(4,808,536)	(4,833,536)	(4,858,536)
	160.00	(4,754,138)	(4,779,138)	(4,804,138)	(4,829,138)	(4,854,138)	(4,879,138)	(4,904,138)
	170.00	(4,799,739)	(4,824,739)	(4,849,739)	(4,874,739)	(4,899,739)	(4,924,739)	(4,949,739)
	180.00	(4,845,341)	(4,870,341)	(4,895,341)	(4,920,341)	(4,945,341)	(4,970,341)	(4,995,341)
	190.00	(4,890,943)	(4,915,943)	(4,940,943)	(4,965,943)	(4,990,943)	(5,015,943)	(5,040,943)
	200.00	(4,936,544)	(4,961,544)	(4,986,544)	(5,011,544)	(5,036,544)	(5,061,544)	(5,086,544)
	210.00	(4,982,146)	(5,007,146)	(5,032,146)	(5,057,146)	(5,082,146)	(5,107,146)	(5,132,146)
	220.00	(5,027,748)	(5,052,748)	(5,077,748)	(5,102,748)	(5,127,748)	(5,152,748)	(5,177,748)
	230.00	(5,073,350)	(5,098,350)	(5,123,350)	(5,148,350)	(5,173,350)	(5,198,350)	(5,223,350)
	240.00	(5,118,951)	(5,143,951)	(5,168,951)	(5,193,951)	(5,218,951)	(5,243,951)	(5,268,951)
	250.00	(5,164,553)	(5,189,553)	(5,214,553)	(5,239,553)	(5,264,553)	(5,289,553)	(5,314,553)

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Scheme Typology: Flats — No Units: 15
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(4,324,510)	Density (dph) (net) 30	35	150 40	45	50	55	60
	0.00	(1,234,041)	(1,362,811)	(1,491,580)	(1,620,350)	(1,749,119)	(1,877,889)	(2,006,658)
	10.00	(1,243,161)	(1,373,451)	(1,503,741)	(1,634,030)	(1,764,320)	(1,894,609)	(2,024,899)
CIL £psm	20.00	(1,252,282)	(1,384,091)	(1,515,901)	(1,647,711)	(1,779,520)	(1,911,330)	(2,043,140)
0.00	30.00	(1,261,402)	(1,394,732)	(1,528,061)	(1,661,391)	(1,794,721)	(1,928,051)	(2,061,380)
(recommended CIL)	40.00	(1,270,522)	(1,405,372)	(1,540,222)	(1,675,072)	(1,809,921)	(1,944,771)	(2,079,621)
(100)	50.00	(1,279,643)	(1,416,013)	(1,552,382)	(1,688,752)	(1,825,122)	(1,961,492)	(2,097,862)
	60.00	(1,288,763)	(1,426,653)	(1,564,543)	(1,702,433)	(1,840,323)	(1,978,212)	(2,116,102)
	70.00	(1,297,883)	(1,437,293)	(1,576,703)	(1,716,113)	(1,855,523)	(1,994,933)	(2,134,343)
	80.00	(1,307,004)	(1,447,934)	(1,588,864)	(1,729,794)	(1,870,724)	(2,011,654)	(2,152,584)
	90.00	(1,316,124)	(1,458,574)	(1,601,024)	(1,743,474)	(1,885,924)	(2,028,374)	(2,170,824)
	100.00	(1,325,244)	(1,469,215)	(1,613,185)	(1,757,155)	(1,901,125)	(2,045,095)	(2,189,065)
	110.00	(1,334,365)	(1,479,855)	(1,625,345)	(1,770,835)	(1,916,325)	(2,061,816)	(2,207,306)
	120.00	(1,343,485)	(1,490,495)	(1,637,506)	(1,784,516)	(1,931,526)	(2,078,536)	(2,225,546)
	130.00	(1,352,605)	(1,501,136)	(1,649,666)	(1,798,196)	(1,946,727)	(2,095,257)	(2,243,787)
	140.00	(1,361,726)	(1,511,776)	(1,661,826)	(1,811,877)	(1,961,927)	(2,111,978)	(2,262,028)
	150.00	(1,370,846)	(1,522,417)	(1,673,987)	(1,825,557)	(1,977,128)	(2,128,698)	(2,280,269)
	160.00	(1,379,966)	(1,533,057)	(1,686,147)	(1,839,238)	(1,992,328)	(2,145,419)	(2,298,509)
	170.00	(1,389,087)	(1,543,697)	(1,698,308)	(1,852,918)	(2,007,529)	(2,162,139)	(2,316,750)
	180.00	(1,398,207)	(1,554,338)	(1,710,468)	(1,866,599)	(2,022,729)	(2,178,860)	(2,334,991)
	190.00	(1,407,327)	(1,564,978)	(1,722,629)	(1,880,279)	(2,037,930)	(2,195,581)	(2,353,231)
	200.00	(1,416,448)	(1,575,619)	(1,734,789)	(1,893,960)	(2,053,131)	(2,212,301)	(2,371,472)
	210.00	(1,425,568)	(1,586,259)	(1,746,950)	(1,907,640)	(2,068,331)	(2,229,022)	(2,389,713)
	220.00	(1,434,689)	(1,596,899)	(1,759,110)	(1,921,321)	(2,083,532)	(2,245,743)	(2,407,953)
	230.00	(1,443,809)	(1,607,540)	(1,771,271)	(1,935,001)	(2,098,732)	(2,262,463)	(2,426,194)
	240.00	(1,452,929)	(1,618,180)	(1,783,431)	(1,948,682)	(2,113,933)	(2,279,184)	(2,444,435)
	250.00	(1,462,050)	(1,628,821)	(1,795,591)	(1,962,362)	(2,129,133)	(2,295,904)	(2,462,675)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(4,324,510)	Build cost 60%	100% 70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	110%
	0.00	1,239,303	(18,399)	(1,423,188)	(2,869,665)	(4,324,510)	(5,051,933)	(5,779,355)
	10.00	1,200,555	(59,400)	(1,468,516)	(2,915,267)	(4,370,112)	(5,097,534)	(5,824,957)
CIL £psm	20.00	1,161,808	(100,400)	(1,513,843)	(2,960,868)	(4,415,714)	(5,143,136)	(5,870,559)
0.00	30.00	1,123,060	(141,400)	(1,559,171)	(3,006,470)	(4,461,315)	(5,188,738)	(5,916,160)
(recommended CIL)	40.00	1,084,313	(182,401)	(1,604,499)	(3,052,072)	(4,506,917)	(5,234,340)	(5,961,762)
(100)	50.00	1,045,565	(223,401)	(1,649,826)	(3,097,674)	(4,552,519)	(5,279,941)	(6,007,364)
	60.00	1,006,817	(264,402)	(1,695,154)	(3,143,275)	(4,598,120)	(5,325,543)	(6,052,966)
	70.00	968,070	(305,402)	(1,740,482)	(3,188,877)	(4,643,722)	(5,371,145)	(6,098,567)
	80.00	929,322	(346,402)	(1,785,809)	(3,234,479)	(4,689,324)	(5,416,746)	(6,144,169)
	90.00	890,575	(387,403)	(1,831,137)	(3,280,080)	(4,734,926)	(5,462,348)	(6,189,771)
	100.00	851,827	(431,212)	(1,876,465)	(3,325,682)	(4,780,527)	(5,507,950)	(6,235,372)
	110.00	813,079	(476,268)	(1,921,793)	(3,371,284)	(4,826,129)	(5,553,552)	(6,280,974)
	120.00	774,332	(521,323)	(1,967,120)	(3,416,886)	(4,871,731)	(5,599,153)	(6,326,576)
	130.00	735,584	(566,378)	(2,012,448)	(3,462,487)	(4,917,332)	(5,644,755)	(6,372,178)
	140.00	696,837	(611,672)	(2,057,776)	(3,508,089)	(4,962,934)	(5,690,357)	(6,417,779)
	150.00	658,089	(657,000)	(2,103,103)	(3,553,691)	(5,008,536)	(5,735,958)	(6,463,381)
	160.00	619,341	(702,328)	(2,148,431)	(3,599,292)	(5,054,138)	(5,781,560)	(6,508,983)
	170.00	580,594	(747,655)	(2,193,759)	(3,644,894)	(5,099,739)	(5,827,162)	(6,554,584)
	180.00	541,846	(792,983)	(2,239,087)	(3,690,496)	(5,145,341)	(5,872,764)	(6,600,186)
	190.00	502,768	(838,311)	(2,284,414)	(3,736,098)	(5,190,943)	(5,918,365)	(6,645,788)
	200.00	462,668	(883,638)	(2,329,742)	(3,781,699)	(5,236,544)	(5,963,967)	(6,691,390)
	210.00	422,569	(928,966)	(2,375,070)	(3,827,301)	(5,282,146)	(6,009,569)	(6,736,991)
	220.00	382,470	(974,294)	(2,420,397)	(3,872,903)	(5,327,748)	(6,055,170)	(6,782,593)
	230.00	342,370	(1,019,622)	(2,465,725)	(3,918,504)	(5,373,350)	(6,100,772)	(6,828,195)
	240.00	302,271	(1,064,949)	(2,511,053)	(3,964,106)	(5,418,951)	(6,146,374)	(6,873,796)
	250.00	262,172	(1,110,277)	(2,556,381)	(4,009,708)	(5,464,553)	(6,191,976)	(6,919,398)

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Scheme Typology: Flats — No Units: 15
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	(4,324,510)	90%	95%	100%	105%	110%	120%	130%
	0.00	(5,453,743)	(4,889,127)	(4,324,510)	(3,759,894)	(3,195,277)	(2,073,393)	(952,392)
	10.00	(5,499,345)	(4,934,728)	(4,370,112)	(3,805,495)	(3,240,879)	(2,118,721)	(997,720)
CIL £psm	20.00	(5,544,946)	(4,980,330)	(4,415,714)	(3,851,097)	(3,286,481)	(2,164,048)	(1,043,047)
0.00	30.00	(5,590,548)	(5,025,932)	(4,461,315)	(3,896,699)	(3,332,083)	(2,209,376)	(1,088,375)
(recommended CIL)	40.00	(5,636,150)	(5,071,533)	(4,506,917)	(3,942,301)	(3,377,684)	(2,254,704)	(1,133,703)
(100)	50.00	(5,681,751)	(5,117,135)	(4,552,519)	(3,987,902)	(3,423,286)	(2,300,031)	(1,179,030)
	60.00	(5,727,353)	(5,162,737)	(4,598,120)	(4,033,504)	(3,468,888)	(2,345,359)	(1,224,358)
	70.00	(5,772,955)	(5,208,339)	(4,643,722)	(4,079,106)	(3,514,489)	(2,390,687)	(1,269,686)
	80.00	(5,818,557)	(5,253,940)	(4,689,324)	(4,124,707)	(3,560,091)	(2,436,015)	(1,315,014)
	90.00	(5,864,158)	(5,299,542)	(4,734,926)	(4,170,309)	(3,605,693)	(2,481,342)	(1,360,341)
	100.00	(5,909,760)	(5,345,144)	(4,780,527)	(4,215,911)	(3,651,295)	(2,526,670)	(1,405,669)
	110.00	(5,955,362)	(5,390,745)	(4,826,129)	(4,261,513)	(3,696,896)	(2,571,998)	(1,450,997)
	120.00	(6,000,963)	(5,436,347)	(4,871,731)	(4,307,114)	(3,742,498)	(2,617,325)	(1,496,324)
	130.00	(6,046,565)	(5,481,949)	(4,917,332)	(4,352,716)	(3,788,100)	(2,662,653)	(1,541,652)
	140.00	(6,092,167)	(5,527,551)	(4,962,934)	(4,398,318)	(3,833,701)	(2,707,981)	(1,586,980)
	150.00	(6,137,769)	(5,573,152)	(5,008,536)	(4,443,919)	(3,879,303)	(2,753,309)	(1,632,308)
	160.00	(6,183,370)	(5,618,754)	(5,054,138)	(4,489,521)	(3,924,905)	(2,798,636)	(1,677,635)
	170.00	(6,228,972)	(5,664,356)	(5,099,739)	(4,535,123)	(3,970,507)	(2,843,964)	(1,722,963)
	180.00	(6,274,574)	(5,709,957)	(5,145,341)	(4,580,725)	(4,016,108)	(2,889,292)	(1,768,291)
	190.00	(6,320,175)	(5,755,559)	(5,190,943)	(4,626,326)	(4,061,710)	(2,934,619)	(1,813,618)
	200.00	(6,365,777)	(5,801,161)	(5,236,544)	(4,671,928)	(4,107,312)	(2,979,947)	(1,858,946)
	210.00	(6,411,379)	(5,846,763)	(5,282,146)	(4,717,530)	(4,152,913)	(3,025,275)	(1,904,274)
	220.00	(6,456,981)	(5,892,364)	(5,327,748)	(4,763,131)	(4,198,515)	(3,070,603)	(1,949,601)
	230.00	(6,502,582)	(5,937,966)	(5,373,350)	(4,808,733)	(4,244,117)	(3,115,930)	(1,994,929)
	240.00	(6,548,184)	(5,983,568)	(5,418,951)	(4,854,335)	(4,289,719)	(3,161,258)	(2,040,257)
	250.00	(6,593,786)	(6,029,169)	(5,464,553)	(4,899,937)	(4,335,320)	(3,206,586)	(2,085,585)

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	(4,324,510)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(4,324,510)	(3,679,681)	(3,034,851)	(2,392,530)	(1,751,576)	(1,110,621)	1,771,546
	10.00	(4,370,112)	(3,725,282)	(3,080,453)	(2,437,858)	(1,796,903)	(1,155,948)	1,733,031
CIL £psm	20.00	(4,415,714)	(3,770,884)	(3,126,055)	(2,483,186)	(1,842,231)	(1,201,276)	1,694,516
0.00	30.00	(4,461,315)	(3,816,486)	(3,171,657)	(2,528,514)	(1,887,559)	(1,246,604)	1,656,001
(recommended CIL)	40.00	(4,506,917)	(3,862,088)	(3,217,258)	(2,573,841)	(1,932,886)	(1,291,932)	1,617,487
(100)	50.00	(4,552,519)	(3,907,689)	(3,262,860)	(2,619,169)	(1,978,214)	(1,337,259)	1,578,972
	60.00	(4,598,120)	(3,953,291)	(3,308,462)	(2,664,497)	(2,023,542)	(1,382,587)	1,540,457
	70.00	(4,643,722)	(3,998,893)	(3,354,063)	(2,709,824)	(2,068,870)	(1,427,915)	1,501,942
	80.00	(4,689,324)	(4,044,494)	(3,399,665)	(2,755,152)	(2,114,197)	(1,473,242)	1,463,428
	90.00	(4,734,926)	(4,090,096)	(3,445,267)	(2,800,480)	(2,159,525)	(1,518,570)	1,424,913
	100.00	(4,780,527)	(4,135,698)	(3,490,869)	(2,846,039)	(2,204,853)	(1,563,898)	1,386,212
	110.00	(4,826,129)	(4,181,300)	(3,536,470)	(2,891,641)	(2,250,180)	(1,609,226)	1,347,464
	120.00	(4,871,731)	(4,226,901)	(3,582,072)	(2,937,243)	(2,295,508)	(1,654,553)	1,308,717
	130.00	(4,917,332)	(4,272,503)	(3,627,674)	(2,982,844)	(2,340,836)	(1,699,881)	1,269,969
	140.00	(4,962,934)	(4,318,105)	(3,673,275)	(3,028,446)	(2,386,164)	(1,745,209)	1,231,222
	150.00	(5,008,536)	(4,363,706)	(3,718,877)	(3,074,048)	(2,431,491)	(1,790,536)	1,192,474
	160.00	(5,054,138)	(4,409,308)	(3,764,479)	(3,119,649)	(2,476,819)	(1,835,864)	1,153,726
	170.00	(5,099,739)	(4,454,910)	(3,810,081)	(3,165,251)	(2,522,147)	(1,881,192)	1,114,979
	180.00	(5,145,341)	(4,500,512)	(3,855,682)	(3,210,853)	(2,567,474)	(1,926,520)	1,076,231
	190.00	(5,190,943)	(4,546,113)	(3,901,284)	(3,256,455)	(2,612,802)	(1,971,847)	1,037,484
	200.00	(5,236,544)	(4,591,715)	(3,946,886)	(3,302,056)	(2,658,130)	(2,017,175)	998,736
	210.00	(5,282,146)	(4,637,317)	(3,992,487)	(3,347,658)	(2,703,458)	(2,062,503)	959,988
	220.00	(5,327,748)	(4,682,918)	(4,038,089)	(3,393,260)	(2,748,785)	(2,107,830)	921,241
	230.00	(5,373,350)	(4,728,520)	(4,083,691)	(3,438,861)	(2,794,113)	(2,153,158)	882,493
	240.00	(5,418,951)	(4,774,122)	(4,129,293)	(3,484,463)	(2,839,634)	(2,198,486)	843,746
	250.00	(5,464,553)	(4,819,724)	(4,174,894)	(3,530,065)	(2,885,236)	(2,243,814)	804,998

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Flats — No Units: 15
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	I	
Scheme Typology:	Flats	
No Units:	15	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	3,399,375	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	15.76%	
Developers Profit Total (£)	594,891	
Land Value KPI's		
RLV (£/acre (net))	(3,924,510)	
RLV (£/ha (net))	(9,697,465)	
RLV (% of GDV)	-28.53%	
RLV Total (£)	(969,746)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	98,840	
Surplus/Deficit (£/acre) [RLV-BLV]	(4,324,510)	
Surplus/Deficit (£/ha)	(10,685,865)	
Surplus/Deficit Total (£)	(1,068,586)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	172,528	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	11,502	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Appraisal Ref:	J				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	20		
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			20	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	3.4	17.5%	0.0	17%	3.4
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	6.6	30.0%	0.0	33%	6.6
4 bed House (with garage)	15.0%	3.0	5.0%	0.0	15%	3.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	3.6	30.0%	0.0	18%	3.6
2 bed Flat	17.0%	3.4	17.5%	0.0	17%	3.4
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	20.0	100.0%	0.0	100%	20.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	255	2,745	0	0	255	2,745
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	700	7,530	0	0	700	7,530
4 bed House (with garage)	417	4,489	0	0	417	4,489
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	212	2,279	0	0	212	2,279
2 bed Flat	260	2,799	0	0	260	2,799
3 bed Flat	0	0	0	0	0	0
	1,843	19,842	0	0	1,843	19,842
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	1,071,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	2,310,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	1,275,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	693,000
2 bed Flat	245,000	3,769	350	3,204	298	833,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						6,182,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**20**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.4	@	315,000		1,071,000
3 bed House	0.0	@	0		-
3 bed House (with garage)	6.6	@	350,000		2,310,000
4 bed House (with garage)	3.0	@	425,000		1,275,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	3.6	@	192,500		693,000
2 bed Flat	3.4	@	245,000		833,000
3 bed Flat	0.0	@	0		-
	20.0				6,182,000
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	115,500		-
2 bed Flat	0.0	@	147,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	77,000		-
2 bed Flat	0.0	@	98,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	134,750		-
2 bed Flat	0.0	@	171,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**20**				**6,182,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	20	units @	0	per unit	-
Total GDV					**6,182,000**

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**20**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	12,700	£		(12,700)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	50,800	£		(50,800)
Building Safety Levy				1,843	sqm	15.11	£ psm			(27,853)
CIL (Mrkt only inc. garages)	Max			1,843	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				20	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				1,843	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.24	ha @	123,500	£ per ha (if brownfield)			(29,059)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			20	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				255	sqm @	2,107	psm			(537,285)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				594	sqm @	2,107	psm			(1,251,558)
4 bed House (EXC. garage)				345	sqm @	2,107	psm			(726,915)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				212	sqm @	2,522	psm			(534,071)
2 bed Flat				260	sqm @	2,522	psm			(655,720)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	6.6	16.0		106	sqm @	600	psm			(63,360)
Garages for 4B House	3.0	24.0		72	sqm @	600	psm			(43,200)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				1,843	£ per garage	£0				
External works				3,812,109	@	10.0%				(381,211)
Ext. Works analysis:						19,061	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				20	units @	400	£ per unit			(8,000)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		20	units @	100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units		20	units @	10%	@	0	£ per unit		-
Part L/FHS			20	units @			4,350	£ per unit		(87,000)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing			1,372	sqm			0	£ psm		-
Net Zero for Flats			472	sqm			0	£ psm		-
Water Efficiency			20	units @			0	£ per unit		-
Urban Greening Factory	7.0	flats @	6		per storey = GIA	404	0	£ per unit		-
	Sub-total								(95,000)	
Policy Costs analysis:	(design costs only)					4,750	£ per unit (total units)			
						2.5%	% of BCIS costs			
Contingency (on construction)				4,317,378	@	5.0%				(215,869)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**20**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		4,317,378	@	10.0%			(431,738)
Disposal Costs -							
OMS Marketing and Promotion		6,182,000	OMS @	1.00%	3,091	£ per unit	(61,820)
Residential Sales Agent Costs		6,182,000	OMS @	1.00%	3,091	£ per unit	(61,820)
Residential Sales Legal Costs		6,182,000	OMS @	0.50%	1,546	£ per unit	(30,910)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	20	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,728	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(220,499)
Developers Profit -							
Profit on OMS		6,182,000		17.50%			(1,081,850)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		6,182,000		17.50%	blended GDV	(1,081,850)	
		5,431,387		19.92%	on costs	(1,081,850)	
TOTAL COSTS							**(6,513,237)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(331,237)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(331,237)**
RLV analysis:	(16,562) £ per plot	(1,407,758)	£ per ha (net)	(569,712)	£ per acre (net)		
		(1,407,758)	£ per ha (gross)	(569,712)	£ per acre (gross)		
				-5.36%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		85.0	dph (net)				
Site Area (net)		0.24	ha (net)	0.58	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.24	ha (gross)	0.58	acres (gross)		
Density analysis:		7,834	sqm/ha (net)	34,127	sqft/ac (net)		
		85	dph (gross)				
Benchmark Land Value (net)	11,628 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**232,565**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(2,396,158)**	£ per ha (net)	**(969,712)**	£ per acre (net)	**(563,802)**

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Scheme Typology:	**Houses and Flats**	No Units:	**20**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	969,712	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(969,712)	(1,071,873)	(1,174,659)	(1,277,553)	(1,380,447)	(1,483,342)	(1,586,236)
	10.00	(1,003,495)	(1,104,053)	(1,205,248)	(1,306,443)	(1,407,638)	(1,508,832)	(1,610,027)
Max CIL £ psm	20.00	(1,037,279)	(1,136,341)	(1,235,837)	(1,335,332)	(1,434,828)	(1,534,323)	(1,633,819)
0.00	30.00	(1,071,062)	(1,168,630)	(1,266,426)	(1,364,222)	(1,462,018)	(1,559,814)	(1,657,610)
(recommended CIL)	40.00	(1,104,846)	(1,200,918)	(1,297,015)	(1,393,111)	(1,489,208)	(1,585,305)	(1,681,401)
(100)	50.00	(1,138,809)	(1,233,206)	(1,327,604)	(1,422,001)	(1,516,398)	(1,610,795)	(1,705,193)
	60.00	(1,172,797)	(1,265,495)	(1,358,192)	(1,450,890)	(1,543,588)	(1,636,286)	(1,728,984)
	70.00	(1,206,784)	(1,297,783)	(1,388,781)	(1,479,780)	(1,570,778)	(1,661,777)	(1,752,775)
	80.00	(1,240,772)	(1,330,071)	(1,419,370)	(1,508,669)	(1,597,968)	(1,687,268)	(1,776,567)
	90.00	(1,274,760)	(1,362,359)	(1,449,959)	(1,537,559)	(1,625,159)	(1,712,758)	(1,800,358)
	100.00	(1,308,747)	(1,394,648)	(1,480,548)	(1,566,448)	(1,652,349)	(1,738,249)	(1,824,294)
	110.00	(1,342,735)	(1,426,936)	(1,511,137)	(1,595,338)	(1,679,539)	(1,763,740)	(1,848,229)
	120.00	(1,376,723)	(1,459,224)	(1,541,726)	(1,624,227)	(1,706,729)	(1,789,231)	(1,872,164)
	130.00	(1,410,710)	(1,491,512)	(1,572,315)	(1,653,117)	(1,733,919)	(1,814,721)	(1,896,099)
	140.00	(1,444,698)	(1,523,801)	(1,602,904)	(1,682,006)	(1,761,109)	(1,840,212)	(1,920,034)
	150.00	(1,478,686)	(1,556,089)	(1,633,492)	(1,710,896)	(1,788,299)	(1,865,703)	(1,943,970)
	160.00	(1,512,673)	(1,588,377)	(1,664,081)	(1,739,785)	(1,815,489)	(1,891,279)	(1,967,905)
	170.00	(1,546,661)	(1,620,666)	(1,694,670)	(1,768,675)	(1,842,680)	(1,916,924)	(1,991,840)
	180.00	(1,580,648)	(1,652,954)	(1,725,259)	(1,797,564)	(1,869,870)	(1,942,569)	(2,015,775)
	190.00	(1,614,636)	(1,685,242)	(1,755,848)	(1,826,454)	(1,897,060)	(1,968,214)	(2,039,710)
	200.00	(1,648,624)	(1,717,530)	(1,786,437)	(1,855,343)	(1,924,250)	(1,993,858)	(2,063,645)
	210.00	(1,682,611)	(1,749,819)	(1,817,026)	(1,884,233)	(1,951,440)	(2,019,503)	(2,087,581)
	220.00	(1,716,599)	(1,782,107)	(1,847,615)	(1,913,122)	(1,978,780)	(2,045,148)	(2,111,516)
	230.00	(1,750,587)	(1,814,395)	(1,878,204)	(1,942,012)	(2,006,135)	(2,070,793)	(2,135,451)
	240.00	(1,784,574)	(1,846,683)	(1,908,792)	(1,970,901)	(2,033,489)	(2,096,438)	(2,159,386)
	250.00	(1,818,562)	(1,878,972)	(1,939,381)	(1,999,791)	(2,060,844)	(2,122,083)	(2,183,321)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(969,712)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(969,712)	(969,712)	(969,712)	(969,712)	(969,712)	(969,712)	(969,712)
	10.00	(1,003,495)	(1,003,495)	(1,003,495)	(1,003,495)	(1,003,495)	(1,003,495)	(1,003,495)
CIL £psm	20.00	(1,037,279)	(1,037,279)	(1,037,279)	(1,037,279)	(1,037,279)	(1,037,279)	(1,037,279)
0.00	30.00	(1,071,062)	(1,071,062)	(1,071,062)	(1,071,062)	(1,071,062)	(1,071,062)	(1,071,062)
(recommended CIL)	40.00	(1,104,846)	(1,104,846)	(1,104,846)	(1,104,846)	(1,104,846)	(1,104,846)	(1,104,846)
(100)	50.00	(1,138,809)	(1,138,809)	(1,138,809)	(1,138,809)	(1,138,809)	(1,138,809)	(1,138,809)
	60.00	(1,172,797)	(1,172,797)	(1,172,797)	(1,172,797)	(1,172,797)	(1,172,797)	(1,172,797)
	70.00	(1,206,784)	(1,206,784)	(1,206,784)	(1,206,784)	(1,206,784)	(1,206,784)	(1,206,784)
	80.00	(1,240,772)	(1,240,772)	(1,240,772)	(1,240,772)	(1,240,772)	(1,240,772)	(1,240,772)
	90.00	(1,274,760)	(1,274,760)	(1,274,760)	(1,274,760)	(1,274,760)	(1,274,760)	(1,274,760)
	100.00	(1,308,747)	(1,308,747)	(1,308,747)	(1,308,747)	(1,308,747)	(1,308,747)	(1,308,747)
	110.00	(1,342,735)	(1,342,735)	(1,342,735)	(1,342,735)	(1,342,735)	(1,342,735)	(1,342,735)
	120.00	(1,376,723)	(1,376,723)	(1,376,723)	(1,376,723)	(1,376,723)	(1,376,723)	(1,376,723)
	130.00	(1,410,710)	(1,410,710)	(1,410,710)	(1,410,710)	(1,410,710)	(1,410,710)	(1,410,710)
	140.00	(1,444,698)	(1,444,698)	(1,444,698)	(1,444,698)	(1,444,698)	(1,444,698)	(1,444,698)
	150.00	(1,478,686)	(1,478,686)	(1,478,686)	(1,478,686)	(1,478,686)	(1,478,686)	(1,478,686)
	160.00	(1,512,673)	(1,512,673)	(1,512,673)	(1,512,673)	(1,512,673)	(1,512,673)	(1,512,673)
	170.00	(1,546,661)	(1,546,661)	(1,546,661)	(1,546,661)	(1,546,661)	(1,546,661)	(1,546,661)
	180.00	(1,580,648)	(1,580,648)	(1,580,648)	(1,580,648)	(1,580,648)	(1,580,648)	(1,580,648)
	190.00	(1,614,636)	(1,614,636)	(1,614,636)	(1,614,636)	(1,614,636)	(1,614,636)	(1,614,636)
	200.00	(1,648,624)	(1,648,624)	(1,648,624)	(1,648,624)	(1,648,624)	(1,648,624)	(1,648,624)
	210.00	(1,682,611)	(1,682,611)	(1,682,611)	(1,682,611)	(1,682,611)	(1,682,611)	(1,682,611)
	220.00	(1,716,599)	(1,716,599)	(1,716,599)	(1,716,599)	(1,716,599)	(1,716,599)	(1,716,599)
	230.00	(1,750,587)	(1,750,587)	(1,750,587)	(1,750,587)	(1,750,587)	(1,750,587)	(1,750,587)
	240.00	(1,784,574)	(1,784,574)	(1,784,574)	(1,784,574)	(1,784,574)	(1,784,574)	(1,784,574)
	250.00	(1,818,562)	(1,818,562)	(1,818,562)	(1,818,562)	(1,818,562)	(1,818,562)	(1,818,562)

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Scheme Typology: Houses and Flats — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(969,712)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(703,893)	(810,221)	(916,548)	(1,022,875)	(1,129,203)	(1,235,530)	(1,341,858)
	10.00	(737,677)	(844,004)	(950,331)	(1,056,659)	(1,162,986)	(1,269,314)	(1,375,641)
CIL £psm	20.00	(771,460)	(877,788)	(984,115)	(1,090,442)	(1,196,770)	(1,303,097)	(1,409,425)
0.00	30.00	(805,244)	(911,571)	(1,017,898)	(1,124,226)	(1,230,553)	(1,336,881)	(1,443,208)
(recommended CIL)	40.00	(839,027)	(945,354)	(1,051,682)	(1,158,009)	(1,264,337)	(1,370,664)	(1,476,991)
(100)	50.00	(872,990)	(979,318)	(1,085,645)	(1,191,973)	(1,298,300)	(1,404,627)	(1,510,955)
	60.00	(906,978)	(1,013,306)	(1,119,633)	(1,225,960)	(1,332,288)	(1,438,615)	(1,544,943)
	70.00	(940,966)	(1,047,293)	(1,153,621)	(1,259,948)	(1,366,275)	(1,472,603)	(1,578,930)
	80.00	(974,953)	(1,081,281)	(1,187,608)	(1,293,936)	(1,400,263)	(1,506,590)	(1,612,918)
	90.00	(1,008,941)	(1,115,268)	(1,221,596)	(1,327,923)	(1,434,251)	(1,540,578)	(1,646,905)
	100.00	(1,042,929)	(1,149,256)	(1,255,584)	(1,361,911)	(1,468,238)	(1,574,566)	(1,680,893)
	110.00	(1,076,916)	(1,183,244)	(1,289,571)	(1,395,899)	(1,502,226)	(1,608,553)	(1,714,881)
	120.00	(1,110,904)	(1,217,231)	(1,323,559)	(1,429,886)	(1,536,214)	(1,642,541)	(1,748,868)
	130.00	(1,144,892)	(1,251,219)	(1,357,547)	(1,463,874)	(1,570,201)	(1,676,529)	(1,782,856)
	140.00	(1,178,879)	(1,285,207)	(1,391,534)	(1,497,862)	(1,604,189)	(1,710,516)	(1,816,844)
	150.00	(1,212,867)	(1,319,194)	(1,425,522)	(1,531,849)	(1,638,177)	(1,744,504)	(1,850,831)
	160.00	(1,246,855)	(1,353,182)	(1,459,509)	(1,565,837)	(1,672,164)	(1,778,492)	(1,884,819)
	170.00	(1,280,842)	(1,387,170)	(1,493,497)	(1,599,825)	(1,706,152)	(1,812,479)	(1,918,807)
	180.00	(1,314,830)	(1,421,157)	(1,527,485)	(1,633,812)	(1,740,140)	(1,846,467)	(1,952,794)
	190.00	(1,348,818)	(1,455,145)	(1,561,472)	(1,667,800)	(1,774,127)	(1,880,455)	(1,986,782)
	200.00	(1,382,805)	(1,489,133)	(1,595,460)	(1,701,788)	(1,808,115)	(1,914,442)	(2,020,770)
	210.00	(1,416,793)	(1,523,120)	(1,629,448)	(1,735,775)	(1,842,103)	(1,948,430)	(2,054,757)
	220.00	(1,450,781)	(1,557,108)	(1,663,435)	(1,769,763)	(1,876,090)	(1,982,418)	(2,088,745)
	230.00	(1,484,768)	(1,591,096)	(1,697,423)	(1,803,750)	(1,910,078)	(2,016,405)	(2,122,733)
	240.00	(1,518,756)	(1,625,083)	(1,731,411)	(1,837,738)	(1,944,066)	(2,050,393)	(2,156,720)
	250.00	(1,552,744)	(1,659,071)	(1,765,398)	(1,871,726)	(1,978,053)	(2,084,381)	(2,190,708)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(969,712)	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	(669,712)	(694,712)	(719,712)	(744,712)	(769,712)	(794,712)	(819,712)
	10.00	(703,495)	(728,495)	(753,495)	(778,495)	(803,495)	(828,495)	(853,495)
CIL £psm	20.00	(737,279)	(762,279)	(787,279)	(812,279)	(837,279)	(862,279)	(887,279)
0.00	30.00	(771,062)	(796,062)	(821,062)	(846,062)	(871,062)	(896,062)	(921,062)
(recommended CIL)	40.00	(804,846)	(829,846)	(854,846)	(879,846)	(904,846)	(929,846)	(954,846)
(100)	50.00	(838,809)	(863,809)	(888,809)	(913,809)	(938,809)	(963,809)	(988,809)
	60.00	(872,797)	(897,797)	(922,797)	(947,797)	(972,797)	(997,797)	(1,022,797)
	70.00	(906,784)	(931,784)	(956,784)	(981,784)	(1,006,784)	(1,031,784)	(1,056,784)
	80.00	(940,772)	(965,772)	(990,772)	(1,015,772)	(1,040,772)	(1,065,772)	(1,090,772)
	90.00	(974,760)	(999,760)	(1,024,760)	(1,049,760)	(1,074,760)	(1,099,760)	(1,124,760)
	100.00	(1,008,747)	(1,033,747)	(1,058,747)	(1,083,747)	(1,108,747)	(1,133,747)	(1,158,747)
	110.00	(1,042,735)	(1,067,735)	(1,092,735)	(1,117,735)	(1,142,735)	(1,167,735)	(1,192,735)
	120.00	(1,076,723)	(1,101,723)	(1,126,723)	(1,151,723)	(1,176,723)	(1,201,723)	(1,226,723)
	130.00	(1,110,710)	(1,135,710)	(1,160,710)	(1,185,710)	(1,210,710)	(1,235,710)	(1,260,710)
	140.00	(1,144,698)	(1,169,698)	(1,194,698)	(1,219,698)	(1,244,698)	(1,269,698)	(1,294,698)
	150.00	(1,178,686)	(1,203,686)	(1,228,686)	(1,253,686)	(1,278,686)	(1,303,686)	(1,328,686)
	160.00	(1,212,673)	(1,237,673)	(1,262,673)	(1,287,673)	(1,312,673)	(1,337,673)	(1,362,673)
	170.00	(1,246,661)	(1,271,661)	(1,296,661)	(1,321,661)	(1,346,661)	(1,371,661)	(1,396,661)
	180.00	(1,280,648)	(1,305,648)	(1,330,648)	(1,355,648)	(1,380,648)	(1,405,648)	(1,430,648)
	190.00	(1,314,636)	(1,339,636)	(1,364,636)	(1,389,636)	(1,414,636)	(1,439,636)	(1,464,636)
	200.00	(1,348,624)	(1,373,624)	(1,398,624)	(1,423,624)	(1,448,624)	(1,473,624)	(1,498,624)
	210.00	(1,382,611)	(1,407,611)	(1,432,611)	(1,457,611)	(1,482,611)	(1,507,611)	(1,532,611)
	220.00	(1,416,599)	(1,441,599)	(1,466,599)	(1,491,599)	(1,516,599)	(1,541,599)	(1,566,599)
	230.00	(1,450,587)	(1,475,587)	(1,500,587)	(1,525,587)	(1,550,587)	(1,575,587)	(1,600,587)
	240.00	(1,484,574)	(1,509,574)	(1,534,574)	(1,559,574)	(1,584,574)	(1,609,574)	(1,634,574)
	250.00	(1,518,562)	(1,543,562)	(1,568,562)	(1,593,562)	(1,618,562)	(1,643,562)	(1,668,562)

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Scheme Typology: Houses and Flats — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(969,712)	Density (dph) (net) 30	35	85 40	45	50	55	60
	0.00	(640,704)	(670,613)	(700,523)	(730,433)	(760,343)	(790,253)	(820,163)
	10.00	(652,642)	(684,524)	(716,421)	(748,318)	(780,216)	(812,113)	(844,010)
CIL £psm	20.00	(664,638)	(698,475)	(732,319)	(766,204)	(800,088)	(833,973)	(867,857)
0.00	30.00	(676,633)	(712,470)	(748,306)	(784,142)	(819,979)	(855,832)	(891,704)
(recommended CIL)	40.00	(688,629)	(726,465)	(764,300)	(802,136)	(839,972)	(877,807)	(915,643)
(100)	50.00	(700,625)	(740,460)	(780,294)	(820,129)	(859,964)	(899,799)	(939,634)
	60.00	(712,620)	(754,454)	(796,289)	(838,123)	(879,957)	(921,791)	(963,626)
	70.00	(724,616)	(768,449)	(812,283)	(856,116)	(899,950)	(943,783)	(987,617)
	80.00	(736,612)	(782,444)	(828,277)	(874,110)	(919,943)	(965,775)	(1,011,608)
	90.00	(748,607)	(796,439)	(844,271)	(892,103)	(939,935)	(987,767)	(1,035,599)
	100.00	(760,603)	(810,434)	(860,265)	(910,097)	(959,928)	(1,009,759)	(1,059,591)
	110.00	(772,598)	(824,429)	(876,260)	(928,090)	(979,921)	(1,031,751)	(1,083,582)
	120.00	(784,594)	(838,424)	(892,254)	(946,084)	(999,914)	(1,053,743)	(1,107,573)
	130.00	(796,590)	(852,419)	(908,248)	(964,077)	(1,019,906)	(1,075,735)	(1,131,565)
	140.00	(808,585)	(866,414)	(924,242)	(982,071)	(1,039,899)	(1,097,727)	(1,155,556)
	150.00	(820,581)	(880,409)	(940,236)	(1,000,064)	(1,059,892)	(1,119,719)	(1,179,547)
	160.00	(832,577)	(894,404)	(956,231)	(1,018,058)	(1,079,884)	(1,141,711)	(1,203,538)
	170.00	(844,572)	(908,399)	(972,225)	(1,036,051)	(1,099,877)	(1,163,703)	(1,227,530)
	180.00	(856,568)	(922,393)	(988,219)	(1,054,044)	(1,119,870)	(1,185,695)	(1,251,521)
	190.00	(868,564)	(936,388)	(1,004,213)	(1,072,038)	(1,139,863)	(1,207,687)	(1,275,512)
	200.00	(880,559)	(950,383)	(1,020,207)	(1,090,031)	(1,159,855)	(1,229,679)	(1,299,504)
	210.00	(892,555)	(964,378)	(1,036,202)	(1,108,025)	(1,179,848)	(1,251,671)	(1,323,495)
	220.00	(904,551)	(978,373)	(1,052,196)	(1,126,018)	(1,199,841)	(1,273,664)	(1,347,486)
	230.00	(916,546)	(992,368)	(1,068,190)	(1,144,012)	(1,219,834)	(1,295,656)	(1,371,477)
	240.00	(928,542)	(1,006,363)	(1,084,184)	(1,162,005)	(1,239,826)	(1,317,648)	(1,395,469)
	250.00	(940,537)	(1,020,358)	(1,100,178)	(1,179,999)	(1,259,819)	(1,339,640)	(1,419,460)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(969,712)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	2,147,292	1,397,350	644,323	(115,312)	(969,712)	(1,413,436)	(1,858,002)
	10.00	2,118,759	1,368,644	615,444	(145,379)	(1,003,495)	(1,447,424)	(1,891,989)
CIL £psm	20.00	2,090,226	1,339,939	586,565	(175,676)	(1,037,279)	(1,481,411)	(1,925,977)
0.00	30.00	2,061,693	1,311,233	557,686	(206,419)	(1,071,062)	(1,515,399)	(1,959,965)
(recommended CIL)	40.00	2,033,160	1,282,527	528,806	(237,162)	(1,104,846)	(1,549,387)	(1,993,952)
(100)	50.00	2,004,627	1,253,822	499,927	(267,905)	(1,138,809)	(1,583,374)	(2,027,940)
	60.00	1,976,068	1,225,116	471,048	(298,648)	(1,172,797)	(1,617,362)	(2,061,928)
	70.00	1,947,362	1,196,410	442,169	(329,391)	(1,206,784)	(1,651,350)	(2,095,915)
	80.00	1,918,657	1,167,705	413,290	(360,134)	(1,240,772)	(1,685,337)	(2,129,903)
	90.00	1,889,951	1,138,999	384,410	(390,876)	(1,274,760)	(1,719,325)	(2,163,891)
	100.00	1,861,245	1,110,293	355,531	(423,758)	(1,308,747)	(1,753,313)	(2,197,878)
	110.00	1,832,540	1,081,588	326,652	(457,541)	(1,342,735)	(1,787,300)	(2,231,866)
	120.00	1,803,834	1,052,882	297,773	(491,324)	(1,376,723)	(1,821,288)	(2,265,884)
	130.00	1,775,128	1,024,176	268,894	(525,108)	(1,410,710)	(1,855,276)	(2,300,078)
	140.00	1,746,423	995,471	240,015	(558,891)	(1,444,698)	(1,889,263)	(2,334,271)
	150.00	1,717,717	966,627	211,135	(592,675)	(1,478,686)	(1,923,251)	(2,368,464)
	160.00	1,689,011	937,747	182,256	(626,458)	(1,512,673)	(1,957,239)	(2,402,657)
	170.00	1,660,306	908,868	153,377	(660,242)	(1,546,661)	(1,991,226)	(2,436,850)
	180.00	1,631,600	879,989	124,498	(694,025)	(1,580,648)	(2,025,214)	(2,471,043)
	190.00	1,602,894	851,110	95,619	(727,809)	(1,614,636)	(2,059,202)	(2,505,236)
	200.00	1,574,189	822,231	66,739	(761,592)	(1,648,624)	(2,093,189)	(2,539,429)
	210.00	1,545,483	793,352	37,860	(795,375)	(1,682,611)	(2,127,177)	(2,573,622)
	220.00	1,516,777	764,472	8,981	(829,159)	(1,716,599)	(2,161,165)	(2,607,816)
	230.00	1,488,072	735,593	(20,287)	(862,942)	(1,750,587)	(2,195,152)	(2,642,009)
	240.00	1,459,366	706,714	(50,354)	(896,726)	(1,784,574)	(2,229,140)	(2,676,202)
	250.00	1,430,660	677,835	(80,422)	(930,509)	(1,818,562)	(2,263,142)	(2,710,395)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Houses and Flats — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(969,712)	Market Values 100% 90%	95%	100%	105%	110%	120%	130%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(1,844,914)	(1,406,892)	(969,712)	(534,535)	(127,269)	621,811	1,366,046
	10.00	(1,878,901)	(1,440,880)	(1,003,495)	(568,319)	(157,337)	592,932	1,337,167
CIL £psm	20.00	(1,912,889)	(1,474,867)	(1,037,279)	(602,102)	(187,902)	564,053	1,308,288
0.00	30.00	(1,946,877)	(1,508,855)	(1,071,062)	(635,885)	(218,645)	535,173	1,279,409
(recommended CIL)	40.00	(1,980,864)	(1,542,843)	(1,104,846)	(669,669)	(249,388)	506,294	1,250,529
(100)	50.00	(2,014,852)	(1,576,830)	(1,138,809)	(703,452)	(280,131)	477,415	1,221,650
	60.00	(2,048,839)	(1,610,818)	(1,172,797)	(737,236)	(310,874)	448,536	1,192,771
	70.00	(2,082,877)	(1,644,806)	(1,206,784)	(771,019)	(341,617)	419,657	1,163,892
	80.00	(2,117,070)	(1,678,793)	(1,240,772)	(804,803)	(372,360)	390,778	1,135,013
	90.00	(2,151,263)	(1,712,781)	(1,274,760)	(838,586)	(403,410)	361,898	1,106,133
	100.00	(2,185,456)	(1,746,769)	(1,308,747)	(872,370)	(437,193)	333,019	1,077,254
	110.00	(2,219,649)	(1,780,756)	(1,342,735)	(906,153)	(470,976)	304,140	1,048,375
	120.00	(2,253,842)	(1,814,744)	(1,376,723)	(939,936)	(504,760)	275,261	1,019,496
	130.00	(2,288,035)	(1,848,732)	(1,410,710)	(973,720)	(538,543)	246,382	990,617
	140.00	(2,322,228)	(1,882,719)	(1,444,698)	(1,007,503)	(572,327)	217,502	961,738
	150.00	(2,356,421)	(1,916,707)	(1,478,686)	(1,041,287)	(606,110)	188,623	932,858
	160.00	(2,390,614)	(1,950,695)	(1,512,673)	(1,075,070)	(639,894)	159,744	903,979
	170.00	(2,424,808)	(1,984,682)	(1,546,661)	(1,108,854)	(673,677)	130,865	875,100
	180.00	(2,459,001)	(2,018,670)	(1,580,648)	(1,142,637)	(707,460)	101,986	846,221
	190.00	(2,493,194)	(2,052,658)	(1,614,636)	(1,176,615)	(741,244)	73,093	817,342
	200.00	(2,527,387)	(2,086,645)	(1,648,624)	(1,210,602)	(775,027)	44,040	788,462
	210.00	(2,561,580)	(2,120,633)	(1,682,611)	(1,244,590)	(808,811)	14,986	759,583
	220.00	(2,595,773)	(2,154,621)	(1,716,599)	(1,278,578)	(842,594)	(14,135)	730,704
	230.00	(2,629,966)	(2,188,735)	(1,750,587)	(1,312,565)	(876,378)	(44,202)	701,825
	240.00	(2,664,159)	(2,222,928)	(1,784,574)	(1,346,553)	(910,161)	(74,269)	672,946
	250.00	(2,698,352)	(2,257,121)	(1,818,562)	(1,380,541)	(943,945)	(104,337)	644,067

TABLE 8

Balance (RLV - BLV £ per acre (n))	(969,712)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(969,712)	(605,373)	(255,341)	67,686	379,135	690,583	2,238,704
	10.00	(1,003,495)	(639,157)	(286,084)	38,807	350,256	661,704	2,210,171
CIL £psm	20.00	(1,037,279)	(672,940)	(316,827)	9,928	321,376	632,825	2,181,638
0.00	30.00	(1,071,062)	(706,723)	(347,570)	(19,301)	292,497	603,946	2,153,105
(recommended CIL)	40.00	(1,104,846)	(740,507)	(378,313)	(49,369)	263,618	575,067	2,124,571
(100)	50.00	(1,138,809)	(774,290)	(409,952)	(79,436)	234,739	546,187	2,096,038
	60.00	(1,172,797)	(808,074)	(443,735)	(109,503)	205,860	517,308	2,067,505
	70.00	(1,206,784)	(841,857)	(477,519)	(139,570)	176,980	488,429	2,038,972
	80.00	(1,240,772)	(875,641)	(511,302)	(169,737)	148,101	459,550	2,010,439
	90.00	(1,274,760)	(909,424)	(545,085)	(200,480)	119,222	430,671	1,981,906
	100.00	(1,308,747)	(943,208)	(578,869)	(231,223)	90,343	401,791	1,953,210
	110.00	(1,342,735)	(976,991)	(612,652)	(261,966)	61,464	372,912	1,924,504
	120.00	(1,376,723)	(1,010,774)	(646,436)	(292,708)	32,585	344,033	1,895,798
	130.00	(1,410,710)	(1,044,558)	(680,219)	(323,451)	3,705	315,154	1,867,093
	140.00	(1,444,698)	(1,078,341)	(714,003)	(354,194)	(25,780)	286,275	1,838,387
	150.00	(1,478,686)	(1,112,145)	(747,786)	(384,937)	(55,847)	257,395	1,809,681
	160.00	(1,512,673)	(1,146,132)	(781,570)	(417,231)	(85,914)	228,516	1,780,976
	170.00	(1,546,661)	(1,180,120)	(815,353)	(451,014)	(115,982)	199,637	1,752,270
	180.00	(1,580,648)	(1,214,107)	(849,136)	(484,798)	(146,049)	170,758	1,723,564
	190.00	(1,614,636)	(1,248,095)	(882,920)	(518,581)	(176,361)	141,879	1,694,859
	200.00	(1,648,624)	(1,282,083)	(916,703)	(552,365)	(207,104)	113,000	1,666,153
	210.00	(1,682,611)	(1,316,070)	(950,487)	(586,148)	(237,847)	84,120	1,637,447
	220.00	(1,716,599)	(1,350,058)	(984,270)	(619,932)	(268,590)	55,241	1,608,742
	230.00	(1,750,587)	(1,384,046)	(1,018,054)	(653,715)	(299,333)	26,362	1,580,036
	240.00	(1,784,574)	(1,418,033)	(1,051,837)	(687,498)	(330,075)	(2,527)	1,551,330
	250.00	(1,818,562)	(1,452,021)	(1,085,620)	(721,282)	(360,818)	(32,258)	1,522,625

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**20**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**J**	
Scheme Typology:	Houses and Flats	
No Units:	20	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	6,182,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	19.92%	
Developers Profit Total (£)	1,081,850	
Land Value KPI's		
RLV (£/acre (net))	(569,712)	
RLV (£/ha (net))	(1,407,758)	
RLV (% of GDV)	-5.36%	
RLV Total (£)	(331,237)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	232,565	
Surplus/Deficit (£/acre) [RLV-BLV]	(969,712)	
Surplus/Deficit (£/ha)	(2,396,158)	
Surplus/Deficit Total (£)	(563,802)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	220,499	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	11,025	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Appraisal Ref:	K				(see Typologies Matrix)
Scheme Typology:	Flats (Conversions)	No Units:	40		
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			40	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	100%			
AH tenure split %		Affordable Rent:		35.0%		
		Social Rent:		35.0%	70.0%	% Rented
		First Homes:				
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	14.0	46.0%	0.0	35%	14.0
2 bed Flat	65.0%	26.0	54.0%	0.0	65%	26.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	40.0	100.0%	0.0	100%	40.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	824	8,864	0	0	824	8,864
2 bed Flat	1,988	21,401	0	0	1,988	21,401
3 bed Flat	0	0	0	0	0	0
	2,812	30,266	0	0	2,812	30,266
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	0
4 bed House (with garage)	425,000	3,696	343	3,058	284	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	2,695,000
2 bed Flat	245,000	3,769	350	3,204	298	6,370,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						9,065,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Flats (Conversions)**	No Units:	**40**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	0.0	@	315,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	350,000	-
4 bed House (with garage)	0.0	@	425,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	14.0	@	192,500	2,695,000
2 bed Flat	26.0	@	245,000	6,370,000
3 bed Flat	0.0	@	0	-
	40.0			9,065,000
Affordable Rent GDV -				
2 bed House	0.0	@	189,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	210,000	-
4 bed House (with garage)	0.0	@	255,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	115,500	-
2 bed Flat	0.0	@	147,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	140,000	-
4 bed House (with garage)	0.0	@	170,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	77,000	-
2 bed Flat	0.0	@	98,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	220,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	245,000	-
4 bed House (with garage)	0.0	@	297,500	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	134,750	-
2 bed Flat	0.0	@	171,500	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**40**			**9,065,000**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	40	units @	0 per unit	-
Total GDV				**9,065,000**

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Scheme Typology:	**Flats (Conversions)**	No Units:	**40**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	25,400	£		(25,400)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	101,600	£		(101,600)
Building Safety Levy				2,812	sqm		15.11	£ psm			(42,486)
CIL (Mrkt only inc. garages)	Max			2,812	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				40	units @		0	per unit			-
	Sub-total									-	
S106 analysis:		-	£ per ha	0.00%	% of GDV		0	£ per unit (total units)			
AH Commuted Sum				2,812	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.09	ha @		123,500	£ per ha (if brownfield)			(11,446)
Strategic Site Infra. costs	Year 1			0							-
	Year 2			0							-
	Year 3			0							-
	Year 4			0							-
	Year 5			0							-
	Year 6			0							-
	Year 7			0							-
	Year 8			0							-
	Year 9			0							-
	Year 10			0							-
	Year 11			0							-
	Year 12			0							-
	Year 13			0							-
	Year 14			0							-
	Year 15			0							-
	Years 1-15			40	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				-	sqm @		2,107	psm			-
3 bed House				-	sqm @		2,107	psm			-
3 bed House (EXC. garage)				-	sqm @		2,107	psm			-
4 bed House (EXC. garage)				-	sqm @		2,107	psm			-
5 bed House (EXC. garage)				-	sqm @		2,107	psm			-
1 bed Flat	Conversion			824	sqm @		1,529	psm			(1,259,176)
2 bed Flat	Conversion			1,988	sqm @		1,529	psm			(3,040,012)
3 bed Flat	Conversion			-	sqm @		1,529	psm			-
Garages for 3B House	-	16.0		0	sqm @		600	psm			-
Garages for 4B House	-	24.0		0	sqm @		600	psm			-
Garages for 5B House	-	-		0	sqm @		600	psm			-
Total GIA check:				2,812	£ per garage		£0				
External works				4,299,188	@		10.0%				(429,919)
Ext. Works analysis:							10,748	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				40	units @		0	£ per unit			-
M4(2) Category 2 Housing	Aff units	-	units @			100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	40	units @			100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units	-	units @			10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units	40	units @			10%	@	0	£ per unit		-
Part L/FHS		40	units @					4,350	£ per unit		(174,000)
Part L/FHS analysis:							4.0%	% of BCIS costs			
Net Zero for Housing		-	sqm					0	£ psm		-
Net Zero for Flats		2,812	sqm					0	£ psm		-
Water Efficiency		40	units @					0	£ per unit		-
Urban Greening Factory	40.0	flats @	6		per storey = GIA		422	0	£ per unit		-
	Sub-total									(174,000)	
Policy Costs analysis:	(design costs only)						4,350	£ per unit (total units)			
							4.0%	% of BCIS costs			
Contingency (on construction)				4,914,553	@		5.0%				(245,728)

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Scheme Typology:	**Flats (Conversions)**	No Units:	**40**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

Professional Fees		4,914,553	@	10.0%			(491,455)
Disposal Costs -							
OMS Marketing and Promotion		9,065,000	OMS @	1.00%	2,266	£ per unit	(90,650)
Residential Sales Agent Costs		9,065,000	OMS @	1.00%	2,266	£ per unit	(90,650)
Residential Sales Legal Costs		9,065,000	OMS @	0.50%	1,133	£ per unit	(45,325)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	40	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,666	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(498,618)
Developers Profit -							
Profit on OMS		9,065,000		17.50%			(1,586,375)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		9,065,000		17.50%	blended GDV	(1,586,375)	
		6,546,465		24.23%	on costs	(1,586,375)	
TOTAL COSTS							**(8,132,840)**

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						932,160
SDLT		932,160	@	HMRC formula		(36,108)
Acquisition Agent fees		932,160	@	1.0%		(9,322)
Acquisition Legal fees		932,160	@	0.5%		(4,661)
Interest on Land		932,160	@	7.50%		(69,912)
Residual Land Value						**812,157**
RLV analysis:	20,304 £ per plot	8,762,771	£ per ha (net)	3,546,245	£ per acre (net)	
		8,324,633	£ per ha (gross)	3,368,933	£ per acre (gross)	
				8.96%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)						
Residential Density		431.6	dph (net)			
Site Area (net)		0.09	ha (net)	0.23	acres (net)	
Net to Gross ratio		95%				
Site Area (gross)		0.10	ha (gross)	0.24	acres (gross)	
Density analysis:		30,338	sqm/ha (net)	132,153	sqft/ac (net)	
		410	dph (gross)			
Benchmark Land Value (net)	2,411 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)	**96,429**
BLV analysis:		1,040,421	£ per ha (net)	421,053	£ per acre (net)	

BALANCE				
Surplus/(Deficit)	**7,722,350**	£ per ha (net)	**3,125,192**	£ per acre (net)	**715,728**

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Scheme Typology: **Flats (Conversions)** No Units: **40**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	3,125,192	0%	5%	10%	15%	20%	25%	30%
	0.00	3,125,192	2,750,204	2,375,217	2,000,229	1,625,241	1,250,253	874,943
	10.00	3,007,805	2,638,686	2,269,568	1,900,449	1,531,331	1,162,213	792,275
Max CIL £ psm	20.00	2,890,417	2,527,168	2,163,919	1,800,670	1,437,421	1,074,008	709,607
0.00	30.00	2,773,029	2,415,650	2,058,270	1,700,891	1,343,511	985,435	626,939
(recommended CIL)	40.00	2,655,642	2,304,132	1,952,621	1,601,111	1,249,453	896,862	543,597
(100)	50.00	2,538,254	2,192,613	1,846,972	1,501,332	1,154,975	808,289	458,046
	60.00	2,420,867	2,081,095	1,741,324	1,401,278	1,060,497	719,716	372,494
	70.00	2,303,479	1,969,577	1,635,675	1,300,896	966,019	631,143	286,942
	80.00	2,186,091	1,858,059	1,529,485	1,200,513	871,542	541,837	201,390
	90.00	2,068,704	1,746,264	1,423,197	1,100,130	777,064	450,175	114,510
	100.00	1,951,233	1,634,071	1,316,910	999,748	682,586	358,512	27,035
	110.00	1,833,136	1,521,879	1,210,622	899,365	588,108	266,849	(60,439)
	120.00	1,715,038	1,409,687	1,104,335	798,983	491,190	175,187	(147,913)
	130.00	1,596,941	1,297,494	998,047	698,600	393,417	81,469	(235,388)
	140.00	1,478,844	1,185,302	891,760	598,217	295,643	(12,253)	(322,862)
	150.00	1,360,747	1,073,109	785,472	495,541	197,870	(105,976)	(410,336)
	160.00	1,242,650	960,917	679,185	391,657	98,414	(199,698)	(505,402)
	170.00	1,124,552	848,725	572,897	287,772	(1,557)	(293,421)	(601,528)
	180.00	1,006,455	736,532	463,227	183,888	(101,527)	(387,143)	(697,654)
	190.00	888,358	624,340	353,232	77,870	(201,498)	(486,782)	(793,779)
	200.00	770,261	510,353	243,236	(28,349)	(301,469)	(589,773)	(889,905)
	210.00	652,164	394,247	132,304	(134,568)	(401,439)	(692,765)	(986,030)
	220.00	533,037	278,141	19,837	(240,787)	(509,358)	(795,757)	(1,082,156)
	230.00	410,820	161,745	(92,630)	(347,006)	(619,215)	(898,749)	(1,178,415)
	240.00	288,603	43,030	(205,097)	(456,406)	(729,073)	(1,001,740)	(1,275,122)
	250.00	166,193	(75,686)	(317,564)	(573,130)	(838,931)	(1,104,732)	(1,371,829)

TABLE 2

		Site Specific S106		100%	(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))	3,125,192	0%	25%	50%	75%	100%	125%	150%
	0.00	3,125,192	3,125,192	3,125,192	3,125,192	3,125,192	3,125,192	3,125,192
	10.00	3,007,805	3,007,805	3,007,805	3,007,805	3,007,805	3,007,805	3,007,805
CIL £psm	20.00	2,890,417	2,890,417	2,890,417	2,890,417	2,890,417	2,890,417	2,890,417
0.00	30.00	2,773,029	2,773,029	2,773,029	2,773,029	2,773,029	2,773,029	2,773,029
(recommended CIL)	40.00	2,655,642	2,655,642	2,655,642	2,655,642	2,655,642	2,655,642	2,655,642
(100)	50.00	2,538,254	2,538,254	2,538,254	2,538,254	2,538,254	2,538,254	2,538,254
	60.00	2,420,867	2,420,867	2,420,867	2,420,867	2,420,867	2,420,867	2,420,867
	70.00	2,303,479	2,303,479	2,303,479	2,303,479	2,303,479	2,303,479	2,303,479
	80.00	2,186,091	2,186,091	2,186,091	2,186,091	2,186,091	2,186,091	2,186,091
	90.00	2,068,704	2,068,704	2,068,704	2,068,704	2,068,704	2,068,704	2,068,704
	100.00	1,951,233	1,951,233	1,951,233	1,951,233	1,951,233	1,951,233	1,951,233
	110.00	1,833,136	1,833,136	1,833,136	1,833,136	1,833,136	1,833,136	1,833,136
	120.00	1,715,038	1,715,038	1,715,038	1,715,038	1,715,038	1,715,038	1,715,038
	130.00	1,596,941	1,596,941	1,596,941	1,596,941	1,596,941	1,596,941	1,596,941
	140.00	1,478,844	1,478,844	1,478,844	1,478,844	1,478,844	1,478,844	1,478,844
	150.00	1,360,747	1,360,747	1,360,747	1,360,747	1,360,747	1,360,747	1,360,747
	160.00	1,242,650	1,242,650	1,242,650	1,242,650	1,242,650	1,242,650	1,242,650
	170.00	1,124,552	1,124,552	1,124,552	1,124,552	1,124,552	1,124,552	1,124,552
	180.00	1,006,455	1,006,455	1,006,455	1,006,455	1,006,455	1,006,455	1,006,455
	190.00	888,358	888,358	888,358	888,358	888,358	888,358	888,358
	200.00	770,261	770,261	770,261	770,261	770,261	770,261	770,261
	210.00	652,164	652,164	652,164	652,164	652,164	652,164	652,164
	220.00	533,037	533,037	533,037	533,037	533,037	533,037	533,037
	230.00	410,820	410,820	410,820	410,820	410,820	410,820	410,820
	240.00	288,603	288,603	288,603	288,603	288,603	288,603	288,603
	250.00	166,193	166,193	166,193	166,193	166,193	166,193	166,193

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Scheme Typology: Flats (Conversions) No Units: 40
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	3,125,192	Profit 18% 15%	16%	17%	18%	19%	20%	21%
	0.00	3,976,203	3,635,798	3,295,394	2,954,990	2,614,586	2,274,182	1,933,778
	10.00	3,858,815	3,518,411	3,178,007	2,837,603	2,497,198	2,156,794	1,816,390
CIL £psm	20.00	3,741,427	3,401,023	3,060,619	2,720,215	2,379,811	2,039,407	1,699,003
0.00	30.00	3,624,040	3,283,636	2,943,231	2,602,827	2,262,423	1,922,019	1,581,615
(recommended CIL)	40.00	3,506,652	3,166,248	2,825,844	2,485,440	2,145,036	1,804,631	1,464,227
(100)	50.00	3,389,265	3,048,860	2,708,456	2,368,052	2,027,648	1,687,244	1,346,840
	60.00	3,271,877	2,931,473	2,591,069	2,250,664	1,910,260	1,569,856	1,229,452
	70.00	3,154,489	2,814,085	2,473,681	2,133,277	1,792,873	1,452,469	1,112,064
	80.00	3,037,102	2,696,698	2,356,293	2,015,889	1,675,485	1,335,081	994,677
	90.00	2,919,714	2,579,310	2,238,906	1,898,502	1,558,097	1,217,693	877,289
	100.00	2,802,243	2,461,839	2,121,435	1,781,031	1,440,627	1,100,223	759,818
	110.00	2,684,146	2,343,742	2,003,338	1,662,934	1,322,530	982,125	641,721
	120.00	2,566,049	2,225,645	1,885,241	1,544,836	1,204,432	864,028	522,230
	130.00	2,447,952	2,107,547	1,767,143	1,426,739	1,086,335	745,931	400,013
	140.00	2,329,854	1,989,450	1,649,046	1,308,642	968,238	627,834	277,796
	150.00	2,211,757	1,871,353	1,530,949	1,190,545	850,141	507,858	155,144
	160.00	2,093,660	1,753,256	1,412,852	1,072,448	732,043	385,641	30,180
	170.00	1,975,563	1,635,159	1,294,754	954,350	613,946	263,424	(94,783)
	180.00	1,857,466	1,517,061	1,176,657	836,253	493,486	140,449	(219,746)
	190.00	1,739,368	1,398,964	1,058,560	718,156	371,269	15,486	(344,710)
	200.00	1,621,271	1,280,867	940,463	600,059	249,052	(109,478)	(474,481)
	210.00	1,503,174	1,162,770	822,366	479,114	125,754	(234,441)	(611,804)
	220.00	1,385,077	1,044,673	704,268	356,897	791	(359,404)	(749,126)
	230.00	1,266,979	926,575	586,171	234,680	(124,173)	(490,630)	(886,449)
	240.00	1,148,882	808,478	464,742	111,059	(249,136)	(627,952)	(1,023,771)
	250.00	1,030,785	690,381	342,525	(13,904)	(374,099)	(765,274)	(1,161,093)

TABLE 4

Balance (RLV - BLV £ per acre (n))	3,125,192	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	3,440,982	3,414,666	3,388,350	3,362,034	3,335,719	3,309,403	3,283,087
	10.00	3,323,594	3,297,278	3,270,963	3,244,647	3,218,331	3,192,015	3,165,699
CIL £psm	20.00	3,206,206	3,179,891	3,153,575	3,127,259	3,100,943	3,074,628	3,048,312
0.00	30.00	3,088,819	3,062,503	3,036,187	3,009,872	2,983,556	2,957,240	2,930,924
(recommended CIL)	40.00	2,971,431	2,945,115	2,918,800	2,892,484	2,866,168	2,839,852	2,813,537
(100)	50.00	2,854,044	2,827,728	2,801,412	2,775,096	2,748,780	2,722,465	2,696,149
	60.00	2,736,656	2,710,340	2,684,024	2,657,709	2,631,393	2,605,077	2,578,761
	70.00	2,619,268	2,592,953	2,566,637	2,540,321	2,514,005	2,487,689	2,461,374
	80.00	2,501,881	2,475,565	2,449,249	2,422,933	2,396,618	2,370,302	2,343,986
	90.00	2,384,493	2,358,177	2,331,862	2,305,546	2,279,230	2,252,914	2,226,598
	100.00	2,267,022	2,240,707	2,214,391	2,188,075	2,161,759	2,135,443	2,109,128
	110.00	2,148,925	2,122,609	2,096,294	2,069,978	2,043,662	2,017,346	1,991,030
	120.00	2,030,828	2,004,512	1,978,196	1,951,881	1,925,565	1,899,249	1,872,933
	130.00	1,912,731	1,886,415	1,860,099	1,833,783	1,807,468	1,781,152	1,754,836
	140.00	1,794,634	1,768,318	1,742,002	1,715,686	1,689,370	1,663,055	1,636,739
	150.00	1,676,536	1,650,221	1,623,905	1,597,589	1,571,273	1,544,957	1,518,642
	160.00	1,558,439	1,532,123	1,505,808	1,479,492	1,453,176	1,426,860	1,400,544
	170.00	1,440,342	1,414,026	1,387,710	1,361,395	1,335,079	1,308,763	1,282,447
	180.00	1,322,245	1,295,929	1,269,613	1,243,297	1,216,982	1,190,666	1,164,350
	190.00	1,204,147	1,177,832	1,151,516	1,125,200	1,098,884	1,072,569	1,046,253
	200.00	1,086,050	1,059,734	1,033,419	1,007,103	980,787	954,471	928,156
	210.00	967,953	941,637	915,321	889,006	862,690	836,374	810,058
	220.00	848,826	822,510	796,195	769,879	743,563	717,247	690,931
	230.00	726,609	700,294	673,978	647,662	621,346	595,030	568,715
	240.00	604,392	578,077	551,761	525,445	499,129	472,813	446,498
	250.00	481,983	455,667	429,351	403,035	376,720	350,404	324,088

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Flats (Conversions) No Units: 40
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	3,125,192	Density (dph) (net) 30	35	432 40	45	50	55	60
	0.00	(225,681)	(183,960)	(142,239)	(100,518)	(58,796)	(17,075)	24,646
	10.00	(233,841)	(193,480)	(153,118)	(112,757)	(72,396)	(32,035)	8,326
CIL £psm	20.00	(242,001)	(202,999)	(163,998)	(124,997)	(85,996)	(46,995)	(7,994)
0.00	30.00	(250,160)	(212,519)	(174,878)	(137,237)	(99,596)	(61,954)	(24,313)
(recommended CIL)	40.00	(258,339)	(222,039)	(185,758)	(149,477)	(113,195)	(76,914)	(40,633)
(100)	50.00	(266,548)	(231,583)	(196,638)	(161,716)	(126,795)	(91,874)	(56,953)
	60.00	(274,758)	(241,161)	(207,564)	(173,966)	(140,395)	(106,834)	(73,272)
	70.00	(282,967)	(250,738)	(218,509)	(186,280)	(154,051)	(121,823)	(89,594)
	80.00	(291,176)	(260,315)	(229,455)	(198,594)	(167,733)	(136,873)	(106,012)
	90.00	(299,385)	(269,893)	(240,400)	(210,908)	(181,415)	(151,923)	(122,430)
	100.00	(307,594)	(279,470)	(251,346)	(223,222)	(195,097)	(166,973)	(138,849)
	110.00	(315,803)	(289,047)	(262,291)	(235,535)	(208,779)	(182,023)	(155,267)
	120.00	(324,013)	(298,625)	(273,237)	(247,849)	(222,461)	(197,073)	(171,685)
	130.00	(332,222)	(308,202)	(284,182)	(260,163)	(236,143)	(212,124)	(188,104)
	140.00	(340,431)	(317,780)	(295,128)	(272,477)	(249,825)	(227,174)	(204,522)
	150.00	(348,640)	(327,357)	(306,074)	(284,790)	(263,507)	(242,224)	(220,941)
	160.00	(356,997)	(336,934)	(317,019)	(297,104)	(277,189)	(257,274)	(237,359)
	170.00	(365,493)	(346,697)	(327,965)	(309,418)	(290,871)	(272,324)	(253,777)
	180.00	(373,988)	(356,608)	(339,228)	(321,848)	(304,553)	(287,374)	(270,196)
	190.00	(382,548)	(366,520)	(350,556)	(334,592)	(318,628)	(302,663)	(286,699)
	200.00	(391,235)	(376,515)	(361,883)	(347,335)	(332,787)	(318,239)	(303,690)
	210.00	(399,921)	(386,649)	(373,377)	(360,105)	(346,946)	(333,814)	(320,682)
	220.00	(408,608)	(396,783)	(384,959)	(373,134)	(361,310)	(349,485)	(337,673)
	230.00	(417,294)	(406,917)	(396,541)	(386,164)	(375,787)	(365,411)	(355,034)
	240.00	(426,468)	(417,052)	(408,123)	(399,194)	(390,265)	(381,336)	(372,407)
	250.00	(436,013)	(427,792)	(419,705)	(412,223)	(404,742)	(397,261)	(389,780)

TABLE 6

Balance (RLV - BLV £ per acre (n))	3,125,192	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	110%
	0.00	12,122,964	9,890,920	7,647,630	5,391,691	3,125,192	1,989,945	847,986
	10.00	12,007,680	9,774,939	7,531,649	5,275,009	3,007,805	1,871,999	729,889
CIL £psm	20.00	11,892,396	9,658,958	7,415,178	5,158,327	2,890,417	1,753,901	611,792
0.00	30.00	11,777,111	9,542,977	7,298,496	5,041,644	2,773,029	1,635,804	491,257
(recommended CIL)	40.00	11,661,827	9,426,996	7,181,813	4,924,962	2,655,642	1,517,707	369,040
(100)	50.00	11,546,543	9,311,014	7,065,131	4,808,280	2,538,254	1,399,610	246,823
	60.00	11,431,258	9,195,033	6,948,449	4,691,360	2,420,867	1,281,512	123,475
	70.00	11,315,974	9,079,052	6,831,766	4,573,973	2,303,479	1,163,415	(1,489)
	80.00	11,200,690	8,963,071	6,715,084	4,456,585	2,186,091	1,045,318	(126,452)
	90.00	11,085,406	8,847,090	6,598,402	4,339,197	2,068,704	927,221	(251,415)
	100.00	10,970,121	8,731,109	6,481,720	4,221,810	1,951,233	809,124	(376,379)
	110.00	10,854,837	8,615,127	6,365,037	4,104,422	1,833,136	691,026	(509,283)
	120.00	10,739,553	8,499,146	6,248,355	3,987,035	1,715,038	572,929	(646,605)
	130.00	10,624,268	8,383,165	6,131,673	3,869,647	1,596,941	451,038	(783,928)
	140.00	10,508,984	8,267,184	6,014,990	3,752,259	1,478,844	328,821	(921,283)
	150.00	10,393,700	8,151,203	5,898,308	3,634,872	1,360,747	206,605	(1,059,435)
	160.00	10,278,415	8,035,221	5,781,626	3,517,484	1,242,650	82,352	(1,197,588)
	170.00	10,162,531	7,919,240	5,664,944	3,400,096	1,124,552	(42,611)	(1,335,740)
	180.00	10,046,550	7,803,259	5,548,261	3,282,709	1,006,455	(167,574)	(1,473,892)
	190.00	9,930,569	7,687,278	5,431,579	3,165,321	888,358	(292,538)	(1,612,045)
	200.00	9,814,587	7,571,297	5,314,897	3,047,934	770,261	(417,501)	(1,750,197)
	210.00	9,698,606	7,455,066	5,198,215	2,930,546	652,164	(554,472)	(1,888,350)
	220.00	9,582,625	7,338,383	5,081,532	2,813,158	533,037	(691,795)	(2,026,502)
	230.00	9,466,644	7,221,701	4,964,850	2,695,771	410,820	(829,117)	(2,164,655)
	240.00	9,350,663	7,105,019	4,848,168	2,578,383	288,603	(966,745)	(2,302,807)
	250.00	9,234,681	6,988,337	4,731,485	2,460,996	166,193	(1,104,898)	(2,440,960)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Flats (Conversions) No Units: 40
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	3,125,192	90%	95%	100%	105%	110%	120%	130%
	0.00	324,450	1,732,358	3,125,192	4,517,331	5,905,456	8,676,073	11,437,145
	10.00	202,234	1,614,261	3,007,805	4,399,944	5,788,774	8,559,391	11,321,163
CIL £psm	20.00	77,883	1,496,164	2,890,417	4,282,556	5,672,092	8,442,708	11,205,182
0.00	30.00	(47,080)	1,378,066	2,773,029	4,165,168	5,555,410	8,326,026	11,089,201
(recommended CIL)	40.00	(172,044)	1,259,969	2,655,642	4,047,781	5,438,727	8,209,344	10,973,220
(100)	50.00	(297,007)	1,141,872	2,538,254	3,930,393	5,322,045	8,092,661	10,857,239
	60.00	(422,061)	1,023,775	2,420,867	3,813,006	5,205,145	7,975,979	10,741,258
	70.00	(559,384)	905,678	2,303,479	3,695,618	5,087,757	7,859,297	10,625,276
	80.00	(696,706)	787,580	2,186,091	3,578,230	4,970,369	7,742,615	10,509,295
	90.00	(834,028)	669,483	2,068,704	3,460,843	4,852,982	7,625,932	10,393,314
	100.00	(971,985)	550,960	1,951,233	3,343,455	4,735,594	7,509,250	10,277,333
	110.00	(1,110,138)	428,744	1,833,136	3,226,067	4,618,206	7,392,568	10,161,352
	120.00	(1,248,290)	306,527	1,715,038	3,108,680	4,500,819	7,275,885	10,045,370
	130.00	(1,386,443)	184,310	1,596,941	2,991,292	4,383,431	7,159,203	9,929,389
	140.00	(1,524,595)	59,556	1,478,844	2,873,905	4,266,044	7,042,521	9,813,137
	150.00	(1,662,748)	(65,407)	1,360,747	2,756,517	4,148,656	6,925,839	9,696,455
	160.00	(1,800,900)	(190,370)	1,242,650	2,639,129	4,031,268	6,809,156	9,579,773
	170.00	(1,939,052)	(315,334)	1,124,552	2,521,742	3,913,881	6,692,474	9,463,090
	180.00	(2,077,205)	(442,200)	1,006,455	2,404,354	3,796,493	6,575,792	9,346,408
	190.00	(2,215,357)	(579,523)	888,358	2,286,967	3,679,106	6,459,110	9,229,726
	200.00	(2,353,510)	(716,845)	770,261	2,169,579	3,561,718	6,342,427	9,113,044
	210.00	(2,491,662)	(854,167)	652,164	2,052,011	3,444,330	6,225,745	8,996,361
	220.00	(2,629,815)	(992,097)	533,037	1,933,913	3,326,943	6,109,063	8,879,679
	230.00	(2,767,967)	(1,130,249)	410,820	1,815,816	3,209,555	5,992,380	8,762,997
	240.00	(2,906,120)	(1,268,401)	288,603	1,697,719	3,092,167	5,875,698	8,646,315
	250.00	(3,044,272)	(1,406,554)	166,193	1,579,622	2,974,780	5,759,016	8,529,632

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	3,125,192	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	3,125,192	4,784,782	6,434,723	8,081,131	9,721,159	11,354,585	19,439,150
	10.00	3,007,805	4,667,720	6,318,041	7,965,150	9,605,178	11,239,301	19,325,932
CIL £psm	20.00	2,890,417	4,550,332	6,201,359	7,849,169	9,489,197	11,124,016	19,212,713
0.00	30.00	2,773,029	4,432,945	6,084,676	7,733,188	9,373,216	11,008,732	19,099,494
(recommended CIL)	40.00	2,655,642	4,315,557	5,967,994	7,617,207	9,257,234	10,893,448	18,986,276
(100)	50.00	2,538,254	4,198,169	5,851,312	7,501,226	9,141,253	10,778,163	18,873,057
	60.00	2,420,867	4,080,782	5,734,629	7,384,571	9,025,272	10,662,879	18,759,838
	70.00	2,303,479	3,963,394	5,617,947	7,267,889	8,909,291	10,547,595	18,646,620
	80.00	2,186,091	3,846,007	5,501,265	7,151,206	8,793,310	10,432,310	18,533,242
	90.00	2,068,704	3,728,619	5,384,583	7,034,524	8,677,329	10,317,026	18,419,338
	100.00	1,951,233	3,611,231	5,267,900	6,917,842	8,561,347	10,201,375	18,305,435
	110.00	1,833,136	3,493,844	5,151,218	6,801,160	8,445,366	10,085,394	18,191,532
	120.00	1,715,038	3,376,456	5,034,536	6,684,477	8,329,385	9,969,413	18,077,629
	130.00	1,596,941	3,259,069	4,917,853	6,567,795	8,213,404	9,853,431	17,963,726
	140.00	1,478,844	3,141,681	4,801,171	6,451,113	8,097,423	9,737,450	17,849,823
	150.00	1,360,747	3,024,293	4,684,209	6,334,430	7,981,441	9,621,469	17,735,920
	160.00	1,242,650	2,906,906	4,566,821	6,217,748	7,865,460	9,505,488	17,622,017
	170.00	1,124,552	2,789,518	4,449,433	6,101,066	7,749,479	9,389,507	17,508,114
	180.00	1,006,455	2,672,130	4,332,046	5,984,384	7,633,498	9,273,526	17,394,211
	190.00	888,358	2,554,743	4,214,658	5,867,701	7,517,517	9,157,544	17,280,308
	200.00	770,261	2,437,355	4,097,271	5,751,019	7,400,961	9,041,563	17,166,405
	210.00	652,164	2,319,968	3,979,883	5,634,337	7,284,278	8,925,582	17,052,502
	220.00	533,037	2,202,580	3,862,495	5,517,654	7,167,596	8,809,601	16,938,599
	230.00	410,820	2,085,192	3,745,108	5,400,972	7,050,914	8,693,620	16,824,695
	240.00	288,603	1,967,805	3,627,720	5,284,290	6,934,231	8,577,638	16,710,792
	250.00	166,193	1,849,724	3,510,332	5,167,608	6,817,549	8,461,657	16,596,889

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Flats (Conversions)**	No Units:	**40**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**K**	
Scheme Typology:	Flats (Conversions)	
No Units:	40	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	9,065,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	24.23%	
Developers Profit Total (£)	1,586,375	
Land Value KPI's		
RLV (£/acre (net))	3,546,245	
RLV (£/ha (net))	8,762,771	
RLV (% of GDV)	8.96%	
RLV Total (£)	812,157	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	96,429	
Surplus/Deficit (£/acre) [RLV-BLV]	3,125,192	
Surplus/Deficit (£/ha)	7,722,350	
Surplus/Deficit Total (£)	715,728	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	498,618	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	69,912	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	14,213	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Appraisal Ref:	L				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	100		
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		100	Units		
AH Policy requirement (% Target)		0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)	100%			
AH tenure split %	Affordable Rent:		35.0%		
	Social Rent:		35.0%	70.0%	% Rented
	First Homes:				
	Other Intermediate (LCHO/Sub-Market etc.):		30.0%	0.0%	% of total (>10% First Homes PPG 023)
		100%	100.0%		
CIL Rate (£ psm)		0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	17.0	17.5%	0.0	17%	17.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	33.0	30.0%	0.0	33%	33.0
4 bed House (with garage)	15.0%	15.0	5.0%	0.0	15%	15.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	18.0	30.0%	0.0	18%	18.0
2 bed Flat	17.0%	17.0	17.5%	0.0	17%	17.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	100.0	100.0%	0.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,275	13,724	0	0	1,275	13,724
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	3,498	37,652	0	0	3,498	37,652
4 bed House (with garage)	2,085	22,443	0	0	2,085	22,443
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,059	11,397	0	0	1,059	11,397
2 bed Flat	1,300	13,993	0	0	1,300	13,993
3 bed Flat	0	0	0	0	0	0
	9,217	99,209	0	0	9,217	99,209
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	5,355,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	11,550,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	6,375,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	3,465,000
2 bed Flat	245,000	3,769	350	3,204	298	4,165,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						30,910,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses and Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	17.0	@	315,000		5,355,000
3 bed House	0.0	@	0		-
3 bed House (with garage)	33.0	@	350,000		11,550,000
4 bed House (with garage)	15.0	@	425,000		6,375,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	18.0	@	192,500		3,465,000
2 bed Flat	17.0	@	245,000		4,165,000
3 bed Flat	0.0	@	0		-
	100.0				30,910,000
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	115,500		-
2 bed Flat	0.0	@	147,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	77,000		-
2 bed Flat	0.0	@	98,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	134,750		-
2 bed Flat	0.0	@	171,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**100**				**30,910,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**30,910,000**

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Scheme Typology:	**Houses and Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	122,505	£		(122,505)
Building Safety Levy				9,217	sqm	15.11	£ psm			(139,266)
CIL (Mrkt only inc. garages)	Max			9,217	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				100	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				9,217	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.06	ha @	123,500	£ per ha (if brownfield)			(130,771)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			100	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				1,275	sqm @	1,892	psm			(2,412,300)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				2,970	sqm @	1,892	psm			(5,619,240)
4 bed House (EXC. garage)				1,725	sqm @	1,892	psm			(3,263,700)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				1,059	sqm @	2,064	psm			(2,185,412)
2 bed Flat				1,300	sqm @	2,064	psm			(2,683,200)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	33.0	16.0		528	sqm @	600	psm			(316,800)
Garages for 4B House	15.0	24.0		360	sqm @	600	psm			(216,000)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				9,217	£ per garage	£0				
External works				16,696,652	@	10.0%				(1,669,665)
Ext. Works analysis:						16,697	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				100	units @	400	£ per unit			(40,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	100	units @		100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units	100	units @		10%	@	0	£ per unit		-
Part L/FHS		100	units @				4,350	£ per unit		(435,000)
Part L/FHS analysis:						2.6%	% of BCIS costs			
Net Zero for Housing		6,858	sqm				0	£ psm		-
Net Zero for Flats		2,359	sqm				0	£ psm		-
Water Efficiency		100	units @				0	£ per unit		-
Urban Greening Factory	35.0	flats @	6		per storey = GIA	404	0	£ per unit		-
	Sub-total								(475,000)	
Policy Costs analysis:	(design costs only)					4,750	£ per unit (total units)			
						2.8%	% of BCIS costs			
Contingency (on construction)				18,972,088	@	5.0%				(948,604)

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Scheme Typology:	**Houses and Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		18,972,088	@	10.0%			(1,897,209)
Disposal Costs -							
OMS Marketing and Promotion		30,910,000	OMS @	1.00%	3,091	£ per unit	(309,100)
Residential Sales Agent Costs		30,910,000	OMS @	1.00%	3,091	£ per unit	(309,100)
Residential Sales Legal Costs		30,910,000	OMS @	0.50%	1,546	£ per unit	(154,550)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	100	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,728	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(2,235,414)
Developers Profit -							
Profit on OMS		30,910,000		17.50%			(5,409,250)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		30,910,000		17.50%	blended GDV	(5,409,250)	
		25,128,671		21.53%	on costs	(5,409,250)	
TOTAL COSTS							**(30,537,921)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							372,079
SDLT		372,079	@	HMRC formula			(8,104)
Acquisition Agent fees		372,079	@	1.0%			(3,721)
Acquisition Legal fees		372,079	@	0.5%			(1,860)
Interest on Land		372,079	@	7.50%			(27,906)
Residual Land Value							**330,488**
RLV analysis:	3,305 £ per plot	312,112	£ per ha (net)	126,310	£ per acre (net)		
		280,901	£ per ha (gross)	113,679	£ per acre (gross)		
				1.07%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		94.4	dph (net)				
Site Area (net)		1.06	ha (net)	2.62	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		1.18	ha (gross)	2.91	acres (gross)		
Density analysis:		8,704	sqm/ha (net)	37,917	sqft/ac (net)		
		85	dph (gross)				
Benchmark Land Value (net)	11,629 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**1,162,878**
BLV analysis:		1,098,222	£ per ha (net)	444,444	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(786,110)**	£ per ha (net)	**(318,134)**	£ per acre (net)	**(832,391)**

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Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	318,134	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(318,134)	(402,703)	(494,910)	(591,246)	(687,900)	(784,753)	(881,607)
	10.00	(353,509)	(438,263)	(531,931)	(626,221)	(721,006)	(815,790)	(910,574)
Max CIL £ psm	20.00	(389,953)	(476,728)	(568,951)	(661,396)	(754,112)	(846,827)	(939,542)
0.00	30.00	(427,332)	(515,805)	(605,971)	(696,571)	(787,218)	(877,864)	(968,510)
(recommended CIL)	40.00	(466,773)	(554,883)	(643,170)	(731,747)	(820,323)	(908,900)	(997,508)
(100)	50.00	(507,907)	(593,960)	(680,414)	(766,922)	(853,429)	(939,937)	(1,026,651)
	60.00	(549,041)	(633,219)	(717,658)	(802,097)	(886,535)	(970,974)	(1,055,794)
	70.00	(590,175)	(672,532)	(754,902)	(837,272)	(919,641)	(1,002,011)	(1,084,936)
	80.00	(631,545)	(711,846)	(792,146)	(872,447)	(952,747)	(1,033,213)	(1,114,079)
	90.00	(672,928)	(751,159)	(829,390)	(907,622)	(985,853)	(1,064,437)	(1,143,222)
	100.00	(714,310)	(790,472)	(866,635)	(942,797)	(1,018,959)	(1,095,662)	(1,172,365)
	110.00	(755,692)	(829,786)	(903,879)	(977,972)	(1,052,265)	(1,126,886)	(1,201,507)
	120.00	(797,075)	(869,099)	(941,123)	(1,013,147)	(1,085,571)	(1,158,111)	(1,230,650)
	130.00	(838,457)	(908,412)	(978,367)	(1,048,419)	(1,118,877)	(1,189,335)	(1,259,793)
	140.00	(879,840)	(947,725)	(1,015,611)	(1,083,807)	(1,152,183)	(1,220,559)	(1,288,936)
	150.00	(921,222)	(987,039)	(1,052,900)	(1,119,194)	(1,185,489)	(1,251,784)	(1,318,079)
	160.00	(962,604)	(1,026,352)	(1,090,369)	(1,154,582)	(1,218,795)	(1,283,008)	(1,347,335)
	170.00	(1,003,987)	(1,065,707)	(1,127,838)	(1,189,970)	(1,252,101)	(1,314,233)	(1,376,654)
	180.00	(1,045,369)	(1,105,258)	(1,165,308)	(1,225,357)	(1,285,407)	(1,345,457)	(1,405,973)
	190.00	(1,086,841)	(1,144,809)	(1,202,777)	(1,260,745)	(1,318,713)	(1,376,748)	(1,435,292)
	200.00	(1,128,473)	(1,184,360)	(1,240,246)	(1,296,133)	(1,352,019)	(1,408,162)	(1,464,611)
	210.00	(1,170,106)	(1,223,911)	(1,277,715)	(1,331,520)	(1,385,325)	(1,439,575)	(1,493,930)
	220.00	(1,211,738)	(1,263,461)	(1,315,185)	(1,366,908)	(1,418,727)	(1,470,988)	(1,523,249)
	230.00	(1,253,371)	(1,303,012)	(1,352,654)	(1,402,296)	(1,452,234)	(1,502,401)	(1,552,568)
	240.00	(1,295,003)	(1,342,563)	(1,390,123)	(1,437,683)	(1,485,741)	(1,533,814)	(1,581,887)
	250.00	(1,336,636)	(1,382,114)	(1,427,593)	(1,473,270)	(1,519,249)	(1,565,227)	(1,611,206)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(318,134)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(318,134)	(318,134)	(318,134)	(318,134)	(318,134)	(318,134)	(318,134)
	10.00	(353,509)	(353,509)	(353,509)	(353,509)	(353,509)	(353,509)	(353,509)
CIL £psm	20.00	(389,953)	(389,953)	(389,953)	(389,953)	(389,953)	(389,953)	(389,953)
0.00	30.00	(427,332)	(427,332)	(427,332)	(427,332)	(427,332)	(427,332)	(427,332)
(recommended CIL)	40.00	(466,773)	(466,773)	(466,773)	(466,773)	(466,773)	(466,773)	(466,773)
(100)	50.00	(507,907)	(507,907)	(507,907)	(507,907)	(507,907)	(507,907)	(507,907)
	60.00	(549,041)	(549,041)	(549,041)	(549,041)	(549,041)	(549,041)	(549,041)
	70.00	(590,175)	(590,175)	(590,175)	(590,175)	(590,175)	(590,175)	(590,175)
	80.00	(631,545)	(631,545)	(631,545)	(631,545)	(631,545)	(631,545)	(631,545)
	90.00	(672,928)	(672,928)	(672,928)	(672,928)	(672,928)	(672,928)	(672,928)
	100.00	(714,310)	(714,310)	(714,310)	(714,310)	(714,310)	(714,310)	(714,310)
	110.00	(755,692)	(755,692)	(755,692)	(755,692)	(755,692)	(755,692)	(755,692)
	120.00	(797,075)	(797,075)	(797,075)	(797,075)	(797,075)	(797,075)	(797,075)
	130.00	(838,457)	(838,457)	(838,457)	(838,457)	(838,457)	(838,457)	(838,457)
	140.00	(879,840)	(879,840)	(879,840)	(879,840)	(879,840)	(879,840)	(879,840)
	150.00	(921,222)	(921,222)	(921,222)	(921,222)	(921,222)	(921,222)	(921,222)
	160.00	(962,604)	(962,604)	(962,604)	(962,604)	(962,604)	(962,604)	(962,604)
	170.00	(1,003,987)	(1,003,987)	(1,003,987)	(1,003,987)	(1,003,987)	(1,003,987)	(1,003,987)
	180.00	(1,045,369)	(1,045,369)	(1,045,369)	(1,045,369)	(1,045,369)	(1,045,369)	(1,045,369)
	190.00	(1,086,841)	(1,086,841)	(1,086,841)	(1,086,841)	(1,086,841)	(1,086,841)	(1,086,841)
	200.00	(1,128,473)	(1,128,473)	(1,128,473)	(1,128,473)	(1,128,473)	(1,128,473)	(1,128,473)
	210.00	(1,170,106)	(1,170,106)	(1,170,106)	(1,170,106)	(1,170,106)	(1,170,106)	(1,170,106)
	220.00	(1,211,738)	(1,211,738)	(1,211,738)	(1,211,738)	(1,211,738)	(1,211,738)	(1,211,738)
	230.00	(1,253,371)	(1,253,371)	(1,253,371)	(1,253,371)	(1,253,371)	(1,253,371)	(1,253,371)
	240.00	(1,295,003)	(1,295,003)	(1,295,003)	(1,295,003)	(1,295,003)	(1,295,003)	(1,295,003)
	250.00	(1,336,636)	(1,336,636)	(1,336,636)	(1,336,636)	(1,336,636)	(1,336,636)	(1,336,636)

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Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(318,134)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(64,142)	(165,739)	(267,336)	(369,305)	(479,442)	(597,578)	(715,714)
	10.00	(99,517)	(201,114)	(302,711)	(406,221)	(520,576)	(638,712)	(756,848)
CIL £psm	20.00	(134,892)	(236,489)	(338,086)	(443,652)	(561,710)	(679,846)	(797,982)
0.00	30.00	(170,267)	(271,864)	(373,991)	(484,708)	(602,844)	(720,980)	(839,116)
(recommended CIL)	40.00	(205,642)	(307,239)	(411,012)	(525,841)	(643,977)	(762,113)	(880,249)
(100)	50.00	(241,017)	(342,614)	(448,839)	(566,975)	(685,111)	(803,247)	(921,383)
	60.00	(276,392)	(378,677)	(489,973)	(608,109)	(726,245)	(844,381)	(962,517)
	70.00	(311,767)	(415,803)	(531,107)	(649,243)	(767,379)	(885,515)	(1,003,651)
	80.00	(347,346)	(454,341)	(572,477)	(690,613)	(808,749)	(926,885)	(1,045,021)
	90.00	(383,795)	(495,724)	(613,860)	(731,996)	(850,132)	(968,268)	(1,086,404)
	100.00	(421,263)	(537,106)	(655,242)	(773,378)	(891,514)	(1,009,650)	(1,127,786)
	110.00	(460,352)	(578,488)	(696,624)	(814,760)	(932,896)	(1,051,032)	(1,169,168)
	120.00	(501,735)	(619,871)	(738,007)	(856,143)	(974,279)	(1,092,415)	(1,210,551)
	130.00	(543,117)	(661,253)	(779,389)	(897,525)	(1,015,661)	(1,133,797)	(1,251,933)
	140.00	(584,500)	(702,636)	(820,772)	(938,908)	(1,057,044)	(1,175,180)	(1,293,316)
	150.00	(625,882)	(744,018)	(862,154)	(980,290)	(1,098,426)	(1,216,562)	(1,334,698)
	160.00	(667,264)	(785,400)	(903,536)	(1,021,672)	(1,139,808)	(1,257,944)	(1,376,080)
	170.00	(708,647)	(826,783)	(944,919)	(1,063,055)	(1,181,191)	(1,299,327)	(1,417,463)
	180.00	(750,029)	(868,165)	(986,301)	(1,104,437)	(1,222,573)	(1,340,709)	(1,458,845)
	190.00	(791,501)	(909,637)	(1,027,773)	(1,145,909)	(1,264,045)	(1,382,180)	(1,500,316)
	200.00	(833,133)	(951,269)	(1,069,405)	(1,187,541)	(1,305,677)	(1,423,813)	(1,541,949)
	210.00	(874,766)	(992,902)	(1,111,038)	(1,229,174)	(1,347,310)	(1,465,446)	(1,583,582)
	220.00	(916,398)	(1,034,534)	(1,152,670)	(1,270,806)	(1,388,942)	(1,507,078)	(1,625,214)
	230.00	(958,031)	(1,076,167)	(1,194,303)	(1,312,439)	(1,430,575)	(1,548,711)	(1,666,847)
	240.00	(999,663)	(1,117,799)	(1,235,935)	(1,354,071)	(1,472,207)	(1,590,343)	(1,708,479)
	250.00	(1,041,296)	(1,159,432)	(1,277,568)	(1,395,704)	(1,513,840)	(1,631,976)	(1,750,112)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(318,134)	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	15,199	(12,579)	(40,356)	(68,134)	(95,912)	(123,690)	(151,468)
	10.00	(20,176)	(47,954)	(75,731)	(103,509)	(131,287)	(159,065)	(186,843)
CIL £psm	20.00	(56,619)	(84,397)	(112,175)	(139,953)	(167,730)	(195,508)	(223,286)
0.00	30.00	(93,999)	(121,777)	(149,554)	(177,332)	(205,110)	(232,888)	(260,665)
(recommended CIL)	40.00	(133,440)	(161,218)	(188,996)	(216,773)	(244,551)	(272,329)	(300,107)
(100)	50.00	(174,574)	(202,352)	(230,129)	(257,907)	(285,685)	(313,463)	(341,240)
	60.00	(215,708)	(243,485)	(271,263)	(299,041)	(326,819)	(354,596)	(382,374)
	70.00	(256,841)	(284,619)	(312,397)	(340,175)	(367,952)	(395,730)	(423,508)
	80.00	(298,212)	(325,990)	(353,768)	(381,545)	(409,323)	(437,101)	(464,879)
	90.00	(339,594)	(367,372)	(395,150)	(422,928)	(450,705)	(478,483)	(506,261)
	100.00	(380,977)	(408,755)	(436,532)	(464,310)	(492,088)	(519,866)	(547,643)
	110.00	(422,359)	(450,137)	(477,915)	(505,692)	(533,470)	(561,248)	(589,026)
	120.00	(463,742)	(491,519)	(519,297)	(547,075)	(574,853)	(602,630)	(630,408)
	130.00	(505,124)	(532,902)	(560,679)	(588,457)	(616,235)	(644,013)	(671,791)
	140.00	(546,506)	(574,284)	(602,062)	(629,840)	(657,617)	(685,395)	(713,173)
	150.00	(587,889)	(615,666)	(643,444)	(671,222)	(699,000)	(726,778)	(754,555)
	160.00	(629,271)	(657,049)	(684,827)	(712,604)	(740,382)	(768,160)	(795,938)
	170.00	(670,653)	(698,431)	(726,209)	(753,987)	(781,765)	(809,542)	(837,320)
	180.00	(712,036)	(739,814)	(767,591)	(795,369)	(823,147)	(850,925)	(878,703)
	190.00	(753,507)	(781,285)	(809,063)	(836,841)	(864,618)	(892,396)	(920,174)
	200.00	(795,140)	(822,917)	(850,695)	(878,473)	(906,251)	(934,029)	(961,806)
	210.00	(836,772)	(864,550)	(892,328)	(920,106)	(947,883)	(975,661)	(1,003,439)
	220.00	(878,405)	(906,183)	(933,960)	(961,738)	(989,516)	(1,017,294)	(1,045,071)
	230.00	(920,037)	(947,815)	(975,593)	(1,003,371)	(1,031,148)	(1,058,926)	(1,086,704)
	240.00	(961,670)	(989,448)	(1,017,225)	(1,045,003)	(1,072,781)	(1,100,559)	(1,128,337)
	250.00	(1,003,302)	(1,031,080)	(1,058,858)	(1,086,636)	(1,114,414)	(1,142,191)	(1,169,969)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(318,134)	Density (dph) (net) 30	35	94 40	45	50	55	60
	0.00	(445,067)	(434,926)	(424,841)	(414,862)	(404,938)	(395,014)	(385,246)
	10.00	(458,133)	(449,229)	(440,695)	(432,592)	(424,489)	(416,386)	(408,349)
CIL £psm	20.00	(471,200)	(464,473)	(457,747)	(451,020)	(444,307)	(438,185)	(432,064)
0.00	30.00	(484,267)	(479,718)	(475,169)	(470,620)	(466,071)	(461,522)	(456,973)
(recommended CIL)	40.00	(497,369)	(494,962)	(492,591)	(490,220)	(487,849)	(485,477)	(483,106)
(100)	50.00	(510,515)	(510,273)	(510,031)	(509,820)	(509,626)	(509,433)	(509,239)
	60.00	(523,661)	(525,610)	(527,559)	(529,508)	(531,457)	(533,406)	(535,373)
	70.00	(536,806)	(540,946)	(545,086)	(549,226)	(553,366)	(557,506)	(561,646)
	80.00	(549,952)	(556,283)	(562,614)	(568,945)	(575,276)	(581,607)	(587,938)
	90.00	(563,097)	(571,619)	(580,141)	(588,663)	(597,185)	(605,707)	(614,229)
	100.00	(576,243)	(586,956)	(597,669)	(608,382)	(619,094)	(629,807)	(640,520)
	110.00	(589,389)	(602,292)	(615,196)	(628,100)	(641,004)	(653,908)	(666,811)
	120.00	(602,534)	(617,629)	(632,724)	(647,818)	(662,913)	(678,008)	(693,103)
	130.00	(615,680)	(632,966)	(650,251)	(667,537)	(684,822)	(702,108)	(719,394)
	140.00	(628,826)	(648,302)	(667,779)	(687,255)	(706,732)	(726,208)	(745,685)
	150.00	(641,971)	(663,639)	(685,306)	(706,974)	(728,641)	(750,309)	(771,976)
	160.00	(655,185)	(678,987)	(702,834)	(726,692)	(750,551)	(774,409)	(798,267)
	170.00	(668,410)	(694,416)	(720,422)	(746,428)	(772,460)	(798,509)	(824,559)
	180.00	(681,635)	(709,845)	(738,056)	(766,266)	(794,476)	(822,686)	(850,896)
	190.00	(694,860)	(725,275)	(755,689)	(786,103)	(816,518)	(846,932)	(877,346)
	200.00	(708,085)	(740,704)	(773,323)	(805,941)	(838,560)	(871,178)	(903,797)
	210.00	(721,311)	(756,133)	(790,956)	(825,779)	(860,601)	(895,424)	(930,247)
	220.00	(734,536)	(771,562)	(808,589)	(845,616)	(882,643)	(919,670)	(956,697)
	230.00	(747,761)	(786,992)	(826,223)	(865,454)	(904,685)	(943,916)	(983,147)
	240.00	(760,986)	(802,421)	(843,856)	(885,291)	(926,727)	(968,162)	(1,009,597)
	250.00	(774,211)	(817,850)	(861,490)	(905,129)	(948,769)	(992,408)	(1,036,047)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(318,134)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	2,848,155	2,070,164	1,283,269	487,245	(318,134)	(774,645)	(1,249,873)
	10.00	2,814,445	2,036,046	1,248,736	452,294	(353,509)	(816,028)	(1,291,506)
CIL £psm	20.00	2,780,735	2,001,927	1,214,204	417,343	(389,953)	(857,410)	(1,333,138)
0.00	30.00	2,747,025	1,967,808	1,179,672	382,391	(427,332)	(898,793)	(1,374,771)
(recommended CIL)	40.00	2,713,187	1,933,690	1,145,139	347,440	(466,773)	(940,175)	(1,416,403)
(100)	50.00	2,679,273	1,899,514	1,110,607	312,489	(507,907)	(981,557)	(1,458,036)
	60.00	2,645,360	1,865,189	1,076,029	277,538	(549,041)	(1,022,940)	(1,499,668)
	70.00	2,611,446	1,830,864	1,041,288	242,493	(590,175)	(1,064,322)	(1,541,301)
	80.00	2,577,532	1,796,539	1,006,547	207,331	(631,545)	(1,105,908)	(1,583,121)
	90.00	2,543,619	1,762,214	971,806	172,168	(672,928)	(1,147,541)	(1,625,005)
	100.00	2,509,705	1,727,889	937,065	137,006	(714,310)	(1,189,173)	(1,666,889)
	110.00	2,475,791	1,693,564	902,323	101,843	(755,692)	(1,230,806)	(1,708,773)
	120.00	2,441,878	1,659,239	867,582	66,681	(797,075)	(1,272,438)	(1,750,658)
	130.00	2,407,964	1,624,914	832,841	31,518	(838,457)	(1,314,071)	(1,792,542)
	140.00	2,374,050	1,590,590	798,100	(3,644)	(879,840)	(1,355,703)	(1,834,426)
	150.00	2,340,137	1,556,265	763,359	(38,806)	(921,222)	(1,397,336)	(1,876,310)
	160.00	2,306,129	1,521,940	728,618	(73,969)	(962,604)	(1,438,968)	(1,918,194)
	170.00	2,272,010	1,487,562	693,876	(109,131)	(1,003,987)	(1,480,601)	(1,960,079)
	180.00	2,237,892	1,453,030	659,065	(144,294)	(1,045,369)	(1,522,233)	(2,001,963)
	190.00	2,203,773	1,418,498	624,114	(179,606)	(1,086,841)	(1,563,938)	(2,043,919)
	200.00	2,169,654	1,383,965	589,162	(214,981)	(1,128,473)	(1,605,822)	(2,086,057)
	210.00	2,135,536	1,349,433	554,211	(250,356)	(1,170,106)	(1,647,706)	(2,128,194)
	220.00	2,101,417	1,314,900	519,260	(285,731)	(1,211,738)	(1,689,591)	(2,170,331)
	230.00	2,067,298	1,280,368	484,309	(321,106)	(1,253,371)	(1,731,475)	(2,212,469)
	240.00	2,033,180	1,245,835	449,358	(356,481)	(1,295,003)	(1,773,359)	(2,254,606)
	250.00	1,999,061	1,211,303	414,406	(393,045)	(1,336,636)	(1,815,243)	(2,296,744)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(318,134)	90%	95%	100%	105%	110%	120%	130%
	0.00	(1,310,706)	(804,691)	(318,134)	111,316	538,512	1,387,729	2,230,383
	10.00	(1,352,339)	(846,073)	(353,509)	76,154	503,560	1,352,988	2,196,059
CIL £psm	20.00	(1,393,971)	(887,455)	(389,953)	40,991	468,609	1,318,247	2,161,734
0.00	30.00	(1,435,604)	(928,838)	(427,332)	5,829	433,658	1,283,505	2,127,409
(recommended CIL)	40.00	(1,477,454)	(970,220)	(466,773)	(29,334)	398,707	1,248,764	2,093,084
(100)	50.00	(1,519,338)	(1,011,602)	(507,907)	(64,496)	363,756	1,214,023	2,058,647
	60.00	(1,561,222)	(1,053,059)	(549,041)	(99,658)	328,805	1,179,282	2,024,114
	70.00	(1,603,107)	(1,094,692)	(590,175)	(134,821)	293,648	1,144,541	1,989,582
	80.00	(1,644,991)	(1,136,324)	(631,545)	(170,162)	258,485	1,109,799	1,955,050
	90.00	(1,686,875)	(1,177,957)	(672,928)	(205,537)	223,323	1,075,058	1,920,517
	100.00	(1,728,759)	(1,219,590)	(714,310)	(240,912)	188,160	1,040,317	1,885,985
	110.00	(1,770,643)	(1,261,222)	(755,692)	(276,287)	152,998	1,005,576	1,851,452
	120.00	(1,812,528)	(1,302,855)	(797,075)	(311,662)	117,835	970,835	1,816,920
	130.00	(1,854,412)	(1,344,487)	(838,457)	(347,037)	82,673	936,094	1,782,387
	140.00	(1,896,436)	(1,386,120)	(879,840)	(383,255)	47,510	901,352	1,747,855
	150.00	(1,938,573)	(1,427,752)	(921,222)	(420,484)	12,348	866,452	1,713,323
	160.00	(1,980,711)	(1,469,385)	(962,604)	(459,248)	(22,815)	831,500	1,678,790
	170.00	(2,022,848)	(1,511,105)	(1,003,987)	(500,382)	(57,977)	796,549	1,644,258
	180.00	(2,064,986)	(1,552,989)	(1,045,369)	(541,515)	(93,140)	761,598	1,609,725
	190.00	(2,107,123)	(1,594,873)	(1,086,841)	(582,649)	(128,315)	726,647	1,575,193
	200.00	(2,149,260)	(1,636,757)	(1,128,473)	(623,930)	(163,690)	691,696	1,540,660
	210.00	(2,191,398)	(1,678,641)	(1,170,106)	(665,312)	(199,065)	656,744	1,505,919
	220.00	(2,233,535)	(1,720,526)	(1,211,738)	(706,694)	(234,440)	621,793	1,471,178
	230.00	(2,275,673)	(1,762,410)	(1,253,371)	(748,077)	(269,815)	586,842	1,436,437
	240.00	(2,317,887)	(1,804,294)	(1,295,003)	(789,459)	(305,190)	551,891	1,401,695
	250.00	(2,360,279)	(1,846,178)	(1,336,636)	(830,842)	(340,565)	516,940	1,366,954

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(318,134)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(318,134)	62,059	440,168	816,221	1,190,244	1,562,261	3,392,147
	10.00	(353,509)	26,896	405,217	781,480	1,155,711	1,527,936	3,358,639
CIL £psm	20.00	(389,953)	(8,266)	370,266	746,739	1,121,179	1,493,595	3,325,132
0.00	30.00	(427,332)	(43,429)	335,315	711,998	1,086,646	1,459,063	3,291,625
(recommended CIL)	40.00	(466,773)	(78,591)	300,364	677,257	1,051,924	1,424,530	3,258,117
(100)	50.00	(507,907)	(113,754)	265,412	642,345	1,017,183	1,389,998	3,224,610
	60.00	(549,041)	(148,916)	230,295	607,394	982,442	1,355,465	3,191,102
	70.00	(590,175)	(184,256)	195,132	572,442	947,701	1,320,933	3,157,595
	80.00	(631,545)	(219,631)	159,970	537,491	912,959	1,286,400	3,123,948
	90.00	(672,928)	(255,006)	124,807	502,540	878,218	1,251,868	3,090,238
	100.00	(714,310)	(290,381)	89,645	467,589	843,477	1,217,336	3,056,528
	110.00	(755,692)	(325,756)	54,482	432,638	808,736	1,182,803	3,022,818
	120.00	(797,075)	(361,232)	19,320	397,686	773,995	1,148,271	2,989,108
	130.00	(838,457)	(397,966)	(15,843)	362,735	739,254	1,113,738	2,955,398
	140.00	(879,840)	(435,397)	(51,005)	327,784	704,512	1,079,180	2,921,688
	150.00	(921,222)	(475,636)	(86,168)	292,833	669,765	1,044,439	2,887,979
	160.00	(962,604)	(516,770)	(121,330)	257,881	634,814	1,009,697	2,854,269
	170.00	(1,003,987)	(557,904)	(156,503)	222,718	599,863	974,956	2,820,559
	180.00	(1,045,369)	(599,079)	(191,878)	187,556	564,912	940,215	2,786,849
	190.00	(1,086,841)	(640,462)	(227,253)	152,393	529,960	905,474	2,753,139
	200.00	(1,128,473)	(681,844)	(262,628)	117,231	495,009	870,733	2,719,338
	210.00	(1,170,106)	(723,227)	(298,004)	82,068	460,058	835,992	2,685,424
	220.00	(1,211,738)	(764,609)	(333,379)	46,906	425,107	801,250	2,651,511
	230.00	(1,253,371)	(805,991)	(369,120)	11,743	390,156	766,509	2,617,597
	240.00	(1,295,003)	(847,374)	(406,031)	(23,419)	355,204	731,768	2,583,683
	250.00	(1,336,636)	(888,756)	(443,463)	(58,582)	320,253	697,027	2,549,770

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

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**L**	
Scheme Typology:	Houses and Flats	
No Units:	100	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	30,910,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	21.53%	
Developers Profit Total (£)	5,409,250	
Land Value KPI's		
RLV (£/acre (net))	126,310	
RLV (£/ha (net))	312,112	
RLV (% of GDV)	1.07%	
RLV Total (£)	330,488	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	1,162,878	
Surplus/Deficit (£/acre) [RLV-BLV]	(318,134)	
Surplus/Deficit (£/ha)	(786,110)	
Surplus/Deficit Total (£)	(832,391)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	2,235,414	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	27,906	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	22,633	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Appraisal Ref:	M				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	6	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			6	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	2.5	50.0%	0.0	42%	2.5
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	2.4	43.0%	0.0	40%	2.4
4 bed House (with garage)	18.0%	1.1	7.0%	0.0	18%	1.1
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	6.0	100.0%	0.0	100%	6.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	189	2,034	0	0	189	2,034
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	254	2,738	0	0	254	2,738
4 bed House (with garage)	150	1,616	0	0	150	1,616
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	594	6,389	0	0	594	6,389
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	819,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	876,000
4 bed House (with garage)	440,000	3,826	355	3,165	294	475,200
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	0
2 bed Flat	255,000	3,923	364	3,335	310	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						2,170,200

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	Houses	No Units:	6
Site Typology:	Location / Value Zone: Mid	Greenfield/Brownfield:	Greenfield
Notes/Comments:			

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	2.5	@	325,000	819,000
3 bed House	0.0	@	0	-
3 bed House (with garage)	2.4	@	365,000	876,000
4 bed House (with garage)	1.1	@	440,000	475,200
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	200,000	-
2 bed Flat	0.0	@	255,000	-
3 bed Flat	0.0	@	0	-
	6.0			2,170,200
Affordable Rent GDV -				
2 bed House	0.0	@	195,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	219,000	-
4 bed House (with garage)	0.0	@	264,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	120,000	-
2 bed Flat	0.0	@	153,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	130,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	146,000	-
4 bed House (with garage)	0.0	@	176,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	80,000	-
2 bed Flat	0.0	@	102,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	227,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	255,500	-
4 bed House (with garage)	0.0	@	308,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**6**			**2,170,200**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	6	units @	0 per unit	-
Total GDV				**2,170,200**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses**	No Units:	**6**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	3,528	£		(3,528)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	17,640	£		(17,640)
Building Safety Levy				594	sqm	30.21	£ psm			(17,930)
CIL (Mrkt only inc. garages)	Max			594	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				6	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				594	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.29	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			6	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				189	sqm @	2,107	psm			(398,223)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				216	sqm @	2,107	psm			(455,112)
4 bed House (EXC. garage)				124	sqm @	2,107	psm			(261,689)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				-	sqm @	2,522	psm			-
2 bed Flat				-	sqm @	2,522	psm			-
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	2.4	16.0		38	sqm @	600	psm			(23,040)
Garages for 4B House	1.1	24.0		26	sqm @	600	psm			(15,552)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				594	£ per garage	£0				
External works				1,153,616	@	15.0%				(173,042)
Ext. Works analysis:						28,840	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				6	units @	1,000	£ per unit			(6,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	6	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	6	units @		10%	@	0	£ per unit		-
Part L/FHS		6	units @				4,350	£ per unit		(26,100)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing		594	sqm				0	£ psm		-
Net Zero for Flats		-	sqm				0	£ psm		-
Water Efficiency		6	units @				0	£ per unit		-
Urban Greening Factor	0.0	flats @	6		per storey = GIA	0	0	£ per unit		-
	Sub-total								(32,100)	
Policy Costs analysis:	(design costs only)					5,350	£ per unit (total units)			
						2.8%	% of BCIS costs			
Contingency (on construction)				1,358,759	@	3.0%				(40,763)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses**		No Units:	**6**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		1,358,759	@	10.0%			(135,876)
Disposal Costs -							
OMS Marketing and Promotion		2,170,200	OMS @	1.00%	3,617	£ per unit	(21,702)
Residential Sales Agent Costs		2,170,200	OMS @	1.00%	3,617	£ per unit	(21,702)
Residential Sales Legal Costs		2,170,200	OMS @	0.50%	1,809	£ per unit	(10,851)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		6	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,043	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(40,935)
Developers Profit -							
Profit on OMS		2,170,200		17.50%			(379,785)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,170,200		17.50%	blended GDV	(379,785)	
		1,669,686		22.75%	on costs	(379,785)	
TOTAL COSTS							**(2,049,471)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							120,729
SDLT		120,729	@	HMRC formula			-
Acquisition Agent fees		120,729	@	1.0%			(1,207)
Acquisition Legal fees		120,729	@	0.5%			(604)
Interest on Land		120,729	@	7.50%			(9,055)
Residual Land Value							**109,864**
RLV analysis:	18,311 £ per plot	385,439	£ per ha (net)	155,985	£ per acre (net)		
		366,167	£ per ha (gross)	148,186	£ per acre (gross)		
				5.06%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		21.1	dph (net)				
Site Area (net)		0.29	ha (net)	0.70	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		0.30	ha (gross)	0.74	acres (gross)		
Density analysis:		2,082	sqm/ha (net)	9,071	sqft/ac (net)		
		20	dph (gross)				
Benchmark Land Value (net)	21,006 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**126,037**
BLV analysis:		442,179	£ per ha (net)	178,947	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(56,740)**	£ per ha (net)	**(22,962)**	£ per acre (net)	**(16,173)**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses — No Units: 6
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	22,962	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(22,962)	(46,321)	(69,680)	(93,038)	(116,397)	(139,756)	(163,114)
	10.00	(30,890)	(53,852)	(76,814)	(99,776)	(122,739)	(145,701)	(168,663)
Max CIL £ psm	20.00	(38,817)	(61,383)	(83,949)	(106,515)	(129,081)	(151,646)	(174,212)
0.00	30.00	(46,744)	(68,914)	(91,083)	(113,253)	(135,422)	(157,592)	(179,842)
(recommended CIL)	40.00	(54,671)	(76,445)	(98,218)	(119,991)	(141,764)	(163,537)	(185,940)
(100)	50.00	(62,599)	(83,976)	(105,352)	(126,729)	(148,106)	(169,483)	(192,038)
	60.00	(70,526)	(91,506)	(112,487)	(133,467)	(154,448)	(175,428)	(198,136)
	70.00	(78,453)	(99,037)	(119,621)	(140,205)	(160,790)	(181,614)	(204,234)
	80.00	(86,380)	(106,568)	(126,756)	(146,944)	(167,131)	(188,147)	(210,331)
	90.00	(94,308)	(114,099)	(133,890)	(153,682)	(173,473)	(194,681)	(216,429)
	100.00	(102,235)	(121,630)	(141,025)	(160,420)	(179,901)	(201,214)	(222,527)
	110.00	(110,162)	(129,161)	(148,160)	(167,158)	(186,870)	(207,748)	(228,625)
	120.00	(118,090)	(136,692)	(155,294)	(173,896)	(193,839)	(214,281)	(234,723)
	130.00	(126,017)	(144,223)	(162,429)	(180,801)	(200,808)	(220,814)	(240,821)
	140.00	(133,944)	(151,754)	(169,563)	(188,206)	(207,777)	(227,348)	(246,919)
	150.00	(141,871)	(159,285)	(176,698)	(195,611)	(214,746)	(233,881)	(253,017)
	160.00	(149,799)	(166,815)	(184,315)	(203,015)	(221,715)	(240,415)	(259,115)
	170.00	(157,726)	(174,346)	(192,156)	(210,420)	(228,684)	(246,948)	(265,213)
	180.00	(165,653)	(182,167)	(199,996)	(217,824)	(235,653)	(253,482)	(271,310)
	190.00	(173,580)	(190,443)	(207,836)	(225,229)	(242,622)	(260,015)	(277,408)
	200.00	(181,761)	(198,718)	(215,676)	(232,634)	(249,591)	(266,549)	(283,506)
	210.00	(190,472)	(206,994)	(223,516)	(240,038)	(256,560)	(273,082)	(289,604)
	220.00	(199,183)	(215,270)	(231,356)	(247,443)	(263,529)	(279,616)	(295,702)
	230.00	(207,895)	(223,546)	(239,196)	(254,847)	(270,498)	(286,149)	(301,800)
	240.00	(216,606)	(231,821)	(247,037)	(262,252)	(277,467)	(292,682)	(307,898)
	250.00	(225,317)	(240,097)	(254,877)	(269,656)	(284,436)	(299,216)	(313,996)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(22,962)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(22,962)	(22,962)	(22,962)	(22,962)	(22,962)	(22,962)	(22,962)
	10.00	(30,890)	(30,890)	(30,890)	(30,890)	(30,890)	(30,890)	(30,890)
CIL £psm	20.00	(38,817)	(38,817)	(38,817)	(38,817)	(38,817)	(38,817)	(38,817)
0.00	30.00	(46,744)	(46,744)	(46,744)	(46,744)	(46,744)	(46,744)	(46,744)
(recommended CIL)	40.00	(54,671)	(54,671)	(54,671)	(54,671)	(54,671)	(54,671)	(54,671)
(100)	50.00	(62,599)	(62,599)	(62,599)	(62,599)	(62,599)	(62,599)	(62,599)
	60.00	(70,526)	(70,526)	(70,526)	(70,526)	(70,526)	(70,526)	(70,526)
	70.00	(78,453)	(78,453)	(78,453)	(78,453)	(78,453)	(78,453)	(78,453)
	80.00	(86,380)	(86,380)	(86,380)	(86,380)	(86,380)	(86,380)	(86,380)
	90.00	(94,308)	(94,308)	(94,308)	(94,308)	(94,308)	(94,308)	(94,308)
	100.00	(102,235)	(102,235)	(102,235)	(102,235)	(102,235)	(102,235)	(102,235)
	110.00	(110,162)	(110,162)	(110,162)	(110,162)	(110,162)	(110,162)	(110,162)
	120.00	(118,090)	(118,090)	(118,090)	(118,090)	(118,090)	(118,090)	(118,090)
	130.00	(126,017)	(126,017)	(126,017)	(126,017)	(126,017)	(126,017)	(126,017)
	140.00	(133,944)	(133,944)	(133,944)	(133,944)	(133,944)	(133,944)	(133,944)
	150.00	(141,871)	(141,871)	(141,871)	(141,871)	(141,871)	(141,871)	(141,871)
	160.00	(149,799)	(149,799)	(149,799)	(149,799)	(149,799)	(149,799)	(149,799)
	170.00	(157,726)	(157,726)	(157,726)	(157,726)	(157,726)	(157,726)	(157,726)
	180.00	(165,653)	(165,653)	(165,653)	(165,653)	(165,653)	(165,653)	(165,653)
	190.00	(173,580)	(173,580)	(173,580)	(173,580)	(173,580)	(173,580)	(173,580)
	200.00	(181,761)	(181,761)	(181,761)	(181,761)	(181,761)	(181,761)	(181,761)
	210.00	(190,472)	(190,472)	(190,472)	(190,472)	(190,472)	(190,472)	(190,472)
	220.00	(199,183)	(199,183)	(199,183)	(199,183)	(199,183)	(199,183)	(199,183)
	230.00	(207,895)	(207,895)	(207,895)	(207,895)	(207,895)	(207,895)	(207,895)
	240.00	(216,606)	(216,606)	(216,606)	(216,606)	(216,606)	(216,606)	(216,606)
	250.00	(225,317)	(225,317)	(225,317)	(225,317)	(225,317)	(225,317)	(225,317)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses | No Units: 6
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(22,962)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	46,427	19,004	(8,943)	(36,982)	(65,022)	(93,061)	(121,100)
	10.00	38,674	11,170	(16,870)	(44,909)	(72,949)	(100,988)	(129,028)
CIL £psm	20.00	30,921	3,242	(24,797)	(52,837)	(80,876)	(108,915)	(136,955)
0.00	30.00	23,168	(4,685)	(32,724)	(60,764)	(88,803)	(116,843)	(144,882)
(recommended CIL)	40.00	15,415	(12,612)	(40,652)	(68,691)	(96,731)	(124,770)	(152,809)
(100)	50.00	7,500	(20,540)	(48,579)	(76,618)	(104,658)	(132,697)	(160,737)
	60.00	(427)	(28,467)	(56,506)	(84,546)	(112,585)	(140,625)	(168,664)
	70.00	(8,355)	(36,394)	(64,433)	(92,473)	(120,512)	(148,552)	(176,591)
	80.00	(16,282)	(44,321)	(72,361)	(100,400)	(128,440)	(156,479)	(185,069)
	90.00	(24,209)	(52,249)	(80,288)	(108,327)	(136,367)	(164,406)	(193,781)
	100.00	(32,136)	(60,176)	(88,215)	(116,255)	(144,294)	(172,334)	(202,492)
	110.00	(40,064)	(68,103)	(96,143)	(124,182)	(152,221)	(180,391)	(211,203)
	120.00	(47,991)	(76,030)	(104,070)	(132,109)	(160,149)	(189,102)	(219,915)
	130.00	(55,918)	(83,958)	(111,997)	(140,037)	(168,076)	(197,813)	(228,626)
	140.00	(63,845)	(91,885)	(119,924)	(147,964)	(176,003)	(206,525)	(237,337)
	150.00	(71,773)	(99,812)	(127,852)	(155,891)	(184,423)	(215,236)	(246,048)
	160.00	(79,700)	(107,739)	(135,779)	(163,818)	(193,135)	(223,947)	(254,760)
	170.00	(87,627)	(115,667)	(143,706)	(171,746)	(201,846)	(232,658)	(263,471)
	180.00	(95,555)	(123,594)	(151,633)	(179,745)	(210,557)	(241,370)	(272,182)
	190.00	(103,482)	(131,521)	(159,561)	(188,456)	(219,268)	(250,081)	(280,894)
	200.00	(111,409)	(139,449)	(167,488)	(197,167)	(227,980)	(258,792)	(289,605)
	210.00	(119,336)	(147,376)	(175,415)	(205,878)	(236,691)	(267,504)	(298,316)
	220.00	(127,264)	(155,303)	(183,777)	(214,590)	(245,402)	(276,215)	(307,027)
	230.00	(135,191)	(163,230)	(192,488)	(223,301)	(254,114)	(284,926)	(315,739)
	240.00	(143,118)	(171,158)	(201,200)	(232,012)	(262,825)	(293,637)	(324,450)
	250.00	(151,045)	(179,098)	(209,911)	(240,724)	(271,536)	(302,349)	(333,161)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(22,962)	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	50,722	24,406	(1,910)	(28,226)	(54,541)	(80,857)	(107,173)
	10.00	42,795	16,479	(9,837)	(36,153)	(62,469)	(88,784)	(115,100)
CIL £psm	20.00	34,867	8,552	(17,764)	(44,080)	(70,396)	(96,712)	(123,027)
0.00	30.00	26,940	624	(25,692)	(52,007)	(78,323)	(104,639)	(130,955)
(recommended CIL)	40.00	19,013	(7,303)	(33,619)	(59,935)	(86,250)	(112,566)	(138,882)
(100)	50.00	11,086	(15,230)	(41,546)	(67,862)	(94,178)	(120,493)	(146,809)
	60.00	3,158	(23,158)	(49,473)	(75,789)	(102,105)	(128,421)	(154,736)
	70.00	(4,769)	(31,085)	(57,401)	(83,716)	(110,032)	(136,348)	(162,664)
	80.00	(12,696)	(39,012)	(65,328)	(91,644)	(117,959)	(144,275)	(170,591)
	90.00	(20,624)	(46,939)	(73,255)	(99,571)	(125,887)	(152,202)	(178,518)
	100.00	(28,551)	(54,867)	(81,182)	(107,498)	(133,814)	(160,130)	(186,446)
	110.00	(36,478)	(62,794)	(89,110)	(115,425)	(141,741)	(168,057)	(194,373)
	120.00	(44,405)	(70,721)	(97,037)	(123,353)	(149,668)	(175,984)	(202,300)
	130.00	(52,333)	(78,648)	(104,964)	(131,280)	(157,596)	(183,912)	(210,227)
	140.00	(60,260)	(86,576)	(112,891)	(139,207)	(165,523)	(191,839)	(218,155)
	150.00	(68,187)	(94,503)	(120,819)	(147,134)	(173,450)	(199,766)	(226,082)
	160.00	(76,114)	(102,430)	(128,746)	(155,062)	(181,378)	(207,693)	(234,009)
	170.00	(84,042)	(110,357)	(136,673)	(162,989)	(189,305)	(215,621)	(241,936)
	180.00	(91,969)	(118,285)	(144,600)	(170,916)	(197,232)	(223,548)	(249,864)
	190.00	(99,896)	(126,212)	(152,528)	(178,844)	(205,159)	(231,475)	(257,791)
	200.00	(108,077)	(134,392)	(160,708)	(187,024)	(213,340)	(239,656)	(265,971)
	210.00	(116,788)	(143,104)	(169,420)	(195,735)	(222,051)	(248,367)	(274,683)
	220.00	(125,499)	(151,815)	(178,131)	(204,447)	(230,762)	(257,078)	(283,394)
	230.00	(134,211)	(160,526)	(186,842)	(213,158)	(239,474)	(265,789)	(292,105)
	240.00	(142,922)	(169,238)	(195,553)	(221,869)	(248,185)	(274,501)	(300,817)
	250.00	(151,633)	(177,949)	(204,265)	(230,580)	(256,896)	(283,212)	(309,528)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses | No Units: 6
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(22,962)	Density (dph) (net) 30	35	21 40	45	50	55	60
	0.00	43,359	80,410	117,461	154,512	191,563	228,614	265,666
	10.00	32,061	67,229	102,398	137,566	172,734	207,902	243,070
CIL £psm	20.00	20,764	54,049	87,334	120,619	153,904	187,189	220,474
0.00	30.00	9,466	40,868	72,270	103,672	135,075	166,477	197,879
(recommended CIL)	40.00	(1,832)	27,687	57,206	86,726	116,245	145,764	175,283
(100)	50.00	(13,130)	14,507	42,143	69,779	97,415	125,052	152,688
	60.00	(24,428)	1,326	27,079	52,832	78,586	104,339	130,092
	70.00	(35,725)	(11,855)	12,015	35,886	59,756	83,626	107,497
	80.00	(47,023)	(25,036)	(3,048)	18,939	40,926	62,914	84,901
	90.00	(58,321)	(38,216)	(18,112)	1,992	22,097	42,201	62,306
	100.00	(69,619)	(51,397)	(33,176)	(14,954)	3,267	21,489	39,710
	110.00	(80,916)	(64,578)	(48,239)	(31,901)	(15,562)	776	17,115
	120.00	(92,214)	(77,759)	(63,303)	(48,847)	(34,392)	(19,936)	(5,481)
	130.00	(103,512)	(90,939)	(78,367)	(65,794)	(53,222)	(40,649)	(28,076)
	140.00	(114,810)	(104,120)	(93,430)	(82,741)	(72,051)	(61,362)	(50,672)
	150.00	(126,107)	(117,301)	(108,494)	(99,687)	(90,881)	(82,074)	(73,267)
	160.00	(137,405)	(130,481)	(123,558)	(116,634)	(109,710)	(102,787)	(95,863)
	170.00	(148,703)	(143,662)	(138,621)	(133,581)	(128,540)	(123,499)	(118,459)
	180.00	(160,001)	(156,843)	(153,685)	(150,527)	(147,370)	(144,212)	(141,054)
	190.00	(171,298)	(170,024)	(168,749)	(167,474)	(166,199)	(164,924)	(163,650)
	200.00	(182,957)	(183,625)	(184,294)	(184,962)	(185,630)	(186,299)	(186,967)
	210.00	(195,372)	(198,110)	(200,847)	(203,585)	(206,322)	(209,060)	(211,797)
	220.00	(207,787)	(212,594)	(217,401)	(222,207)	(227,014)	(231,821)	(236,627)
	230.00	(220,202)	(227,078)	(233,954)	(240,830)	(247,706)	(254,582)	(261,458)
	240.00	(232,618)	(241,563)	(250,508)	(259,453)	(268,398)	(277,343)	(286,288)
	250.00	(245,033)	(256,047)	(267,061)	(278,075)	(289,090)	(300,104)	(311,118)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(22,962)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	120%
	0.00	549,147	361,057	172,602	(22,962)	(123,077)	(227,567)	(447,598)
	10.00	541,700	353,611	165,110	(30,890)	(131,004)	(236,278)	(456,309)
CIL £psm	20.00	534,254	346,164	157,618	(38,817)	(138,931)	(244,989)	(465,020)
0.00	30.00	526,807	338,717	150,127	(46,744)	(146,858)	(253,700)	(473,732)
(recommended CIL)	40.00	519,360	331,271	142,635	(54,671)	(154,786)	(262,412)	(482,443)
(100)	50.00	511,914	323,824	134,931	(62,599)	(162,713)	(271,123)	(491,154)
	60.00	504,467	316,377	127,178	(70,526)	(170,640)	(279,834)	(499,865)
	70.00	497,020	308,930	119,425	(78,453)	(178,567)	(288,545)	(508,577)
	80.00	489,574	301,484	111,672	(86,380)	(187,241)	(297,257)	(517,288)
	90.00	482,127	294,037	103,919	(94,308)	(195,952)	(305,968)	(525,999)
	100.00	474,680	286,590	96,166	(102,235)	(204,664)	(314,679)	(534,711)
	110.00	467,234	279,144	88,413	(110,162)	(213,375)	(323,391)	(543,422)
	120.00	459,787	271,697	80,660	(118,090)	(222,086)	(332,102)	(552,133)
	130.00	452,340	264,250	72,907	(126,017)	(230,798)	(340,813)	(560,844)
	140.00	444,894	256,804	65,154	(133,944)	(239,509)	(349,524)	(569,556)
	150.00	437,447	249,357	57,401	(141,871)	(248,220)	(358,236)	(578,267)
	160.00	430,000	241,910	49,648	(149,799)	(256,931)	(366,947)	(586,978)
	170.00	422,554	234,464	41,895	(157,726)	(265,643)	(375,658)	(595,690)
	180.00	415,107	226,978	34,142	(165,653)	(274,354)	(384,370)	(604,401)
	190.00	407,660	219,486	26,389	(173,580)	(283,065)	(393,081)	(613,112)
	200.00	400,213	211,995	18,636	(181,761)	(291,776)	(401,792)	(621,823)
	210.00	392,767	204,503	10,794	(190,472)	(300,488)	(410,503)	(630,535)
	220.00	385,320	197,011	2,866	(199,183)	(309,199)	(419,215)	(639,246)
	230.00	377,873	189,520	(5,061)	(207,895)	(317,910)	(427,926)	(647,957)
	240.00	370,427	182,028	(12,988)	(216,606)	(326,622)	(436,637)	(656,668)
	250.00	362,980	174,536	(20,916)	(225,317)	(335,333)	(445,349)	(665,380)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses | No Units: 6
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(22,962)	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	(255,855)	(135,948)	(22,962)	88,371	196,930	303,644	409,900
	10.00	(264,567)	(143,875)	(30,890)	80,618	189,439	296,197	402,453
CIL £psm	20.00	(273,278)	(151,803)	(38,817)	72,865	181,947	288,725	395,006
0.00	30.00	(281,989)	(159,730)	(46,744)	65,112	174,455	281,233	387,560
(recommended CIL)	40.00	(290,701)	(167,657)	(54,671)	57,359	166,964	273,741	380,113
(100)	50.00	(299,412)	(175,584)	(62,599)	49,606	159,472	266,250	372,666
	60.00	(308,123)	(183,963)	(70,526)	41,853	151,980	258,758	365,220
	70.00	(316,834)	(192,674)	(78,453)	34,100	144,488	251,266	357,773
	80.00	(325,546)	(201,386)	(86,380)	26,347	136,849	243,774	350,326
	90.00	(334,257)	(210,097)	(94,308)	18,594	129,096	236,283	342,879
	100.00	(342,968)	(218,808)	(102,235)	10,751	121,343	228,791	335,433
	110.00	(351,680)	(227,519)	(110,162)	2,823	113,590	221,299	327,986
	120.00	(360,391)	(236,231)	(118,090)	(5,104)	105,837	213,808	320,539
	130.00	(369,102)	(244,942)	(126,017)	(13,031)	98,084	206,316	313,093
	140.00	(377,813)	(253,653)	(133,944)	(20,958)	90,331	198,824	305,602
	150.00	(386,525)	(262,365)	(141,871)	(28,886)	82,578	191,333	298,110
	160.00	(395,236)	(271,076)	(149,799)	(36,813)	74,825	183,841	290,619
	170.00	(403,947)	(279,787)	(157,726)	(44,740)	67,072	176,349	283,127
	180.00	(412,659)	(288,498)	(165,653)	(52,667)	59,319	168,857	275,635
	190.00	(421,370)	(297,210)	(173,580)	(60,595)	51,566	161,366	268,143
	200.00	(430,081)	(305,921)	(181,761)	(68,522)	43,813	153,874	260,652
	210.00	(438,792)	(314,632)	(190,472)	(76,449)	36,060	146,382	253,160
	220.00	(447,504)	(323,344)	(199,183)	(84,376)	28,307	138,809	245,668
	230.00	(456,215)	(332,055)	(207,895)	(92,304)	20,554	131,056	238,177
	240.00	(464,926)	(340,766)	(216,606)	(100,231)	12,755	123,303	230,685
	250.00	(473,637)	(349,477)	(225,317)	(108,158)	4,827	115,550	223,193

TABLE 8

Balance (RLV - BLV £ per acre (n))	(22,962)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(22,962)	55,775	133,681	209,215	284,188	359,015	733,153
	10.00	(30,890)	48,022	125,928	201,723	276,741	351,569	725,706
CIL £psm	20.00	(38,817)	40,269	118,175	194,231	269,294	344,122	718,260
0.00	30.00	(46,744)	32,516	110,422	186,740	261,848	336,675	710,813
(recommended CIL)	40.00	(54,671)	24,763	102,669	179,248	254,401	329,229	703,366
(100)	50.00	(62,599)	17,010	94,915	171,756	246,954	321,782	695,920
	60.00	(70,526)	9,131	87,162	164,264	239,508	314,335	688,473
	70.00	(78,453)	1,203	79,409	156,773	232,053	306,889	681,026
	80.00	(86,380)	(6,724)	71,656	149,281	224,561	299,442	673,580
	90.00	(94,308)	(14,651)	63,903	141,789	217,069	291,995	666,133
	100.00	(102,235)	(22,578)	56,150	134,056	209,578	284,548	658,686
	110.00	(110,162)	(30,506)	48,397	126,303	202,086	277,102	651,240
	120.00	(118,090)	(38,433)	40,644	118,550	194,594	269,655	643,793
	130.00	(126,017)	(46,360)	32,891	110,797	187,102	262,208	636,346
	140.00	(133,944)	(54,287)	25,138	103,044	179,611	254,762	628,900
	150.00	(141,871)	(62,215)	17,385	95,291	172,119	247,315	621,453
	160.00	(149,799)	(70,142)	9,515	87,538	164,627	239,868	614,006
	170.00	(157,726)	(78,069)	1,587	79,785	157,136	232,416	606,560
	180.00	(165,653)	(85,996)	(6,340)	72,032	149,644	224,924	599,113
	190.00	(173,580)	(93,924)	(14,267)	64,279	142,152	217,432	591,666
	200.00	(181,761)	(101,851)	(22,194)	56,526	134,432	209,940	584,219
	210.00	(190,472)	(109,778)	(30,122)	48,773	126,679	202,449	576,773
	220.00	(199,183)	(117,706)	(38,049)	41,020	118,926	194,957	569,326
	230.00	(207,895)	(125,633)	(45,976)	33,267	111,173	187,465	561,879
	240.00	(216,606)	(133,560)	(53,903)	25,514	103,420	179,974	554,433
	250.00	(225,317)	(141,487)	(61,831)	17,761	95,667	172,482	546,986

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: **Houses** No Units: **6**
Site Typology: Location / Value Zone: **Mid** Greenfield/Brownfield: **Greenfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**M**	
Scheme Typology:	Houses	
No Units:	6	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	2,170,200	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	22.75%	
Developers Profit Total (£)	379,785	
Land Value KPI's		
RLV (£/acre (net))	155,985	
RLV (£/ha (net))	385,439	
RLV (% of GDV)	5.06%	
RLV Total (£)	109,864	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	126,037	
Surplus/Deficit (£/acre) [RLV-BLV]	(22,962)	
Surplus/Deficit (£/ha)	(56,740)	
Surplus/Deficit Total (£)	(16,173)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	40,935	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	9,055	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	8,332	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Appraisal Ref:	N				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	22		
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			22	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	3.7	17.5%	0.0	17%	3.7
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	7.3	30.0%	0.0	33%	7.3
4 bed House (with garage)	15.0%	3.3	5.0%	0.0	15%	3.3
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	4.0	30.0%	0.0	18%	4.0
2 bed Flat	17.0%	3.7	17.5%	0.0	17%	3.7
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	22.0	100.0%	0.0	100%	22.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	281	3,019	0	0	281	3,019
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	770	8,283	0	0	770	8,283
4 bed House (with garage)	459	4,937	0	0	459	4,937
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	233	2,507	0	0	233	2,507
2 bed Flat	286	3,078	0	0	286	3,078
3 bed Flat	0	0	0	0	0	0
	2,028	21,826	0	0	2,028	21,826
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	1,215,500
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	2,649,900
4 bed House (with garage)	440,000	3,826	355	3,165	294	1,452,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	792,000
2 bed Flat	255,000	3,923	364	3,335	310	953,700
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						7,063,100

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**22**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.7	@	325,000		1,215,500
3 bed House	0.0	@	0		-
3 bed House (with garage)	7.3	@	365,000		2,649,900
4 bed House (with garage)	3.3	@	440,000		1,452,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	4.0	@	200,000		792,000
2 bed Flat	3.7	@	255,000		953,700
3 bed Flat	0.0	@	0		-
	22.0				7,063,100
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**22**				**7,063,100**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	22	units @	0	per unit	-
Total GDV					**7,063,100**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**22**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	13,970	£		(13,970)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	55,880	£		(55,880)
Building Safety Levy				2,028	sqm	30.21	£ psm			(61,257)
CIL (Mrkt only inc. garages)	Max			2,028	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				22	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				2,028	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.36	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			22	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				281	sqm @	2,107	psm			(591,014)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				653	sqm @	2,107	psm			(1,376,714)
4 bed House (EXC. garage)				380	sqm @	2,107	psm			(799,607)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				233	sqm @	2,522	psm			(587,478)
2 bed Flat				286	sqm @	2,522	psm			(721,292)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	7.3	16.0		116	sqm @	600	psm			(69,696)
Garages for 4B House	3.3	24.0		79	sqm @	600	psm			(47,520)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				2,028	£ per garage	£0				
External works				4,193,319	@	15.0%				(628,998)
Ext. Works analysis:						28,591	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				22	units @	1,000	£ per unit			(22,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	22	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	22	units @		10%	@	0	£ per unit		-
Part L/FHS		22	units @				4,350	£ per unit		(95,700)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing		1,509	sqm				0	£ psm		-
Net Zero for Flats		519	sqm				0	£ psm		-
Water Efficiency		22	units @				0	£ per unit		-
Urban Greening Factor	7.7	flats @	6		per storey = GIA	404	0	£ per unit		-
	Sub-total								(117,700)	
Policy Costs analysis:	(design costs only)					5,350	£ per unit (total units)			
						2.8%	% of BCIS costs			
Contingency (on construction)				4,940,017	@	3.0%				(148,201)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**22**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		4,940,017	@	10.0%			(494,002)
Disposal Costs -							
OMS Marketing and Promotion		7,063,100	OMS @	1.00%	3,211	£ per unit	(70,631)
Residential Sales Agent Costs		7,063,100	OMS @	1.00%	3,211	£ per unit	(70,631)
Residential Sales Legal Costs		7,063,100	OMS @	0.50%	1,605	£ per unit	(35,316)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	22	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,026	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(247,592)
Developers Profit -							
Profit on OMS		7,063,100		17.50%			(1,236,043)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		7,063,100		17.50%	blended GDV	(1,236,043)	
		6,137,496		20.14%	on costs	(1,236,043)	
TOTAL COSTS							**(7,373,538)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(310,438)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(310,438)**
RLV analysis:	(14,111) £ per plot	(862,312)	£ per ha (net)	(348,973)	£ per acre (net)		
		(776,081)	£ per ha (gross)	(314,076)	£ per acre (gross)		
				-4.40%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		61.1	dph (net)				
Site Area (net)		0.36	ha (net)	0.89	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		0.40	ha (gross)	0.99	acres (gross)		
Density analysis:		5,632	sqm/ha (net)	24,535	sqft/ac (net)		
		55	dph (gross)				
Benchmark Land Value (net)	7,638 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**168,031**
BLV analysis:		466,744	£ per ha (net)	188,889	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(1,329,057)**	£ per ha (net)	**(537,862)**	£ per acre (net)	**(478,469)**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**22**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	537,862	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(537,862)	(612,788)	(687,714)	(763,167)	(838,632)	(914,097)	(989,563)
	10.00	(562,150)	(635,862)	(709,694)	(783,937)	(858,180)	(932,424)	(1,006,667)
Max CIL £ psm	20.00	(586,439)	(658,936)	(731,685)	(804,707)	(877,728)	(950,750)	(1,023,772)
0.00	30.00	(610,727)	(682,009)	(753,677)	(825,477)	(897,277)	(969,076)	(1,040,876)
(recommended CIL)	40.00	(635,015)	(705,090)	(775,668)	(846,247)	(916,825)	(987,403)	(1,057,981)
(100)	50.00	(659,303)	(728,304)	(797,660)	(867,016)	(936,373)	(1,005,729)	(1,075,085)
	60.00	(683,592)	(751,517)	(819,652)	(887,786)	(955,921)	(1,024,055)	(1,092,190)
	70.00	(707,880)	(774,730)	(841,643)	(908,556)	(975,469)	(1,042,382)	(1,109,295)
	80.00	(732,253)	(797,944)	(863,635)	(929,326)	(995,017)	(1,060,708)	(1,126,399)
	90.00	(756,688)	(821,157)	(885,627)	(950,096)	(1,014,565)	(1,079,035)	(1,143,504)
	100.00	(781,123)	(844,371)	(907,618)	(970,866)	(1,034,113)	(1,097,361)	(1,160,608)
	110.00	(805,558)	(867,584)	(929,610)	(991,636)	(1,053,661)	(1,115,687)	(1,177,713)
	120.00	(829,993)	(890,797)	(951,601)	(1,012,405)	(1,073,209)	(1,134,014)	(1,194,818)
	130.00	(854,428)	(914,011)	(973,593)	(1,033,175)	(1,092,758)	(1,152,340)	(1,211,922)
	140.00	(878,864)	(937,224)	(995,585)	(1,053,945)	(1,112,306)	(1,170,666)	(1,229,027)
	150.00	(903,299)	(960,437)	(1,017,576)	(1,074,715)	(1,131,854)	(1,188,993)	(1,246,201)
	160.00	(927,734)	(983,651)	(1,039,568)	(1,095,485)	(1,151,402)	(1,207,319)	(1,263,409)
	170.00	(952,169)	(1,006,864)	(1,061,559)	(1,116,255)	(1,170,950)	(1,225,645)	(1,280,617)
	180.00	(976,604)	(1,030,078)	(1,083,551)	(1,137,025)	(1,190,498)	(1,243,972)	(1,297,825)
	190.00	(1,001,039)	(1,053,291)	(1,105,543)	(1,157,794)	(1,210,046)	(1,262,298)	(1,315,033)
	200.00	(1,025,474)	(1,076,504)	(1,127,534)	(1,178,564)	(1,229,594)	(1,280,624)	(1,332,241)
	210.00	(1,049,909)	(1,099,718)	(1,149,526)	(1,199,334)	(1,249,142)	(1,298,993)	(1,349,449)
	220.00	(1,074,345)	(1,122,931)	(1,171,518)	(1,220,104)	(1,268,690)	(1,317,431)	(1,366,657)
	230.00	(1,098,780)	(1,146,144)	(1,193,509)	(1,240,874)	(1,288,239)	(1,335,868)	(1,383,865)
	240.00	(1,123,215)	(1,169,358)	(1,215,501)	(1,261,644)	(1,307,787)	(1,354,305)	(1,401,073)
	250.00	(1,147,650)	(1,192,571)	(1,237,492)	(1,282,414)	(1,327,335)	(1,372,742)	(1,418,281)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(537,862)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(537,862)	(537,862)	(537,862)	(537,862)	(537,862)	(537,862)	(537,862)
	10.00	(562,150)	(562,150)	(562,150)	(562,150)	(562,150)	(562,150)	(562,150)
CIL £psm	20.00	(586,439)	(586,439)	(586,439)	(586,439)	(586,439)	(586,439)	(586,439)
0.00	30.00	(610,727)	(610,727)	(610,727)	(610,727)	(610,727)	(610,727)	(610,727)
(recommended CIL)	40.00	(635,015)	(635,015)	(635,015)	(635,015)	(635,015)	(635,015)	(635,015)
(100)	50.00	(659,303)	(659,303)	(659,303)	(659,303)	(659,303)	(659,303)	(659,303)
	60.00	(683,592)	(683,592)	(683,592)	(683,592)	(683,592)	(683,592)	(683,592)
	70.00	(707,880)	(707,880)	(707,880)	(707,880)	(707,880)	(707,880)	(707,880)
	80.00	(732,253)	(732,253)	(732,253)	(732,253)	(732,253)	(732,253)	(732,253)
	90.00	(756,688)	(756,688)	(756,688)	(756,688)	(756,688)	(756,688)	(756,688)
	100.00	(781,123)	(781,123)	(781,123)	(781,123)	(781,123)	(781,123)	(781,123)
	110.00	(805,558)	(805,558)	(805,558)	(805,558)	(805,558)	(805,558)	(805,558)
	120.00	(829,993)	(829,993)	(829,993)	(829,993)	(829,993)	(829,993)	(829,993)
	130.00	(854,428)	(854,428)	(854,428)	(854,428)	(854,428)	(854,428)	(854,428)
	140.00	(878,864)	(878,864)	(878,864)	(878,864)	(878,864)	(878,864)	(878,864)
	150.00	(903,299)	(903,299)	(903,299)	(903,299)	(903,299)	(903,299)	(903,299)
	160.00	(927,734)	(927,734)	(927,734)	(927,734)	(927,734)	(927,734)	(927,734)
	170.00	(952,169)	(952,169)	(952,169)	(952,169)	(952,169)	(952,169)	(952,169)
	180.00	(976,604)	(976,604)	(976,604)	(976,604)	(976,604)	(976,604)	(976,604)
	190.00	(1,001,039)	(1,001,039)	(1,001,039)	(1,001,039)	(1,001,039)	(1,001,039)	(1,001,039)
	200.00	(1,025,474)	(1,025,474)	(1,025,474)	(1,025,474)	(1,025,474)	(1,025,474)	(1,025,474)
	210.00	(1,049,909)	(1,049,909)	(1,049,909)	(1,049,909)	(1,049,909)	(1,049,909)	(1,049,909)
	220.00	(1,074,345)	(1,074,345)	(1,074,345)	(1,074,345)	(1,074,345)	(1,074,345)	(1,074,345)
	230.00	(1,098,780)	(1,098,780)	(1,098,780)	(1,098,780)	(1,098,780)	(1,098,780)	(1,098,780)
	240.00	(1,123,215)	(1,123,215)	(1,123,215)	(1,123,215)	(1,123,215)	(1,123,215)	(1,123,215)
	250.00	(1,147,650)	(1,147,650)	(1,147,650)	(1,147,650)	(1,147,650)	(1,147,650)	(1,147,650)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 22
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3 — Profit 18%

Balance (RLV - BLV £ per acre (n))	(537,862)	15%	16%	17%	18%	19%	20%	21%
	0.00	(339,366)	(418,764)	(498,163)	(577,561)	(656,960)	(736,358)	(815,757)
	10.00	(363,654)	(443,053)	(522,451)	(601,850)	(681,248)	(760,646)	(840,045)
CIL £psm	20.00	(387,942)	(467,341)	(546,739)	(626,138)	(705,536)	(784,935)	(864,333)
0.00	30.00	(412,231)	(491,629)	(571,028)	(650,426)	(729,825)	(809,223)	(888,622)
(recommended CIL)	40.00	(436,519)	(515,917)	(595,316)	(674,714)	(754,113)	(833,511)	(912,910)
(100)	50.00	(460,807)	(540,206)	(619,604)	(699,003)	(778,401)	(857,800)	(937,198)
	60.00	(485,096)	(564,494)	(643,893)	(723,291)	(802,690)	(882,088)	(961,486)
	70.00	(509,384)	(588,782)	(668,181)	(747,579)	(826,978)	(906,376)	(985,775)
	80.00	(533,757)	(613,155)	(692,554)	(771,952)	(851,350)	(930,749)	(1,010,147)
	90.00	(558,192)	(637,590)	(716,989)	(796,387)	(875,786)	(955,184)	(1,034,583)
	100.00	(582,627)	(662,025)	(741,424)	(820,822)	(900,221)	(979,619)	(1,059,018)
	110.00	(607,062)	(686,460)	(765,859)	(845,257)	(924,656)	(1,004,054)	(1,083,453)
	120.00	(631,497)	(710,896)	(790,294)	(869,693)	(949,091)	(1,028,489)	(1,107,888)
	130.00	(655,932)	(735,331)	(814,729)	(894,128)	(973,526)	(1,052,925)	(1,132,323)
	140.00	(680,367)	(759,766)	(839,164)	(918,563)	(997,961)	(1,077,360)	(1,156,758)
	150.00	(704,802)	(784,201)	(863,599)	(942,998)	(1,022,396)	(1,101,795)	(1,181,193)
	160.00	(729,238)	(808,636)	(888,035)	(967,433)	(1,046,831)	(1,126,230)	(1,205,628)
	170.00	(753,673)	(833,071)	(912,470)	(991,868)	(1,071,267)	(1,150,665)	(1,230,064)
	180.00	(778,108)	(857,506)	(936,905)	(1,016,303)	(1,095,702)	(1,175,100)	(1,254,499)
	190.00	(802,543)	(881,941)	(961,340)	(1,040,738)	(1,120,137)	(1,199,535)	(1,278,934)
	200.00	(826,978)	(906,377)	(985,775)	(1,065,174)	(1,144,572)	(1,223,970)	(1,303,369)
	210.00	(851,413)	(930,812)	(1,010,210)	(1,089,609)	(1,169,007)	(1,248,406)	(1,327,804)
	220.00	(875,848)	(955,247)	(1,034,645)	(1,114,044)	(1,193,442)	(1,272,841)	(1,352,239)
	230.00	(900,283)	(979,682)	(1,059,080)	(1,138,479)	(1,217,877)	(1,297,276)	(1,376,674)
	240.00	(924,719)	(1,004,117)	(1,083,516)	(1,162,914)	(1,242,312)	(1,321,711)	(1,401,109)
	250.00	(949,154)	(1,028,552)	(1,107,951)	(1,187,349)	(1,266,748)	(1,346,146)	(1,425,545)

TABLE 4 — BLV (£ per acre (n)) 170,000

Balance (RLV - BLV £ per acre (n))	(537,862)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(460,084)	(487,862)	(515,640)	(543,418)	(571,195)	(598,973)	(626,751)
	10.00	(484,372)	(512,150)	(539,928)	(567,706)	(595,484)	(623,261)	(651,039)
CIL £psm	20.00	(508,661)	(536,439)	(564,216)	(591,994)	(619,772)	(647,550)	(675,327)
0.00	30.00	(532,949)	(560,727)	(588,505)	(616,282)	(644,060)	(671,838)	(699,616)
(recommended CIL)	40.00	(557,237)	(585,015)	(612,793)	(640,571)	(668,349)	(696,126)	(723,904)
(100)	50.00	(581,526)	(609,303)	(637,081)	(664,859)	(692,637)	(720,415)	(748,192)
	60.00	(605,814)	(633,592)	(661,370)	(689,147)	(716,925)	(744,703)	(772,481)
	70.00	(630,102)	(657,880)	(685,658)	(713,436)	(741,213)	(768,991)	(796,769)
	80.00	(654,475)	(682,253)	(710,031)	(737,808)	(765,586)	(793,364)	(821,142)
	90.00	(678,910)	(706,688)	(734,466)	(762,243)	(790,021)	(817,799)	(845,577)
	100.00	(703,345)	(731,123)	(758,901)	(786,679)	(814,456)	(842,234)	(870,012)
	110.00	(727,780)	(755,558)	(783,336)	(811,114)	(838,891)	(866,669)	(894,447)
	120.00	(752,215)	(779,993)	(807,771)	(835,549)	(863,327)	(891,104)	(918,882)
	130.00	(776,651)	(804,428)	(832,206)	(859,984)	(887,762)	(915,540)	(943,317)
	140.00	(801,086)	(828,864)	(856,641)	(884,419)	(912,197)	(939,975)	(967,752)
	150.00	(825,521)	(853,299)	(881,076)	(908,854)	(936,632)	(964,410)	(992,188)
	160.00	(849,956)	(877,734)	(905,512)	(933,289)	(961,067)	(988,845)	(1,016,623)
	170.00	(874,391)	(902,169)	(929,947)	(957,724)	(985,502)	(1,013,280)	(1,041,058)
	180.00	(898,826)	(926,604)	(954,382)	(982,160)	(1,009,937)	(1,037,715)	(1,065,493)
	190.00	(923,261)	(951,039)	(978,817)	(1,006,595)	(1,034,372)	(1,062,150)	(1,089,928)
	200.00	(947,696)	(975,474)	(1,003,252)	(1,031,030)	(1,058,808)	(1,086,585)	(1,114,363)
	210.00	(972,132)	(999,909)	(1,027,687)	(1,055,465)	(1,083,243)	(1,111,021)	(1,138,798)
	220.00	(996,567)	(1,024,345)	(1,052,122)	(1,079,900)	(1,107,678)	(1,135,456)	(1,163,233)
	230.00	(1,021,002)	(1,048,780)	(1,076,557)	(1,104,335)	(1,132,113)	(1,159,891)	(1,187,669)
	240.00	(1,045,437)	(1,073,215)	(1,100,993)	(1,128,770)	(1,156,548)	(1,184,326)	(1,212,104)
	250.00	(1,069,872)	(1,097,650)	(1,125,428)	(1,153,205)	(1,180,983)	(1,208,761)	(1,236,539)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 22
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(537,862)	Density (dph) (net) 30	35	61 40	45	50	55	60
	0.00	(360,206)	(388,759)	(417,312)	(445,865)	(474,418)	(502,970)	(531,523)
	10.00	(372,130)	(402,670)	(433,210)	(463,750)	(494,290)	(524,830)	(555,370)
CIL £psm	20.00	(384,053)	(416,581)	(449,108)	(481,635)	(514,163)	(546,690)	(579,217)
0.00	30.00	(395,977)	(430,491)	(465,006)	(499,521)	(534,035)	(568,550)	(603,065)
(recommended CIL)	40.00	(407,900)	(444,402)	(480,904)	(517,406)	(553,908)	(590,410)	(626,912)
(100)	50.00	(419,824)	(458,313)	(496,802)	(535,291)	(573,781)	(612,270)	(650,759)
	60.00	(431,747)	(472,224)	(512,700)	(553,177)	(593,653)	(634,130)	(674,606)
	70.00	(443,671)	(486,135)	(528,598)	(571,062)	(613,526)	(655,989)	(698,453)
	80.00	(455,636)	(500,094)	(544,552)	(589,010)	(633,467)	(677,925)	(722,383)
	90.00	(467,632)	(514,089)	(560,546)	(607,003)	(653,460)	(699,917)	(746,374)
	100.00	(479,627)	(528,084)	(576,540)	(624,996)	(673,453)	(721,909)	(770,366)
	110.00	(491,623)	(542,079)	(592,534)	(642,990)	(693,446)	(743,901)	(794,357)
	120.00	(503,619)	(556,074)	(608,528)	(660,983)	(713,438)	(765,893)	(818,348)
	130.00	(515,614)	(570,068)	(624,523)	(678,977)	(733,431)	(787,885)	(842,340)
	140.00	(527,610)	(584,063)	(640,517)	(696,970)	(753,424)	(809,877)	(866,331)
	150.00	(539,606)	(598,058)	(656,511)	(714,964)	(773,417)	(831,869)	(890,322)
	160.00	(551,601)	(612,053)	(672,505)	(732,957)	(793,409)	(853,861)	(914,313)
	170.00	(563,597)	(626,048)	(688,499)	(750,951)	(813,402)	(875,853)	(938,305)
	180.00	(575,592)	(640,043)	(704,494)	(768,944)	(833,395)	(897,845)	(962,296)
	190.00	(587,588)	(654,038)	(720,488)	(786,938)	(853,388)	(919,837)	(986,287)
	200.00	(599,584)	(668,033)	(736,482)	(804,931)	(873,380)	(941,829)	(1,010,279)
	210.00	(611,579)	(682,028)	(752,476)	(822,925)	(893,373)	(963,821)	(1,034,270)
	220.00	(623,575)	(696,023)	(768,470)	(840,918)	(913,366)	(985,813)	(1,058,261)
	230.00	(635,571)	(710,018)	(784,465)	(858,912)	(933,358)	(1,007,805)	(1,082,252)
	240.00	(647,566)	(724,013)	(800,459)	(876,905)	(953,351)	(1,029,797)	(1,106,244)
	250.00	(659,562)	(738,007)	(816,453)	(894,898)	(973,344)	(1,051,789)	(1,130,235)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(537,862)	Build cost 100% 70%	80%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 90%	100%	105%	110%	120%
	0.00	1,198,090	642,245	84,138	(537,862)	(865,105)	(1,193,438)	(1,851,747)
	10.00	1,177,453	621,482	63,202	(562,150)	(889,540)	(1,217,873)	(1,876,330)
CIL £psm	20.00	1,156,815	600,720	41,586	(586,439)	(913,975)	(1,242,308)	(1,900,913)
0.00	30.00	1,136,177	579,957	19,969	(610,727)	(938,410)	(1,266,744)	(1,925,496)
(recommended CIL)	40.00	1,115,540	559,195	(1,647)	(635,015)	(962,846)	(1,291,179)	(1,950,079)
(100)	50.00	1,094,902	538,432	(23,264)	(659,303)	(987,281)	(1,315,614)	(1,974,662)
	60.00	1,074,264	517,670	(45,093)	(683,592)	(1,011,716)	(1,340,049)	(1,999,244)
	70.00	1,053,626	496,908	(67,195)	(707,880)	(1,036,151)	(1,364,484)	(2,023,827)
	80.00	1,032,989	476,145	(89,297)	(732,253)	(1,060,586)	(1,388,919)	(2,048,410)
	90.00	1,012,351	455,383	(111,400)	(756,688)	(1,085,021)	(1,413,354)	(2,072,993)
	100.00	991,713	434,620	(133,502)	(781,123)	(1,109,456)	(1,437,790)	(2,097,576)
	110.00	971,076	413,858	(155,604)	(805,558)	(1,133,891)	(1,462,225)	(2,122,159)
	120.00	950,438	393,095	(177,707)	(829,993)	(1,158,327)	(1,486,660)	(2,146,741)
	130.00	929,800	372,333	(200,889)	(854,428)	(1,182,762)	(1,511,095)	(2,171,324)
	140.00	909,163	351,570	(225,177)	(878,864)	(1,207,197)	(1,535,530)	(2,195,907)
	150.00	888,525	330,808	(249,466)	(903,299)	(1,231,632)	(1,559,965)	(2,220,490)
	160.00	867,887	310,046	(273,754)	(927,734)	(1,256,067)	(1,584,437)	(2,245,073)
	170.00	847,250	289,283	(298,042)	(952,169)	(1,280,502)	(1,609,020)	(2,269,656)
	180.00	826,488	268,521	(322,331)	(976,604)	(1,304,937)	(1,633,602)	(2,294,238)
	190.00	805,725	247,758	(346,619)	(1,001,039)	(1,329,372)	(1,658,185)	(2,318,821)
	200.00	784,963	226,996	(370,907)	(1,025,474)	(1,353,808)	(1,682,768)	(2,343,404)
	210.00	764,200	206,233	(395,196)	(1,049,909)	(1,378,243)	(1,707,351)	(2,367,987)
	220.00	743,438	185,471	(419,484)	(1,074,345)	(1,402,678)	(1,731,934)	(2,392,570)
	230.00	722,676	164,709	(443,772)	(1,098,780)	(1,427,113)	(1,756,517)	(2,417,153)
	240.00	701,913	143,946	(468,060)	(1,123,215)	(1,451,548)	(1,781,099)	(2,441,735)
	250.00	681,151	123,184	(492,349)	(1,147,650)	(1,475,983)	(1,805,682)	(2,466,318)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 22
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(537,862)	90%	95%	100%	105%	110%	115%	120%
	0.00	(1,190,944)	(863,858)	(537,862)	(212,900)	81,732	359,931	637,805
	10.00	(1,215,380)	(888,293)	(562,150)	(237,188)	60,713	339,169	617,042
CIL £psm	20.00	(1,239,815)	(912,728)	(586,439)	(261,477)	39,097	318,406	596,280
0.00	30.00	(1,264,250)	(937,163)	(610,727)	(285,765)	17,480	297,644	575,517
(recommended CIL)	40.00	(1,288,685)	(961,599)	(635,015)	(310,053)	(4,137)	276,881	554,755
(100)	50.00	(1,313,120)	(986,034)	(659,303)	(334,342)	(25,753)	256,119	533,993
	60.00	(1,337,555)	(1,010,469)	(683,592)	(358,630)	(47,638)	235,357	513,230
	70.00	(1,361,990)	(1,034,904)	(707,880)	(382,918)	(69,740)	214,594	492,468
	80.00	(1,386,425)	(1,059,339)	(732,253)	(407,206)	(91,842)	193,832	471,705
	90.00	(1,410,861)	(1,083,774)	(756,688)	(431,495)	(113,945)	173,069	450,943
	100.00	(1,435,296)	(1,108,209)	(781,123)	(455,783)	(136,047)	152,307	430,180
	110.00	(1,459,854)	(1,132,644)	(805,558)	(480,071)	(158,150)	131,432	409,418
	120.00	(1,484,436)	(1,157,080)	(829,993)	(504,360)	(180,252)	110,544	388,655
	130.00	(1,509,019)	(1,181,515)	(854,428)	(528,648)	(203,686)	89,656	367,893
	140.00	(1,533,602)	(1,205,950)	(878,864)	(552,936)	(227,974)	68,768	347,131
	150.00	(1,558,185)	(1,230,385)	(903,299)	(577,225)	(252,263)	47,297	326,368
	160.00	(1,582,768)	(1,254,820)	(927,734)	(601,513)	(276,551)	25,680	305,606
	170.00	(1,607,351)	(1,279,255)	(952,169)	(625,801)	(300,839)	4,064	284,843
	180.00	(1,631,933)	(1,303,690)	(976,604)	(650,089)	(325,128)	(17,553)	264,081
	190.00	(1,656,516)	(1,328,125)	(1,001,039)	(674,378)	(349,416)	(39,253)	243,318
	200.00	(1,681,099)	(1,352,561)	(1,025,474)	(698,666)	(373,704)	(61,355)	222,556
	210.00	(1,705,682)	(1,376,996)	(1,049,909)	(722,954)	(397,992)	(83,458)	201,794
	220.00	(1,730,265)	(1,401,431)	(1,074,345)	(747,258)	(422,281)	(105,560)	181,031
	230.00	(1,754,848)	(1,425,866)	(1,098,780)	(771,693)	(446,569)	(127,662)	160,244
	240.00	(1,779,430)	(1,450,301)	(1,123,215)	(796,128)	(470,857)	(149,765)	139,356
	250.00	(1,804,013)	(1,474,736)	(1,147,650)	(820,564)	(495,146)	(171,867)	118,468

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(537,862)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(537,862)	(275,924)	(29,853)	198,050	421,963	645,876	1,758,885
	10.00	(562,150)	(300,212)	(51,830)	177,288	401,201	625,114	1,738,371
CIL £psm	20.00	(586,439)	(324,501)	(73,932)	156,525	380,438	604,351	1,717,857
0.00	30.00	(610,727)	(348,789)	(96,034)	135,763	359,676	583,589	1,697,344
(recommended CIL)	40.00	(635,015)	(373,077)	(118,137)	115,000	338,913	562,827	1,676,830
(100)	50.00	(659,303)	(397,365)	(140,239)	94,158	318,151	542,064	1,656,316
	60.00	(683,592)	(421,654)	(162,341)	73,270	297,389	521,302	1,635,803
	70.00	(707,880)	(445,942)	(184,444)	51,956	276,626	500,539	1,615,289
	80.00	(732,253)	(470,230)	(208,292)	30,339	255,864	479,777	1,594,775
	90.00	(756,688)	(494,519)	(232,581)	8,723	235,101	459,014	1,574,185
	100.00	(781,123)	(518,807)	(256,869)	(12,894)	214,339	438,252	1,553,548
	110.00	(805,558)	(543,095)	(281,157)	(34,510)	193,576	417,489	1,532,910
	120.00	(829,993)	(567,384)	(305,446)	(56,592)	172,814	396,727	1,512,272
	130.00	(854,428)	(591,672)	(329,734)	(78,694)	152,051	375,965	1,491,635
	140.00	(878,864)	(615,960)	(354,022)	(100,797)	131,289	355,202	1,470,997
	150.00	(903,299)	(640,249)	(378,310)	(122,899)	110,527	334,440	1,450,359
	160.00	(927,734)	(664,537)	(402,599)	(145,001)	89,657	313,677	1,429,722
	170.00	(952,169)	(688,825)	(426,887)	(167,104)	68,769	292,915	1,409,084
	180.00	(976,604)	(713,113)	(451,175)	(189,237)	47,298	272,152	1,388,446
	190.00	(1,001,039)	(737,518)	(475,464)	(213,526)	25,682	251,390	1,367,809
	200.00	(1,025,474)	(761,953)	(499,752)	(237,814)	4,065	230,628	1,347,171
	210.00	(1,049,909)	(786,388)	(524,040)	(262,102)	(17,552)	209,865	1,326,533
	220.00	(1,074,345)	(810,823)	(548,329)	(286,391)	(39,252)	189,103	1,305,896
	230.00	(1,098,780)	(835,258)	(572,617)	(310,679)	(61,354)	168,340	1,285,258
	240.00	(1,123,215)	(859,693)	(596,905)	(334,967)	(83,457)	147,578	1,264,620
	250.00	(1,147,650)	(884,128)	(621,194)	(359,255)	(105,559)	126,815	1,243,982

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

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**22**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**N**	
Scheme Typology:	Houses and Flats	
No Units:	22	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	7,063,100	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	20.14%	
Developers Profit Total (£)	1,236,043	
Land Value KPI's		
RLV (£/acre (net))	(348,973)	
RLV (£/ha (net))	(862,312)	
RLV (% of GDV)	-4.40%	
RLV Total (£)	(310,438)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	168,031	
Surplus/Deficit (£/acre) [RLV-BLV]	(537,862)	
Surplus/Deficit (£/ha)	(1,329,057)	
Surplus/Deficit Total (£)	(478,469)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	247,592	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	11,254	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Appraisal Ref:	O				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	50		
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	8.5	17.5%	0.0	17%	8.5
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	16.5	30.0%	0.0	33%	16.5
4 bed House (with garage)	15.0%	7.5	5.0%	0.0	15%	7.5
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	9.0	30.0%	0.0	18%	9.0
2 bed Flat	17.0%	8.5	17.5%	0.0	17%	8.5
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	50.0	100.0%	0.0	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	638	6,862	0	0	638	6,862
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	1,749	18,826	0	0	1,749	18,826
4 bed House (with garage)	1,043	11,221	0	0	1,043	11,221
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	529	5,699	0	0	529	5,699
2 bed Flat	650	6,997	0	0	650	6,997
3 bed Flat	0	0	0	0	0	0
	4,608	49,605	0	0	4,608	49,605
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	2,762,500
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	6,022,500
4 bed House (with garage)	440,000	3,826	355	3,165	294	3,300,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	1,800,000
2 bed Flat	255,000	3,923	364	3,335	310	2,167,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						16,052,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	8.5	@	325,000	2,762,500
3 bed House	0.0	@	0	-
3 bed House (with garage)	16.5	@	365,000	6,022,500
4 bed House (with garage)	7.5	@	440,000	3,300,000
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	9.0	@	200,000	1,800,000
2 bed Flat	8.5	@	255,000	2,167,500
3 bed Flat	0.0	@	0	-
	50.0			16,052,500
Affordable Rent GDV -				
2 bed House	0.0	@	195,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	219,000	-
4 bed House (with garage)	0.0	@	264,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	120,000	-
2 bed Flat	0.0	@	153,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	130,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	146,000	-
4 bed House (with garage)	0.0	@	176,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	80,000	-
2 bed Flat	0.0	@	102,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	227,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	255,500	-
4 bed House (with garage)	0.0	@	308,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**50**			**16,052,500**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	50	units @	0 per unit	-
Total GDV				**16,052,500**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	127,000	£		(127,000)
Building Safety Levy				4,608	sqm	30.21	£ psm			(139,220)
CIL (Mrkt only inc. garages)	Max			4,608	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				50	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				4,608	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.06	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			50	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				638	sqm @	2,107	psm			(1,343,213)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				1,485	sqm @	2,107	psm			(3,128,895)
4 bed House (EXC. garage)				863	sqm @	2,107	psm			(1,817,288)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				529	sqm @	2,522	psm			(1,335,176)
2 bed Flat				650	sqm @	2,522	psm			(1,639,300)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	16.5	16.0		264	sqm @	600	psm			(158,400)
Garages for 4B House	7.5	24.0		180	sqm @	600	psm			(108,000)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				4,608	£ per garage	£0				
External works				9,530,271	@	15.0%				(1,429,541)
Ext. Works analysis:						28,591	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				50	units @	1,000	£ per unit			(50,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	50	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	50	units @		10%	@	0	£ per unit		-
Part L/FHS		50	units @				4,350	£ per unit		(217,500)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing		3,429	sqm				0	£ psm		-
Net Zero for Flats		1,179	sqm				0	£ psm		-
Water Efficiency		50	units @				0	£ per unit		-
Urban Greening Factor	17.5	flats @	6		per storey = GIA	404	0	£ per unit		-
	Sub-total								(267,500)	
Policy Costs analysis:	(design costs only)					5,350	£ per unit (total units)			
						2.8%	% of BCIS costs			
Contingency (on construction)				11,227,312	@	3.0%				(336,819)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		11,227,312	@	10.0%			(1,122,731)
Disposal Costs -							
OMS Marketing and Promotion		16,052,500	OMS @	1.00%	3,211	£ per unit	(160,525)
Residential Sales Agent Costs		16,052,500	OMS @	1.00%	3,211	£ per unit	(160,525)
Residential Sales Legal Costs		16,052,500	OMS @	0.50%	1,605	£ per unit	(80,263)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	50	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,026	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(1,051,652)
Developers Profit -							
Profit on OMS		16,052,500		17.50%			(2,809,188)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		16,052,500		17.50%	blended GDV	(2,809,188)	
		14,437,797		19.46%	on costs	(2,809,188)	
TOTAL COSTS							**(17,246,984)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(1,194,484)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(1,194,484)**
RLV analysis:	(23,890) £ per plot	(1,124,249)	£ per ha (net)	(454,977)	£ per acre (net)		
		(955,611)	£ per ha (gross)	(386,731)	£ per acre (gross)		
				-7.44%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		47.1	dph (net)				
Site Area (net)		1.06	ha (net)	2.63	acres (net)		
Net to Gross ratio		85%					
Site Area (gross)		1.25	ha (gross)	3.09	acres (gross)		
Density analysis:		4,337	sqm/ha (net)	18,894	sqft/ac (net)		
		40	dph (gross)				
Benchmark Land Value (net)	10,501 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**525,074**
BLV analysis:		494,200	£ per ha (net)	200,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(1,618,449)**	£ per ha (net)	**(654,977)**	£ per acre (net)	**(1,719,559)**

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Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	654,977	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(654,977)	(706,889)	(758,802)	(810,780)	(863,153)	(915,525)	(967,898)
	10.00	(674,729)	(725,654)	(776,579)	(827,671)	(879,050)	(930,429)	(981,808)
Max CIL £ psm	20.00	(694,481)	(744,418)	(794,355)	(844,561)	(894,947)	(945,332)	(995,718)
0.00	30.00	(714,233)	(763,183)	(812,132)	(861,452)	(910,844)	(960,236)	(1,009,654)
(recommended CIL)	40.00	(733,985)	(781,947)	(829,944)	(878,343)	(926,741)	(975,140)	(1,023,648)
(100)	50.00	(753,737)	(800,712)	(847,829)	(895,233)	(942,638)	(990,043)	(1,037,643)
	60.00	(773,489)	(819,476)	(865,713)	(912,124)	(958,535)	(1,004,947)	(1,051,637)
	70.00	(793,241)	(838,240)	(883,597)	(929,015)	(974,433)	(1,019,850)	(1,065,631)
	80.00	(812,993)	(857,057)	(901,481)	(945,906)	(990,330)	(1,034,754)	(1,079,625)
	90.00	(832,745)	(875,935)	(919,366)	(962,796)	(1,006,227)	(1,049,659)	(1,093,619)
	100.00	(852,497)	(894,813)	(937,250)	(979,687)	(1,022,124)	(1,064,653)	(1,107,613)
	110.00	(872,249)	(913,691)	(955,134)	(996,578)	(1,038,021)	(1,079,646)	(1,121,607)
	120.00	(892,119)	(932,569)	(973,019)	(1,013,468)	(1,053,918)	(1,094,640)	(1,135,601)
	130.00	(911,990)	(951,447)	(990,903)	(1,030,359)	(1,069,815)	(1,109,634)	(1,149,595)
	140.00	(931,862)	(970,324)	(1,008,787)	(1,047,250)	(1,085,712)	(1,124,627)	(1,163,589)
	150.00	(951,733)	(989,202)	(1,026,671)	(1,064,140)	(1,101,659)	(1,139,621)	(1,177,583)
	160.00	(971,605)	(1,008,080)	(1,044,556)	(1,081,031)	(1,117,652)	(1,154,615)	(1,191,577)
	170.00	(991,476)	(1,026,958)	(1,062,440)	(1,097,922)	(1,133,645)	(1,169,608)	(1,205,571)
	180.00	(1,011,347)	(1,045,836)	(1,080,324)	(1,114,813)	(1,149,638)	(1,184,602)	(1,219,566)
	190.00	(1,031,219)	(1,064,714)	(1,098,208)	(1,131,703)	(1,165,632)	(1,199,596)	(1,233,560)
	200.00	(1,051,090)	(1,083,591)	(1,116,093)	(1,148,660)	(1,181,625)	(1,214,589)	(1,247,554)
	210.00	(1,070,962)	(1,102,469)	(1,133,977)	(1,165,653)	(1,197,618)	(1,229,583)	(1,261,548)
	220.00	(1,090,833)	(1,121,347)	(1,151,861)	(1,182,646)	(1,213,611)	(1,244,577)	(1,275,542)
	230.00	(1,110,704)	(1,140,225)	(1,169,746)	(1,199,639)	(1,229,604)	(1,259,570)	(1,289,536)
	240.00	(1,130,576)	(1,159,103)	(1,187,665)	(1,216,631)	(1,245,598)	(1,274,564)	(1,303,530)
	250.00	(1,150,447)	(1,177,981)	(1,205,658)	(1,233,624)	(1,261,591)	(1,289,557)	(1,317,524)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(654,977)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(654,977)	(654,977)	(654,977)	(654,977)	(654,977)	(654,977)	(654,977)
	10.00	(674,729)	(674,729)	(674,729)	(674,729)	(674,729)	(674,729)	(674,729)
CIL £psm	20.00	(694,481)	(694,481)	(694,481)	(694,481)	(694,481)	(694,481)	(694,481)
0.00	30.00	(714,233)	(714,233)	(714,233)	(714,233)	(714,233)	(714,233)	(714,233)
(recommended CIL)	40.00	(733,985)	(733,985)	(733,985)	(733,985)	(733,985)	(733,985)	(733,985)
(100)	50.00	(753,737)	(753,737)	(753,737)	(753,737)	(753,737)	(753,737)	(753,737)
	60.00	(773,489)	(773,489)	(773,489)	(773,489)	(773,489)	(773,489)	(773,489)
	70.00	(793,241)	(793,241)	(793,241)	(793,241)	(793,241)	(793,241)	(793,241)
	80.00	(812,993)	(812,993)	(812,993)	(812,993)	(812,993)	(812,993)	(812,993)
	90.00	(832,745)	(832,745)	(832,745)	(832,745)	(832,745)	(832,745)	(832,745)
	100.00	(852,497)	(852,497)	(852,497)	(852,497)	(852,497)	(852,497)	(852,497)
	110.00	(872,249)	(872,249)	(872,249)	(872,249)	(872,249)	(872,249)	(872,249)
	120.00	(892,119)	(892,119)	(892,119)	(892,119)	(892,119)	(892,119)	(892,119)
	130.00	(911,990)	(911,990)	(911,990)	(911,990)	(911,990)	(911,990)	(911,990)
	140.00	(931,862)	(931,862)	(931,862)	(931,862)	(931,862)	(931,862)	(931,862)
	150.00	(951,733)	(951,733)	(951,733)	(951,733)	(951,733)	(951,733)	(951,733)
	160.00	(971,605)	(971,605)	(971,605)	(971,605)	(971,605)	(971,605)	(971,605)
	170.00	(991,476)	(991,476)	(991,476)	(991,476)	(991,476)	(991,476)	(991,476)
	180.00	(1,011,347)	(1,011,347)	(1,011,347)	(1,011,347)	(1,011,347)	(1,011,347)	(1,011,347)
	190.00	(1,031,219)	(1,031,219)	(1,031,219)	(1,031,219)	(1,031,219)	(1,031,219)	(1,031,219)
	200.00	(1,051,090)	(1,051,090)	(1,051,090)	(1,051,090)	(1,051,090)	(1,051,090)	(1,051,090)
	210.00	(1,070,962)	(1,070,962)	(1,070,962)	(1,070,962)	(1,070,962)	(1,070,962)	(1,070,962)
	220.00	(1,090,833)	(1,090,833)	(1,090,833)	(1,090,833)	(1,090,833)	(1,090,833)	(1,090,833)
	230.00	(1,110,704)	(1,110,704)	(1,110,704)	(1,110,704)	(1,110,704)	(1,110,704)	(1,110,704)
	240.00	(1,130,576)	(1,130,576)	(1,130,576)	(1,130,576)	(1,130,576)	(1,130,576)	(1,130,576)
	250.00	(1,150,447)	(1,150,447)	(1,150,447)	(1,150,447)	(1,150,447)	(1,150,447)	(1,150,447)

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Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(654,977)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(502,118)	(563,262)	(624,405)	(685,549)	(746,693)	(807,837)	(868,980)
	10.00	(521,870)	(583,014)	(644,157)	(705,301)	(766,445)	(827,589)	(888,732)
CIL £psm	20.00	(541,622)	(602,766)	(663,909)	(725,053)	(786,197)	(847,341)	(908,484)
0.00	30.00	(561,374)	(622,518)	(683,661)	(744,805)	(805,949)	(867,093)	(928,236)
(recommended CIL)	40.00	(581,126)	(642,270)	(703,413)	(764,557)	(825,701)	(886,845)	(947,988)
(100)	50.00	(600,878)	(662,022)	(723,165)	(784,309)	(845,453)	(906,597)	(967,740)
	60.00	(620,630)	(681,774)	(742,917)	(804,061)	(865,205)	(926,349)	(987,492)
	70.00	(640,382)	(701,526)	(762,669)	(823,813)	(884,957)	(946,101)	(1,007,244)
	80.00	(660,134)	(721,278)	(782,422)	(843,565)	(904,709)	(965,853)	(1,026,996)
	90.00	(679,886)	(741,030)	(802,174)	(863,317)	(924,461)	(985,605)	(1,046,748)
	100.00	(699,638)	(760,782)	(821,926)	(883,069)	(944,213)	(1,005,357)	(1,066,500)
	110.00	(719,390)	(780,534)	(841,678)	(902,821)	(963,965)	(1,025,109)	(1,086,252)
	120.00	(739,260)	(800,403)	(861,547)	(922,691)	(983,834)	(1,044,978)	(1,106,122)
	130.00	(759,131)	(820,275)	(881,418)	(942,562)	(1,003,706)	(1,064,850)	(1,125,993)
	140.00	(779,002)	(840,146)	(901,290)	(962,434)	(1,023,577)	(1,084,721)	(1,145,865)
	150.00	(798,874)	(860,018)	(921,161)	(982,305)	(1,043,449)	(1,104,592)	(1,165,736)
	160.00	(818,745)	(879,889)	(941,033)	(1,002,176)	(1,063,320)	(1,124,464)	(1,185,608)
	170.00	(838,617)	(899,760)	(960,904)	(1,022,048)	(1,083,192)	(1,144,335)	(1,205,479)
	180.00	(858,488)	(919,632)	(980,775)	(1,041,919)	(1,103,063)	(1,164,207)	(1,225,350)
	190.00	(878,359)	(939,503)	(1,000,647)	(1,061,791)	(1,122,934)	(1,184,078)	(1,245,222)
	200.00	(898,231)	(959,375)	(1,020,518)	(1,081,662)	(1,142,806)	(1,203,949)	(1,265,093)
	210.00	(918,102)	(979,246)	(1,040,390)	(1,101,533)	(1,162,677)	(1,223,821)	(1,284,965)
	220.00	(937,974)	(999,117)	(1,060,261)	(1,121,405)	(1,182,549)	(1,243,692)	(1,304,836)
	230.00	(957,845)	(1,018,989)	(1,080,133)	(1,141,276)	(1,202,420)	(1,263,564)	(1,324,707)
	240.00	(977,717)	(1,038,860)	(1,100,004)	(1,161,148)	(1,222,291)	(1,283,435)	(1,344,579)
	250.00	(997,588)	(1,058,732)	(1,119,875)	(1,181,019)	(1,242,163)	(1,303,307)	(1,364,450)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(654,977)	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	(572,624)	(602,036)	(631,448)	(660,860)	(690,271)	(719,683)	(749,095)
	10.00	(592,376)	(621,788)	(651,200)	(680,612)	(710,023)	(739,435)	(768,847)
CIL £psm	20.00	(612,128)	(641,540)	(670,952)	(700,364)	(729,775)	(759,187)	(788,599)
0.00	30.00	(631,880)	(661,292)	(690,704)	(720,116)	(749,527)	(778,939)	(808,351)
(recommended CIL)	40.00	(651,632)	(681,044)	(710,456)	(739,868)	(769,279)	(798,691)	(828,103)
(100)	50.00	(671,384)	(700,796)	(730,208)	(759,620)	(789,031)	(818,443)	(847,855)
	60.00	(691,136)	(720,548)	(749,960)	(779,372)	(808,783)	(838,195)	(867,607)
	70.00	(710,888)	(740,300)	(769,712)	(799,124)	(828,535)	(857,947)	(887,359)
	80.00	(730,640)	(760,052)	(789,464)	(818,876)	(848,287)	(877,699)	(907,111)
	90.00	(750,392)	(779,804)	(809,216)	(838,628)	(868,040)	(897,451)	(926,863)
	100.00	(770,144)	(799,556)	(828,968)	(858,380)	(887,792)	(917,203)	(946,615)
	110.00	(789,896)	(819,308)	(848,720)	(878,132)	(907,544)	(936,955)	(966,367)
	120.00	(809,766)	(839,178)	(868,589)	(898,001)	(927,413)	(956,825)	(986,236)
	130.00	(829,637)	(859,049)	(888,461)	(917,873)	(947,284)	(976,696)	(1,006,108)
	140.00	(849,509)	(878,920)	(908,332)	(937,744)	(967,156)	(996,568)	(1,025,979)
	150.00	(869,380)	(898,792)	(928,204)	(957,615)	(987,027)	(1,016,439)	(1,045,851)
	160.00	(889,252)	(918,663)	(948,075)	(977,487)	(1,006,899)	(1,036,310)	(1,065,722)
	170.00	(909,123)	(938,535)	(967,947)	(997,358)	(1,026,770)	(1,056,182)	(1,085,594)
	180.00	(928,994)	(958,406)	(987,818)	(1,017,230)	(1,046,641)	(1,076,053)	(1,105,465)
	190.00	(948,866)	(978,278)	(1,007,689)	(1,037,101)	(1,066,513)	(1,095,925)	(1,125,336)
	200.00	(968,737)	(998,149)	(1,027,561)	(1,056,973)	(1,086,384)	(1,115,796)	(1,145,208)
	210.00	(988,609)	(1,018,020)	(1,047,432)	(1,076,844)	(1,106,256)	(1,135,667)	(1,165,079)
	220.00	(1,008,480)	(1,037,892)	(1,067,304)	(1,096,715)	(1,126,127)	(1,155,539)	(1,184,951)
	230.00	(1,028,351)	(1,057,763)	(1,087,175)	(1,116,587)	(1,145,999)	(1,175,410)	(1,204,822)
	240.00	(1,048,223)	(1,077,635)	(1,107,046)	(1,136,458)	(1,165,870)	(1,195,282)	(1,224,693)
	250.00	(1,068,094)	(1,097,506)	(1,126,918)	(1,156,330)	(1,185,741)	(1,215,153)	(1,244,565)

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Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(654,977)	Density (dph) (net) 30	35	47 40	45	50	55	60
	0.00	(490,041)	(538,381)	(586,721)	(635,061)	(683,401)	(731,741)	(780,081)
	10.00	(502,632)	(553,071)	(603,510)	(653,948)	(704,387)	(754,826)	(805,265)
CIL £psm	20.00	(515,224)	(567,761)	(620,299)	(672,836)	(725,373)	(777,911)	(830,448)
0.00	30.00	(527,816)	(582,451)	(637,087)	(691,723)	(746,359)	(800,995)	(855,631)
(recommended CIL)	40.00	(540,407)	(597,142)	(653,876)	(710,611)	(767,345)	(824,080)	(880,814)
(100)	50.00	(552,999)	(611,832)	(670,665)	(729,498)	(788,331)	(847,164)	(905,997)
	60.00	(565,590)	(626,522)	(687,454)	(748,385)	(809,317)	(870,249)	(931,181)
	70.00	(578,182)	(641,212)	(704,243)	(767,273)	(830,303)	(893,333)	(956,364)
	80.00	(590,774)	(655,902)	(721,031)	(786,160)	(851,289)	(916,418)	(981,547)
	90.00	(603,365)	(670,593)	(737,820)	(805,048)	(872,275)	(939,503)	(1,006,730)
	100.00	(615,957)	(685,283)	(754,609)	(823,935)	(893,261)	(962,587)	(1,031,913)
	110.00	(628,548)	(699,973)	(771,398)	(842,822)	(914,247)	(985,672)	(1,057,097)
	120.00	(641,215)	(714,751)	(788,286)	(861,822)	(935,358)	(1,008,894)	(1,082,429)
	130.00	(653,882)	(729,530)	(805,177)	(880,824)	(956,471)	(1,032,118)	(1,107,765)
	140.00	(666,550)	(744,309)	(822,067)	(899,825)	(977,584)	(1,055,342)	(1,133,100)
	150.00	(679,218)	(759,088)	(838,957)	(918,827)	(998,696)	(1,078,566)	(1,158,436)
	160.00	(691,886)	(773,867)	(855,847)	(937,828)	(1,019,809)	(1,101,790)	(1,183,771)
	170.00	(704,553)	(788,646)	(872,738)	(956,830)	(1,040,922)	(1,125,014)	(1,209,107)
	180.00	(717,221)	(803,425)	(889,628)	(975,832)	(1,062,035)	(1,148,239)	(1,234,442)
	190.00	(729,889)	(818,203)	(906,518)	(994,833)	(1,083,148)	(1,171,463)	(1,259,777)
	200.00	(742,556)	(832,982)	(923,409)	(1,013,835)	(1,104,261)	(1,194,687)	(1,285,113)
	210.00	(755,224)	(847,761)	(940,299)	(1,032,836)	(1,125,374)	(1,217,911)	(1,310,448)
	220.00	(767,892)	(862,540)	(957,189)	(1,051,838)	(1,146,486)	(1,241,135)	(1,335,784)
	230.00	(780,560)	(877,319)	(974,079)	(1,070,839)	(1,167,599)	(1,264,359)	(1,361,119)
	240.00	(793,227)	(892,098)	(990,970)	(1,089,841)	(1,188,712)	(1,287,583)	(1,386,455)
	250.00	(805,895)	(906,877)	(1,007,860)	(1,108,842)	(1,209,825)	(1,310,807)	(1,411,790)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(654,977)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	120%
	0.00	765,554	318,279	(133,240)	(654,977)	(920,673)	(1,187,684)	(1,724,436)
	10.00	748,972	301,596	(150,775)	(674,729)	(940,544)	(1,207,555)	(1,744,428)
CIL £psm	20.00	732,390	284,914	(168,641)	(694,481)	(960,416)	(1,227,427)	(1,764,419)
0.00	30.00	715,808	268,232	(186,507)	(714,233)	(980,287)	(1,247,298)	(1,784,411)
(recommended CIL)	40.00	699,226	251,549	(204,806)	(733,985)	(1,000,158)	(1,267,169)	(1,804,402)
(100)	50.00	682,644	234,770	(224,440)	(753,737)	(1,020,030)	(1,287,144)	(1,824,394)
	60.00	666,061	217,986	(244,073)	(773,489)	(1,039,901)	(1,307,135)	(1,844,385)
	70.00	649,479	201,203	(263,706)	(793,241)	(1,059,773)	(1,327,127)	(1,864,377)
	80.00	632,897	184,420	(283,340)	(812,993)	(1,079,644)	(1,347,118)	(1,884,369)
	90.00	616,315	167,637	(302,973)	(832,745)	(1,099,516)	(1,367,110)	(1,904,360)
	100.00	599,733	150,854	(322,606)	(852,497)	(1,119,387)	(1,387,102)	(1,924,352)
	110.00	583,093	134,070	(342,240)	(872,249)	(1,139,258)	(1,407,093)	(1,944,343)
	120.00	566,410	117,287	(361,873)	(892,119)	(1,159,130)	(1,427,085)	(1,964,335)
	130.00	549,728	100,504	(381,506)	(911,990)	(1,179,001)	(1,447,076)	(1,984,326)
	140.00	533,046	83,721	(401,140)	(931,862)	(1,198,873)	(1,467,068)	(2,004,318)
	150.00	516,363	66,937	(420,773)	(951,733)	(1,218,744)	(1,487,059)	(2,024,309)
	160.00	499,681	50,154	(440,406)	(971,605)	(1,238,615)	(1,507,051)	(2,044,301)
	170.00	482,998	33,371	(460,040)	(991,476)	(1,258,487)	(1,527,042)	(2,064,292)
	180.00	466,316	16,588	(479,700)	(1,011,347)	(1,278,409)	(1,547,034)	(2,084,284)
	190.00	449,634	(195)	(499,452)	(1,031,219)	(1,298,400)	(1,567,025)	(2,104,275)
	200.00	432,951	(16,979)	(519,204)	(1,051,090)	(1,318,392)	(1,587,017)	(2,124,267)
	210.00	416,269	(33,762)	(538,956)	(1,070,962)	(1,338,383)	(1,607,008)	(2,144,259)
	220.00	399,587	(50,545)	(558,708)	(1,090,833)	(1,358,375)	(1,627,000)	(2,164,250)
	230.00	382,904	(67,328)	(578,460)	(1,110,704)	(1,378,366)	(1,646,992)	(2,184,242)
	240.00	366,222	(84,111)	(598,212)	(1,130,576)	(1,398,358)	(1,666,983)	(2,204,233)
	250.00	349,539	(100,956)	(617,964)	(1,150,447)	(1,418,350)	(1,686,975)	(2,224,225)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(654,977)	90%	95%	100%	105%	110%	115%	120%
	0.00	(1,168,745)	(911,186)	(654,977)	(399,741)	(150,483)	68,501	285,793
	10.00	(1,188,736)	(931,057)	(674,729)	(419,375)	(168,350)	51,718	269,010
CIL £psm	20.00	(1,208,728)	(950,929)	(694,481)	(439,008)	(186,216)	34,935	252,227
0.00	30.00	(1,228,719)	(970,800)	(714,233)	(458,641)	(204,486)	18,152	235,443
(recommended CIL)	40.00	(1,248,711)	(990,672)	(733,985)	(478,275)	(224,119)	1,368	218,660
(100)	50.00	(1,268,702)	(1,010,543)	(753,737)	(497,962)	(243,753)	(15,415)	201,877
	60.00	(1,288,694)	(1,030,415)	(773,489)	(517,715)	(263,386)	(32,198)	185,094
	70.00	(1,308,686)	(1,050,286)	(793,241)	(537,467)	(283,019)	(48,981)	168,310
	80.00	(1,328,677)	(1,070,157)	(812,993)	(557,219)	(302,653)	(65,765)	151,527
	90.00	(1,348,669)	(1,090,029)	(832,745)	(576,971)	(322,286)	(82,593)	134,744
	100.00	(1,368,660)	(1,109,900)	(852,497)	(596,723)	(341,919)	(99,478)	117,961
	110.00	(1,388,652)	(1,129,772)	(872,249)	(616,475)	(361,553)	(116,441)	101,178
	120.00	(1,408,643)	(1,149,643)	(892,119)	(636,227)	(381,186)	(133,915)	84,394
	130.00	(1,428,635)	(1,169,514)	(911,990)	(655,979)	(400,819)	(151,464)	67,611
	140.00	(1,448,626)	(1,189,386)	(931,862)	(675,731)	(420,453)	(169,331)	50,828
	150.00	(1,468,618)	(1,209,257)	(951,733)	(695,483)	(440,086)	(187,197)	34,045
	160.00	(1,488,609)	(1,229,205)	(971,605)	(715,235)	(459,719)	(205,564)	17,262
	170.00	(1,508,601)	(1,249,197)	(991,476)	(734,987)	(479,353)	(225,197)	478
	180.00	(1,528,592)	(1,269,188)	(1,011,347)	(754,739)	(498,986)	(244,831)	(16,305)
	190.00	(1,548,584)	(1,289,180)	(1,031,219)	(774,491)	(518,716)	(264,464)	(33,088)
	200.00	(1,568,576)	(1,309,171)	(1,051,090)	(794,243)	(538,468)	(284,097)	(49,871)
	210.00	(1,588,567)	(1,329,163)	(1,070,962)	(813,995)	(558,220)	(303,731)	(66,655)
	220.00	(1,608,559)	(1,349,154)	(1,090,833)	(833,747)	(577,972)	(323,364)	(83,520)
	230.00	(1,628,550)	(1,369,146)	(1,110,704)	(853,499)	(597,724)	(342,998)	(100,405)
	240.00	(1,648,542)	(1,389,137)	(1,130,576)	(873,251)	(617,476)	(362,631)	(117,401)
	250.00	(1,668,533)	(1,409,129)	(1,150,447)	(893,003)	(637,228)	(382,264)	(134,874)

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(654,977)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(654,977)	(442,160)	(230,424)	(40,377)	140,622	321,197	1,215,284
	10.00	(674,729)	(461,794)	(250,057)	(57,160)	123,839	304,514	1,198,802
CIL £psm	20.00	(694,481)	(481,465)	(269,691)	(73,943)	107,056	287,832	1,182,319
0.00	30.00	(714,233)	(501,217)	(289,324)	(90,727)	90,273	271,150	1,165,837
(recommended CIL)	40.00	(733,985)	(520,969)	(308,957)	(107,611)	73,489	254,467	1,149,354
(100)	50.00	(753,737)	(540,721)	(328,591)	(124,858)	56,706	237,705	1,132,872
	60.00	(773,489)	(560,473)	(348,224)	(142,331)	39,923	220,922	1,116,389
	70.00	(793,241)	(580,225)	(367,857)	(160,070)	23,140	204,139	1,099,907
	80.00	(812,993)	(599,977)	(387,491)	(177,936)	6,357	187,356	1,083,424
	90.00	(832,745)	(619,729)	(407,124)	(195,803)	(10,427)	170,572	1,066,942
	100.00	(852,497)	(639,481)	(426,757)	(215,021)	(27,210)	153,789	1,050,459
	110.00	(872,249)	(659,233)	(446,391)	(234,654)	(43,993)	137,006	1,033,977
	120.00	(892,119)	(678,985)	(466,024)	(254,288)	(60,776)	120,223	1,017,494
	130.00	(911,990)	(698,737)	(485,721)	(273,921)	(77,560)	103,440	1,001,012
	140.00	(931,862)	(718,489)	(505,473)	(293,554)	(94,364)	86,656	984,529
	150.00	(951,733)	(738,241)	(525,225)	(313,188)	(111,249)	69,873	968,047
	160.00	(971,605)	(757,993)	(544,977)	(332,821)	(128,623)	53,090	951,564
	170.00	(991,476)	(777,745)	(564,729)	(352,454)	(146,096)	36,307	935,082
	180.00	(1,011,347)	(797,497)	(584,481)	(372,088)	(163,920)	19,524	918,503
	190.00	(1,031,219)	(817,249)	(604,233)	(391,721)	(181,786)	2,740	901,921
	200.00	(1,051,090)	(837,001)	(623,985)	(411,354)	(199,652)	(14,043)	885,339
	210.00	(1,070,962)	(856,753)	(643,737)	(430,988)	(219,251)	(30,826)	868,757
	220.00	(1,090,833)	(876,529)	(663,489)	(450,621)	(238,885)	(47,609)	852,174
	230.00	(1,110,704)	(896,400)	(683,241)	(470,254)	(258,518)	(64,393)	835,592
	240.00	(1,130,576)	(916,272)	(702,993)	(489,977)	(278,151)	(81,176)	819,010
	250.00	(1,150,447)	(936,143)	(722,745)	(509,729)	(297,785)	(98,002)	802,428

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

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**O**	
Scheme Typology:	Houses and Flats	
No Units:	50	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	16,052,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	19.46%	
Developers Profit Total (£)	2,809,188	
Land Value KPI's		
RLV (£/acre (net))	(454,977)	
RLV (£/ha (net))	(1,124,249)	
RLV (% of GDV)	-7.44%	
RLV Total (£)	(1,194,484)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	525,074	
Surplus/Deficit (£/acre) [RLV-BLV]	(654,977)	
Surplus/Deficit (£/ha)	(1,618,449)	
Surplus/Deficit Total (£)	(1,719,559)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	1,051,652	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	21,033	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Appraisal Ref:	P				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	100		
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	17.0	17.5%	0.0	17%	17.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	33.0	30.0%	0.0	33%	33.0
4 bed House (with garage)	15.0%	15.0	5.0%	0.0	15%	15.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	18.0	30.0%	0.0	18%	18.0
2 bed Flat	17.0%	17.0	17.5%	0.0	17%	17.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	100.0	100.0%	0.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,275	13,724	0	0	1,275	13,724
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	3,498	37,652	0	0	3,498	37,652
4 bed House (with garage)	2,085	22,443	0	0	2,085	22,443
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,059	11,397	0	0	1,059	11,397
2 bed Flat	1,300	13,993	0	0	1,300	13,993
3 bed Flat	0	0	0	0	0	0
	9,217	99,209	0	0	9,217	99,209
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	5,525,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	12,045,000
4 bed House (with garage)	440,000	3,826	355	3,165	294	6,600,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	3,600,000
2 bed Flat	255,000	3,923	364	3,335	310	4,335,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						32,105,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	17.0	@	325,000		5,525,000
3 bed House	0.0	@	0		-
3 bed House (with garage)	33.0	@	365,000		12,045,000
4 bed House (with garage)	15.0	@	440,000		6,600,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	18.0	@	200,000		3,600,000
2 bed Flat	17.0	@	255,000		4,335,000
3 bed Flat	0.0	@	0		-
	100.0				32,105,000
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**100**				**32,105,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0	£ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**32,105,000**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	122,505	£		(122,505)
Building Safety Levy				9,217	sqm	30.21	£ psm			(278,440)
CIL (Mrkt only inc. garages)	Max			9,217	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				100	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				9,217	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.88	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			100	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				1,275	sqm @	1,892	psm			(2,412,300)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				2,970	sqm @	1,892	psm			(5,619,240)
4 bed House (EXC. garage)				1,725	sqm @	1,892	psm			(3,263,700)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				1,059	sqm @	2,064	psm			(2,185,412)
2 bed Flat				1,300	sqm @	2,064	psm			(2,683,200)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	33.0	16.0		528	sqm @	600	psm			(316,800)
Garages for 4B House	15.0	24.0		360	sqm @	600	psm			(216,000)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				9,217	£ per garage	£0				
External works				16,696,652	@	15.0%				(2,504,498)
Ext. Works analysis:						25,045	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				100	units @	1,000	£ per unit			(100,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	100	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	100	units @		10%	@	0	£ per unit		-
Part L/FHS		100	units @				4,350	£ per unit		(435,000)
Part L/FHS analysis:						2.6%	% of BCIS costs			
Net Zero for Housing		6,858	sqm				0	£ psm		-
Net Zero for Flats		2,359	sqm				0	£ psm		-
Water Efficiency		100	units @				0	£ per unit		-
Urban Greening Factor	35.0	flats @	6		per storey = GIA	404	0	£ per unit		-
	Sub-total								(535,000)	
Policy Costs analysis:	(design costs only)					5,350	£ per unit (total units)			
						3.2%	% of BCIS costs			
Contingency (on construction)				19,736,150	@	3.0%				(592,084)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		19,736,150	@	10.0%			(1,973,615)
Disposal Costs -							
OMS Marketing and Promotion		32,105,000	OMS @	1.00%	3,211	£ per unit	(321,050)
Residential Sales Agent Costs		32,105,000	OMS @	1.00%	3,211	£ per unit	(321,050)
Residential Sales Legal Costs		32,105,000	OMS @	0.50%	1,605	£ per unit	(160,525)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	100	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,026	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(2,282,083)
Developers Profit -							
Profit on OMS		32,105,000		17.50%			(5,618,375)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		32,105,000		17.50%	blended GDV	(5,618,375)	
		25,828,337		21.75%	on costs	(5,618,375)	
TOTAL COSTS							**(31,446,712)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							658,288
SDLT		658,288	@	HMRC formula			(22,414)
Acquisition Agent fees		658,288	@	1.0%			(6,583)
Acquisition Legal fees		658,288	@	0.5%			(3,291)
Interest on Land		658,288	@	7.50%			(49,372)
Residual Land Value							**576,628**
RLV analysis:	5,766 £ per plot	307,516	£ per ha (net)	124,450	£ per acre (net)		
		230,637	£ per ha (gross)	93,337	£ per acre (gross)		
				1.80%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		53.3	dph (net)				
Site Area (net)		1.88	ha (net)	4.63	acres (net)		
Net to Gross ratio		75%					
Site Area (gross)		2.50	ha (gross)	6.18	acres (gross)		
Density analysis:		4,915	sqm/ha (net)	21,412	sqft/ac (net)		
		40	dph (gross)				
Benchmark Land Value (net)	10,502 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**1,050,241**
BLV analysis:		560,093	£ per ha (net)	226,667	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(252,578)**	£ per ha (net)	**(102,217)**	£ per acre (net)	**(473,613)**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	102,217	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(102,217)	(149,677)	(197,818)	(250,150)	(305,336)	(360,618)	(416,099)
	10.00	(122,193)	(168,654)	(216,842)	(269,894)	(323,919)	(378,144)	(432,457)
Max CIL £ psm	20.00	(142,169)	(187,968)	(236,775)	(289,638)	(342,526)	(395,670)	(448,815)
0.00	30.00	(162,145)	(207,841)	(257,680)	(309,382)	(361,221)	(413,197)	(465,173)
(recommended CIL)	40.00	(182,265)	(228,045)	(278,586)	(329,126)	(379,915)	(430,723)	(481,531)
(100)	50.00	(203,067)	(250,112)	(299,491)	(348,971)	(398,610)	(448,250)	(497,889)
	60.00	(224,205)	(272,179)	(320,396)	(368,834)	(417,305)	(465,776)	(514,247)
	70.00	(247,189)	(294,245)	(341,395)	(388,697)	(436,000)	(483,302)	(530,605)
	80.00	(270,417)	(316,312)	(362,427)	(408,561)	(454,695)	(500,829)	(546,963)
	90.00	(293,646)	(338,493)	(383,458)	(428,424)	(473,390)	(518,355)	(563,413)
	100.00	(316,895)	(360,693)	(404,490)	(448,287)	(492,084)	(535,882)	(579,870)
	110.00	(340,264)	(382,893)	(425,522)	(468,150)	(510,779)	(553,408)	(596,327)
	120.00	(363,632)	(405,093)	(446,553)	(488,014)	(529,474)	(571,025)	(612,783)
	130.00	(387,001)	(427,293)	(467,585)	(507,877)	(548,169)	(588,658)	(629,240)
	140.00	(410,369)	(449,493)	(488,617)	(527,740)	(566,883)	(606,290)	(645,697)
	150.00	(433,738)	(471,693)	(509,648)	(547,603)	(585,691)	(623,922)	(662,154)
	160.00	(457,107)	(493,893)	(530,680)	(567,467)	(604,499)	(641,555)	(678,611)
	170.00	(480,475)	(516,093)	(551,712)	(587,426)	(623,307)	(659,187)	(695,068)
	180.00	(503,844)	(538,293)	(572,743)	(607,409)	(642,114)	(676,819)	(711,525)
	190.00	(527,212)	(560,493)	(593,863)	(627,393)	(660,922)	(694,452)	(727,981)
	200.00	(550,581)	(582,694)	(615,022)	(647,376)	(679,730)	(712,084)	(744,438)
	210.00	(573,949)	(605,002)	(636,181)	(667,359)	(698,538)	(729,716)	(760,990)
	220.00	(597,333)	(627,336)	(657,339)	(687,342)	(717,346)	(747,349)	(777,547)
	230.00	(620,843)	(649,670)	(678,498)	(707,326)	(736,153)	(764,981)	(794,103)
	240.00	(644,353)	(672,005)	(699,657)	(727,309)	(754,961)	(782,708)	(810,659)
	250.00	(667,862)	(694,339)	(720,816)	(747,292)	(773,769)	(800,447)	(827,216)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(102,217)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(102,217)	(102,217)	(102,217)	(102,217)	(102,217)	(102,217)	(102,217)
	10.00	(122,193)	(122,193)	(122,193)	(122,193)	(122,193)	(122,193)	(122,193)
CIL £psm	20.00	(142,169)	(142,169)	(142,169)	(142,169)	(142,169)	(142,169)	(142,169)
0.00	30.00	(162,145)	(162,145)	(162,145)	(162,145)	(162,145)	(162,145)	(162,145)
(recommended CIL)	40.00	(182,265)	(182,265)	(182,265)	(182,265)	(182,265)	(182,265)	(182,265)
(100)	50.00	(203,067)	(203,067)	(203,067)	(203,067)	(203,067)	(203,067)	(203,067)
	60.00	(224,205)	(224,205)	(224,205)	(224,205)	(224,205)	(224,205)	(224,205)
	70.00	(247,189)	(247,189)	(247,189)	(247,189)	(247,189)	(247,189)	(247,189)
	80.00	(270,417)	(270,417)	(270,417)	(270,417)	(270,417)	(270,417)	(270,417)
	90.00	(293,646)	(293,646)	(293,646)	(293,646)	(293,646)	(293,646)	(293,646)
	100.00	(316,895)	(316,895)	(316,895)	(316,895)	(316,895)	(316,895)	(316,895)
	110.00	(340,264)	(340,264)	(340,264)	(340,264)	(340,264)	(340,264)	(340,264)
	120.00	(363,632)	(363,632)	(363,632)	(363,632)	(363,632)	(363,632)	(363,632)
	130.00	(387,001)	(387,001)	(387,001)	(387,001)	(387,001)	(387,001)	(387,001)
	140.00	(410,369)	(410,369)	(410,369)	(410,369)	(410,369)	(410,369)	(410,369)
	150.00	(433,738)	(433,738)	(433,738)	(433,738)	(433,738)	(433,738)	(433,738)
	160.00	(457,107)	(457,107)	(457,107)	(457,107)	(457,107)	(457,107)	(457,107)
	170.00	(480,475)	(480,475)	(480,475)	(480,475)	(480,475)	(480,475)	(480,475)
	180.00	(503,844)	(503,844)	(503,844)	(503,844)	(503,844)	(503,844)	(503,844)
	190.00	(527,212)	(527,212)	(527,212)	(527,212)	(527,212)	(527,212)	(527,212)
	200.00	(550,581)	(550,581)	(550,581)	(550,581)	(550,581)	(550,581)	(550,581)
	210.00	(573,949)	(573,949)	(573,949)	(573,949)	(573,949)	(573,949)	(573,949)
	220.00	(597,333)	(597,333)	(597,333)	(597,333)	(597,333)	(597,333)	(597,333)
	230.00	(620,843)	(620,843)	(620,843)	(620,843)	(620,843)	(620,843)	(620,843)
	240.00	(644,353)	(644,353)	(644,353)	(644,353)	(644,353)	(644,353)	(644,353)
	250.00	(667,862)	(667,862)	(667,862)	(667,862)	(667,862)	(667,862)	(667,862)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3 — Profit 18%

Balance (RLV - BLV £ per acre (n))	(102,217)	15%	16%	17%	18%	19%	20%	21%
	0.00	46,757	(12,833)	(72,422)	(132,012)	(192,076)	(257,818)	(327,108)
	10.00	26,781	(32,809)	(92,398)	(151,988)	(213,098)	(281,046)	(350,336)
CIL £psm	20.00	6,805	(52,785)	(112,374)	(171,964)	(234,984)	(304,274)	(373,564)
0.00	30.00	(13,172)	(72,761)	(132,351)	(192,426)	(258,212)	(327,502)	(396,792)
(recommended CIL)	40.00	(33,148)	(92,737)	(152,327)	(213,457)	(281,440)	(350,730)	(420,021)
(100)	50.00	(53,124)	(112,713)	(172,303)	(235,378)	(304,668)	(373,959)	(443,249)
	60.00	(73,100)	(132,690)	(192,777)	(258,606)	(327,896)	(397,187)	(466,477)
	70.00	(93,076)	(152,666)	(213,815)	(281,834)	(351,125)	(420,415)	(489,705)
	80.00	(113,052)	(172,642)	(235,772)	(305,063)	(374,353)	(443,643)	(512,933)
	90.00	(133,029)	(193,128)	(259,000)	(328,291)	(397,581)	(466,871)	(536,161)
	100.00	(153,023)	(214,194)	(282,250)	(351,540)	(420,831)	(490,121)	(559,411)
	110.00	(173,120)	(236,329)	(305,619)	(374,909)	(444,199)	(513,489)	(582,779)
	120.00	(193,748)	(259,697)	(328,987)	(398,278)	(467,568)	(536,858)	(606,148)
	130.00	(214,936)	(283,066)	(352,356)	(421,646)	(490,936)	(560,226)	(629,516)
	140.00	(237,144)	(306,434)	(375,724)	(445,015)	(514,305)	(583,595)	(652,885)
	150.00	(260,513)	(329,803)	(399,093)	(468,383)	(537,673)	(606,963)	(676,254)
	160.00	(283,881)	(353,171)	(422,461)	(491,752)	(561,042)	(630,332)	(699,622)
	170.00	(307,250)	(376,540)	(445,830)	(515,120)	(584,410)	(653,700)	(722,991)
	180.00	(330,618)	(399,908)	(469,198)	(538,489)	(607,779)	(677,069)	(746,359)
	190.00	(353,987)	(423,277)	(492,567)	(561,857)	(631,147)	(700,437)	(769,728)
	200.00	(377,355)	(446,645)	(515,936)	(585,226)	(654,516)	(723,806)	(793,096)
	210.00	(400,724)	(470,014)	(539,304)	(608,594)	(677,884)	(747,174)	(816,465)
	220.00	(424,108)	(493,398)	(562,688)	(631,978)	(701,268)	(770,558)	(839,849)
	230.00	(447,617)	(516,908)	(586,198)	(655,488)	(724,778)	(794,068)	(863,358)
	240.00	(471,127)	(540,417)	(609,708)	(678,998)	(748,288)	(817,578)	(886,868)
	250.00	(494,637)	(563,927)	(633,217)	(702,507)	(771,798)	(841,088)	(910,378)

TABLE 4 — BLV (£ per acre (n)) 170,000

Balance (RLV - BLV £ per acre (n))	(102,217)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(8,883)	(42,217)	(75,550)	(108,883)	(142,217)	(175,550)	(208,883)
	10.00	(28,860)	(62,193)	(95,526)	(128,860)	(162,193)	(195,526)	(228,860)
CIL £psm	20.00	(48,836)	(82,169)	(115,503)	(148,836)	(182,169)	(215,503)	(248,836)
0.00	30.00	(68,812)	(102,145)	(135,479)	(168,812)	(202,145)	(235,479)	(268,812)
(recommended CIL)	40.00	(88,932)	(122,265)	(155,599)	(188,932)	(222,265)	(255,599)	(288,932)
(100)	50.00	(109,734)	(143,067)	(176,400)	(209,734)	(243,067)	(276,400)	(309,734)
	60.00	(130,871)	(164,205)	(197,538)	(230,871)	(264,205)	(297,538)	(330,871)
	70.00	(153,856)	(187,189)	(220,523)	(253,856)	(287,189)	(320,523)	(353,856)
	80.00	(177,084)	(210,417)	(243,751)	(277,084)	(310,417)	(343,751)	(377,084)
	90.00	(200,312)	(233,646)	(266,979)	(300,312)	(333,646)	(366,979)	(400,312)
	100.00	(223,562)	(256,895)	(290,229)	(323,562)	(356,895)	(390,229)	(423,562)
	110.00	(246,931)	(280,264)	(313,597)	(346,931)	(380,264)	(413,597)	(446,931)
	120.00	(270,299)	(303,632)	(336,966)	(370,299)	(403,632)	(436,966)	(470,299)
	130.00	(293,668)	(327,001)	(360,334)	(393,668)	(427,001)	(460,334)	(493,668)
	140.00	(317,036)	(350,369)	(383,703)	(417,036)	(450,369)	(483,703)	(517,036)
	150.00	(340,405)	(373,738)	(407,071)	(440,405)	(473,738)	(507,071)	(540,405)
	160.00	(363,773)	(397,107)	(430,440)	(463,773)	(497,107)	(530,440)	(563,773)
	170.00	(387,142)	(420,475)	(453,808)	(487,142)	(520,475)	(553,808)	(587,142)
	180.00	(410,510)	(443,844)	(477,177)	(510,510)	(543,844)	(577,177)	(610,510)
	190.00	(433,879)	(467,212)	(500,545)	(533,879)	(567,212)	(600,545)	(633,879)
	200.00	(457,247)	(490,581)	(523,914)	(557,247)	(590,581)	(623,914)	(657,247)
	210.00	(480,616)	(513,949)	(547,282)	(580,616)	(613,949)	(647,282)	(680,616)
	220.00	(504,000)	(537,333)	(570,666)	(604,000)	(637,333)	(670,666)	(704,000)
	230.00	(527,509)	(560,843)	(594,176)	(627,509)	(660,843)	(694,176)	(727,509)
	240.00	(551,019)	(584,353)	(617,686)	(651,019)	(684,353)	(717,686)	(751,019)
	250.00	(574,529)	(607,862)	(641,196)	(674,529)	(707,862)	(741,196)	(774,529)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(102,217)	Density (dph) (net) 30	35	53 40	45	50	55	60
	0.00	(156,659)	(144,991)	(133,323)	(121,656)	(109,988)	(98,320)	(86,652)
	10.00	(167,897)	(158,102)	(148,307)	(138,512)	(128,716)	(118,921)	(109,126)
CIL £psm	20.00	(179,134)	(171,212)	(163,290)	(155,367)	(147,445)	(139,523)	(131,601)
0.00	30.00	(190,371)	(184,322)	(178,273)	(172,223)	(166,174)	(160,125)	(154,076)
(recommended CIL)	40.00	(201,689)	(197,526)	(193,364)	(189,201)	(185,038)	(180,875)	(176,712)
(100)	50.00	(213,391)	(211,179)	(208,966)	(206,753)	(204,541)	(202,328)	(200,116)
	60.00	(225,282)	(225,051)	(224,820)	(224,589)	(224,358)	(224,128)	(223,897)
	70.00	(238,211)	(240,136)	(242,060)	(243,984)	(245,908)	(247,832)	(249,756)
	80.00	(251,278)	(255,380)	(259,482)	(263,584)	(267,686)	(271,787)	(275,889)
	90.00	(264,345)	(270,624)	(276,904)	(283,184)	(289,463)	(295,743)	(302,023)
	100.00	(277,424)	(285,883)	(294,342)	(302,802)	(311,261)	(319,721)	(328,180)
	110.00	(290,569)	(301,220)	(311,870)	(322,520)	(333,171)	(343,821)	(354,472)
	120.00	(303,715)	(316,556)	(329,397)	(342,239)	(355,080)	(367,921)	(380,763)
	130.00	(316,860)	(331,893)	(346,925)	(361,957)	(376,989)	(392,022)	(407,054)
	140.00	(330,006)	(347,229)	(364,452)	(381,676)	(398,899)	(416,122)	(433,345)
	150.00	(343,152)	(362,566)	(381,980)	(401,394)	(420,808)	(440,222)	(459,636)
	160.00	(356,297)	(377,902)	(399,507)	(421,112)	(442,718)	(464,323)	(485,928)
	170.00	(369,443)	(393,239)	(417,035)	(440,831)	(464,627)	(488,423)	(512,219)
	180.00	(382,588)	(408,575)	(434,562)	(460,549)	(486,536)	(512,523)	(538,510)
	190.00	(395,734)	(423,912)	(452,090)	(480,268)	(508,446)	(536,623)	(564,801)
	200.00	(408,880)	(439,248)	(469,617)	(499,986)	(530,355)	(560,724)	(591,093)
	210.00	(422,025)	(454,585)	(487,145)	(519,705)	(552,264)	(584,824)	(617,384)
	220.00	(435,180)	(469,932)	(504,684)	(539,436)	(574,188)	(608,940)	(643,692)
	230.00	(448,405)	(485,361)	(522,317)	(559,274)	(596,230)	(633,186)	(670,143)
	240.00	(461,630)	(500,790)	(539,951)	(579,111)	(618,272)	(657,432)	(696,593)
	250.00	(474,855)	(516,219)	(557,584)	(598,949)	(640,313)	(681,678)	(723,043)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(102,217)	Build cost 100% 70%	80%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 90%	100%	105%	110%	120%
	0.00	1,281,713	825,673	364,406	(102,217)	(358,269)	(633,561)	(1,189,071)
	10.00	1,262,447	806,172	344,669	(122,193)	(381,638)	(657,071)	(1,212,865)
CIL £psm	20.00	1,243,180	786,672	324,932	(142,169)	(405,006)	(680,581)	(1,236,660)
0.00	30.00	1,223,913	767,171	305,196	(162,145)	(428,375)	(704,090)	(1,260,455)
(recommended CIL)	40.00	1,204,646	747,671	285,459	(182,265)	(451,743)	(727,600)	(1,284,250)
(100)	50.00	1,185,380	728,171	265,722	(203,067)	(475,112)	(751,110)	(1,308,045)
	60.00	1,166,113	708,670	245,985	(224,205)	(498,480)	(774,620)	(1,331,840)
	70.00	1,146,805	689,170	226,248	(247,189)	(521,849)	(798,129)	(1,355,635)
	80.00	1,127,422	669,670	206,511	(270,417)	(545,217)	(821,639)	(1,379,430)
	90.00	1,108,039	650,053	186,775	(293,646)	(568,586)	(845,149)	(1,403,224)
	100.00	1,088,656	630,435	166,928	(316,895)	(591,954)	(868,659)	(1,427,019)
	110.00	1,069,273	610,816	147,071	(340,264)	(615,447)	(892,265)	(1,450,884)
	120.00	1,049,889	591,198	127,215	(363,632)	(638,957)	(915,917)	(1,474,823)
	130.00	1,030,506	571,580	107,359	(387,001)	(662,467)	(939,568)	(1,498,762)
	140.00	1,011,123	551,962	87,503	(410,369)	(685,976)	(963,220)	(1,522,700)
	150.00	991,740	532,343	67,647	(433,738)	(709,486)	(986,872)	(1,546,639)
	160.00	972,357	512,725	47,791	(457,107)	(732,996)	(1,010,524)	(1,570,578)
	170.00	952,973	493,107	27,935	(480,475)	(756,506)	(1,034,176)	(1,594,516)
	180.00	933,590	473,489	8,078	(503,844)	(780,015)	(1,057,828)	(1,618,455)
	190.00	914,207	453,870	(11,778)	(527,212)	(803,525)	(1,081,480)	(1,642,394)
	200.00	894,723	434,252	(31,634)	(550,581)	(827,035)	(1,105,132)	(1,666,332)
	210.00	875,222	414,557	(51,490)	(573,949)	(850,545)	(1,128,784)	(1,690,271)
	220.00	855,722	394,820	(71,434)	(597,333)	(874,055)	(1,152,436)	(1,714,210)
	230.00	836,222	375,083	(91,410)	(620,843)	(897,693)	(1,176,198)	(1,738,149)
	240.00	816,721	355,346	(111,386)	(644,353)	(921,345)	(1,199,993)	(1,762,087)
	250.00	797,221	335,610	(131,363)	(667,862)	(944,997)	(1,223,788)	(1,786,026)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(102,217)	90%	95%	100%	105%	110%	115%	120%
	0.00	(675,376)	(378,941)	(102,217)	149,365	399,626	648,801	897,121
	10.00	(698,886)	(402,309)	(122,193)	129,509	379,889	629,182	877,621
CIL £psm	20.00	(722,396)	(425,678)	(142,169)	109,653	360,152	609,564	858,120
0.00	30.00	(745,906)	(449,046)	(162,145)	89,797	340,416	589,946	838,562
(recommended CIL)	40.00	(769,416)	(472,415)	(182,265)	69,941	320,679	570,328	818,944
(100)	50.00	(792,925)	(495,783)	(203,067)	50,084	300,942	550,709	799,326
	60.00	(816,466)	(519,152)	(224,205)	30,228	281,205	531,091	779,707
	70.00	(840,118)	(542,520)	(247,189)	10,372	261,468	511,390	760,089
	80.00	(863,770)	(565,889)	(270,417)	(9,484)	241,731	491,654	740,471
	90.00	(887,422)	(589,335)	(293,646)	(29,340)	221,969	471,917	720,853
	100.00	(911,074)	(612,845)	(316,895)	(49,201)	202,113	452,180	701,234
	110.00	(934,726)	(636,355)	(340,264)	(69,177)	182,257	432,443	681,616
	120.00	(958,377)	(659,864)	(363,632)	(89,153)	162,400	412,706	661,998
	130.00	(982,029)	(683,374)	(387,001)	(109,130)	142,544	392,969	642,380
	140.00	(1,005,681)	(706,884)	(410,369)	(129,106)	122,688	373,233	622,761
	150.00	(1,029,333)	(730,394)	(433,738)	(149,082)	102,832	353,496	603,143
	160.00	(1,052,985)	(753,904)	(457,107)	(169,058)	82,976	333,759	583,525
	170.00	(1,076,709)	(777,413)	(480,475)	(189,419)	63,120	314,022	563,907
	180.00	(1,100,504)	(800,923)	(503,844)	(210,382)	43,264	294,285	544,207
	190.00	(1,124,299)	(824,433)	(527,212)	(231,999)	23,407	274,548	524,470
	200.00	(1,148,094)	(847,968)	(550,581)	(255,227)	3,551	254,812	504,734
	210.00	(1,171,889)	(871,620)	(573,949)	(278,455)	(16,305)	235,004	484,997
	220.00	(1,195,684)	(895,272)	(597,333)	(301,684)	(36,161)	215,148	465,260
	230.00	(1,219,479)	(918,924)	(620,843)	(324,956)	(56,114)	195,292	445,523
	240.00	(1,243,274)	(942,575)	(644,353)	(348,324)	(76,090)	175,436	425,786
	250.00	(1,267,068)	(966,227)	(667,862)	(371,693)	(96,066)	155,580	406,049

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(102,217)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(102,217)	112,195	325,487	537,673	748,767	958,783	1,992,415
	10.00	(122,193)	92,339	305,750	518,054	729,266	939,400	1,973,493
CIL £psm	20.00	(142,169)	72,483	286,013	498,436	709,766	920,017	1,954,572
0.00	30.00	(162,145)	52,627	266,276	478,818	690,266	900,568	1,935,650
(recommended CIL)	40.00	(182,265)	32,771	246,540	459,200	670,765	881,068	1,916,729
(100)	50.00	(203,067)	12,915	226,803	439,581	651,155	861,567	1,897,807
	60.00	(224,205)	(6,942)	207,066	419,918	631,537	842,067	1,878,880
	70.00	(247,189)	(26,798)	187,329	400,182	611,919	822,567	1,859,844
	80.00	(270,417)	(46,654)	167,485	380,445	592,300	803,066	1,840,808
	90.00	(293,646)	(66,569)	147,629	360,708	572,682	783,566	1,821,772
	100.00	(316,895)	(86,545)	127,773	340,971	553,064	764,065	1,802,736
	110.00	(340,264)	(106,521)	107,917	321,234	533,446	744,565	1,783,701
	120.00	(363,632)	(126,497)	88,061	301,497	513,827	725,065	1,764,665
	130.00	(387,001)	(146,473)	68,205	281,761	494,209	705,564	1,745,629
	140.00	(410,369)	(166,450)	48,348	262,024	474,591	686,064	1,726,593
	150.00	(433,738)	(186,720)	28,492	242,287	454,973	666,546	1,707,557
	160.00	(457,107)	(207,622)	8,636	222,550	435,354	646,928	1,688,521
	170.00	(480,475)	(228,966)	(11,220)	202,813	415,666	627,310	1,669,485
	180.00	(503,844)	(252,194)	(31,076)	183,063	395,929	607,691	1,650,449
	190.00	(527,212)	(275,422)	(50,932)	163,207	376,192	588,073	1,631,375
	200.00	(550,581)	(298,650)	(70,873)	143,351	356,455	568,455	1,612,224
	210.00	(573,949)	(321,931)	(90,849)	123,495	336,719	548,837	1,593,073
	220.00	(597,333)	(345,299)	(110,825)	103,639	316,982	529,219	1,573,922
	230.00	(620,843)	(368,668)	(130,801)	83,782	297,245	509,600	1,554,771
	240.00	(644,353)	(392,036)	(150,778)	63,926	277,508	489,982	1,535,620
	250.00	(667,862)	(415,405)	(170,754)	44,070	257,771	470,364	1,516,469

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

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats | No Units: 100
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Greenfield
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**P**	
Scheme Typology:	Houses and Flats	
No Units:	100	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	32,105,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	21.75%	
Developers Profit Total (£)	5,618,375	
Land Value KPI's		
RLV (£/acre (net))	124,450	
RLV (£/ha (net))	307,516	
RLV (% of GDV)	1.80%	
RLV Total (£)	576,628	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	1,050,241	
Surplus/Deficit (£/acre) [RLV-BLV]	(102,217)	
Surplus/Deficit (£/ha)	(252,578)	
Surplus/Deficit Total (£)	(473,613)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	2,282,083	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	49,372	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	23,315	Put into summary table for ease of checking. Don't print this row in the summary table

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	Q				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	9	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	3.8	50.0%	0.0	42%	3.8
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	3.6	43.0%	0.0	40%	3.6
4 bed House (with garage)	18.0%	1.6	7.0%	0.0	18%	1.6
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	100%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	284	3,052	0	0	284	3,052
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	382	4,108	0	0	382	4,108
4 bed House (with garage)	225	2,424	0	0	225	2,424
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	890	9,583	0	0	890	9,583
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	1,228,500
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	1,314,000
4 bed House (with garage)	440,000	3,826	355	3,165	294	712,800
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	0
2 bed Flat	255,000	3,923	364	3,335	310	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,255,300

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.8	@	325,000		1,228,500
3 bed House	0.0	@	0		-
3 bed House (with garage)	3.6	@	365,000		1,314,000
4 bed House (with garage)	1.6	@	440,000		712,800
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	200,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	9.0				3,255,300
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**3,255,300**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0	per unit	-
Total GDV					**3,255,300**

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	26,460	£		(26,460)
Building Safety Levy				890	sqm	15.11	£ psm			(13,452)
CIL (Mrkt only inc. garages)	Max			890	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				9	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				890	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.18	ha @	123,500	£ per ha (if brownfield)			(22,230)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			9	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				284	sqm @	2,107	psm			(597,335)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				324	sqm @	2,107	psm			(682,668)
4 bed House (EXC. garage)				186	sqm @	2,107	psm			(392,534)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				-	sqm @	2,522	psm			-
2 bed Flat				-	sqm @	2,522	psm			-
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	3.6	16.0		58	sqm @	600	psm			(34,560)
Garages for 4B House	1.6	24.0		39	sqm @	600	psm			(23,328)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				890	£ per garage	£0				
External works				1,730,425	@	10.0%				(173,042)
Ext. Works analysis:						19,227	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				9	units @	0	£ per unit			-
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	9	units @		100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units	9	units @		10%	@	0	£ per unit		-
Part L/FHS		9	units @				4,350	£ per unit		(39,150)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing		890	sqm				0	£ psm		-
Net Zero for Flats		-	sqm				0	£ psm		-
Water Efficiency		-	units @				0	£ per unit		-
Urban Greening Factor	0.0	flats @	6		per storey = GIA	0	0	£ per unit		-
	Sub-total						0		(39,150)	
Policy Costs analysis:	(design costs only)					4,350	£ per unit (total units)			
						2.3%	% of BCIS costs			
Contingency (on construction)				1,964,847	@	5.0%				(98,242)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		1,964,847	@	10.0%			(196,485)
Disposal Costs -							
OMS Marketing and Promotion		3,255,300	OMS @	1.00%	3,617	£ per unit	(32,553)
Residential Sales Agent Costs		3,255,300	OMS @	1.00%	3,617	£ per unit	(32,553)
Residential Sales Legal Costs		3,255,300	OMS @	0.50%	1,809	£ per unit	(16,277)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	9	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,043	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(75,436)
Developers Profit -							
Profit on OMS		3,255,300		17.50%			(569,678)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		3,255,300		17.50%	blended GDV	(569,678)	
		2,461,597		23.14%	on costs	(569,678)	
TOTAL COSTS							**(3,031,274)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							224,026
SDLT		224,026	@	HMRC formula			(1,481)
Acquisition Agent fees		224,026	@	1.0%			(2,240)
Acquisition Legal fees		224,026	@	0.5%			(1,120)
Interest on Land		224,026	@	7.50%			(16,802)
Residual Land Value							**202,383**
RLV analysis:	22,487 £ per plot	1,124,349	£ per ha (net)	455,018	£ per acre (net)		
		1,124,349	£ per ha (gross)	455,018	£ per acre (gross)		
				6.22%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		50.0	dph (net)				
Site Area (net)		0.18	ha (net)	0.44	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.18	ha (gross)	0.44	acres (gross)		
Density analysis:		4,946	sqm/ha (net)	21,545	sqft/ac (net)		
		50	dph (gross)				
Benchmark Land Value (net)	19,768 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**177,912**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**135,949**	£ per ha (net)	**55,018**	£ per acre (net)	**24,471**

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	55,018	0%	5%	10%	15%	20%	25%	30%
	0.00	55,018	(195)	(55,407)	(111,013)	(167,466)	(223,919)	(280,372)
	10.00	36,379	(17,902)	(72,182)	(127,212)	(182,712)	(238,212)	(293,712)
Max CIL £ psm	20.00	17,739	(35,609)	(88,957)	(143,411)	(197,958)	(252,506)	(307,053)
0.00	30.00	(900)	(53,316)	(106,016)	(159,611)	(213,205)	(266,799)	(320,393)
(recommended CIL)	40.00	(19,539)	(71,023)	(123,168)	(175,810)	(228,451)	(281,093)	(333,734)
(100)	50.00	(38,178)	(88,730)	(140,321)	(192,009)	(243,698)	(295,386)	(347,075)
	60.00	(56,817)	(106,737)	(157,473)	(208,208)	(258,944)	(309,680)	(360,415)
	70.00	(75,456)	(124,842)	(174,625)	(224,408)	(274,190)	(323,973)	(373,756)
	80.00	(94,117)	(142,947)	(191,777)	(240,607)	(289,437)	(338,266)	(387,096)
	90.00	(113,175)	(161,052)	(208,929)	(256,806)	(304,683)	(352,560)	(400,480)
	100.00	(132,233)	(179,157)	(226,081)	(273,005)	(319,929)	(366,853)	(415,140)
	110.00	(151,291)	(197,262)	(243,233)	(289,205)	(335,176)	(381,147)	(429,800)
	120.00	(170,349)	(215,367)	(260,386)	(305,404)	(350,422)	(395,440)	(444,460)
	130.00	(189,407)	(233,472)	(277,538)	(321,603)	(365,668)	(410,696)	(459,120)
	140.00	(208,465)	(251,577)	(294,690)	(337,802)	(380,915)	(426,404)	(473,780)
	150.00	(227,523)	(269,682)	(311,842)	(354,002)	(396,161)	(442,111)	(488,440)
	160.00	(246,581)	(287,788)	(328,994)	(370,201)	(412,536)	(457,818)	(503,100)
	170.00	(265,639)	(305,893)	(346,146)	(386,400)	(429,290)	(473,525)	(517,760)
	180.00	(284,697)	(323,998)	(363,298)	(402,856)	(446,044)	(489,232)	(532,420)
	190.00	(303,755)	(342,103)	(380,451)	(420,658)	(462,798)	(504,939)	(547,150)
	200.00	(322,813)	(360,208)	(397,603)	(438,459)	(479,553)	(520,646)	(561,898)
	210.00	(341,871)	(378,313)	(416,214)	(456,261)	(496,307)	(536,403)	(576,647)
	220.00	(360,929)	(396,418)	(435,063)	(474,062)	(513,061)	(552,205)	(591,395)
	230.00	(379,986)	(415,959)	(453,911)	(491,863)	(529,870)	(568,007)	(606,144)
	240.00	(399,044)	(435,855)	(472,760)	(509,665)	(546,725)	(583,809)	(620,893)
	250.00	(419,893)	(455,750)	(491,608)	(527,551)	(563,581)	(599,611)	(635,641)

TABLE 2

		Site Specific S106		100%		(where 110% is a 10% increase etc.)		
Balance (RLV - BLV £ per acre (n))	55,018	0%	25%	50%	75%	100%	125%	150%
	0.00	55,018	55,018	55,018	55,018	55,018	55,018	55,018
	10.00	36,379	36,379	36,379	36,379	36,379	36,379	36,379
CIL £psm	20.00	17,739	17,739	17,739	17,739	17,739	17,739	17,739
0.00	30.00	(900)	(900)	(900)	(900)	(900)	(900)	(900)
(recommended CIL)	40.00	(19,539)	(19,539)	(19,539)	(19,539)	(19,539)	(19,539)	(19,539)
(100)	50.00	(38,178)	(38,178)	(38,178)	(38,178)	(38,178)	(38,178)	(38,178)
	60.00	(56,817)	(56,817)	(56,817)	(56,817)	(56,817)	(56,817)	(56,817)
	70.00	(75,456)	(75,456)	(75,456)	(75,456)	(75,456)	(75,456)	(75,456)
	80.00	(94,117)	(94,117)	(94,117)	(94,117)	(94,117)	(94,117)	(94,117)
	90.00	(113,175)	(113,175)	(113,175)	(113,175)	(113,175)	(113,175)	(113,175)
	100.00	(132,233)	(132,233)	(132,233)	(132,233)	(132,233)	(132,233)	(132,233)
	110.00	(151,291)	(151,291)	(151,291)	(151,291)	(151,291)	(151,291)	(151,291)
	120.00	(170,349)	(170,349)	(170,349)	(170,349)	(170,349)	(170,349)	(170,349)
	130.00	(189,407)	(189,407)	(189,407)	(189,407)	(189,407)	(189,407)	(189,407)
	140.00	(208,465)	(208,465)	(208,465)	(208,465)	(208,465)	(208,465)	(208,465)
	150.00	(227,523)	(227,523)	(227,523)	(227,523)	(227,523)	(227,523)	(227,523)
	160.00	(246,581)	(246,581)	(246,581)	(246,581)	(246,581)	(246,581)	(246,581)
	170.00	(265,639)	(265,639)	(265,639)	(265,639)	(265,639)	(265,639)	(265,639)
	180.00	(284,697)	(284,697)	(284,697)	(284,697)	(284,697)	(284,697)	(284,697)
	190.00	(303,755)	(303,755)	(303,755)	(303,755)	(303,755)	(303,755)	(303,755)
	200.00	(322,813)	(322,813)	(322,813)	(322,813)	(322,813)	(322,813)	(322,813)
	210.00	(341,871)	(341,871)	(341,871)	(341,871)	(341,871)	(341,871)	(341,871)
	220.00	(360,929)	(360,929)	(360,929)	(360,929)	(360,929)	(360,929)	(360,929)
	230.00	(379,986)	(379,986)	(379,986)	(379,986)	(379,986)	(379,986)	(379,986)
	240.00	(399,044)	(399,044)	(399,044)	(399,044)	(399,044)	(399,044)	(399,044)
	250.00	(419,893)	(419,893)	(419,893)	(419,893)	(419,893)	(419,893)	(419,893)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	55,018	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	214,126	151,183	87,587	22,449	(42,690)	(108,159)	(174,761)
	10.00	196,115	133,173	68,948	3,809	(61,329)	(127,217)	(193,819)
CIL £psm	20.00	178,104	115,162	50,309	(14,830)	(79,968)	(146,275)	(212,877)
0.00	30.00	160,093	96,808	31,669	(33,469)	(98,731)	(165,333)	(231,935)
(recommended CIL)	40.00	142,083	78,169	13,030	(52,108)	(117,788)	(184,390)	(250,992)
(100)	50.00	124,072	59,529	(5,609)	(70,747)	(136,846)	(203,448)	(270,050)
	60.00	106,029	40,890	(24,248)	(89,386)	(155,904)	(222,506)	(289,108)
	70.00	87,390	22,251	(42,887)	(108,360)	(174,962)	(241,564)	(308,166)
	80.00	68,750	3,612	(61,526)	(127,418)	(194,020)	(260,622)	(327,224)
	90.00	50,111	(15,027)	(80,165)	(146,476)	(213,078)	(279,680)	(346,282)
	100.00	31,472	(33,666)	(98,932)	(165,534)	(232,136)	(298,738)	(365,340)
	110.00	12,833	(52,305)	(117,990)	(184,592)	(251,194)	(317,796)	(384,398)
	120.00	(5,806)	(70,944)	(137,048)	(203,650)	(270,252)	(336,854)	(403,798)
	130.00	(24,445)	(89,583)	(156,106)	(222,708)	(289,310)	(355,912)	(424,741)
	140.00	(43,084)	(108,562)	(175,164)	(241,766)	(308,368)	(374,970)	(445,683)
	150.00	(61,723)	(127,620)	(194,222)	(260,824)	(327,426)	(394,028)	(466,626)
	160.00	(80,362)	(146,678)	(213,280)	(279,882)	(346,484)	(414,380)	(487,569)
	170.00	(99,134)	(165,736)	(232,338)	(298,940)	(365,542)	(435,323)	(508,512)
	180.00	(118,192)	(184,794)	(251,396)	(317,998)	(384,600)	(456,266)	(529,455)
	190.00	(137,250)	(203,852)	(270,454)	(337,056)	(404,019)	(477,208)	(550,397)
	200.00	(156,308)	(222,910)	(289,512)	(356,114)	(424,962)	(498,151)	(571,340)
	210.00	(175,366)	(241,968)	(308,570)	(375,172)	(445,905)	(519,094)	(592,283)
	220.00	(194,424)	(261,026)	(327,628)	(394,230)	(466,848)	(540,037)	(613,226)
	230.00	(213,482)	(280,083)	(346,685)	(414,602)	(487,791)	(560,980)	(634,169)
	240.00	(232,539)	(299,141)	(365,743)	(435,544)	(508,733)	(581,922)	(655,111)
	250.00	(251,597)	(318,199)	(384,801)	(456,487)	(529,676)	(602,865)	(676,054)

TABLE 4

Balance (RLV - BLV £ per acre (n))	55,018	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	355,018	330,018	305,018	280,018	255,018	230,018	205,018
	10.00	336,379	311,379	286,379	261,379	236,379	211,379	186,379
CIL £psm	20.00	317,739	292,739	267,739	242,739	217,739	192,739	167,739
0.00	30.00	299,100	274,100	249,100	224,100	199,100	174,100	149,100
(recommended CIL)	40.00	280,461	255,461	230,461	205,461	180,461	155,461	130,461
(100)	50.00	261,822	236,822	211,822	186,822	161,822	136,822	111,822
	60.00	243,183	218,183	193,183	168,183	143,183	118,183	93,183
	70.00	224,544	199,544	174,544	149,544	124,544	99,544	74,544
	80.00	205,883	180,883	155,883	130,883	105,883	80,883	55,883
	90.00	186,825	161,825	136,825	111,825	86,825	61,825	36,825
	100.00	167,767	142,767	117,767	92,767	67,767	42,767	17,767
	110.00	148,709	123,709	98,709	73,709	48,709	23,709	(1,291)
	120.00	129,651	104,651	79,651	54,651	29,651	4,651	(20,349)
	130.00	110,593	85,593	60,593	35,593	10,593	(14,407)	(39,407)
	140.00	91,535	66,535	41,535	16,535	(8,465)	(33,465)	(58,465)
	150.00	72,477	47,477	22,477	(2,523)	(27,523)	(52,523)	(77,523)
	160.00	53,419	28,419	3,419	(21,581)	(46,581)	(71,581)	(96,581)
	170.00	34,361	9,361	(15,639)	(40,639)	(65,639)	(90,639)	(115,639)
	180.00	15,303	(9,697)	(34,697)	(59,697)	(84,697)	(109,697)	(134,697)
	190.00	(3,755)	(28,755)	(53,755)	(78,755)	(103,755)	(128,755)	(153,755)
	200.00	(22,813)	(47,813)	(72,813)	(97,813)	(122,813)	(147,813)	(172,813)
	210.00	(41,871)	(66,871)	(91,871)	(116,871)	(141,871)	(166,871)	(191,871)
	220.00	(60,929)	(85,929)	(110,929)	(135,929)	(160,929)	(185,929)	(210,929)
	230.00	(79,986)	(104,986)	(129,986)	(154,986)	(179,986)	(204,986)	(229,986)
	240.00	(99,044)	(124,044)	(149,044)	(174,044)	(199,044)	(224,044)	(249,044)
	250.00	(119,893)	(144,893)	(169,893)	(194,893)	(219,893)	(244,893)	(269,893)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	55,018	Density (dph) (net) 30	35	50 40	45	50	55	60
	0.00	(148,398)	(97,544)	(46,690)	4,164	55,018	105,872	156,726
	10.00	(159,582)	(110,592)	(61,602)	(12,612)	36,379	85,369	134,359
CIL £psm	20.00	(170,765)	(123,639)	(76,513)	(29,387)	17,739	64,866	111,992
0.00	30.00	(181,949)	(136,686)	(91,424)	(46,162)	(900)	44,363	89,625
(recommended CIL)	40.00	(193,132)	(149,734)	(106,335)	(62,937)	(19,539)	23,860	67,258
(100)	50.00	(204,316)	(162,781)	(121,247)	(79,712)	(38,178)	3,357	44,891
	60.00	(215,499)	(175,829)	(136,158)	(96,487)	(56,817)	(17,146)	22,524
	70.00	(226,926)	(188,959)	(151,069)	(113,263)	(75,456)	(37,649)	157
	80.00	(238,360)	(202,300)	(166,239)	(130,178)	(94,117)	(58,152)	(22,210)
	90.00	(249,795)	(215,640)	(181,485)	(147,330)	(113,175)	(79,020)	(44,865)
	100.00	(261,230)	(228,981)	(196,732)	(164,482)	(132,233)	(99,984)	(67,735)
	110.00	(272,665)	(242,321)	(211,978)	(181,635)	(151,291)	(120,948)	(90,604)
	120.00	(284,099)	(255,662)	(227,224)	(198,787)	(170,349)	(141,911)	(113,474)
	130.00	(295,534)	(269,002)	(242,471)	(215,939)	(189,407)	(162,875)	(136,343)
	140.00	(306,969)	(282,343)	(257,717)	(233,091)	(208,465)	(183,839)	(159,213)
	150.00	(318,404)	(295,684)	(272,963)	(250,243)	(227,523)	(204,803)	(182,082)
	160.00	(329,839)	(309,024)	(288,210)	(267,395)	(246,581)	(225,766)	(204,952)
	170.00	(341,273)	(322,365)	(303,456)	(284,547)	(265,639)	(246,730)	(227,822)
	180.00	(352,708)	(335,705)	(318,702)	(301,700)	(284,697)	(267,694)	(250,691)
	190.00	(364,143)	(349,046)	(333,949)	(318,852)	(303,755)	(288,658)	(273,561)
	200.00	(375,578)	(362,386)	(349,195)	(336,004)	(322,813)	(309,621)	(296,430)
	210.00	(387,012)	(375,727)	(364,441)	(353,156)	(341,871)	(330,585)	(319,300)
	220.00	(398,447)	(389,067)	(379,688)	(370,308)	(360,929)	(351,549)	(342,169)
	230.00	(410,859)	(402,646)	(394,934)	(387,460)	(379,986)	(372,513)	(365,039)
	240.00	(423,425)	(417,306)	(411,187)	(405,069)	(399,044)	(393,476)	(387,908)
	250.00	(435,991)	(431,966)	(427,942)	(423,917)	(419,893)	(415,868)	(411,844)

TABLE 6

Balance (RLV - BLV £ per acre (n))	55,018	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	120%
	0.00	1,819,186	1,380,386	940,204	499,612	55,018	(175,949)	(928,818)
	10.00	1,801,391	1,362,483	922,301	481,602	36,379	(195,006)	(949,887)
CIL £psm	20.00	1,783,596	1,344,581	904,399	463,591	17,739	(214,064)	(970,957)
0.00	30.00	1,765,801	1,326,678	886,496	445,580	(900)	(233,122)	(992,026)
(recommended CIL)	40.00	1,748,006	1,308,776	868,594	427,569	(19,539)	(252,180)	(1,013,095)
(100)	50.00	1,730,211	1,290,873	850,691	409,558	(38,178)	(271,238)	(1,034,165)
	60.00	1,712,416	1,272,970	832,788	391,548	(56,817)	(290,296)	(1,055,234)
	70.00	1,694,621	1,255,068	814,886	373,537	(75,456)	(309,354)	(1,076,304)
	80.00	1,676,826	1,237,165	796,983	355,526	(94,117)	(328,412)	(1,097,373)
	90.00	1,659,031	1,219,263	779,081	337,515	(113,175)	(347,470)	(1,118,442)
	100.00	1,641,236	1,201,360	761,178	319,504	(132,233)	(366,528)	(1,139,512)
	110.00	1,623,441	1,183,458	743,275	301,494	(151,291)	(385,586)	(1,160,581)
	120.00	1,605,646	1,165,555	725,373	283,483	(170,349)	(405,103)	(1,181,651)
	130.00	1,587,834	1,147,652	707,470	265,472	(189,407)	(426,046)	(1,202,720)
	140.00	1,569,932	1,129,750	689,568	247,461	(208,465)	(446,989)	(1,223,789)
	150.00	1,552,029	1,111,847	671,665	229,450	(227,523)	(467,932)	(1,244,859)
	160.00	1,534,127	1,093,945	653,763	211,440	(246,581)	(488,874)	(1,265,928)
	170.00	1,516,224	1,076,042	635,860	193,429	(265,639)	(509,928)	(1,286,997)
	180.00	1,498,321	1,058,139	617,957	175,418	(284,697)	(530,997)	(1,308,067)
	190.00	1,480,419	1,040,237	600,055	157,407	(303,755)	(552,067)	(1,329,136)
	200.00	1,462,516	1,022,334	582,152	139,396	(322,813)	(573,136)	(1,350,206)
	210.00	1,444,614	1,004,432	564,229	121,386	(341,871)	(594,206)	(1,371,275)
	220.00	1,426,711	986,529	546,218	103,249	(360,929)	(615,275)	(1,392,344)
	230.00	1,408,809	968,627	528,207	84,610	(379,986)	(636,344)	(1,413,414)
	240.00	1,390,906	950,724	510,196	65,970	(399,044)	(657,414)	(1,434,483)
	250.00	1,373,003	932,821	492,185	47,331	(419,893)	(678,483)	(1,455,553)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	55,018	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	(489,108)	(211,353)	55,018	311,650	566,530	820,737	1,074,370
	10.00	(510,178)	(230,411)	36,379	293,639	548,519	802,835	1,056,467
CIL £psm	20.00	(531,247)	(249,469)	17,739	275,628	530,509	784,932	1,038,565
0.00	30.00	(552,317)	(268,526)	(900)	257,617	512,498	767,029	1,020,662
(recommended CIL)	40.00	(573,386)	(287,584)	(19,539)	239,607	494,487	749,127	1,002,759
(100)	50.00	(594,455)	(306,642)	(38,178)	221,596	476,476	731,224	984,857
	60.00	(615,525)	(325,700)	(56,817)	203,585	458,465	713,322	966,954
	70.00	(636,594)	(344,758)	(75,456)	185,574	440,455	695,335	949,052
	80.00	(657,664)	(363,816)	(94,117)	167,563	422,444	677,324	931,149
	90.00	(678,733)	(382,874)	(113,175)	149,553	404,433	659,313	913,246
	100.00	(699,802)	(402,123)	(132,233)	131,542	386,422	641,302	895,344
	110.00	(720,872)	(423,066)	(151,291)	113,531	368,411	623,292	877,441
	120.00	(741,941)	(444,009)	(170,349)	95,120	350,401	605,281	859,539
	130.00	(763,010)	(464,952)	(189,407)	76,481	332,390	587,270	841,636
	140.00	(784,080)	(485,894)	(208,465)	57,842	314,379	569,259	823,734
	150.00	(805,149)	(506,958)	(227,523)	39,203	296,368	551,248	805,831
	160.00	(826,219)	(528,027)	(246,581)	20,564	278,357	533,238	787,928
	170.00	(847,288)	(549,096)	(265,639)	1,925	260,346	515,227	770,026
	180.00	(868,357)	(570,166)	(284,697)	(16,714)	242,336	497,216	752,096
	190.00	(889,427)	(591,235)	(303,755)	(35,354)	224,325	479,205	734,085
	200.00	(910,496)	(612,305)	(322,813)	(53,993)	206,314	461,194	716,075
	210.00	(931,566)	(633,374)	(341,871)	(72,632)	188,303	443,184	698,064
	220.00	(952,635)	(654,443)	(360,929)	(91,271)	170,292	425,173	680,053
	230.00	(973,704)	(675,513)	(379,986)	(110,288)	152,282	407,162	662,042
	240.00	(994,774)	(696,582)	(399,044)	(129,345)	134,271	389,151	644,031
	250.00	(1,015,843)	(717,652)	(419,893)	(148,403)	116,260	371,140	626,021

TABLE 8

Balance (RLV - BLV £ per acre (n))	55,018	Grant (£ per unit) 0	- 1,000	20,000	30,000	40,000	50,000	100,000
	0.00	55,018	73,747	418,730	599,519	779,412	959,305	1,857,158
	10.00	36,379	55,108	400,720	581,616	761,509	941,402	1,839,363
CIL £psm	20.00	17,739	36,469	382,709	563,689	743,607	923,500	1,821,568
0.00	30.00	(900)	17,830	364,698	545,678	725,704	905,597	1,803,773
(recommended CIL)	40.00	(19,539)	(809)	346,687	527,668	707,801	887,694	1,785,978
(100)	50.00	(38,178)	(19,448)	328,676	509,657	689,899	869,792	1,768,183
	60.00	(56,817)	(38,088)	310,666	491,646	671,996	851,889	1,750,388
	70.00	(75,456)	(56,727)	292,655	473,635	654,094	833,987	1,732,593
	80.00	(94,117)	(75,366)	274,644	455,624	636,191	816,084	1,714,798
	90.00	(113,175)	(94,025)	256,633	437,614	618,289	798,182	1,697,003
	100.00	(132,233)	(113,083)	238,622	419,603	600,386	780,279	1,679,208
	110.00	(151,291)	(132,141)	220,612	401,592	582,483	762,376	1,661,413
	120.00	(170,349)	(151,199)	202,601	383,581	564,562	744,474	1,643,618
	130.00	(189,407)	(170,257)	184,590	365,570	546,551	726,571	1,625,823
	140.00	(208,465)	(189,315)	166,579	347,560	528,540	708,669	1,608,028
	150.00	(227,523)	(208,373)	148,568	329,549	510,529	690,766	1,590,231
	160.00	(246,581)	(227,431)	130,558	311,538	492,518	672,863	1,572,328
	170.00	(265,639)	(246,489)	112,547	293,527	474,508	654,961	1,554,426
	180.00	(284,697)	(265,546)	94,101	275,516	456,497	637,058	1,536,523
	190.00	(303,755)	(284,604)	75,462	257,506	438,486	619,156	1,518,621
	200.00	(322,813)	(303,662)	56,823	239,495	420,475	601,253	1,500,718
	210.00	(341,871)	(322,720)	38,184	221,484	402,464	583,351	1,482,816
	220.00	(360,929)	(341,778)	19,545	203,473	384,454	565,434	1,464,913
	230.00	(379,986)	(360,836)	906	185,462	366,443	547,423	1,447,010
	240.00	(399,044)	(379,894)	(17,733)	167,452	348,432	529,412	1,429,108
	250.00	(419,893)	(398,952)	(36,372)	149,441	330,421	511,402	1,411,205

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**Q**	
Scheme Typology:	Houses	
No Units:	9	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	3,255,300	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	23.14%	
Developers Profit Total (£)	569,678	
Land Value KPI's		
RLV (£/acre (net))	455,018	
RLV (£/ha (net))	1,124,349	
RLV (% of GDV)	6.22%	
RLV Total (£)	202,383	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	177,912	
Surplus/Deficit (£/acre) [RLV-BLV]	55,018	
Surplus/Deficit (£/ha)	135,949	
Surplus/Deficit Total (£)	24,471	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	75,436	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	16,802	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	10,249	Put into summary table for ease of checking. Don't print this row in the summary table

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	R				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	13	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			13	Units	Carry on from here	
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	100%			
AH tenure split %		Affordable Rent:		35.0%		
		Social Rent:		35.0%	70.0%	% Rented
		First Homes:				
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	5.5	50%	0.0	42%	5.5
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	5.2	43%	0.0	40%	5.2
4 bed House (with garage)	18.0%	2.3	7%	0.0	18%	2.3
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	13.0	100.0%	0.0	100%	13.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	410	4,408	0	0	410	4,408
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	551	5,933	0	0	551	5,933
4 bed House (with garage)	325	3,501	0	0	325	3,501
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	1,286	13,842	0	0	1,286	13,842
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	1,774,500
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	1,898,000
4 bed House (with garage)	440,000	3,826	355	3,165	294	1,029,600
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	0
2 bed Flat	255,000	3,923	364	3,335	310	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						4,702,100

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**	No Units:	**13**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	5.5	@	325,000		1,774,500
3 bed House	0.0	@	0		-
3 bed House (with garage)	5.2	@	365,000		1,898,000
4 bed House (with garage)	2.3	@	440,000		1,029,600
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	200,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	13.0				4,702,100
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**13**				**4,702,100**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	13	units @	0	per unit	-
Total GDV					**4,702,100**

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**	No Units:	**13**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	8,255	£		(8,255)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	33,020	£		(33,020)
Building Safety Levy				1,286	sqm	15.11	£ psm			(19,431)
CIL (Mrkt only inc. garages)	Max			1,286	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				13	units @	0	per unit			-
	Sub-total								-	
S106 analysis:		-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				1,286	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.24	ha @	123,500	£ per ha (if brownfield)			(29,191)
Strategic Site Infra. costs	Year 1			0						-
	Year 2			0						-
	Year 3			0						-
	Year 4			0						-
	Year 5			0						-
	Year 6			0						-
	Year 7			0						-
	Year 8			0						-
	Year 9			0						-
	Year 10			0						-
	Year 11			0						-
	Year 12			0						-
	Year 13			0						-
	Year 14			0						-
	Year 15			0						-
	Years 1-15			13	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				410	sqm @	2,107	psm			(862,817)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				468	sqm @	2,107	psm			(986,076)
4 bed House (EXC. garage)				269	sqm @	2,107	psm			(566,994)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				-	sqm @	2,522	psm			-
2 bed Flat				-	sqm @	2,522	psm			-
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House		5.2	16.0	83	sqm @	600	psm			(49,920)
Garages for 4B House		2.3	24.0	56	sqm @	600	psm			(33,696)
Garages for 5B House		-	-	0	sqm @	600	psm			-
Total GIA check:				1,286	£ per garage	£0				
External works				2,499,502	@	10.0%				(249,950)
Ext. Works analysis:						19,227	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				13	units @	400	£ per unit			(5,200)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		13	units @	100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units		13	units @	10%	@	0	£ per unit		-
Part L/FHS			13	units @			4,350	£ per unit		(56,550)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing			1,286	sqm			0	£ psm		-
Net Zero for Flats			-	sqm			0	£ psm		-
Water Efficiency			-	units @			0	£ per unit		-
Urban Greening Factor	0.0		flats @	6	per storey = GIA	0	0	£ per unit		-
	Sub-total						0		(61,750)	
Policy Costs analysis:	(design costs only)					4,750	£ per unit (total units)			
						2.5%	% of BCIS costs			
Contingency (on construction)				2,840,393	@	5.0%				(142,020)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**		No Units:	**13**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		2,840,393	@	10.0%			(284,039)
Disposal Costs -							
OMS Marketing and Promotion		4,702,100	OMS @	1.00%	3,617	£ per unit	(47,021)
Residential Sales Agent Costs		4,702,100	OMS @	1.00%	3,617	£ per unit	(47,021)
Residential Sales Legal Costs		4,702,100	OMS @	0.50%	1,809	£ per unit	(23,511)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	13	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,043	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(108,741)
Developers Profit -							
Profit on OMS		4,702,100		17.50%			(822,868)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		4,702,100		17.50%	blended GDV	(822,868)	
		3,553,451		23.16%	on costs	(822,868)	
TOTAL COSTS							**(4,376,319)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							325,781
SDLT		325,781	@	HMRC formula			(5,789)
Acquisition Agent fees		325,781	@	1.0%			(3,258)
Acquisition Legal fees		325,781	@	0.5%			(1,629)
Interest on Land		325,781	@	7.50%			(24,434)
Residual Land Value							**290,672**
RLV analysis:	22,359 £ per plot	1,229,766	£ per ha (net)	497,679	£ per acre (net)		
		1,229,766	£ per ha (gross)	497,679	£ per acre (gross)		
				6.18%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		55.0	dph (net)				
Site Area (net)		0.24	ha (net)	0.58	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.24	ha (gross)	0.58	acres (gross)		
Density analysis:		5,441	sqm/ha (net)	23,700	sqft/ac (net)		
		55	dph (gross)				
Benchmark Land Value (net)	17,971 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**233,622**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**241,366**	£ per ha (net)	**97,679**	£ per acre (net)	**57,050**

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses | No Units: 13
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	97,679	0%	5%	10%	15%	20%	25%	30%
	0.00	97,679	38,993	(19,895)	(80,629)	(141,362)	(202,900)	(264,999)
	10.00	77,867	20,172	(38,348)	(98,056)	(157,765)	(218,623)	(279,673)
Max CIL £ psm	20.00	58,056	1,350	(56,801)	(115,484)	(174,344)	(234,346)	(294,348)
0.00	30.00	38,244	(17,595)	(75,253)	(132,911)	(191,115)	(250,069)	(309,023)
(recommended CIL)	40.00	18,432	(37,073)	(93,706)	(150,339)	(207,886)	(265,792)	(323,697)
(100)	50.00	(1,380)	(56,551)	(112,159)	(167,800)	(224,657)	(281,514)	(338,372)
	60.00	(21,446)	(76,029)	(130,611)	(185,619)	(241,428)	(297,237)	(353,046)
	70.00	(41,949)	(95,507)	(149,064)	(203,438)	(258,199)	(312,960)	(367,721)
	80.00	(62,452)	(114,984)	(167,544)	(221,257)	(274,970)	(328,683)	(382,396)
	90.00	(82,955)	(134,462)	(186,412)	(239,076)	(291,741)	(344,406)	(397,070)
	100.00	(103,458)	(153,940)	(205,279)	(256,896)	(308,512)	(360,128)	(412,906)
	110.00	(123,961)	(173,578)	(224,146)	(274,715)	(325,283)	(375,851)	(429,032)
	120.00	(144,464)	(193,494)	(243,014)	(292,534)	(342,054)	(391,574)	(445,158)
	130.00	(164,967)	(213,409)	(261,881)	(310,353)	(358,825)	(408,019)	(461,284)
	140.00	(185,901)	(233,325)	(280,749)	(328,172)	(375,596)	(425,296)	(477,410)
	150.00	(206,865)	(253,240)	(299,616)	(345,991)	(392,367)	(442,574)	(493,536)
	160.00	(227,829)	(273,156)	(318,483)	(363,811)	(410,042)	(459,852)	(509,662)
	170.00	(248,792)	(293,072)	(337,351)	(381,630)	(428,471)	(477,130)	(525,788)
	180.00	(269,756)	(312,987)	(356,218)	(399,449)	(446,901)	(494,408)	(541,914)
	190.00	(290,720)	(332,903)	(375,085)	(418,976)	(465,331)	(511,685)	(558,095)
	200.00	(311,684)	(352,818)	(393,953)	(438,558)	(483,760)	(528,963)	(574,318)
	210.00	(332,647)	(372,734)	(414,088)	(458,139)	(502,190)	(546,273)	(590,541)
	220.00	(353,611)	(392,649)	(434,821)	(477,721)	(520,620)	(563,655)	(606,765)
	230.00	(374,575)	(413,808)	(455,555)	(497,302)	(539,087)	(581,037)	(622,988)
	240.00	(395,539)	(435,693)	(476,288)	(516,884)	(557,628)	(598,420)	(639,212)
	250.00	(418,134)	(457,578)	(497,022)	(536,535)	(576,169)	(615,802)	(655,435)

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV £ per acre (n))	97,679	0%	25%	50%	75%	100%	125%	150%
	0.00	97,679	97,679	97,679	97,679	97,679	97,679	97,679
	10.00	77,867	77,867	77,867	77,867	77,867	77,867	77,867
CIL £psm	20.00	58,056	58,056	58,056	58,056	58,056	58,056	58,056
0.00	30.00	38,244	38,244	38,244	38,244	38,244	38,244	38,244
(recommended CIL)	40.00	18,432	18,432	18,432	18,432	18,432	18,432	18,432
(100)	50.00	(1,380)	(1,380)	(1,380)	(1,380)	(1,380)	(1,380)	(1,380)
	60.00	(21,446)	(21,446)	(21,446)	(21,446)	(21,446)	(21,446)	(21,446)
	70.00	(41,949)	(41,949)	(41,949)	(41,949)	(41,949)	(41,949)	(41,949)
	80.00	(62,452)	(62,452)	(62,452)	(62,452)	(62,452)	(62,452)	(62,452)
	90.00	(82,955)	(82,955)	(82,955)	(82,955)	(82,955)	(82,955)	(82,955)
	100.00	(103,458)	(103,458)	(103,458)	(103,458)	(103,458)	(103,458)	(103,458)
	110.00	(123,961)	(123,961)	(123,961)	(123,961)	(123,961)	(123,961)	(123,961)
	120.00	(144,464)	(144,464)	(144,464)	(144,464)	(144,464)	(144,464)	(144,464)
	130.00	(164,967)	(164,967)	(164,967)	(164,967)	(164,967)	(164,967)	(164,967)
	140.00	(185,901)	(185,901)	(185,901)	(185,901)	(185,901)	(185,901)	(185,901)
	150.00	(206,865)	(206,865)	(206,865)	(206,865)	(206,865)	(206,865)	(206,865)
	160.00	(227,829)	(227,829)	(227,829)	(227,829)	(227,829)	(227,829)	(227,829)
	170.00	(248,792)	(248,792)	(248,792)	(248,792)	(248,792)	(248,792)	(248,792)
	180.00	(269,756)	(269,756)	(269,756)	(269,756)	(269,756)	(269,756)	(269,756)
	190.00	(290,720)	(290,720)	(290,720)	(290,720)	(290,720)	(290,720)	(290,720)
	200.00	(311,684)	(311,684)	(311,684)	(311,684)	(311,684)	(311,684)	(311,684)
	210.00	(332,647)	(332,647)	(332,647)	(332,647)	(332,647)	(332,647)	(332,647)
	220.00	(353,611)	(353,611)	(353,611)	(353,611)	(353,611)	(353,611)	(353,611)
	230.00	(374,575)	(374,575)	(374,575)	(374,575)	(374,575)	(374,575)	(374,575)
	240.00	(395,539)	(395,539)	(395,539)	(395,539)	(395,539)	(395,539)	(395,539)
	250.00	(418,134)	(418,134)	(418,134)	(418,134)	(418,134)	(418,134)	(418,134)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses | No Units: 13
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	97,679	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	270,771	201,534	132,298	63,061	(6,176)	(77,558)	(149,210)
	10.00	250,959	181,723	112,486	43,249	(26,409)	(98,061)	(169,790)
CIL £psm	20.00	231,147	161,911	92,674	23,437	(46,912)	(118,564)	(190,754)
0.00	30.00	211,336	142,099	72,862	3,625	(67,415)	(139,067)	(211,718)
(recommended CIL)	40.00	191,524	122,287	53,050	(16,266)	(87,918)	(159,570)	(232,681)
(100)	50.00	171,712	102,475	33,238	(36,769)	(108,421)	(180,383)	(253,645)
	60.00	151,900	82,663	13,426	(57,272)	(128,924)	(201,347)	(274,609)
	70.00	132,088	62,851	(6,386)	(77,775)	(149,427)	(222,310)	(295,573)
	80.00	112,276	43,039	(26,626)	(98,278)	(170,012)	(243,274)	(316,536)
	90.00	92,464	23,227	(47,129)	(118,781)	(190,976)	(264,238)	(337,500)
	100.00	72,652	3,416	(67,632)	(139,284)	(211,940)	(285,202)	(358,464)
	110.00	52,841	(16,483)	(88,135)	(159,787)	(232,903)	(306,165)	(379,428)
	120.00	33,029	(36,986)	(108,638)	(180,605)	(253,867)	(327,129)	(400,430)
	130.00	13,217	(57,489)	(129,141)	(201,569)	(274,831)	(348,093)	(423,467)
	140.00	(6,595)	(77,992)	(149,644)	(222,532)	(295,794)	(369,057)	(446,504)
	150.00	(26,843)	(98,495)	(170,234)	(243,496)	(316,758)	(390,020)	(469,541)
	160.00	(47,346)	(118,998)	(191,198)	(264,460)	(337,722)	(412,070)	(492,578)
	170.00	(67,849)	(139,501)	(212,161)	(285,424)	(358,686)	(435,108)	(515,615)
	180.00	(88,352)	(160,004)	(233,125)	(306,387)	(379,649)	(458,145)	(538,653)
	190.00	(108,855)	(180,827)	(254,089)	(327,351)	(400,674)	(481,182)	(561,690)
	200.00	(129,358)	(201,790)	(275,053)	(348,315)	(423,711)	(504,219)	(584,727)
	210.00	(149,861)	(222,754)	(296,016)	(369,278)	(446,748)	(527,256)	(607,764)
	220.00	(170,456)	(243,718)	(316,980)	(390,242)	(469,785)	(550,293)	(630,801)
	230.00	(191,419)	(264,682)	(337,944)	(412,314)	(492,822)	(573,330)	(653,838)
	240.00	(212,383)	(285,645)	(358,908)	(435,351)	(515,859)	(596,367)	(676,875)
	250.00	(233,347)	(306,609)	(379,871)	(458,388)	(538,896)	(619,404)	(699,912)

TABLE 4

Balance (RLV - BLV £ per acre (n))	97,679	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	397,679	372,679	347,679	322,679	297,679	272,679	247,679
	10.00	377,867	352,867	327,867	302,867	277,867	252,867	227,867
CIL £psm	20.00	358,056	333,056	308,056	283,056	258,056	233,056	208,056
0.00	30.00	338,244	313,244	288,244	263,244	238,244	213,244	188,244
(recommended CIL)	40.00	318,432	293,432	268,432	243,432	218,432	193,432	168,432
(100)	50.00	298,620	273,620	248,620	223,620	198,620	173,620	148,620
	60.00	278,554	253,554	228,554	203,554	178,554	153,554	128,554
	70.00	258,051	233,051	208,051	183,051	158,051	133,051	108,051
	80.00	237,548	212,548	187,548	162,548	137,548	112,548	87,548
	90.00	217,045	192,045	167,045	142,045	117,045	92,045	67,045
	100.00	196,542	171,542	146,542	121,542	96,542	71,542	46,542
	110.00	176,039	151,039	126,039	101,039	76,039	51,039	26,039
	120.00	155,536	130,536	105,536	80,536	55,536	30,536	5,536
	130.00	135,033	110,033	85,033	60,033	35,033	10,033	(14,967)
	140.00	114,099	89,099	64,099	39,099	14,099	(10,901)	(35,901)
	150.00	93,135	68,135	43,135	18,135	(6,865)	(31,865)	(56,865)
	160.00	72,171	47,171	22,171	(2,829)	(27,829)	(52,829)	(77,829)
	170.00	51,208	26,208	1,208	(23,792)	(48,792)	(73,792)	(98,792)
	180.00	30,244	5,244	(19,756)	(44,756)	(69,756)	(94,756)	(119,756)
	190.00	9,280	(15,720)	(40,720)	(65,720)	(90,720)	(115,720)	(140,720)
	200.00	(11,684)	(36,684)	(61,684)	(86,684)	(111,684)	(136,684)	(161,684)
	210.00	(32,647)	(57,647)	(82,647)	(107,647)	(132,647)	(157,647)	(182,647)
	220.00	(53,611)	(78,611)	(103,611)	(128,611)	(153,611)	(178,611)	(203,611)
	230.00	(74,575)	(99,575)	(124,575)	(149,575)	(174,575)	(199,575)	(224,575)
	240.00	(95,539)	(120,539)	(145,539)	(170,539)	(195,539)	(220,539)	(245,539)
	250.00	(118,134)	(143,134)	(168,134)	(193,134)	(218,134)	(243,134)	(268,134)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses — No Units: 13
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	97,679	Density (dph) (net) 30	35	55 40	45	50	55	60
	0.00	(152,047)	(102,102)	(52,156)	(2,211)	47,734	97,679	147,625
	10.00	(162,853)	(114,709)	(66,565)	(18,421)	29,723	77,867	126,012
CIL £psm	20.00	(173,660)	(127,317)	(80,974)	(34,631)	11,712	58,056	104,399
0.00	30.00	(184,466)	(139,924)	(95,382)	(50,840)	(6,298)	38,244	82,786
(recommended CIL)	40.00	(195,478)	(152,532)	(109,791)	(67,050)	(24,309)	18,432	61,173
(100)	50.00	(206,661)	(165,517)	(124,374)	(83,260)	(42,320)	(1,380)	39,560
	60.00	(217,844)	(178,565)	(139,285)	(100,005)	(60,726)	(21,446)	17,833
	70.00	(229,028)	(191,612)	(154,196)	(116,781)	(79,365)	(41,949)	(4,533)
	80.00	(240,211)	(204,660)	(169,108)	(133,556)	(98,004)	(62,452)	(26,900)
	90.00	(251,395)	(217,707)	(184,019)	(150,331)	(116,643)	(82,955)	(49,267)
	100.00	(262,578)	(230,754)	(198,930)	(167,106)	(135,282)	(103,458)	(71,634)
	110.00	(273,790)	(243,802)	(213,842)	(183,881)	(153,921)	(123,961)	(94,001)
	120.00	(285,224)	(256,974)	(228,753)	(200,657)	(172,560)	(144,464)	(116,368)
	130.00	(296,659)	(270,315)	(243,970)	(217,626)	(191,282)	(164,967)	(138,735)
	140.00	(308,094)	(283,655)	(259,217)	(234,778)	(210,340)	(185,901)	(161,463)
	150.00	(319,529)	(296,996)	(274,463)	(251,930)	(229,398)	(206,865)	(184,332)
	160.00	(330,963)	(310,336)	(289,710)	(269,083)	(248,456)	(227,829)	(207,202)
	170.00	(342,398)	(323,677)	(304,956)	(286,235)	(267,514)	(248,792)	(230,071)
	180.00	(353,833)	(337,018)	(320,202)	(303,387)	(286,572)	(269,756)	(252,941)
	190.00	(365,268)	(350,358)	(335,449)	(320,539)	(305,629)	(290,720)	(275,810)
	200.00	(376,702)	(363,699)	(350,695)	(337,691)	(324,687)	(311,684)	(298,680)
	210.00	(388,137)	(377,039)	(365,941)	(354,843)	(343,745)	(332,647)	(321,549)
	220.00	(399,572)	(390,380)	(381,188)	(371,995)	(362,803)	(353,611)	(344,419)
	230.00	(412,095)	(404,088)	(396,434)	(389,148)	(381,861)	(374,575)	(367,288)
	240.00	(424,661)	(418,748)	(412,836)	(406,923)	(401,010)	(395,539)	(390,158)
	250.00	(437,227)	(433,408)	(429,590)	(425,771)	(421,953)	(418,134)	(414,316)

TABLE 6

Balance (RLV - BLV £ per acre (n))	97,679	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	120%
	0.00	2,036,299	1,553,638	1,069,438	584,806	97,679	(150,488)	(977,929)
	10.00	2,016,724	1,533,945	1,049,745	564,995	77,867	(171,097)	(1,001,106)
CIL £psm	20.00	1,997,150	1,514,252	1,030,052	545,183	58,056	(192,061)	(1,024,282)
0.00	30.00	1,977,575	1,494,559	1,010,359	525,371	38,244	(213,024)	(1,047,458)
(recommended CIL)	40.00	1,958,001	1,474,867	990,666	505,559	18,432	(233,988)	(1,070,635)
(100)	50.00	1,938,426	1,455,174	970,973	485,747	(1,380)	(254,952)	(1,093,811)
	60.00	1,918,852	1,435,481	951,281	465,935	(21,446)	(275,916)	(1,116,987)
	70.00	1,899,277	1,415,788	931,588	446,123	(41,949)	(296,879)	(1,140,164)
	80.00	1,879,703	1,396,095	911,895	426,311	(62,452)	(317,843)	(1,163,340)
	90.00	1,860,128	1,376,402	892,202	406,500	(82,955)	(338,807)	(1,186,516)
	100.00	1,840,554	1,356,710	872,509	386,688	(103,458)	(359,771)	(1,209,693)
	110.00	1,820,979	1,337,017	852,816	366,876	(123,961)	(380,734)	(1,232,869)
	120.00	1,801,405	1,317,324	833,124	347,064	(144,464)	(401,866)	(1,256,045)
	130.00	1,781,830	1,297,631	813,431	327,252	(164,967)	(424,903)	(1,279,222)
	140.00	1,762,138	1,277,938	793,738	307,440	(185,901)	(447,940)	(1,302,398)
	150.00	1,742,446	1,258,245	774,045	287,628	(206,865)	(470,977)	(1,325,574)
	160.00	1,722,753	1,238,552	754,352	267,816	(227,829)	(494,014)	(1,348,751)
	170.00	1,703,060	1,218,860	734,659	248,004	(248,792)	(517,151)	(1,371,927)
	180.00	1,683,367	1,199,167	714,967	228,193	(269,756)	(540,327)	(1,395,103)
	190.00	1,663,674	1,179,474	695,274	208,381	(290,720)	(563,503)	(1,418,280)
	200.00	1,643,981	1,159,781	675,581	188,569	(311,684)	(586,680)	(1,441,456)
	210.00	1,624,288	1,140,088	655,884	168,757	(332,647)	(609,856)	(1,464,632)
	220.00	1,604,596	1,120,395	636,072	148,945	(353,611)	(633,032)	(1,487,809)
	230.00	1,584,903	1,100,703	616,260	129,133	(374,575)	(656,209)	(1,510,985)
	240.00	1,565,210	1,081,010	596,448	109,321	(395,539)	(679,385)	(1,534,161)
	250.00	1,545,517	1,061,317	576,637	89,509	(418,134)	(702,561)	(1,557,338)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses | No Units: 13
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	97,679	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	(494,249)	(189,078)	97,679	378,048	658,416	938,024	1,217,020
	10.00	(517,425)	(210,041)	77,867	358,236	638,604	918,332	1,197,327
CIL £psm	20.00	(540,602)	(231,005)	58,056	338,424	618,792	898,639	1,177,634
0.00	30.00	(563,778)	(251,969)	38,244	318,612	598,980	878,946	1,157,942
(recommended CIL)	40.00	(586,954)	(272,933)	18,432	298,800	579,168	859,253	1,138,249
(100)	50.00	(610,131)	(293,896)	(1,380)	278,988	559,357	839,560	1,118,556
	60.00	(633,307)	(314,860)	(21,446)	259,176	539,545	819,867	1,098,863
	70.00	(656,483)	(335,824)	(41,949)	239,364	519,733	800,101	1,079,170
	80.00	(679,660)	(356,788)	(62,452)	219,553	499,921	780,289	1,059,477
	90.00	(702,836)	(377,751)	(82,955)	199,741	480,109	760,477	1,039,784
	100.00	(726,012)	(398,715)	(103,458)	179,929	460,297	740,665	1,020,092
	110.00	(749,189)	(421,625)	(123,961)	160,117	440,485	720,854	1,000,399
	120.00	(772,365)	(444,662)	(144,464)	140,305	420,673	701,042	980,706
	130.00	(795,541)	(467,699)	(164,967)	120,493	400,861	681,230	961,013
	140.00	(818,718)	(490,736)	(185,901)	100,681	381,050	661,418	941,320
	150.00	(841,894)	(513,883)	(206,865)	80,869	361,238	641,606	921,627
	160.00	(865,070)	(537,060)	(227,829)	61,057	341,426	621,794	901,935
	170.00	(888,247)	(560,236)	(248,792)	41,246	321,614	601,982	882,242
	180.00	(911,423)	(583,412)	(269,756)	21,434	301,802	582,170	862,539
	190.00	(934,599)	(606,589)	(290,720)	1,622	281,990	562,358	842,727
	200.00	(957,776)	(629,765)	(311,684)	(18,340)	262,178	542,547	822,915
	210.00	(980,952)	(652,941)	(332,647)	(38,843)	242,366	522,735	803,103
	220.00	(1,004,128)	(676,118)	(353,611)	(59,346)	222,554	502,923	783,291
	230.00	(1,027,305)	(699,294)	(374,575)	(79,849)	202,743	483,111	763,479
	240.00	(1,050,481)	(722,470)	(395,539)	(100,352)	182,931	463,299	743,667
	250.00	(1,073,657)	(745,647)	(418,134)	(120,855)	163,119	443,487	723,855

TABLE 8

Balance (RLV - BLV £ per acre (n))	97,679	Grant (£ per unit) 0	- 1,000	20,000	30,000	40,000	50,000	100,000
	0.00	97,679	117,587	495,836	694,684	892,566	1,090,449	2,078,068
	10.00	77,867	97,775	476,024	674,991	872,874	1,070,756	2,058,494
CIL £psm	20.00	58,056	77,963	456,212	655,291	853,181	1,051,063	2,038,919
0.00	30.00	38,244	58,151	436,401	635,479	833,488	1,031,370	2,019,345
(recommended CIL)	40.00	18,432	38,340	416,589	615,667	813,795	1,011,677	1,999,770
(100)	50.00	(1,380)	18,528	396,777	595,855	794,102	991,984	1,980,196
	60.00	(21,446)	(1,284)	376,965	576,043	774,409	972,292	1,960,621
	70.00	(41,949)	(21,347)	357,153	556,232	754,716	952,599	1,941,047
	80.00	(62,452)	(41,850)	337,341	536,420	735,024	932,906	1,921,472
	90.00	(82,955)	(62,353)	317,529	516,608	715,331	913,213	1,901,898
	100.00	(103,458)	(82,856)	297,717	496,796	695,638	893,520	1,882,323
	110.00	(123,961)	(103,359)	277,906	476,984	675,945	873,827	1,862,749
	120.00	(144,464)	(123,862)	258,094	457,172	656,251	854,135	1,843,174
	130.00	(164,967)	(144,365)	238,282	437,360	636,439	834,442	1,823,599
	140.00	(185,901)	(164,868)	218,470	417,548	616,627	814,749	1,804,025
	150.00	(206,865)	(185,800)	198,658	397,736	596,815	795,056	1,784,450
	160.00	(227,829)	(206,763)	178,846	377,925	577,003	775,363	1,764,775
	170.00	(248,792)	(227,727)	159,034	358,113	557,191	755,670	1,745,082
	180.00	(269,756)	(248,691)	139,222	338,301	537,379	735,977	1,725,389
	190.00	(290,720)	(269,655)	119,410	318,489	517,567	716,285	1,705,696
	200.00	(311,684)	(290,618)	99,599	298,677	497,756	696,592	1,686,003
	210.00	(332,647)	(311,582)	79,787	278,865	477,944	676,899	1,666,310
	220.00	(353,611)	(332,546)	59,975	259,053	458,132	657,206	1,646,618
	230.00	(374,575)	(353,510)	40,163	239,241	438,320	637,398	1,626,925
	240.00	(395,539)	(374,473)	20,351	219,429	418,508	617,586	1,607,232
	250.00	(418,134)	(395,437)	539	199,618	398,696	597,775	1,587,539

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: **Houses** No Units: **13**
Site Typology: Location / Value Zone: **Mid** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**R**	
Scheme Typology:	Houses	
No Units:	13	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	4,702,100	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	23.16%	
Developers Profit Total (£)	822,868	
Land Value KPI's		
RLV (£/acre (net))	497,679	
RLV (£/ha (net))	1,229,766	
RLV (% of GDV)	6.18%	
RLV Total (£)	290,672	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	233,622	
Surplus/Deficit (£/acre) [RLV-BLV]	97,679	
Surplus/Deficit (£/ha)	241,366	
Surplus/Deficit Total (£)	57,050	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	108,741	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	24,434	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	10,244	Put into summary table for ease of checking. Don't print this row in the summary table

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	**S**				(see Typologies Matrix)
Scheme Typology:	**Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	17.5	46.0%	0.0	35%	17.5
2 bed Flat	65.0%	32.5	54.0%	0.0	65%	32.5
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	50.0	100.0%	0.0	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,029	11,080	0	0	1,029	11,080
2 bed Flat	2,485	26,751	0	0	2,485	26,751
3 bed Flat	0	0	0	0	0	0
	3,515	37,832	0	0	3,515	37,832
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	0
4 bed House (with garage)	440,000	3,826	355	3,165	294	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	3,500,000
2 bed Flat	255,000	3,923	364	3,335	310	8,287,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						11,787,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	325,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	365,000		-
4 bed House (with garage)	0.0	@	440,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	17.5	@	200,000		3,500,000
2 bed Flat	32.5	@	255,000		8,287,500
3 bed Flat	0.0	@	0		-
	50.0				11,787,500
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**50**				**11,787,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**11,787,500**

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	127,000	£		(127,000)
Building Safety Levy				3,515	sqm	15.11	£ psm			(53,107)
CIL (Mrkt only inc. garages)	Max			3,515	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				50	units @	0	per unit			-
	Sub-total								-	
S106 analysis:		-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				3,515	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				3.17	ha @	123,500	£ per ha (if brownfield)			(391,070)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			50	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	2,107	psm			-
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				-	sqm @	2,107	psm			-
4 bed House (EXC. garage)				-	sqm @	2,107	psm			-
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				1,029	sqm @	2,522	psm			(2,596,176)
2 bed Flat				2,485	sqm @	2,522	psm			(6,267,912)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House		-	16.0	0	sqm @	600	psm			-
Garages for 4B House		-	24.0	0	sqm @	600	psm			-
Garages for 5B House		-	-	0	sqm @	600	psm			-
Total GIA check:				3,515	£ per garage	£0				
External works				8,864,088	@	10.0%				(886,409)
Ext. Works analysis:						17,728	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				50	units @	400	£ per unit			(20,000)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		50	units @	100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units		50	units @	10%	@	0	£ per unit		-
Part L/FHS			50	units @			4,350	£ per unit		(217,500)
Part L/FHS analysis:						2.5%	% of BCIS costs			
Net Zero for Housing			-	sqm			0	£ psm		-
Net Zero for Flats			3,515	sqm			0	£ psm		-
Water Efficiency			-	units @			0	£ per unit		-
Urban Greening Factor	50.0		flats @	6	per storey = GIA	422	0	£ / psm		-
	Sub-total						0		(237,500)	
Policy Costs analysis:	(design costs only)					4,750	£ per unit (total units)			
						2.7%	% of BCIS costs			
Contingency (on construction)				10,379,067	@	5.0%				(518,953)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		10,379,067	@	10.0%			(1,037,907)
Disposal Costs -							
OMS Marketing and Promotion		11,787,500	OMS @	1.00%	2,358	£ per unit	(117,875)
Residential Sales Agent Costs		11,787,500	OMS @	1.00%	2,358	£ per unit	(117,875)
Residential Sales Legal Costs		11,787,500	OMS @	0.50%	1,179	£ per unit	(58,938)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	50	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,894	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(1,129,032)
Developers Profit -							
Profit on OMS		11,787,500		17.50%			(2,062,813)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		11,787,500		17.50%	blended GDV	(2,062,813)	
		13,571,505		15.20%	on costs	(2,062,813)	
TOTAL COSTS							**(15,634,317)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(3,846,817)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(3,846,817)**
RLV analysis:	(76,936) £ per plot	(1,214,825)	£ per ha (net)	(491,633)	£ per acre (net)		
		(1,154,084)	£ per ha (gross)	(467,051)	£ per acre (gross)		
				-32.63%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		15.8	dph (net)				
Site Area (net)		3.17	ha (net)	7.82	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		3.33	ha (gross)	8.24	acres (gross)		
Density analysis:		1,110	sqm/ha (net)	4,835	sqft/ac (net)		
		15	dph (gross)				
Benchmark Land Value (net)	65,891 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**3,294,557**
BLV analysis:		1,040,421	£ per ha (net)	421,053	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(2,255,246)**	£ per ha (net)	**(912,685)**	£ per acre (net)	**(7,141,374)**

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 50
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	912,685	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(912,685)	(929,617)	(946,548)	(963,479)	(980,410)	(997,341)	(1,014,272)
	10.00	(917,801)	(934,477)	(951,152)	(967,827)	(984,503)	(1,001,178)	(1,017,853)
Max CIL £ psm	20.00	(922,917)	(939,337)	(955,756)	(972,176)	(988,595)	(1,005,015)	(1,021,434)
0.00	30.00	(928,033)	(944,197)	(960,360)	(976,524)	(992,688)	(1,008,852)	(1,025,015)
(recommended CIL)	40.00	(933,149)	(949,057)	(964,965)	(980,873)	(996,781)	(1,012,689)	(1,028,596)
(100)	50.00	(938,265)	(953,917)	(969,569)	(985,221)	(1,000,873)	(1,016,525)	(1,032,178)
	60.00	(943,380)	(958,777)	(974,173)	(989,569)	(1,004,966)	(1,020,362)	(1,035,759)
	70.00	(948,496)	(963,637)	(978,777)	(993,918)	(1,009,059)	(1,024,199)	(1,039,340)
	80.00	(953,612)	(968,497)	(983,382)	(998,266)	(1,013,151)	(1,028,036)	(1,042,921)
	90.00	(958,728)	(973,357)	(987,986)	(1,002,615)	(1,017,244)	(1,031,873)	(1,046,502)
	100.00	(963,844)	(978,217)	(992,590)	(1,006,963)	(1,021,336)	(1,035,710)	(1,050,083)
	110.00	(968,959)	(983,077)	(997,194)	(1,011,312)	(1,025,429)	(1,039,547)	(1,053,664)
	120.00	(974,075)	(987,937)	(1,001,798)	(1,015,660)	(1,029,522)	(1,043,383)	(1,057,245)
	130.00	(979,191)	(992,797)	(1,006,403)	(1,020,009)	(1,033,614)	(1,047,220)	(1,060,826)
	140.00	(984,307)	(997,657)	(1,011,007)	(1,024,357)	(1,037,707)	(1,051,057)	(1,064,407)
	150.00	(989,423)	(1,002,517)	(1,015,611)	(1,028,705)	(1,041,800)	(1,054,894)	(1,067,988)
	160.00	(994,538)	(1,007,377)	(1,020,215)	(1,033,054)	(1,045,892)	(1,058,731)	(1,071,569)
	170.00	(999,654)	(1,012,237)	(1,024,820)	(1,037,402)	(1,049,985)	(1,062,568)	(1,075,150)
	180.00	(1,004,770)	(1,017,097)	(1,029,424)	(1,041,751)	(1,054,078)	(1,066,404)	(1,078,731)
	190.00	(1,009,886)	(1,021,957)	(1,034,028)	(1,046,099)	(1,058,170)	(1,070,241)	(1,082,312)
	200.00	(1,015,002)	(1,026,817)	(1,038,632)	(1,050,448)	(1,062,263)	(1,074,078)	(1,085,894)
	210.00	(1,020,117)	(1,031,677)	(1,043,236)	(1,054,796)	(1,066,356)	(1,077,915)	(1,089,475)
	220.00	(1,025,233)	(1,036,537)	(1,047,841)	(1,059,144)	(1,070,448)	(1,081,752)	(1,093,056)
	230.00	(1,030,349)	(1,041,397)	(1,052,445)	(1,063,493)	(1,074,541)	(1,085,589)	(1,096,637)
	240.00	(1,035,465)	(1,046,257)	(1,057,049)	(1,067,841)	(1,078,633)	(1,089,426)	(1,100,218)
	250.00	(1,040,581)	(1,051,117)	(1,061,653)	(1,072,190)	(1,082,726)	(1,093,262)	(1,103,799)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(912,685)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(912,685)	(912,685)	(912,685)	(912,685)	(912,685)	(912,685)	(912,685)
	10.00	(917,801)	(917,801)	(917,801)	(917,801)	(917,801)	(917,801)	(917,801)
CIL £psm	20.00	(922,917)	(922,917)	(922,917)	(922,917)	(922,917)	(922,917)	(922,917)
0.00	30.00	(928,033)	(928,033)	(928,033)	(928,033)	(928,033)	(928,033)	(928,033)
(recommended CIL)	40.00	(933,149)	(933,149)	(933,149)	(933,149)	(933,149)	(933,149)	(933,149)
(100)	50.00	(938,265)	(938,265)	(938,265)	(938,265)	(938,265)	(938,265)	(938,265)
	60.00	(943,380)	(943,380)	(943,380)	(943,380)	(943,380)	(943,380)	(943,380)
	70.00	(948,496)	(948,496)	(948,496)	(948,496)	(948,496)	(948,496)	(948,496)
	80.00	(953,612)	(953,612)	(953,612)	(953,612)	(953,612)	(953,612)	(953,612)
	90.00	(958,728)	(958,728)	(958,728)	(958,728)	(958,728)	(958,728)	(958,728)
	100.00	(963,844)	(963,844)	(963,844)	(963,844)	(963,844)	(963,844)	(963,844)
	110.00	(968,959)	(968,959)	(968,959)	(968,959)	(968,959)	(968,959)	(968,959)
	120.00	(974,075)	(974,075)	(974,075)	(974,075)	(974,075)	(974,075)	(974,075)
	130.00	(979,191)	(979,191)	(979,191)	(979,191)	(979,191)	(979,191)	(979,191)
	140.00	(984,307)	(984,307)	(984,307)	(984,307)	(984,307)	(984,307)	(984,307)
	150.00	(989,423)	(989,423)	(989,423)	(989,423)	(989,423)	(989,423)	(989,423)
	160.00	(994,538)	(994,538)	(994,538)	(994,538)	(994,538)	(994,538)	(994,538)
	170.00	(999,654)	(999,654)	(999,654)	(999,654)	(999,654)	(999,654)	(999,654)
	180.00	(1,004,770)	(1,004,770)	(1,004,770)	(1,004,770)	(1,004,770)	(1,004,770)	(1,004,770)
	190.00	(1,009,886)	(1,009,886)	(1,009,886)	(1,009,886)	(1,009,886)	(1,009,886)	(1,009,886)
	200.00	(1,015,002)	(1,015,002)	(1,015,002)	(1,015,002)	(1,015,002)	(1,015,002)	(1,015,002)
	210.00	(1,020,117)	(1,020,117)	(1,020,117)	(1,020,117)	(1,020,117)	(1,020,117)	(1,020,117)
	220.00	(1,025,233)	(1,025,233)	(1,025,233)	(1,025,233)	(1,025,233)	(1,025,233)	(1,025,233)
	230.00	(1,030,349)	(1,030,349)	(1,030,349)	(1,030,349)	(1,030,349)	(1,030,349)	(1,030,349)
	240.00	(1,035,465)	(1,035,465)	(1,035,465)	(1,035,465)	(1,035,465)	(1,035,465)	(1,035,465)
	250.00	(1,040,581)	(1,040,581)	(1,040,581)	(1,040,581)	(1,040,581)	(1,040,581)	(1,040,581)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

		Profit	18%					
Balance (RLV - BLV £ per acre (n))	(912,685)	15%	16%	17%	18%	19%	20%	21%
	0.00	(875,024)	(890,088)	(905,153)	(920,218)	(935,283)	(950,347)	(965,412)
	10.00	(880,140)	(895,204)	(910,269)	(925,334)	(940,398)	(955,463)	(970,528)
CIL £psm	20.00	(885,255)	(900,320)	(915,385)	(930,449)	(945,514)	(960,579)	(975,644)
0.00	30.00	(890,371)	(905,436)	(920,501)	(935,565)	(950,630)	(965,695)	(980,759)
(recommended CIL)	40.00	(895,487)	(910,552)	(925,616)	(940,681)	(955,746)	(970,811)	(985,875)
(100)	50.00	(900,603)	(915,667)	(930,732)	(945,797)	(960,862)	(975,926)	(990,991)
	60.00	(905,719)	(920,783)	(935,848)	(950,913)	(965,977)	(981,042)	(996,107)
	70.00	(910,834)	(925,899)	(940,964)	(956,029)	(971,093)	(986,158)	(1,001,223)
	80.00	(915,950)	(931,015)	(946,080)	(961,144)	(976,209)	(991,274)	(1,006,338)
	90.00	(921,066)	(936,131)	(951,195)	(966,260)	(981,325)	(996,390)	(1,011,454)
	100.00	(926,182)	(941,246)	(956,311)	(971,376)	(986,441)	(1,001,505)	(1,016,570)
	110.00	(931,298)	(946,362)	(961,427)	(976,492)	(991,556)	(1,006,621)	(1,021,686)
	120.00	(936,413)	(951,478)	(966,543)	(981,608)	(996,672)	(1,011,737)	(1,026,802)
	130.00	(941,529)	(956,594)	(971,659)	(986,723)	(1,001,788)	(1,016,853)	(1,031,918)
	140.00	(946,645)	(961,710)	(976,774)	(991,839)	(1,006,904)	(1,021,969)	(1,037,033)
	150.00	(951,761)	(966,826)	(981,890)	(996,955)	(1,012,020)	(1,027,084)	(1,042,149)
	160.00	(956,877)	(971,941)	(987,006)	(1,002,071)	(1,017,135)	(1,032,200)	(1,047,265)
	170.00	(961,992)	(977,057)	(992,122)	(1,007,187)	(1,022,251)	(1,037,316)	(1,052,381)
	180.00	(967,108)	(982,173)	(997,238)	(1,012,302)	(1,027,367)	(1,042,432)	(1,057,497)
	190.00	(972,224)	(987,289)	(1,002,353)	(1,017,418)	(1,032,483)	(1,047,548)	(1,062,612)
	200.00	(977,340)	(992,405)	(1,007,469)	(1,022,534)	(1,037,599)	(1,052,663)	(1,067,728)
	210.00	(982,456)	(997,520)	(1,012,585)	(1,027,650)	(1,042,715)	(1,057,779)	(1,072,844)
	220.00	(987,571)	(1,002,636)	(1,017,701)	(1,032,766)	(1,047,830)	(1,062,895)	(1,077,960)
	230.00	(992,687)	(1,007,752)	(1,022,817)	(1,037,881)	(1,052,946)	(1,068,011)	(1,083,076)
	240.00	(997,803)	(1,012,868)	(1,027,933)	(1,042,997)	(1,058,062)	(1,073,127)	(1,088,191)
	250.00	(1,002,919)	(1,017,984)	(1,033,048)	(1,048,113)	(1,063,178)	(1,078,242)	(1,093,307)

TABLE 4

		BLV (£ per acre (n))		400,000				
Balance (RLV - BLV £ per acre (n))	(912,685)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(596,896)	(623,212)	(649,528)	(675,843)	(702,159)	(728,475)	(754,791)
	10.00	(602,012)	(628,328)	(654,643)	(680,959)	(707,275)	(733,591)	(759,907)
CIL £psm	20.00	(607,128)	(633,443)	(659,759)	(686,075)	(712,391)	(738,707)	(765,022)
0.00	30.00	(612,243)	(638,559)	(664,875)	(691,191)	(717,507)	(743,822)	(770,138)
(recommended CIL)	40.00	(617,359)	(643,675)	(669,991)	(696,307)	(722,622)	(748,938)	(775,254)
(100)	50.00	(622,475)	(648,791)	(675,107)	(701,422)	(727,738)	(754,054)	(780,370)
	60.00	(627,591)	(653,907)	(680,222)	(706,538)	(732,854)	(759,170)	(785,486)
	70.00	(632,707)	(659,022)	(685,338)	(711,654)	(737,970)	(764,286)	(790,601)
	80.00	(637,822)	(664,138)	(690,454)	(716,770)	(743,086)	(769,401)	(795,717)
	90.00	(642,938)	(669,254)	(695,570)	(721,886)	(748,201)	(774,517)	(800,833)
	100.00	(648,054)	(674,370)	(700,686)	(727,001)	(753,317)	(779,633)	(805,949)
	110.00	(653,170)	(679,486)	(705,801)	(732,117)	(758,433)	(784,749)	(811,065)
	120.00	(658,286)	(684,601)	(710,917)	(737,233)	(763,549)	(789,865)	(816,180)
	130.00	(663,402)	(689,717)	(716,033)	(742,349)	(768,665)	(794,980)	(821,296)
	140.00	(668,517)	(694,833)	(721,149)	(747,465)	(773,780)	(800,096)	(826,412)
	150.00	(673,633)	(699,949)	(726,265)	(752,580)	(778,896)	(805,212)	(831,528)
	160.00	(678,749)	(705,065)	(731,381)	(757,696)	(784,012)	(810,328)	(836,644)
	170.00	(683,865)	(710,181)	(736,496)	(762,812)	(789,128)	(815,444)	(841,759)
	180.00	(688,981)	(715,296)	(741,612)	(767,928)	(794,244)	(820,559)	(846,875)
	190.00	(694,096)	(720,412)	(746,728)	(773,044)	(799,360)	(825,675)	(851,991)
	200.00	(699,212)	(725,528)	(751,844)	(778,160)	(804,475)	(830,791)	(857,107)
	210.00	(704,328)	(730,644)	(756,960)	(783,275)	(809,591)	(835,907)	(862,223)
	220.00	(709,444)	(735,760)	(762,075)	(788,391)	(814,707)	(841,023)	(867,339)
	230.00	(714,560)	(740,875)	(767,191)	(793,507)	(819,823)	(846,139)	(872,454)
	240.00	(719,675)	(745,991)	(772,307)	(798,623)	(824,939)	(851,254)	(877,570)
	250.00	(724,791)	(751,107)	(777,423)	(803,739)	(830,054)	(856,370)	(882,686)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 50
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(912,685)	Density (dph) (net) 30	35	16 40	45	50	55	60
	0.00	(1,296,214)	(1,431,164)	(1,566,114)	(1,701,064)	(1,836,014)	(1,970,965)	(2,105,915)
	10.00	(1,305,934)	(1,442,504)	(1,579,074)	(1,715,644)	(1,852,214)	(1,988,784)	(2,125,354)
CIL £psm	20.00	(1,315,653)	(1,453,843)	(1,592,033)	(1,730,223)	(1,868,413)	(2,006,604)	(2,144,794)
0.00	30.00	(1,325,373)	(1,465,183)	(1,604,993)	(1,744,803)	(1,884,613)	(2,024,423)	(2,164,233)
(recommended CIL)	40.00	(1,335,093)	(1,476,523)	(1,617,953)	(1,759,383)	(1,900,813)	(2,042,242)	(2,183,672)
(100)	50.00	(1,344,812)	(1,487,862)	(1,630,912)	(1,773,962)	(1,917,012)	(2,060,062)	(2,203,112)
	60.00	(1,354,532)	(1,499,202)	(1,643,872)	(1,788,542)	(1,933,212)	(2,077,881)	(2,222,551)
	70.00	(1,364,252)	(1,510,542)	(1,656,831)	(1,803,121)	(1,949,411)	(2,095,701)	(2,241,991)
	80.00	(1,373,972)	(1,521,881)	(1,669,791)	(1,817,701)	(1,965,611)	(2,113,520)	(2,261,430)
	90.00	(1,383,691)	(1,533,221)	(1,682,751)	(1,832,280)	(1,981,810)	(2,131,340)	(2,280,870)
	100.00	(1,393,411)	(1,544,561)	(1,695,710)	(1,846,860)	(1,998,010)	(2,149,159)	(2,300,309)
	110.00	(1,403,131)	(1,555,900)	(1,708,670)	(1,861,440)	(2,014,209)	(2,166,979)	(2,319,748)
	120.00	(1,412,850)	(1,567,240)	(1,721,629)	(1,876,019)	(2,030,409)	(2,184,798)	(2,339,188)
	130.00	(1,422,570)	(1,578,580)	(1,734,589)	(1,890,599)	(2,046,608)	(2,202,618)	(2,358,627)
	140.00	(1,432,290)	(1,589,919)	(1,747,549)	(1,905,178)	(2,062,808)	(2,220,437)	(2,378,067)
	150.00	(1,442,009)	(1,601,259)	(1,760,508)	(1,919,758)	(2,079,007)	(2,238,257)	(2,397,506)
	160.00	(1,451,729)	(1,612,599)	(1,773,468)	(1,934,337)	(2,095,207)	(2,256,076)	(2,416,945)
	170.00	(1,461,449)	(1,623,938)	(1,786,428)	(1,948,917)	(2,111,406)	(2,273,896)	(2,436,385)
	180.00	(1,471,169)	(1,635,278)	(1,799,387)	(1,963,496)	(2,127,606)	(2,291,715)	(2,455,824)
	190.00	(1,480,888)	(1,646,618)	(1,812,347)	(1,978,076)	(2,143,805)	(2,309,534)	(2,475,264)
	200.00	(1,490,608)	(1,657,957)	(1,825,306)	(1,992,656)	(2,160,005)	(2,327,354)	(2,494,703)
	210.00	(1,500,328)	(1,669,297)	(1,838,266)	(2,007,235)	(2,176,204)	(2,345,173)	(2,514,143)
	220.00	(1,510,047)	(1,680,637)	(1,851,226)	(2,021,815)	(2,192,404)	(2,362,993)	(2,533,582)
	230.00	(1,519,767)	(1,691,976)	(1,864,185)	(2,036,394)	(2,208,603)	(2,380,812)	(2,553,021)
	240.00	(1,529,487)	(1,703,316)	(1,877,145)	(2,050,974)	(2,224,803)	(2,398,632)	(2,572,461)
	250.00	(1,539,207)	(1,714,656)	(1,890,104)	(2,065,553)	(2,241,002)	(2,416,451)	(2,591,900)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(912,685)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	120%
	0.00	(286,885)	(425,978)	(586,855)	(749,474)	(912,685)	(994,291)	(1,239,108)
	10.00	(291,154)	(431,003)	(591,940)	(754,590)	(917,801)	(999,407)	(1,244,224)
CIL £psm	20.00	(295,423)	(436,027)	(597,025)	(759,706)	(922,917)	(1,004,523)	(1,249,339)
0.00	30.00	(299,692)	(441,051)	(602,110)	(764,822)	(928,033)	(1,009,638)	(1,254,455)
(recommended CIL)	40.00	(303,961)	(446,075)	(607,195)	(769,938)	(933,149)	(1,014,754)	(1,259,571)
(100)	50.00	(308,230)	(451,099)	(612,280)	(775,053)	(938,265)	(1,019,870)	(1,264,687)
	60.00	(312,516)	(456,123)	(617,365)	(780,169)	(943,380)	(1,024,986)	(1,269,803)
	70.00	(316,811)	(461,147)	(622,450)	(785,285)	(948,496)	(1,030,102)	(1,274,918)
	80.00	(321,106)	(466,172)	(627,535)	(790,401)	(953,612)	(1,035,218)	(1,280,034)
	90.00	(325,401)	(471,196)	(632,620)	(795,517)	(958,728)	(1,040,333)	(1,285,150)
	100.00	(329,695)	(476,220)	(637,705)	(800,632)	(963,844)	(1,045,449)	(1,290,266)
	110.00	(333,990)	(481,244)	(642,790)	(805,748)	(968,959)	(1,050,565)	(1,295,382)
	120.00	(338,285)	(486,268)	(647,875)	(810,864)	(974,075)	(1,055,681)	(1,300,497)
	130.00	(342,580)	(491,307)	(652,961)	(815,980)	(979,191)	(1,060,797)	(1,305,613)
	140.00	(346,875)	(496,362)	(658,046)	(821,096)	(984,307)	(1,065,912)	(1,310,729)
	150.00	(351,169)	(501,416)	(663,131)	(826,211)	(989,423)	(1,071,028)	(1,315,845)
	160.00	(355,464)	(506,471)	(668,216)	(831,327)	(994,538)	(1,076,144)	(1,320,961)
	170.00	(359,759)	(511,525)	(673,301)	(836,443)	(999,654)	(1,081,260)	(1,326,076)
	180.00	(364,054)	(516,580)	(678,386)	(841,559)	(1,004,770)	(1,086,376)	(1,331,192)
	190.00	(368,349)	(521,634)	(683,471)	(846,675)	(1,009,886)	(1,091,491)	(1,336,308)
	200.00	(372,643)	(526,689)	(688,579)	(851,791)	(1,015,002)	(1,096,607)	(1,341,424)
	210.00	(376,938)	(531,743)	(693,695)	(856,906)	(1,020,117)	(1,101,723)	(1,346,540)
	220.00	(381,233)	(536,798)	(698,811)	(862,022)	(1,025,233)	(1,106,839)	(1,351,655)
	230.00	(385,528)	(541,852)	(703,927)	(867,138)	(1,030,349)	(1,111,955)	(1,356,771)
	240.00	(389,823)	(546,907)	(709,043)	(872,254)	(1,035,465)	(1,117,070)	(1,361,887)
	250.00	(394,185)	(551,961)	(714,158)	(877,370)	(1,040,581)	(1,122,186)	(1,367,003)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 50
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(912,685)	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	(1,040,511)	(976,598)	(912,685)	(848,773)	(784,860)	(720,967)	(657,518)
	10.00	(1,045,627)	(981,714)	(917,801)	(853,889)	(789,976)	(726,063)	(662,603)
CIL £psm	20.00	(1,050,742)	(986,830)	(922,917)	(859,005)	(795,092)	(731,179)	(667,688)
0.00	30.00	(1,055,858)	(991,946)	(928,033)	(864,120)	(800,208)	(736,295)	(672,773)
(recommended CIL)	40.00	(1,060,974)	(997,061)	(933,149)	(869,236)	(805,324)	(741,411)	(677,858)
(100)	50.00	(1,066,090)	(1,002,177)	(938,265)	(874,352)	(810,439)	(746,527)	(682,943)
	60.00	(1,071,206)	(1,007,293)	(943,380)	(879,468)	(815,555)	(751,643)	(688,028)
	70.00	(1,076,321)	(1,012,409)	(948,496)	(884,584)	(820,671)	(756,758)	(693,114)
	80.00	(1,081,437)	(1,017,525)	(953,612)	(889,699)	(825,787)	(761,874)	(698,199)
	90.00	(1,086,553)	(1,022,640)	(958,728)	(894,815)	(830,903)	(766,990)	(703,284)
	100.00	(1,091,669)	(1,027,756)	(963,844)	(899,931)	(836,018)	(772,106)	(708,369)
	110.00	(1,096,785)	(1,032,872)	(968,959)	(905,047)	(841,134)	(777,222)	(713,454)
	120.00	(1,101,900)	(1,037,988)	(974,075)	(910,163)	(846,250)	(782,337)	(718,539)
	130.00	(1,107,016)	(1,043,104)	(979,191)	(915,278)	(851,366)	(787,453)	(723,624)
	140.00	(1,112,132)	(1,048,219)	(984,307)	(920,394)	(856,482)	(792,569)	(728,709)
	150.00	(1,117,248)	(1,053,335)	(989,423)	(925,510)	(861,597)	(797,685)	(733,794)
	160.00	(1,122,364)	(1,058,451)	(994,538)	(930,626)	(866,713)	(802,801)	(738,888)
	170.00	(1,127,479)	(1,063,567)	(999,654)	(935,742)	(871,829)	(807,916)	(744,004)
	180.00	(1,132,595)	(1,068,683)	(1,004,770)	(940,857)	(876,945)	(813,032)	(749,120)
	190.00	(1,137,711)	(1,073,798)	(1,009,886)	(945,973)	(882,061)	(818,148)	(754,235)
	200.00	(1,142,827)	(1,078,914)	(1,015,002)	(951,089)	(887,176)	(823,264)	(759,351)
	210.00	(1,147,943)	(1,084,030)	(1,020,117)	(956,205)	(892,292)	(828,380)	(764,467)
	220.00	(1,153,058)	(1,089,146)	(1,025,233)	(961,321)	(897,408)	(833,495)	(769,583)
	230.00	(1,158,174)	(1,094,262)	(1,030,349)	(966,436)	(902,524)	(838,611)	(774,699)
	240.00	(1,163,290)	(1,099,377)	(1,035,465)	(971,552)	(907,640)	(843,727)	(779,814)
	250.00	(1,168,406)	(1,104,493)	(1,040,581)	(976,668)	(912,755)	(848,843)	(784,930)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(912,685)	Grant (£ per unit) 0	- 1,000	20,000	30,000	40,000	50,000	100,000
	0.00	(912,685)	(905,452)	(768,006)	(695,666)	(623,695)	(552,000)	(228,009)
	10.00	(917,801)	(910,567)	(773,122)	(700,782)	(628,780)	(557,054)	(232,278)
CIL £psm	20.00	(922,917)	(915,683)	(778,237)	(705,897)	(633,865)	(562,109)	(236,547)
0.00	30.00	(928,033)	(920,799)	(783,353)	(711,013)	(638,950)	(567,163)	(240,816)
(recommended CIL)	40.00	(933,149)	(925,915)	(788,469)	(716,129)	(644,035)	(572,218)	(245,085)
(100)	50.00	(938,265)	(931,031)	(793,585)	(721,245)	(649,120)	(577,272)	(249,354)
	60.00	(943,380)	(936,146)	(798,701)	(726,361)	(654,205)	(582,327)	(253,623)
	70.00	(948,496)	(941,262)	(803,816)	(731,477)	(659,290)	(587,385)	(257,892)
	80.00	(953,612)	(946,378)	(808,932)	(736,592)	(664,375)	(592,470)	(262,161)
	90.00	(958,728)	(951,494)	(814,048)	(741,708)	(669,460)	(597,555)	(266,430)
	100.00	(963,844)	(956,610)	(819,164)	(746,824)	(674,545)	(602,640)	(270,699)
	110.00	(968,959)	(961,725)	(824,280)	(751,940)	(679,630)	(607,725)	(274,968)
	120.00	(974,075)	(966,841)	(829,395)	(757,056)	(684,716)	(612,810)	(279,237)
	130.00	(979,191)	(971,957)	(834,511)	(762,171)	(689,831)	(617,895)	(283,506)
	140.00	(984,307)	(977,073)	(839,627)	(767,287)	(694,947)	(622,980)	(287,775)
	150.00	(989,423)	(982,189)	(844,743)	(772,403)	(700,063)	(628,065)	(292,044)
	160.00	(994,538)	(987,304)	(849,859)	(777,519)	(705,179)	(633,151)	(296,313)
	170.00	(999,654)	(992,420)	(854,974)	(782,635)	(710,295)	(638,236)	(300,582)
	180.00	(1,004,770)	(997,536)	(860,090)	(787,750)	(715,411)	(643,321)	(304,851)
	190.00	(1,009,886)	(1,002,652)	(865,206)	(792,866)	(720,526)	(648,406)	(309,120)
	200.00	(1,015,002)	(1,007,768)	(870,322)	(797,982)	(725,642)	(653,491)	(313,412)
	210.00	(1,020,117)	(1,012,883)	(875,438)	(803,098)	(730,758)	(658,576)	(317,707)
	220.00	(1,025,233)	(1,017,999)	(880,553)	(808,214)	(735,874)	(663,661)	(322,002)
	230.00	(1,030,349)	(1,023,115)	(885,669)	(813,329)	(740,990)	(668,746)	(326,296)
	240.00	(1,035,465)	(1,028,231)	(890,785)	(818,445)	(746,105)	(673,831)	(330,591)
	250.00	(1,040,581)	(1,033,347)	(895,901)	(823,561)	(751,221)	(678,916)	(334,886)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Mid** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**S**	
Scheme Typology:	Flats	
No Units:	50	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	11,787,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	15.20%	
Developers Profit Total (£)	2,062,813	
Land Value KPI's		
RLV (£/acre (net))	(491,633)	
RLV (£/ha (net))	(1,214,825)	
RLV (% of GDV)	-32.63%	
RLV Total (£)	(3,846,817)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	3,294,557	
Surplus/Deficit (£/acre) [RLV-BLV]	(912,685)	
Surplus/Deficit (£/ha)	(2,255,246)	
Surplus/Deficit Total (£)	(7,141,374)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	1,129,032	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	22,581	Put into summary table for ease of checking. Don't print this row in the summary table

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	T				(see Typologies Matrix)
Scheme Typology:	Flats		No Units:	60	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			60	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	21.0	46.0%	0.0	35%	21.0
2 bed Flat	65.0%	39.0	54.0%	0.0	65%	39.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	60.0	100.0%	0.0	100%	60.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,235	13,297	0	0	1,235	13,297
2 bed Flat	2,982	32,102	0	0	2,982	32,102
3 bed Flat	0	0	0	0	0	0
	4,218	45,398	0	0	4,218	45,398
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	0
4 bed House (with garage)	440,000	3,826	355	3,165	294	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	4,200,000
2 bed Flat	255,000	3,923	364	3,335	310	9,945,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						14,145,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**	No Units:	**60**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	325,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	365,000		-
4 bed House (with garage)	0.0	@	440,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	21.0	@	200,000		4,200,000
2 bed Flat	39.0	@	255,000		9,945,000
3 bed Flat	0.0	@	0		-
	60.0				14,145,000
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**60**				**14,145,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	60	units @	0	per unit	-
Total GDV					**14,145,000**

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**	No Units:	**60**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	33,275	£		(33,275)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	99,825	£		(99,825)
Building Safety Levy				4,218	sqm	15.11	£ psm			(63,729)
CIL (Mrkt only inc. garages)	Max			4,218	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				60	units @	0	per unit			-
	Sub-total								-	
S106 analysis:		-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				4,218	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.33	ha @	123,500	£ per ha (if brownfield)			(41,087)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			60	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	2,107	psm			-
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				-	sqm @	2,107	psm			-
4 bed House (EXC. garage)				-	sqm @	2,107	psm			-
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				1,235	sqm @	2,522	psm			(3,115,412)
2 bed Flat				2,982	sqm @	2,522	psm			(7,521,494)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House		-	16.0	0	sqm @	600	psm			-
Garages for 4B House		-	24.0	0	sqm @	600	psm			-
Garages for 5B House		-	-	0	sqm @	600	psm			-
Total GIA check:				4,218	£ per garage	£0				
External works				10,636,906	@	10.0%				(1,063,691)
Ext. Works analysis:						17,728	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				60	units @	400	£ per unit			(24,000)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		60	units @	100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units		60	units @	10%	@	0	£ per unit		-
Part L/FHS			60	units @			4,350	£ per unit		(261,000)
Part L/FHS analysis:						2.5%	% of BCIS costs			
Net Zero for Housing			-	sqm			0	£ psm		-
Net Zero for Flats			4,218	sqm			0	£ psm		-
Water Efficiency			-	units @			0	£ per unit		-
Urban Greening Factor	60.0		flats @	6	per storey = GIA	422	0	£ / psm		-
	Sub-total						0		(285,000)	
Policy Costs analysis:	(design costs only)					4,750	£ per unit (total units)			
						2.7%	% of BCIS costs			
Contingency (on construction)				12,026,683	@	5.0%				(601,334)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**60**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		12,026,683	@	10.0%			(1,202,668)
Disposal Costs -							
OMS Marketing and Promotion		14,145,000	OMS @	1.00%	2,358	£ per unit	(141,450)
Residential Sales Agent Costs		14,145,000	OMS @	1.00%	2,358	£ per unit	(141,450)
Residential Sales Legal Costs		14,145,000	OMS @	0.50%	1,179	£ per unit	(70,725)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	60	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,894	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(1,440,787)
Developers Profit -							
Profit on OMS		14,145,000		17.50%			(2,475,375)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		14,145,000		17.50%	blended GDV	(2,475,375)	
		15,821,926		15.65%	on costs	(2,475,375)	
TOTAL COSTS							**(18,297,301)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(4,152,301)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(4,152,301)**
RLV analysis:	(69,205) £ per plot	(12,481,125)	£ per ha (net)	(5,051,042)	£ per acre (net)		
		(11,233,013)	£ per ha (gross)	(4,545,938)	£ per acre (gross)		
				-29.36%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		180.4	dph (net)				
Site Area (net)		0.33	ha (net)	0.82	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		0.37	ha (gross)	0.91	acres (gross)		
Density analysis:		12,678	sqm/ha (net)	55,225	sqft/ac (net)		
		162	dph (gross)				
Benchmark Land Value (net)	6,089 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**365,364**
BLV analysis:		1,098,222	£ per ha (net)	444,444	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(13,579,348)**	£ per ha (net)	**(5,495,487)**	£ per acre (net)	**(4,517,665)**

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats — No Units: 60
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	5,495,487	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(5,495,487)	(5,686,476)	(5,877,466)	(6,068,456)	(6,259,445)	(6,450,435)	(6,641,425)
	10.00	(5,555,007)	(5,743,021)	(5,931,034)	(6,119,048)	(6,307,062)	(6,495,075)	(6,683,089)
Max CIL £ psm	20.00	(5,614,528)	(5,799,565)	(5,984,603)	(6,169,640)	(6,354,678)	(6,539,716)	(6,724,753)
0.00	30.00	(5,674,048)	(5,856,110)	(6,038,171)	(6,220,233)	(6,402,294)	(6,584,356)	(6,766,418)
(recommended CIL)	40.00	(5,733,568)	(5,912,654)	(6,091,740)	(6,270,825)	(6,449,911)	(6,628,996)	(6,808,082)
(100)	50.00	(5,793,089)	(5,969,198)	(6,145,308)	(6,321,417)	(6,497,527)	(6,673,637)	(6,849,746)
	60.00	(5,852,609)	(6,025,743)	(6,198,876)	(6,372,010)	(6,545,143)	(6,718,277)	(6,891,410)
	70.00	(5,912,130)	(6,082,287)	(6,252,445)	(6,422,602)	(6,592,760)	(6,762,917)	(6,933,075)
	80.00	(5,971,650)	(6,138,831)	(6,306,013)	(6,473,194)	(6,640,376)	(6,807,558)	(6,974,739)
	90.00	(6,031,170)	(6,195,376)	(6,359,581)	(6,523,787)	(6,687,992)	(6,852,198)	(7,016,403)
	100.00	(6,090,691)	(6,251,920)	(6,413,150)	(6,574,379)	(6,735,609)	(6,896,838)	(7,058,068)
	110.00	(6,150,211)	(6,308,465)	(6,466,718)	(6,624,972)	(6,783,225)	(6,941,478)	(7,099,732)
	120.00	(6,209,732)	(6,365,009)	(6,520,286)	(6,675,564)	(6,830,841)	(6,986,119)	(7,141,396)
	130.00	(6,269,252)	(6,421,553)	(6,573,855)	(6,726,156)	(6,878,458)	(7,030,759)	(7,183,060)
	140.00	(6,328,772)	(6,478,098)	(6,627,423)	(6,776,749)	(6,926,074)	(7,075,399)	(7,224,725)
	150.00	(6,388,293)	(6,534,642)	(6,680,991)	(6,827,341)	(6,973,690)	(7,120,040)	(7,266,389)
	160.00	(6,447,813)	(6,591,186)	(6,734,560)	(6,877,933)	(7,021,307)	(7,164,680)	(7,308,053)
	170.00	(6,507,334)	(6,647,731)	(6,788,128)	(6,928,526)	(7,068,923)	(7,209,320)	(7,349,718)
	180.00	(6,566,854)	(6,704,275)	(6,841,697)	(6,979,118)	(7,116,539)	(7,253,961)	(7,391,382)
	190.00	(6,626,374)	(6,760,820)	(6,895,265)	(7,029,710)	(7,164,156)	(7,298,601)	(7,433,046)
	200.00	(6,685,895)	(6,817,364)	(6,948,833)	(7,080,303)	(7,211,772)	(7,343,241)	(7,474,710)
	210.00	(6,745,415)	(6,873,908)	(7,002,402)	(7,130,895)	(7,259,388)	(7,387,881)	(7,516,375)
	220.00	(6,804,936)	(6,930,453)	(7,055,970)	(7,181,487)	(7,307,005)	(7,432,522)	(7,558,039)
	230.00	(6,864,456)	(6,986,997)	(7,109,538)	(7,232,080)	(7,354,621)	(7,477,162)	(7,599,703)
	240.00	(6,923,976)	(7,043,542)	(7,163,107)	(7,282,672)	(7,402,237)	(7,521,802)	(7,641,368)
	250.00	(6,983,497)	(7,100,086)	(7,216,675)	(7,333,264)	(7,449,853)	(7,566,443)	(7,683,032)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(5,495,487)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(5,495,487)	(5,495,487)	(5,495,487)	(5,495,487)	(5,495,487)	(5,495,487)	(5,495,487)
	10.00	(5,555,007)	(5,555,007)	(5,555,007)	(5,555,007)	(5,555,007)	(5,555,007)	(5,555,007)
CIL £psm	20.00	(5,614,528)	(5,614,528)	(5,614,528)	(5,614,528)	(5,614,528)	(5,614,528)	(5,614,528)
0.00	30.00	(5,674,048)	(5,674,048)	(5,674,048)	(5,674,048)	(5,674,048)	(5,674,048)	(5,674,048)
(recommended CIL)	40.00	(5,733,568)	(5,733,568)	(5,733,568)	(5,733,568)	(5,733,568)	(5,733,568)	(5,733,568)
(100)	50.00	(5,793,089)	(5,793,089)	(5,793,089)	(5,793,089)	(5,793,089)	(5,793,089)	(5,793,089)
	60.00	(5,852,609)	(5,852,609)	(5,852,609)	(5,852,609)	(5,852,609)	(5,852,609)	(5,852,609)
	70.00	(5,912,130)	(5,912,130)	(5,912,130)	(5,912,130)	(5,912,130)	(5,912,130)	(5,912,130)
	80.00	(5,971,650)	(5,971,650)	(5,971,650)	(5,971,650)	(5,971,650)	(5,971,650)	(5,971,650)
	90.00	(6,031,170)	(6,031,170)	(6,031,170)	(6,031,170)	(6,031,170)	(6,031,170)	(6,031,170)
	100.00	(6,090,691)	(6,090,691)	(6,090,691)	(6,090,691)	(6,090,691)	(6,090,691)	(6,090,691)
	110.00	(6,150,211)	(6,150,211)	(6,150,211)	(6,150,211)	(6,150,211)	(6,150,211)	(6,150,211)
	120.00	(6,209,732)	(6,209,732)	(6,209,732)	(6,209,732)	(6,209,732)	(6,209,732)	(6,209,732)
	130.00	(6,269,252)	(6,269,252)	(6,269,252)	(6,269,252)	(6,269,252)	(6,269,252)	(6,269,252)
	140.00	(6,328,772)	(6,328,772)	(6,328,772)	(6,328,772)	(6,328,772)	(6,328,772)	(6,328,772)
	150.00	(6,388,293)	(6,388,293)	(6,388,293)	(6,388,293)	(6,388,293)	(6,388,293)	(6,388,293)
	160.00	(6,447,813)	(6,447,813)	(6,447,813)	(6,447,813)	(6,447,813)	(6,447,813)	(6,447,813)
	170.00	(6,507,334)	(6,507,334)	(6,507,334)	(6,507,334)	(6,507,334)	(6,507,334)	(6,507,334)
	180.00	(6,566,854)	(6,566,854)	(6,566,854)	(6,566,854)	(6,566,854)	(6,566,854)	(6,566,854)
	190.00	(6,626,374)	(6,626,374)	(6,626,374)	(6,626,374)	(6,626,374)	(6,626,374)	(6,626,374)
	200.00	(6,685,895)	(6,685,895)	(6,685,895)	(6,685,895)	(6,685,895)	(6,685,895)	(6,685,895)
	210.00	(6,745,415)	(6,745,415)	(6,745,415)	(6,745,415)	(6,745,415)	(6,745,415)	(6,745,415)
	220.00	(6,804,936)	(6,804,936)	(6,804,936)	(6,804,936)	(6,804,936)	(6,804,936)	(6,804,936)
	230.00	(6,864,456)	(6,864,456)	(6,864,456)	(6,864,456)	(6,864,456)	(6,864,456)	(6,864,456)
	240.00	(6,923,976)	(6,923,976)	(6,923,976)	(6,923,976)	(6,923,976)	(6,923,976)	(6,923,976)
	250.00	(6,983,497)	(6,983,497)	(6,983,497)	(6,983,497)	(6,983,497)	(6,983,497)	(6,983,497)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 60
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(5,495,487)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(5,065,322)	(5,237,388)	(5,409,454)	(5,581,520)	(5,753,586)	(5,925,652)	(6,097,718)
	10.00	(5,124,842)	(5,296,908)	(5,468,974)	(5,641,040)	(5,813,106)	(5,985,172)	(6,157,238)
CIL £psm	20.00	(5,184,362)	(5,356,428)	(5,528,494)	(5,700,561)	(5,872,627)	(6,044,693)	(6,216,759)
0.00	30.00	(5,243,883)	(5,415,949)	(5,588,015)	(5,760,081)	(5,932,147)	(6,104,213)	(6,276,279)
(recommended CIL)	40.00	(5,303,403)	(5,475,469)	(5,647,535)	(5,819,601)	(5,991,667)	(6,163,733)	(6,335,799)
(100)	50.00	(5,362,924)	(5,534,990)	(5,707,056)	(5,879,122)	(6,051,188)	(6,223,254)	(6,395,320)
	60.00	(5,422,444)	(5,594,510)	(5,766,576)	(5,938,642)	(6,110,708)	(6,282,774)	(6,454,840)
	70.00	(5,481,964)	(5,654,030)	(5,826,097)	(5,998,163)	(6,170,229)	(6,342,295)	(6,514,361)
	80.00	(5,541,485)	(5,713,551)	(5,885,617)	(6,057,683)	(6,229,749)	(6,401,815)	(6,573,881)
	90.00	(5,601,005)	(5,773,071)	(5,945,137)	(6,117,203)	(6,289,269)	(6,461,335)	(6,633,401)
	100.00	(5,660,526)	(5,832,592)	(6,004,658)	(6,176,724)	(6,348,790)	(6,520,856)	(6,692,922)
	110.00	(5,720,046)	(5,892,112)	(6,064,178)	(6,236,244)	(6,408,310)	(6,580,376)	(6,752,442)
	120.00	(5,779,566)	(5,951,632)	(6,123,699)	(6,295,765)	(6,467,831)	(6,639,897)	(6,811,963)
	130.00	(5,839,087)	(6,011,153)	(6,183,219)	(6,355,285)	(6,527,351)	(6,699,417)	(6,871,483)
	140.00	(5,898,607)	(6,070,673)	(6,242,739)	(6,414,805)	(6,586,871)	(6,758,937)	(6,931,003)
	150.00	(5,958,128)	(6,130,194)	(6,302,260)	(6,474,326)	(6,646,392)	(6,818,458)	(6,990,524)
	160.00	(6,017,648)	(6,189,714)	(6,361,780)	(6,533,846)	(6,705,912)	(6,877,978)	(7,050,044)
	170.00	(6,077,168)	(6,249,235)	(6,421,301)	(6,593,367)	(6,765,433)	(6,937,499)	(7,109,565)
	180.00	(6,136,689)	(6,308,755)	(6,480,821)	(6,652,887)	(6,824,953)	(6,997,019)	(7,169,085)
	190.00	(6,196,209)	(6,368,275)	(6,540,341)	(6,712,407)	(6,884,473)	(7,056,539)	(7,228,605)
	200.00	(6,255,730)	(6,427,796)	(6,599,862)	(6,771,928)	(6,943,994)	(7,116,060)	(7,288,126)
	210.00	(6,315,250)	(6,487,316)	(6,659,382)	(6,831,448)	(7,003,514)	(7,175,580)	(7,347,646)
	220.00	(6,374,771)	(6,546,837)	(6,718,903)	(6,890,969)	(7,063,035)	(7,235,101)	(7,407,167)
	230.00	(6,434,291)	(6,606,357)	(6,778,423)	(6,950,489)	(7,122,555)	(7,294,621)	(7,466,687)
	240.00	(6,493,811)	(6,665,877)	(6,837,943)	(7,010,009)	(7,182,075)	(7,354,141)	(7,526,207)
	250.00	(6,553,332)	(6,725,398)	(6,897,464)	(7,069,530)	(7,241,596)	(7,413,662)	(7,585,728)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(5,495,487)	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	(5,162,153)	(5,189,931)	(5,217,709)	(5,245,487)	(5,273,264)	(5,301,042)	(5,328,820)
	10.00	(5,221,674)	(5,249,452)	(5,277,229)	(5,305,007)	(5,332,785)	(5,360,563)	(5,388,340)
CIL £psm	20.00	(5,281,194)	(5,308,972)	(5,336,750)	(5,364,528)	(5,392,305)	(5,420,083)	(5,447,861)
0.00	30.00	(5,340,715)	(5,368,492)	(5,396,270)	(5,424,048)	(5,451,826)	(5,479,603)	(5,507,381)
(recommended CIL)	40.00	(5,400,235)	(5,428,013)	(5,455,791)	(5,483,568)	(5,511,346)	(5,539,124)	(5,566,902)
(100)	50.00	(5,459,755)	(5,487,533)	(5,515,311)	(5,543,089)	(5,570,866)	(5,598,644)	(5,626,422)
	60.00	(5,519,276)	(5,547,054)	(5,574,831)	(5,602,609)	(5,630,387)	(5,658,165)	(5,685,942)
	70.00	(5,578,796)	(5,606,574)	(5,634,352)	(5,662,130)	(5,689,907)	(5,717,685)	(5,745,463)
	80.00	(5,638,317)	(5,666,094)	(5,693,872)	(5,721,650)	(5,749,428)	(5,777,205)	(5,804,983)
	90.00	(5,697,837)	(5,725,615)	(5,753,393)	(5,781,170)	(5,808,948)	(5,836,726)	(5,864,504)
	100.00	(5,757,357)	(5,785,135)	(5,812,913)	(5,840,691)	(5,868,468)	(5,896,246)	(5,924,024)
	110.00	(5,816,878)	(5,844,656)	(5,872,433)	(5,900,211)	(5,927,989)	(5,955,767)	(5,983,544)
	120.00	(5,876,398)	(5,904,176)	(5,931,954)	(5,959,732)	(5,987,509)	(6,015,287)	(6,043,065)
	130.00	(5,935,919)	(5,963,696)	(5,991,474)	(6,019,252)	(6,047,030)	(6,074,807)	(6,102,585)
	140.00	(5,995,439)	(6,023,217)	(6,050,995)	(6,078,772)	(6,106,550)	(6,134,328)	(6,162,106)
	150.00	(6,054,959)	(6,082,737)	(6,110,515)	(6,138,293)	(6,166,071)	(6,193,848)	(6,221,626)
	160.00	(6,114,480)	(6,142,258)	(6,170,035)	(6,197,813)	(6,225,591)	(6,253,369)	(6,281,146)
	170.00	(6,174,000)	(6,201,778)	(6,229,556)	(6,257,334)	(6,285,111)	(6,312,889)	(6,340,667)
	180.00	(6,233,521)	(6,261,298)	(6,289,076)	(6,316,854)	(6,344,632)	(6,372,409)	(6,400,187)
	190.00	(6,293,041)	(6,320,819)	(6,348,597)	(6,376,374)	(6,404,152)	(6,431,930)	(6,459,708)
	200.00	(6,352,561)	(6,380,339)	(6,408,117)	(6,435,895)	(6,463,673)	(6,491,450)	(6,519,228)
	210.00	(6,412,082)	(6,439,860)	(6,467,637)	(6,495,415)	(6,523,193)	(6,550,971)	(6,578,748)
	220.00	(6,471,602)	(6,499,380)	(6,527,158)	(6,554,936)	(6,582,713)	(6,610,491)	(6,638,269)
	230.00	(6,531,123)	(6,558,900)	(6,586,678)	(6,614,456)	(6,642,234)	(6,670,012)	(6,697,789)
	240.00	(6,590,643)	(6,618,421)	(6,646,199)	(6,673,976)	(6,701,754)	(6,729,532)	(6,757,310)
	250.00	(6,650,163)	(6,677,941)	(6,705,719)	(6,733,497)	(6,761,275)	(6,789,052)	(6,816,830)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 60
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(5,495,487)	Density (dph) (net) 30	35	180 40	45	50	55	60
	0.00	(1,340,239)	(1,478,425)	(1,616,611)	(1,754,797)	(1,892,983)	(2,031,168)	(2,169,354)
	10.00	(1,350,140)	(1,489,976)	(1,629,812)	(1,769,648)	(1,909,484)	(2,049,320)	(2,189,156)
CIL £psm	20.00	(1,360,041)	(1,501,527)	(1,643,013)	(1,784,499)	(1,925,985)	(2,067,471)	(2,208,957)
0.00	30.00	(1,369,942)	(1,513,078)	(1,656,214)	(1,799,350)	(1,942,487)	(2,085,623)	(2,228,759)
(recommended CIL)	40.00	(1,379,843)	(1,524,629)	(1,669,415)	(1,814,202)	(1,958,988)	(2,103,774)	(2,248,561)
(100)	50.00	(1,389,743)	(1,536,180)	(1,682,616)	(1,829,053)	(1,975,489)	(2,121,926)	(2,268,362)
	60.00	(1,399,644)	(1,547,731)	(1,695,817)	(1,843,904)	(1,991,991)	(2,140,077)	(2,288,164)
	70.00	(1,409,545)	(1,559,282)	(1,709,019)	(1,858,755)	(2,008,492)	(2,158,229)	(2,307,966)
	80.00	(1,419,446)	(1,570,833)	(1,722,220)	(1,873,607)	(2,024,993)	(2,176,380)	(2,327,767)
	90.00	(1,429,347)	(1,582,384)	(1,735,421)	(1,888,458)	(2,041,495)	(2,194,532)	(2,347,569)
	100.00	(1,439,247)	(1,593,935)	(1,748,622)	(1,903,309)	(2,057,996)	(2,212,683)	(2,367,370)
	110.00	(1,449,148)	(1,605,486)	(1,761,823)	(1,918,160)	(2,074,498)	(2,230,835)	(2,387,172)
	120.00	(1,459,049)	(1,617,037)	(1,775,024)	(1,933,011)	(2,090,999)	(2,248,986)	(2,406,974)
	130.00	(1,468,950)	(1,628,587)	(1,788,225)	(1,947,863)	(2,107,500)	(2,267,138)	(2,426,775)
	140.00	(1,478,851)	(1,640,138)	(1,801,426)	(1,962,714)	(2,124,002)	(2,285,289)	(2,446,577)
	150.00	(1,488,752)	(1,651,689)	(1,814,627)	(1,977,565)	(2,140,503)	(2,303,441)	(2,466,379)
	160.00	(1,498,652)	(1,663,240)	(1,827,828)	(1,992,416)	(2,157,004)	(2,321,592)	(2,486,180)
	170.00	(1,508,553)	(1,674,791)	(1,841,029)	(2,007,268)	(2,173,506)	(2,339,744)	(2,505,982)
	180.00	(1,518,454)	(1,686,342)	(1,854,231)	(2,022,119)	(2,190,007)	(2,357,895)	(2,525,784)
	190.00	(1,528,355)	(1,697,893)	(1,867,432)	(2,036,970)	(2,206,508)	(2,376,047)	(2,545,585)
	200.00	(1,538,256)	(1,709,444)	(1,880,633)	(2,051,821)	(2,223,010)	(2,394,198)	(2,565,387)
	210.00	(1,548,156)	(1,720,995)	(1,893,834)	(2,066,672)	(2,239,511)	(2,412,350)	(2,585,188)
	220.00	(1,558,057)	(1,732,546)	(1,907,035)	(2,081,524)	(2,256,012)	(2,430,501)	(2,604,990)
	230.00	(1,567,958)	(1,744,097)	(1,920,236)	(2,096,375)	(2,272,514)	(2,448,653)	(2,624,792)
	240.00	(1,577,859)	(1,755,648)	(1,933,437)	(2,111,226)	(2,289,015)	(2,466,804)	(2,644,593)
	250.00	(1,587,760)	(1,767,199)	(1,946,638)	(2,126,077)	(2,305,517)	(2,484,956)	(2,664,395)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(5,495,487)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	120%
	0.00	1,658,620	77,462	(1,713,154)	(3,596,589)	(5,495,487)	(6,444,935)	(9,293,281)
	10.00	1,609,250	27,494	(1,771,961)	(3,656,110)	(5,555,007)	(6,504,456)	(9,352,802)
CIL £psm	20.00	1,559,881	(22,475)	(1,830,768)	(3,715,630)	(5,614,528)	(6,563,976)	(9,412,322)
0.00	30.00	1,510,511	(72,443)	(1,889,576)	(3,775,151)	(5,674,048)	(6,623,497)	(9,471,842)
(recommended CIL)	40.00	1,461,142	(122,411)	(1,948,383)	(3,834,671)	(5,733,568)	(6,683,017)	(9,531,363)
(100)	50.00	1,411,772	(172,458)	(2,007,190)	(3,894,191)	(5,793,089)	(6,742,537)	(9,590,883)
	60.00	1,362,402	(224,169)	(2,065,997)	(3,953,712)	(5,852,609)	(6,802,058)	(9,650,404)
	70.00	1,313,033	(275,881)	(2,124,805)	(4,013,232)	(5,912,130)	(6,861,578)	(9,709,924)
	80.00	1,263,663	(328,698)	(2,183,612)	(4,072,753)	(5,971,650)	(6,921,099)	(9,769,444)
	90.00	1,214,293	(381,571)	(2,242,419)	(4,132,273)	(6,031,170)	(6,980,619)	(9,828,965)
	100.00	1,164,924	(434,445)	(2,301,227)	(4,191,793)	(6,090,691)	(7,040,139)	(9,888,485)
	110.00	1,115,554	(491,558)	(2,360,034)	(4,251,314)	(6,150,211)	(7,099,660)	(9,948,006)
	120.00	1,066,184	(549,661)	(2,418,841)	(4,310,834)	(6,209,732)	(7,159,180)	(10,007,526)
	130.00	1,016,815	(607,764)	(2,477,648)	(4,370,355)	(6,269,252)	(7,218,701)	(10,067,046)
	140.00	967,330	(665,905)	(2,536,534)	(4,429,875)	(6,328,772)	(7,278,221)	(10,126,567)
	150.00	917,662	(724,359)	(2,595,696)	(4,489,395)	(6,388,293)	(7,337,741)	(10,186,087)
	160.00	867,994	(782,813)	(2,654,859)	(4,548,916)	(6,447,813)	(7,397,262)	(10,245,608)
	170.00	818,326	(841,267)	(2,714,022)	(4,608,436)	(6,507,334)	(7,456,782)	(10,305,128)
	180.00	768,658	(899,720)	(2,773,185)	(4,667,957)	(6,566,854)	(7,516,303)	(10,364,648)
	190.00	718,990	(958,174)	(2,832,347)	(4,727,477)	(6,626,374)	(7,575,823)	(10,424,169)
	200.00	669,322	(1,016,628)	(2,891,510)	(4,786,997)	(6,685,895)	(7,635,343)	(10,483,689)
	210.00	619,654	(1,075,082)	(2,950,673)	(4,846,518)	(6,745,415)	(7,694,864)	(10,543,210)
	220.00	569,985	(1,133,536)	(3,009,836)	(4,906,038)	(6,804,936)	(7,754,384)	(10,602,730)
	230.00	520,317	(1,191,990)	(3,068,998)	(4,965,559)	(6,864,456)	(7,813,905)	(10,662,250)
	240.00	470,649	(1,250,444)	(3,128,161)	(5,025,079)	(6,923,976)	(7,873,425)	(10,721,771)
	250.00	420,981	(1,308,898)	(3,187,324)	(5,084,600)	(6,983,497)	(7,932,945)	(10,781,291)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 60
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7 Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(5,495,487)	90%	95%	100%	105%	110%	115%	120%
	0.00	(6,971,738)	(6,233,612)	(5,495,487)	(4,757,361)	(4,019,236)	(3,284,872)	(2,554,414)
	10.00	(7,031,258)	(6,293,133)	(5,555,007)	(4,816,882)	(4,078,756)	(3,344,035)	(2,613,221)
CIL £psm	20.00	(7,090,779)	(6,352,653)	(5,614,528)	(4,876,402)	(4,138,276)	(3,403,198)	(2,672,028)
0.00	30.00	(7,150,299)	(6,412,173)	(5,674,048)	(4,935,922)	(4,197,797)	(3,462,361)	(2,730,836)
(recommended CIL)	40.00	(7,209,819)	(6,471,694)	(5,733,568)	(4,995,443)	(4,257,317)	(3,521,523)	(2,789,643)
(100)	50.00	(7,269,340)	(6,531,214)	(5,793,089)	(5,054,963)	(4,316,838)	(3,580,686)	(2,848,450)
	60.00	(7,328,860)	(6,590,735)	(5,852,609)	(5,114,484)	(4,376,358)	(3,639,849)	(2,907,257)
	70.00	(7,388,381)	(6,650,255)	(5,912,130)	(5,174,004)	(4,435,878)	(3,699,012)	(2,966,226)
	80.00	(7,447,901)	(6,709,775)	(5,971,650)	(5,233,524)	(4,495,399)	(3,758,175)	(3,025,389)
	90.00	(7,507,421)	(6,769,296)	(6,031,170)	(5,293,045)	(4,554,919)	(3,817,337)	(3,084,551)
	100.00	(7,566,942)	(6,828,816)	(6,090,691)	(5,352,565)	(4,614,440)	(3,876,500)	(3,143,714)
	110.00	(7,626,462)	(6,888,337)	(6,150,211)	(5,412,086)	(4,673,960)	(3,935,834)	(3,202,877)
	120.00	(7,685,983)	(6,947,857)	(6,209,732)	(5,471,606)	(4,733,480)	(3,995,355)	(3,262,040)
	130.00	(7,745,503)	(7,007,377)	(6,269,252)	(5,531,126)	(4,793,001)	(4,054,875)	(3,321,203)
	140.00	(7,805,023)	(7,066,898)	(6,328,772)	(5,590,647)	(4,852,521)	(4,114,396)	(3,380,365)
	150.00	(7,864,544)	(7,126,418)	(6,388,293)	(5,650,167)	(4,912,042)	(4,173,916)	(3,439,528)
	160.00	(7,924,064)	(7,185,939)	(6,447,813)	(5,709,688)	(4,971,562)	(4,233,436)	(3,498,691)
	170.00	(7,983,585)	(7,245,459)	(6,507,334)	(5,769,208)	(5,031,082)	(4,292,957)	(3,557,854)
	180.00	(8,043,105)	(7,304,979)	(6,566,854)	(5,828,728)	(5,090,603)	(4,352,477)	(3,617,016)
	190.00	(8,102,625)	(7,364,500)	(6,626,374)	(5,888,249)	(5,150,123)	(4,411,998)	(3,676,179)
	200.00	(8,162,146)	(7,424,020)	(6,685,895)	(5,947,769)	(5,209,644)	(4,471,518)	(3,735,342)
	210.00	(8,221,666)	(7,483,541)	(6,745,415)	(6,007,290)	(5,269,164)	(4,531,038)	(3,794,505)
	220.00	(8,281,187)	(7,543,061)	(6,804,936)	(6,066,810)	(5,328,684)	(4,590,559)	(3,853,667)
	230.00	(8,340,707)	(7,602,582)	(6,864,456)	(6,126,330)	(5,388,205)	(4,650,079)	(3,912,830)
	240.00	(8,400,227)	(7,662,102)	(6,923,976)	(6,185,851)	(5,447,725)	(4,709,600)	(3,971,993)
	250.00	(8,459,748)	(7,721,622)	(6,983,497)	(6,245,371)	(5,507,246)	(4,769,120)	(4,031,156)

TABLE 8 Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(5,495,487)	0	1,000	20,000	30,000	40,000	50,000	100,000
	0.00	(5,495,487)	(5,411,322)	(3,812,195)	(2,973,463)	(2,139,198)	(1,309,341)	2,336,185
	10.00	(5,555,007)	(5,470,842)	(3,871,715)	(3,032,626)	(2,198,005)	(1,367,795)	2,287,112
CIL £psm	20.00	(5,614,528)	(5,530,363)	(3,931,235)	(3,091,788)	(2,256,812)	(1,426,249)	2,238,039
0.00	30.00	(5,674,048)	(5,589,883)	(3,990,756)	(3,150,951)	(2,315,619)	(1,484,703)	2,188,966
(recommended CIL)	40.00	(5,733,568)	(5,649,404)	(4,050,276)	(3,210,114)	(2,374,427)	(1,543,157)	2,139,893
(100)	50.00	(5,793,089)	(5,708,924)	(4,109,797)	(3,269,277)	(2,433,234)	(1,601,672)	2,090,820
	60.00	(5,852,609)	(5,768,445)	(4,169,317)	(3,328,440)	(2,492,041)	(1,660,479)	2,041,747
	70.00	(5,912,130)	(5,827,965)	(4,228,837)	(3,387,602)	(2,551,013)	(1,719,286)	1,992,674
	80.00	(5,971,650)	(5,887,485)	(4,288,358)	(3,446,765)	(2,610,176)	(1,778,094)	1,943,601
	90.00	(6,031,170)	(5,947,006)	(4,347,878)	(3,506,232)	(2,669,339)	(1,836,901)	1,894,528
	100.00	(6,090,691)	(6,006,526)	(4,407,399)	(3,565,753)	(2,728,502)	(1,895,708)	1,845,454
	110.00	(6,150,211)	(6,066,047)	(4,466,919)	(3,625,273)	(2,787,664)	(1,954,515)	1,796,381
	120.00	(6,209,732)	(6,125,567)	(4,526,439)	(3,684,793)	(2,846,827)	(2,013,323)	1,747,063
	130.00	(6,269,252)	(6,185,087)	(4,585,960)	(3,744,314)	(2,905,990)	(2,072,130)	1,697,693
	140.00	(6,328,772)	(6,244,608)	(4,645,480)	(3,803,834)	(2,965,153)	(2,130,937)	1,648,323
	150.00	(6,388,293)	(6,304,128)	(4,705,001)	(3,863,355)	(3,024,316)	(2,189,745)	1,598,954
	160.00	(6,447,813)	(6,363,649)	(4,764,521)	(3,922,875)	(3,083,478)	(2,248,552)	1,549,584
	170.00	(6,507,334)	(6,423,169)	(4,824,041)	(3,982,395)	(3,142,641)	(2,307,359)	1,500,214
	180.00	(6,566,854)	(6,482,689)	(4,883,562)	(4,041,916)	(3,201,804)	(2,366,166)	1,450,845
	190.00	(6,626,374)	(6,542,210)	(4,943,082)	(4,101,436)	(3,260,967)	(2,424,974)	1,401,475
	200.00	(6,685,895)	(6,601,730)	(5,002,603)	(4,160,957)	(3,320,129)	(2,483,781)	1,352,105
	210.00	(6,745,415)	(6,661,251)	(5,062,123)	(4,220,477)	(3,379,292)	(2,542,703)	1,302,736
	220.00	(6,804,936)	(6,720,771)	(5,121,643)	(4,279,997)	(3,438,455)	(2,601,866)	1,253,366
	230.00	(6,864,456)	(6,780,291)	(5,181,164)	(4,339,518)	(3,497,872)	(2,661,029)	1,203,996
	240.00	(6,923,976)	(6,839,812)	(5,240,684)	(4,399,038)	(3,557,392)	(2,720,191)	1,154,627
	250.00	(6,983,497)	(6,899,332)	(5,300,205)	(4,458,559)	(3,616,912)	(2,779,354)	1,105,257

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

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: **Flats** No Units: **60**
Site Typology: Location / Value Zone: **Mid** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**T**	
Scheme Typology:	Flats	
No Units:	60	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	14,145,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	15.65%	
Developers Profit Total (£)	2,475,375	
Land Value KPI's		
RLV (£/acre (net))	(5,051,042)	
RLV (£/ha (net))	(12,481,125)	
RLV (% of GDV)	-29.36%	
RLV Total (£)	(4,152,301)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	365,364	
Surplus/Deficit (£/acre) [RLV-BLV]	(5,495,487)	
Surplus/Deficit (£/ha)	(13,579,348)	
Surplus/Deficit Total (£)	(4,517,665)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	1,440,787	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	24,013	Put into summary table for ease of checking. Don't print this row in the summary table

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	U			(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	100	
Site Typology:	Location / Value Zone: Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:				

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	100%			
AH tenure split %		Affordable Rent:		35.0%		
		Social Rent:		35.0%	70.0%	% Rented
		First Homes:				
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	17.0	17.5%	0.0	17%	17.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	33.0	30.0%	0.0	33%	33.0
4 bed House (with garage)	15.0%	15.0	5.0%	0.0	15%	15.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	18.0	30.0%	0.0	18%	18.0
2 bed Flat	17.0%	17.0	17.5%	0.0	17%	17.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	100.0	100.0%	0.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,275	13,724	0	0	1,275	13,724
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	3,498	37,652	0	0	3,498	37,652
4 bed House (with garage)	2,085	22,443	0	0	2,085	22,443
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,059	11,397	0	0	1,059	11,397
2 bed Flat	1,300	13,993	0	0	1,300	13,993
3 bed Flat	0	0	0	0	0	0
	9,217	99,209	0	0	9,217	99,209
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	5,525,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	12,045,000
4 bed House (with garage)	440,000	3,826	355	3,165	294	6,600,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	3,600,000
2 bed Flat	255,000	3,923	364	3,335	310	4,335,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						32,105,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	17.0	@	325,000	5,525,000
3 bed House	0.0	@	0	-
3 bed House (with garage)	33.0	@	365,000	12,045,000
4 bed House (with garage)	15.0	@	440,000	6,600,000
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	18.0	@	200,000	3,600,000
2 bed Flat	17.0	@	255,000	4,335,000
3 bed Flat	0.0	@	0	-
	100.0			32,105,000
Affordable Rent GDV -				
2 bed House	0.0	@	195,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	219,000	-
4 bed House (with garage)	0.0	@	264,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	120,000	-
2 bed Flat	0.0	@	153,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	130,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	146,000	-
4 bed House (with garage)	0.0	@	176,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	80,000	-
2 bed Flat	0.0	@	102,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	227,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	255,500	-
4 bed House (with garage)	0.0	@	308,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**100**			**32,105,000**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	100	units @	0 per unit	-
Total GDV				**32,105,000**

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	122,505	£		(122,505)
Building Safety Levy				9,217	sqm		15.11	£ psm			(139,266)
CIL (Mrkt only inc. garages)	Max			9,217	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				100	units @		0	per unit			-
	Sub-total									-	
S106 analysis:		-	£ per ha	0.00%	% of GDV		0	£ per unit (total units)			
AH Commuted Sum				9,217	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				1.98	ha @		123,500	£ per ha (if brownfield)			(244,506)
Strategic Site Infra. costs	Year 1			0							-
	Year 2			0							-
	Year 3			0							-
	Year 4			0							-
	Year 5			0							-
	Year 6			0							-
	Year 7			0							-
	Year 8			0							-
	Year 9			0							-
	Year 10			0							-
	Year 11			0							-
	Year 12			0							-
	Year 13			0							-
	Year 14			0							-
	Year 15			0							-
	Years 1-15			100	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				1,275	sqm @		1,892	psm			(2,412,300)
3 bed House				-	sqm @		1,892	psm			-
3 bed House (EXC. garage)				2,970	sqm @		1,892	psm			(5,619,240)
4 bed House (EXC. garage)				1,725	sqm @		1,892	psm			(3,263,700)
5 bed House (EXC. garage)				-	sqm @		1,892	psm			-
1 bed Flat				1,059	sqm @		2,064	psm			(2,185,412)
2 bed Flat				1,300	sqm @		2,064	psm			(2,683,200)
3 bed Flat				-	sqm @		2,064	psm			-
Garages for 3B House		33.0	16.0	528	sqm @		600	psm			(316,800)
Garages for 4B House		15.0	24.0	360	sqm @		600	psm			(216,000)
Garages for 5B House		-	-	0	sqm @		600	psm			-
Total GIA check:				9,217		£ per garage	£0				
External works				16,696,652	@		10.0%				(1,669,665)
Ext. Works analysis:							16,697	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				100	units @		400	£ per unit			(40,000)
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		100	units @		100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units		-	units @		10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units		100	units @		10%	@	0	£ per unit		-
Part L/FHS			100	units @				4,350	£ per unit		(435,000)
Part L/FHS analysis:							2.6%	% of BCIS costs			
Net Zero for Housing			6,858	sqm				0	£ psm		-
Net Zero for Flats			2,359	sqm				0	£ psm		-
Water Efficiency			-	units @				0	£ per unit		-
Urban Greening Factor	35.0		flats @	6		per storey = GIA	404	0	£ / psm		-
	Sub-total							0		(475,000)	
Policy Costs analysis:	(design costs only)						4,750	£ per unit (total units)			
							2.8%	% of BCIS costs			
Contingency (on construction)				19,085,823	@		5.0%				(954,291)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

Professional Fees		19,085,823	@	10.0%			(1,908,582)
Disposal Costs -							
OMS Marketing and Promotion		32,105,000	OMS @	1.00%	3,211	£ per unit	(321,050)
Residential Sales Agent Costs		32,105,000	OMS @	1.00%	3,211	£ per unit	(321,050)
Residential Sales Legal Costs		32,105,000	OMS @	0.50%	1,605	£ per unit	(160,525)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	100	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,026	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(2,201,501)
Developers Profit -							
Profit on OMS		32,105,000		17.50%			(5,618,375)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		32,105,000		17.50%	blended GDV	(5,618,375)	
		25,255,428		22.25%	on costs	(5,618,375)	
TOTAL COSTS							**(30,873,803)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							1,231,197
SDLT		1,231,197	@	HMRC formula			(51,060)
Acquisition Agent fees		1,231,197	@	1.0%			(12,312)
Acquisition Legal fees		1,231,197	@	0.5%			(6,156)
Interest on Land		1,231,197	@	7.50%			(92,340)
Residual Land Value							**1,069,329**
RLV analysis:	10,693 £ per plot	540,118	£ per ha (net)	218,583	£ per acre (net)		
		486,106	£ per ha (gross)	196,725	£ per acre (gross)		
				3.33%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		50.5	dph (net)				
Site Area (net)		1.98	ha (net)	4.89	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		2.20	ha (gross)	5.44	acres (gross)		
Density analysis:		4,655	sqm/ha (net)	20,279	sqft/ac (net)		
		45	dph (gross)				
Benchmark Land Value (net)	21,743 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**2,174,267**
BLV analysis:		1,098,222	£ per ha (net)	444,444	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(558,104)**	£ per ha (net)	**(225,862)**	£ per acre (net)	**(1,104,938)**

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n)) -	225,862	0%	5%	10%	15%	20%	25%	30%
	0.00	(225,862)	(272,902)	(319,961)	(367,186)	(414,970)	(466,928)	(521,840)
	10.00	(244,668)	(290,768)	(336,989)	(383,268)	(430,951)	(483,428)	(537,240)
Max CIL £ psm	20.00	(263,474)	(308,685)	(354,017)	(399,384)	(447,216)	(499,928)	(552,640)
0.00	30.00	(282,280)	(326,659)	(371,045)	(416,027)	(464,816)	(516,428)	(568,075)
(recommended CIL)	40.00	(301,192)	(344,633)	(388,073)	(433,032)	(482,416)	(532,928)	(583,568)
(100)	50.00	(320,112)	(362,606)	(405,336)	(450,604)	(500,016)	(549,428)	(599,061)
	60.00	(339,032)	(380,580)	(423,102)	(469,304)	(517,616)	(565,986)	(614,554)
	70.00	(357,952)	(398,561)	(441,120)	(488,003)	(535,215)	(582,586)	(630,047)
	80.00	(376,872)	(417,176)	(460,591)	(506,703)	(552,830)	(599,185)	(645,540)
	90.00	(395,792)	(436,195)	(480,391)	(525,403)	(570,537)	(615,785)	(661,033)
	100.00	(415,282)	(456,279)	(500,191)	(544,103)	(588,243)	(632,384)	(676,526)
	110.00	(435,274)	(477,179)	(519,991)	(562,914)	(605,949)	(648,984)	(692,019)
	120.00	(456,367)	(498,079)	(539,799)	(581,727)	(623,655)	(665,584)	(707,512)
	130.00	(478,366)	(518,979)	(559,719)	(600,540)	(641,362)	(682,183)	(723,005)
	140.00	(500,366)	(539,923)	(579,638)	(619,353)	(659,068)	(698,783)	(738,498)
	150.00	(522,366)	(560,950)	(599,558)	(638,166)	(676,774)	(715,383)	(754,022)
	160.00	(544,474)	(581,976)	(619,477)	(656,979)	(694,481)	(731,982)	(769,608)
	170.00	(566,607)	(603,002)	(639,397)	(675,792)	(712,187)	(748,582)	(785,195)
	180.00	(588,740)	(624,028)	(659,316)	(694,605)	(729,893)	(765,235)	(800,782)
	190.00	(610,873)	(645,054)	(679,236)	(713,418)	(747,599)	(781,935)	(816,368)
	200.00	(633,005)	(666,080)	(699,156)	(732,231)	(765,316)	(798,635)	(831,955)
	210.00	(655,138)	(687,107)	(719,075)	(751,043)	(783,129)	(815,335)	(847,542)
	220.00	(677,271)	(708,133)	(738,995)	(769,856)	(800,942)	(832,035)	(863,128)
	230.00	(699,404)	(729,159)	(758,914)	(788,776)	(818,756)	(848,735)	(878,715)
	240.00	(721,537)	(750,185)	(778,837)	(807,703)	(836,569)	(865,435)	(894,301)
	250.00	(743,670)	(771,211)	(798,877)	(826,630)	(854,382)	(882,135)	(909,888)

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV £ per acre (n))	(225,862)	0%	25%	50%	75%	100%	125%	150%
	0.00	(225,862)	(225,862)	(225,862)	(225,862)	(225,862)	(225,862)	(225,862)
	10.00	(244,668)	(244,668)	(244,668)	(244,668)	(244,668)	(244,668)	(244,668)
CIL £psm	20.00	(263,474)	(263,474)	(263,474)	(263,474)	(263,474)	(263,474)	(263,474)
0.00	30.00	(282,280)	(282,280)	(282,280)	(282,280)	(282,280)	(282,280)	(282,280)
(recommended CIL)	40.00	(301,192)	(301,192)	(301,192)	(301,192)	(301,192)	(301,192)	(301,192)
(100)	50.00	(320,112)	(320,112)	(320,112)	(320,112)	(320,112)	(320,112)	(320,112)
	60.00	(339,032)	(339,032)	(339,032)	(339,032)	(339,032)	(339,032)	(339,032)
	70.00	(357,952)	(357,952)	(357,952)	(357,952)	(357,952)	(357,952)	(357,952)
	80.00	(376,872)	(376,872)	(376,872)	(376,872)	(376,872)	(376,872)	(376,872)
	90.00	(395,792)	(395,792)	(395,792)	(395,792)	(395,792)	(395,792)	(395,792)
	100.00	(415,282)	(415,282)	(415,282)	(415,282)	(415,282)	(415,282)	(415,282)
	110.00	(435,274)	(435,274)	(435,274)	(435,274)	(435,274)	(435,274)	(435,274)
	120.00	(456,367)	(456,367)	(456,367)	(456,367)	(456,367)	(456,367)	(456,367)
	130.00	(478,366)	(478,366)	(478,366)	(478,366)	(478,366)	(478,366)	(478,366)
	140.00	(500,366)	(500,366)	(500,366)	(500,366)	(500,366)	(500,366)	(500,366)
	150.00	(522,366)	(522,366)	(522,366)	(522,366)	(522,366)	(522,366)	(522,366)
	160.00	(544,474)	(544,474)	(544,474)	(544,474)	(544,474)	(544,474)	(544,474)
	170.00	(566,607)	(566,607)	(566,607)	(566,607)	(566,607)	(566,607)	(566,607)
	180.00	(588,740)	(588,740)	(588,740)	(588,740)	(588,740)	(588,740)	(588,740)
	190.00	(610,873)	(610,873)	(610,873)	(610,873)	(610,873)	(610,873)	(610,873)
	200.00	(633,005)	(633,005)	(633,005)	(633,005)	(633,005)	(633,005)	(633,005)
	210.00	(655,138)	(655,138)	(655,138)	(655,138)	(655,138)	(655,138)	(655,138)
	220.00	(677,271)	(677,271)	(677,271)	(677,271)	(677,271)	(677,271)	(677,271)
	230.00	(699,404)	(699,404)	(699,404)	(699,404)	(699,404)	(699,404)	(699,404)
	240.00	(721,537)	(721,537)	(721,537)	(721,537)	(721,537)	(721,537)	(721,537)
	250.00	(743,670)	(743,670)	(743,670)	(743,670)	(743,670)	(743,670)	(743,670)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(225,862)	Profit 18%						
		15%	16%	17%	18%	19%	20%	21%
	0.00	(84,765)	(141,204)	(197,642)	(254,081)	(310,519)	(366,958)	(424,444)
	10.00	(103,571)	(160,010)	(216,449)	(272,887)	(329,326)	(385,764)	(444,343)
CIL £psm	20.00	(122,378)	(178,816)	(235,255)	(291,693)	(348,132)	(404,787)	(466,201)
0.00	30.00	(141,184)	(197,622)	(254,061)	(310,499)	(366,938)	(424,423)	(488,069)
(recommended CIL)	40.00	(160,096)	(216,534)	(272,973)	(329,412)	(385,850)	(444,434)	(510,060)
(100)	50.00	(179,016)	(235,454)	(291,893)	(348,331)	(404,994)	(466,433)	(532,059)
	60.00	(197,936)	(254,374)	(310,813)	(367,251)	(424,754)	(488,433)	(554,059)
	70.00	(216,856)	(273,294)	(329,733)	(386,171)	(444,807)	(510,433)	(576,059)
	80.00	(235,775)	(292,214)	(348,652)	(405,326)	(466,807)	(532,433)	(598,059)
	90.00	(254,695)	(311,134)	(367,572)	(425,094)	(488,806)	(554,433)	(620,059)
	100.00	(273,615)	(330,054)	(386,492)	(445,180)	(510,806)	(576,432)	(642,059)
	110.00	(292,535)	(348,974)	(405,658)	(467,180)	(532,806)	(598,432)	(664,058)
	120.00	(311,455)	(367,893)	(425,434)	(489,180)	(554,806)	(620,432)	(686,058)
	130.00	(330,375)	(386,813)	(445,553)	(511,180)	(576,806)	(642,432)	(708,058)
	140.00	(349,295)	(405,991)	(467,553)	(533,179)	(598,806)	(664,432)	(730,058)
	150.00	(368,214)	(425,773)	(489,553)	(555,179)	(620,805)	(686,432)	(752,058)
	160.00	(387,227)	(446,035)	(511,661)	(577,287)	(642,913)	(708,540)	(774,166)
	170.00	(406,538)	(468,168)	(533,794)	(599,420)	(665,046)	(730,672)	(796,299)
	180.00	(426,454)	(490,300)	(555,927)	(621,553)	(687,179)	(752,805)	(818,432)
	190.00	(446,807)	(512,433)	(578,060)	(643,686)	(709,312)	(774,938)	(840,564)
	200.00	(468,940)	(534,566)	(600,192)	(665,819)	(731,445)	(797,071)	(862,697)
	210.00	(491,073)	(556,699)	(622,325)	(687,951)	(753,578)	(819,204)	(884,830)
	220.00	(513,206)	(578,832)	(644,458)	(710,084)	(775,710)	(841,337)	(906,963)
	230.00	(535,338)	(600,965)	(666,591)	(732,217)	(797,843)	(863,469)	(929,096)
	240.00	(557,471)	(623,097)	(688,724)	(754,350)	(819,976)	(885,602)	(951,228)
	250.00	(579,604)	(645,230)	(710,856)	(776,483)	(842,109)	(907,735)	(973,361)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(225,862)	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	107,472	79,694	51,916	24,138	(3,639)	(31,417)	(59,195)
	10.00	88,666	60,888	33,110	5,332	(22,446)	(50,223)	(78,001)
CIL £psm	20.00	69,859	42,082	14,304	(13,474)	(41,252)	(69,030)	(96,807)
0.00	30.00	51,053	23,275	(4,502)	(32,280)	(60,058)	(87,836)	(115,613)
(recommended CIL)	40.00	32,141	4,363	(23,414)	(51,192)	(78,970)	(106,748)	(134,526)
(100)	50.00	13,221	(14,557)	(42,334)	(70,112)	(97,890)	(125,668)	(153,445)
	60.00	(5,699)	(33,476)	(61,254)	(89,032)	(116,810)	(144,588)	(172,365)
	70.00	(24,619)	(52,396)	(80,174)	(107,952)	(135,730)	(163,507)	(191,285)
	80.00	(43,538)	(71,316)	(99,094)	(126,872)	(154,650)	(182,427)	(210,205)
	90.00	(62,458)	(90,236)	(118,014)	(145,792)	(173,569)	(201,347)	(229,125)
	100.00	(81,949)	(109,727)	(137,504)	(165,282)	(193,060)	(220,838)	(248,616)
	110.00	(101,940)	(129,718)	(157,496)	(185,274)	(213,052)	(240,829)	(268,607)
	120.00	(123,033)	(150,811)	(178,589)	(206,367)	(234,144)	(261,922)	(289,700)
	130.00	(145,033)	(172,811)	(200,589)	(228,366)	(256,144)	(283,922)	(311,700)
	140.00	(167,033)	(194,811)	(222,589)	(250,366)	(278,144)	(305,922)	(333,700)
	150.00	(189,033)	(216,811)	(244,588)	(272,366)	(300,144)	(327,922)	(355,699)
	160.00	(211,141)	(238,919)	(266,696)	(294,474)	(322,252)	(350,030)	(377,807)
	170.00	(233,274)	(261,051)	(288,829)	(316,607)	(344,385)	(372,163)	(399,940)
	180.00	(255,406)	(283,184)	(310,962)	(338,740)	(366,518)	(394,295)	(422,073)
	190.00	(277,539)	(305,317)	(333,095)	(360,873)	(388,650)	(416,428)	(444,206)
	200.00	(299,672)	(327,450)	(355,228)	(383,005)	(410,783)	(438,561)	(466,339)
	210.00	(321,805)	(349,583)	(377,360)	(405,138)	(432,916)	(460,694)	(488,472)
	220.00	(343,938)	(371,716)	(399,493)	(427,271)	(455,049)	(482,827)	(510,604)
	230.00	(366,071)	(393,848)	(421,626)	(449,404)	(477,182)	(504,959)	(532,737)
	240.00	(388,203)	(415,981)	(443,759)	(471,537)	(499,315)	(527,092)	(554,870)
	250.00	(410,336)	(438,114)	(465,892)	(493,670)	(521,447)	(549,225)	(577,003)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(225,862)	Density (dph) (net) 30	35	51 40	45	50	55	60
	0.00	(337,916)	(310,599)	(283,282)	(255,965)	(228,648)	(201,331)	(174,014)
	10.00	(349,087)	(323,630)	(298,175)	(272,720)	(247,264)	(221,809)	(196,354)
CIL £psm	20.00	(360,324)	(336,684)	(313,068)	(289,474)	(265,881)	(242,287)	(218,693)
0.00	30.00	(371,561)	(349,794)	(328,027)	(306,260)	(284,497)	(262,765)	(241,033)
(recommended CIL)	40.00	(382,799)	(362,904)	(343,010)	(323,116)	(303,221)	(283,327)	(263,433)
(100)	50.00	(394,036)	(376,014)	(357,993)	(339,972)	(321,950)	(303,929)	(285,908)
	60.00	(405,273)	(389,125)	(372,976)	(356,828)	(340,679)	(324,531)	(308,382)
	70.00	(416,510)	(402,235)	(387,959)	(373,684)	(359,408)	(345,132)	(330,857)
	80.00	(428,126)	(415,444)	(402,942)	(390,540)	(378,137)	(365,734)	(353,331)
	90.00	(440,017)	(429,099)	(418,274)	(407,536)	(396,866)	(386,336)	(375,806)
	100.00	(452,645)	(442,972)	(434,036)	(425,101)	(416,180)	(407,380)	(398,580)
	110.00	(465,712)	(458,070)	(450,429)	(442,937)	(435,983)	(429,029)	(422,076)
	120.00	(478,779)	(473,315)	(467,851)	(462,388)	(456,924)	(451,460)	(445,997)
	130.00	(491,845)	(488,559)	(485,273)	(481,987)	(478,702)	(475,416)	(472,130)
	140.00	(504,983)	(503,819)	(502,696)	(501,587)	(500,479)	(499,371)	(498,263)
	150.00	(518,128)	(519,155)	(520,182)	(521,209)	(522,257)	(523,327)	(524,396)
	160.00	(531,274)	(534,492)	(537,710)	(540,928)	(544,146)	(547,364)	(550,582)
	170.00	(544,420)	(549,829)	(555,237)	(560,646)	(566,055)	(571,464)	(576,873)
	180.00	(557,565)	(565,165)	(572,765)	(580,365)	(587,965)	(595,564)	(603,164)
	190.00	(570,711)	(580,502)	(590,292)	(600,083)	(609,874)	(619,665)	(629,456)
	200.00	(583,856)	(595,838)	(607,820)	(619,802)	(631,783)	(643,765)	(655,747)
	210.00	(597,002)	(611,175)	(625,347)	(639,520)	(653,693)	(667,865)	(682,038)
	220.00	(610,148)	(626,511)	(642,875)	(659,238)	(675,602)	(691,966)	(708,329)
	230.00	(623,293)	(641,848)	(660,402)	(678,957)	(697,511)	(716,066)	(734,620)
	240.00	(636,439)	(657,184)	(677,930)	(698,675)	(719,421)	(740,166)	(760,912)
	250.00	(649,584)	(672,521)	(695,457)	(718,394)	(741,330)	(764,266)	(787,203)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(225,862)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	120%
	0.00	1,462,507	1,047,434	627,818	203,371	(225,862)	(444,443)	(1,208,121)
	10.00	1,444,478	1,029,186	609,349	184,790	(244,668)	(466,442)	(1,230,522)
CIL £psm	20.00	1,426,448	1,010,939	590,880	166,156	(263,474)	(488,442)	(1,252,923)
0.00	30.00	1,408,419	992,691	572,411	147,463	(282,280)	(510,442)	(1,275,324)
(recommended CIL)	40.00	1,390,390	974,443	553,941	128,769	(301,192)	(532,478)	(1,297,726)
(100)	50.00	1,372,360	956,195	535,472	110,076	(320,112)	(554,611)	(1,320,127)
	60.00	1,354,331	937,947	517,003	91,383	(339,032)	(576,744)	(1,342,626)
	70.00	1,336,302	919,699	498,534	72,690	(357,952)	(598,877)	(1,365,163)
	80.00	1,318,254	901,451	480,065	53,997	(376,872)	(621,009)	(1,387,699)
	90.00	1,300,115	883,203	461,595	35,304	(395,792)	(643,142)	(1,410,236)
	100.00	1,281,977	864,955	443,126	16,610	(415,282)	(665,275)	(1,432,773)
	110.00	1,263,839	846,610	424,657	(2,083)	(435,274)	(687,408)	(1,455,309)
	120.00	1,245,700	828,251	406,188	(20,776)	(456,367)	(709,541)	(1,477,846)
	130.00	1,227,562	809,893	387,618	(39,469)	(478,366)	(731,674)	(1,500,383)
	140.00	1,209,424	791,535	369,038	(58,186)	(500,366)	(753,806)	(1,522,919)
	150.00	1,191,286	773,177	350,457	(76,992)	(522,366)	(775,939)	(1,545,456)
	160.00	1,173,147	754,818	331,876	(95,798)	(544,474)	(798,102)	(1,567,992)
	170.00	1,155,009	736,460	313,295	(114,604)	(566,607)	(820,369)	(1,590,529)
	180.00	1,136,871	718,102	294,714	(133,411)	(588,740)	(842,635)	(1,613,188)
	190.00	1,118,732	699,744	276,133	(152,217)	(610,873)	(864,902)	(1,635,860)
	200.00	1,100,594	681,385	257,552	(171,023)	(633,005)	(887,169)	(1,658,533)
	210.00	1,082,397	663,027	238,971	(189,829)	(655,138)	(909,435)	(1,681,206)
	220.00	1,064,149	644,669	220,391	(208,635)	(677,271)	(931,702)	(1,703,879)
	230.00	1,045,901	626,267	201,810	(227,442)	(699,404)	(953,969)	(1,726,552)
	240.00	1,027,653	607,798	183,229	(246,248)	(721,537)	(976,235)	(1,749,225)
	250.00	1,009,406	589,328	164,585	(265,054)	(743,670)	(998,502)	(1,771,898)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(225,862)	Market Values 100% 90%	95%	100%	105%	110%	115%	120%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(750,534)	(470,753)	(225,862)	11,876	248,511	483,981	718,575
	10.00	(772,754)	(492,753)	(244,668)	(6,817)	229,889	465,400	700,106
CIL £psm	20.00	(795,021)	(514,753)	(263,474)	(25,510)	211,196	446,820	681,636
0.00	30.00	(817,287)	(536,840)	(282,280)	(44,260)	192,503	428,239	663,167
(recommended CIL)	40.00	(839,554)	(558,973)	(301,192)	(63,066)	173,810	409,658	644,698
(100)	50.00	(861,821)	(581,106)	(320,112)	(81,872)	155,117	391,077	626,229
	60.00	(884,087)	(603,238)	(339,032)	(100,678)	136,424	372,496	607,759
	70.00	(906,354)	(625,371)	(357,952)	(119,485)	117,730	353,915	589,290
	80.00	(928,621)	(647,504)	(376,872)	(138,291)	99,037	335,334	570,804
	90.00	(950,887)	(669,637)	(395,792)	(157,097)	80,344	316,754	552,223
	100.00	(973,154)	(691,770)	(415,282)	(175,903)	61,651	298,173	533,642
	110.00	(995,420)	(713,903)	(435,274)	(194,709)	42,958	279,592	515,062
	120.00	(1,017,805)	(736,035)	(456,367)	(213,516)	24,264	260,971	496,481
	130.00	(1,040,206)	(758,168)	(478,366)	(232,322)	5,571	242,278	477,900
	140.00	(1,062,608)	(780,329)	(500,366)	(251,128)	(13,122)	223,585	459,319
	150.00	(1,085,009)	(802,596)	(522,366)	(269,934)	(31,914)	204,892	440,738
	160.00	(1,107,410)	(824,862)	(544,474)	(288,820)	(50,720)	186,198	422,157
	170.00	(1,129,811)	(847,129)	(566,607)	(307,739)	(69,526)	167,505	403,576
	180.00	(1,152,212)	(869,396)	(588,740)	(326,659)	(88,332)	148,812	384,996
	190.00	(1,174,614)	(891,662)	(610,873)	(345,579)	(107,139)	130,119	366,415
	200.00	(1,197,015)	(913,929)	(633,005)	(364,499)	(125,945)	111,426	347,834
	210.00	(1,219,416)	(936,196)	(655,138)	(383,419)	(144,751)	92,732	329,253
	220.00	(1,241,840)	(958,462)	(677,271)	(402,478)	(163,557)	74,039	310,672
	230.00	(1,264,376)	(980,729)	(699,404)	(422,182)	(182,363)	55,346	292,053
	240.00	(1,286,913)	(1,002,995)	(721,537)	(442,202)	(201,169)	36,653	273,360
	250.00	(1,309,450)	(1,025,262)	(743,670)	(463,980)	(219,976)	17,960	254,666

TABLE 8

Balance (RLV - BLV £ per acre (n))	(225,862)	Grant (£ per unit) 0	1,000	- 20,000	30,000	40,000	50,000	100,000
	0.00	(225,862)	(205,580)	178,344	378,730	578,065	776,384	1,753,023
	10.00	(244,668)	(224,386)	159,671	360,149	559,596	758,025	1,735,102
CIL £psm	20.00	(263,474)	(243,192)	140,978	341,568	541,127	739,667	1,717,181
0.00	30.00	(282,280)	(261,999)	122,284	322,987	522,657	721,309	1,699,260
(recommended CIL)	40.00	(301,192)	(280,805)	103,591	304,406	504,188	702,951	1,681,339
(100)	50.00	(320,112)	(299,708)	84,898	285,825	485,719	684,592	1,663,418
	60.00	(339,032)	(318,628)	66,205	267,244	467,250	666,234	1,645,497
	70.00	(357,952)	(337,548)	47,512	248,664	448,781	647,876	1,627,576
	80.00	(376,872)	(356,468)	28,818	230,083	430,311	629,493	1,609,655
	90.00	(395,792)	(375,387)	10,125	211,502	411,842	611,024	1,591,734
	100.00	(415,282)	(394,307)	(8,568)	192,921	393,307	592,555	1,573,813
	110.00	(435,274)	(413,746)	(27,261)	174,336	374,726	574,086	1,555,892
	120.00	(456,367)	(433,703)	(45,954)	155,643	356,145	555,616	1,537,894
	130.00	(478,366)	(454,641)	(64,710)	136,950	337,564	537,147	1,519,865
	140.00	(500,366)	(476,640)	(83,516)	118,257	318,983	518,678	1,501,836
	150.00	(522,366)	(498,640)	(102,323)	99,563	300,403	500,209	1,483,806
	160.00	(544,474)	(520,640)	(121,129)	80,870	281,822	481,739	1,465,777
	170.00	(566,607)	(542,738)	(139,935)	62,177	263,241	463,270	1,447,748
	180.00	(588,740)	(564,871)	(158,741)	43,484	244,660	444,801	1,429,718
	190.00	(610,873)	(587,003)	(177,547)	24,791	226,079	426,332	1,411,689
	200.00	(633,005)	(609,136)	(196,353)	6,097	207,498	407,863	1,393,660
	210.00	(655,138)	(631,269)	(215,160)	(12,596)	188,917	389,303	1,375,630
	220.00	(677,271)	(653,402)	(233,966)	(31,289)	170,308	370,723	1,357,601
	230.00	(699,404)	(675,535)	(252,772)	(49,982)	151,615	352,142	1,339,572
	240.00	(721,537)	(697,668)	(271,578)	(68,762)	132,922	333,561	1,321,542
	250.00	(743,670)	(719,800)	(290,426)	(87,568)	114,229	314,980	1,303,405

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**U**	
Scheme Typology:	Houses and Flats	
No Units:	100	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	32,105,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	22.25%	
Developers Profit Total (£)	5,618,375	
Land Value KPI's		
RLV (£/acre (net))	218,583	
RLV (£/ha (net))	540,118	
RLV (% of GDV)	3.33%	
RLV Total (£)	1,069,329	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	2,174,267	
Surplus/Deficit (£/acre) [RLV-BLV]	(225,862)	
Surplus/Deficit (£/ha)	(558,104)	
Surplus/Deficit Total (£)	(1,104,938)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	2,201,501	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	92,340	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	22,938	Put into summary table for ease of checking. Don't print this row in the summary table

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	V				(see Typologies Matrix)
Scheme Typology:	Flats		No Units:	450	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			450	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	157.5	46.0%	0.0	35%	157.5
2 bed Flat	65.0%	292.5	54.0%	0.0	65%	292.5
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	450.0	100.0%	0.0	100%	450.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	9,265	99,724	0	0	9,265	99,724
2 bed Flat	22,368	240,763	0	0	22,368	240,763
3 bed Flat	0	0	0	0	0	0
	31,632	340,488	0	0	31,632	340,488
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	0
4 bed House (with garage)	440,000	3,826	355	3,165	294	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	31,500,000
2 bed Flat	255,000	3,923	364	3,335	310	74,587,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						106,087,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**450**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	325,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	365,000		-
4 bed House (with garage)	0.0	@	440,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	157.5	@	200,000		31,500,000
2 bed Flat	292.5	@	255,000		74,587,500
3 bed Flat	0.0	@	0		-
	450.0				106,087,500
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**450**				**106,087,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	450	units @	0	per unit	-
Total GDV					**106,087,500**

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**	No Units:	**450**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	106,985	£		(106,985)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	320,955	£		(320,955)
Building Safety Levy				31,632	sqm	15.11	£ psm			(477,965)
CIL (Mrkt only inc. garages)	Max			31,632	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				450	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				31,632	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				3.43	ha @	123,500	£ per ha (if brownfield)			(423,429)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			450	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	1,892	psm			-
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				-	sqm @	1,892	psm			-
4 bed House (EXC. garage)				-	sqm @	1,892	psm			-
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				9,265	sqm @	2,064	psm			(19,122,353)
2 bed Flat				22,368	sqm @	2,064	psm			(46,166,824)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	-	16.0		0	sqm @	600	psm			-
Garages for 4B House	-	24.0		0	sqm @	600	psm			-
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				31,632	£ per garage	£0				
External works				65,289,176	@	10.0%				(6,528,918)
Ext. Works analysis:						14,509	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				450	units @	400	£ per unit			(180,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	450	units @		100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units	450	units @		10%	@	0	£ per unit		-
Part L/FHS		450	units @				4,350	£ per unit		(1,957,500)
Part L/FHS analysis:						3.0%	% of BCIS costs			
Net Zero for Housing		-	sqm				0	£ psm		-
Net Zero for Flats		31,632	sqm				0	£ psm		-
Water Efficiency		-	units @				0	£ per unit		-
Urban Greening Factor	450.0	flats @	6		per storey = GIA	422	0	£ / psm		-
	Sub-total						0		(2,137,500)	
Policy Costs analysis:	(design costs only)					4,750	£ per unit (total units)			
						3.3%	% of BCIS costs			
Contingency (on construction)				74,379,023	@	5.0%				(3,718,951)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**450**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		74,379,023	@	10.0%			(7,437,902)
Disposal Costs -							
OMS Marketing and Promotion		106,087,500	OMS @	1.00%	2,358	£ per unit	(1,060,875)
Residential Sales Agent Costs		106,087,500	OMS @	1.00%	2,358	£ per unit	(1,060,875)
Residential Sales Legal Costs		106,087,500	OMS @	0.50%	1,179	£ per unit	(530,438)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	450	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,894	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(9,005,588)
Developers Profit -							
Profit on OMS		106,087,500		17.50%			(18,565,313)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		106,087,500		17.50%	blended GDV	(18,565,313)	
		98,099,556		18.92%	on costs	(18,565,313)	
TOTAL COSTS							**(116,664,869)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(10,577,369)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(10,577,369)**
RLV analysis:	(23,505) £ per plot	(3,085,066)	£ per ha (net)	(1,248,509)	£ per acre (net)		
		(2,468,053)	£ per ha (gross)	(998,807)	£ per acre (gross)		
				-9.97%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		131.3	dph (net)				
Site Area (net)		3.43	ha (net)	8.47	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		4.29	ha (gross)	10.59	acres (gross)		
Density analysis:		9,226	sqm/ha (net)	40,190	sqft/ac (net)		
		105	dph (gross)				
Benchmark Land Value (net)	9,413 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**4,236,000**
BLV analysis:		1,235,500	£ per ha (net)	500,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(4,320,566)**	£ per ha (net)	**(1,748,509)**	£ per acre (net)	**(14,813,369)**

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats — No Units: 450
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	1,748,509	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(1,748,509)	(1,907,424)	(2,067,743)	(2,229,667)	(2,393,751)	(2,559,141)	(2,724,531)
	10.00	(1,797,420)	(1,954,170)	(2,112,297)	(2,272,125)	(2,434,076)	(2,596,946)	(2,759,816)
Max CIL £ psm	20.00	(1,846,330)	(2,000,916)	(2,156,910)	(2,314,714)	(2,474,402)	(2,634,751)	(2,795,101)
0.00	30.00	(1,895,348)	(2,047,815)	(2,201,732)	(2,357,302)	(2,514,727)	(2,672,556)	(2,830,385)
(recommended CIL)	40.00	(1,944,555)	(2,094,843)	(2,246,555)	(2,399,890)	(2,555,053)	(2,710,361)	(2,865,670)
(100)	50.00	(1,993,761)	(2,141,872)	(2,291,378)	(2,442,590)	(2,595,378)	(2,748,167)	(2,900,955)
	60.00	(2,042,967)	(2,188,900)	(2,336,237)	(2,485,435)	(2,635,703)	(2,785,972)	(2,936,240)
	70.00	(2,092,241)	(2,236,051)	(2,381,331)	(2,528,281)	(2,676,029)	(2,823,777)	(2,971,525)
	80.00	(2,141,745)	(2,283,364)	(2,426,424)	(2,571,127)	(2,716,354)	(2,861,582)	(3,006,809)
	90.00	(2,191,248)	(2,330,677)	(2,471,518)	(2,613,973)	(2,756,680)	(2,899,387)	(3,042,094)
	100.00	(2,240,752)	(2,377,989)	(2,516,632)	(2,656,819)	(2,797,005)	(2,937,192)	(3,077,379)
	110.00	(2,290,291)	(2,425,401)	(2,561,998)	(2,699,664)	(2,837,331)	(2,974,997)	(3,112,664)
	120.00	(2,340,094)	(2,472,999)	(2,607,364)	(2,742,510)	(2,877,656)	(3,012,802)	(3,147,948)
	130.00	(2,389,897)	(2,520,598)	(2,652,730)	(2,785,356)	(2,917,982)	(3,050,607)	(3,183,233)
	140.00	(2,439,700)	(2,568,197)	(2,698,096)	(2,828,202)	(2,958,307)	(3,088,413)	(3,218,518)
	150.00	(2,489,512)	(2,615,877)	(2,743,462)	(2,871,048)	(2,998,633)	(3,126,218)	(3,253,803)
	160.00	(2,539,616)	(2,663,764)	(2,788,829)	(2,913,893)	(3,038,958)	(3,164,023)	(3,289,088)
	170.00	(2,589,720)	(2,711,650)	(2,834,195)	(2,956,739)	(3,079,284)	(3,201,828)	(3,324,372)
	180.00	(2,639,824)	(2,759,537)	(2,879,561)	(2,999,585)	(3,119,609)	(3,239,633)	(3,359,657)
	190.00	(2,689,928)	(2,807,423)	(2,924,927)	(3,042,431)	(3,159,934)	(3,277,438)	(3,394,942)
	200.00	(2,740,326)	(2,855,310)	(2,970,293)	(3,085,277)	(3,200,260)	(3,315,243)	(3,430,227)
	210.00	(2,790,733)	(2,903,196)	(3,015,659)	(3,128,122)	(3,240,585)	(3,353,048)	(3,465,511)
	220.00	(2,841,140)	(2,951,083)	(3,061,025)	(3,170,968)	(3,280,911)	(3,390,854)	(3,500,796)
	230.00	(2,891,547)	(2,998,969)	(3,106,392)	(3,213,814)	(3,321,236)	(3,428,659)	(3,536,081)
	240.00	(2,941,954)	(3,046,856)	(3,151,758)	(3,256,660)	(3,361,562)	(3,466,464)	(3,571,366)
	250.00	(2,992,360)	(3,094,742)	(3,197,124)	(3,299,506)	(3,401,887)	(3,504,269)	(3,606,651)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(1,748,509)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(1,748,509)	(1,748,509)	(1,748,509)	(1,748,509)	(1,748,509)	(1,748,509)	(1,748,509)
	10.00	(1,797,420)	(1,797,420)	(1,797,420)	(1,797,420)	(1,797,420)	(1,797,420)	(1,797,420)
CIL £psm	20.00	(1,846,330)	(1,846,330)	(1,846,330)	(1,846,330)	(1,846,330)	(1,846,330)	(1,846,330)
0.00	30.00	(1,895,348)	(1,895,348)	(1,895,348)	(1,895,348)	(1,895,348)	(1,895,348)	(1,895,348)
(recommended CIL)	40.00	(1,944,555)	(1,944,555)	(1,944,555)	(1,944,555)	(1,944,555)	(1,944,555)	(1,944,555)
(100)	50.00	(1,993,761)	(1,993,761)	(1,993,761)	(1,993,761)	(1,993,761)	(1,993,761)	(1,993,761)
	60.00	(2,042,967)	(2,042,967)	(2,042,967)	(2,042,967)	(2,042,967)	(2,042,967)	(2,042,967)
	70.00	(2,092,241)	(2,092,241)	(2,092,241)	(2,092,241)	(2,092,241)	(2,092,241)	(2,092,241)
	80.00	(2,141,745)	(2,141,745)	(2,141,745)	(2,141,745)	(2,141,745)	(2,141,745)	(2,141,745)
	90.00	(2,191,248)	(2,191,248)	(2,191,248)	(2,191,248)	(2,191,248)	(2,191,248)	(2,191,248)
	100.00	(2,240,752)	(2,240,752)	(2,240,752)	(2,240,752)	(2,240,752)	(2,240,752)	(2,240,752)
	110.00	(2,290,291)	(2,290,291)	(2,290,291)	(2,290,291)	(2,290,291)	(2,290,291)	(2,290,291)
	120.00	(2,340,094)	(2,340,094)	(2,340,094)	(2,340,094)	(2,340,094)	(2,340,094)	(2,340,094)
	130.00	(2,389,897)	(2,389,897)	(2,389,897)	(2,389,897)	(2,389,897)	(2,389,897)	(2,389,897)
	140.00	(2,439,700)	(2,439,700)	(2,439,700)	(2,439,700)	(2,439,700)	(2,439,700)	(2,439,700)
	150.00	(2,489,512)	(2,489,512)	(2,489,512)	(2,489,512)	(2,489,512)	(2,489,512)	(2,489,512)
	160.00	(2,539,616)	(2,539,616)	(2,539,616)	(2,539,616)	(2,539,616)	(2,539,616)	(2,539,616)
	170.00	(2,589,720)	(2,589,720)	(2,589,720)	(2,589,720)	(2,589,720)	(2,589,720)	(2,589,720)
	180.00	(2,639,824)	(2,639,824)	(2,639,824)	(2,639,824)	(2,639,824)	(2,639,824)	(2,639,824)
	190.00	(2,689,928)	(2,689,928)	(2,689,928)	(2,689,928)	(2,689,928)	(2,689,928)	(2,689,928)
	200.00	(2,740,326)	(2,740,326)	(2,740,326)	(2,740,326)	(2,740,326)	(2,740,326)	(2,740,326)
	210.00	(2,790,733)	(2,790,733)	(2,790,733)	(2,790,733)	(2,790,733)	(2,790,733)	(2,790,733)
	220.00	(2,841,140)	(2,841,140)	(2,841,140)	(2,841,140)	(2,841,140)	(2,841,140)	(2,841,140)
	230.00	(2,891,547)	(2,891,547)	(2,891,547)	(2,891,547)	(2,891,547)	(2,891,547)	(2,891,547)
	240.00	(2,941,954)	(2,941,954)	(2,941,954)	(2,941,954)	(2,941,954)	(2,941,954)	(2,941,954)
	250.00	(2,992,360)	(2,992,360)	(2,992,360)	(2,992,360)	(2,992,360)	(2,992,360)	(2,992,360)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats — No Units: 450
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(1,748,509)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(1,435,456)	(1,560,677)	(1,685,898)	(1,811,120)	(1,936,341)	(2,061,562)	(2,186,784)
	10.00	(1,484,366)	(1,609,588)	(1,734,809)	(1,860,030)	(1,985,252)	(2,110,473)	(2,235,694)
CIL £psm	20.00	(1,533,277)	(1,658,498)	(1,783,719)	(1,908,941)	(2,034,162)	(2,159,383)	(2,284,605)
0.00	30.00	(1,582,295)	(1,707,516)	(1,832,738)	(1,957,959)	(2,083,180)	(2,208,402)	(2,333,623)
(recommended CIL)	40.00	(1,631,501)	(1,756,723)	(1,881,944)	(2,007,165)	(2,132,386)	(2,257,608)	(2,382,829)
(100)	50.00	(1,680,707)	(1,805,929)	(1,931,150)	(2,056,371)	(2,181,593)	(2,306,814)	(2,432,035)
	60.00	(1,729,914)	(1,855,135)	(1,980,356)	(2,105,578)	(2,230,799)	(2,356,020)	(2,481,242)
	70.00	(1,779,188)	(1,904,409)	(2,029,630)	(2,154,852)	(2,280,073)	(2,405,294)	(2,530,516)
	80.00	(1,828,691)	(1,953,913)	(2,079,134)	(2,204,355)	(2,329,577)	(2,454,798)	(2,580,019)
	90.00	(1,878,195)	(2,003,416)	(2,128,638)	(2,253,859)	(2,379,080)	(2,504,302)	(2,629,523)
	100.00	(1,927,699)	(2,052,920)	(2,178,141)	(2,303,363)	(2,428,584)	(2,553,805)	(2,679,027)
	110.00	(1,977,238)	(2,102,459)	(2,227,680)	(2,352,902)	(2,478,123)	(2,603,344)	(2,728,566)
	120.00	(2,027,041)	(2,152,262)	(2,277,483)	(2,402,705)	(2,527,926)	(2,653,147)	(2,778,369)
	130.00	(2,076,844)	(2,202,065)	(2,327,286)	(2,452,508)	(2,577,729)	(2,702,950)	(2,828,172)
	140.00	(2,126,647)	(2,251,868)	(2,377,089)	(2,502,310)	(2,627,532)	(2,752,753)	(2,877,974)
	150.00	(2,176,459)	(2,301,680)	(2,426,902)	(2,552,123)	(2,677,344)	(2,802,566)	(2,927,787)
	160.00	(2,226,563)	(2,351,784)	(2,477,006)	(2,602,227)	(2,727,448)	(2,852,670)	(2,977,891)
	170.00	(2,276,667)	(2,401,888)	(2,527,110)	(2,652,331)	(2,777,552)	(2,902,774)	(3,027,995)
	180.00	(2,326,771)	(2,451,992)	(2,577,214)	(2,702,435)	(2,827,656)	(2,952,878)	(3,078,099)
	190.00	(2,376,875)	(2,502,096)	(2,627,318)	(2,752,539)	(2,877,760)	(3,002,982)	(3,128,203)
	200.00	(2,427,273)	(2,552,494)	(2,677,716)	(2,802,937)	(2,928,158)	(3,053,380)	(3,178,601)
	210.00	(2,477,680)	(2,602,901)	(2,728,122)	(2,853,344)	(2,978,565)	(3,103,786)	(3,229,008)
	220.00	(2,528,087)	(2,653,308)	(2,778,529)	(2,903,751)	(3,028,972)	(3,154,193)	(3,279,415)
	230.00	(2,578,494)	(2,703,715)	(2,828,936)	(2,954,157)	(3,079,379)	(3,204,600)	(3,329,821)
	240.00	(2,628,900)	(2,754,122)	(2,879,343)	(3,004,564)	(3,129,786)	(3,255,007)	(3,380,228)
	250.00	(2,679,307)	(2,804,528)	(2,929,750)	(3,054,971)	(3,180,192)	(3,305,414)	(3,430,635)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(1,748,509)	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	(1,373,509)	(1,404,759)	(1,436,009)	(1,467,259)	(1,498,509)	(1,529,759)	(1,561,009)
	10.00	(1,422,420)	(1,453,670)	(1,484,920)	(1,516,170)	(1,547,420)	(1,578,670)	(1,609,920)
CIL £psm	20.00	(1,471,330)	(1,502,580)	(1,533,830)	(1,565,080)	(1,596,330)	(1,627,580)	(1,658,830)
0.00	30.00	(1,520,348)	(1,551,598)	(1,582,848)	(1,614,098)	(1,645,348)	(1,676,598)	(1,707,848)
(recommended CIL)	40.00	(1,569,555)	(1,600,805)	(1,632,055)	(1,663,305)	(1,694,555)	(1,725,805)	(1,757,055)
(100)	50.00	(1,618,761)	(1,650,011)	(1,681,261)	(1,712,511)	(1,743,761)	(1,775,011)	(1,806,261)
	60.00	(1,667,967)	(1,699,217)	(1,730,467)	(1,761,717)	(1,792,967)	(1,824,217)	(1,855,467)
	70.00	(1,717,241)	(1,748,491)	(1,779,741)	(1,810,991)	(1,842,241)	(1,873,491)	(1,904,741)
	80.00	(1,766,745)	(1,797,995)	(1,829,245)	(1,860,495)	(1,891,745)	(1,922,995)	(1,954,245)
	90.00	(1,816,248)	(1,847,498)	(1,878,748)	(1,909,998)	(1,941,248)	(1,972,498)	(2,003,748)
	100.00	(1,865,752)	(1,897,002)	(1,928,252)	(1,959,502)	(1,990,752)	(2,022,002)	(2,053,252)
	110.00	(1,915,291)	(1,946,541)	(1,977,791)	(2,009,041)	(2,040,291)	(2,071,541)	(2,102,791)
	120.00	(1,965,094)	(1,996,344)	(2,027,594)	(2,058,844)	(2,090,094)	(2,121,344)	(2,152,594)
	130.00	(2,014,897)	(2,046,147)	(2,077,397)	(2,108,647)	(2,139,897)	(2,171,147)	(2,202,397)
	140.00	(2,064,700)	(2,095,950)	(2,127,200)	(2,158,450)	(2,189,700)	(2,220,950)	(2,252,200)
	150.00	(2,114,512)	(2,145,762)	(2,177,012)	(2,208,262)	(2,239,512)	(2,270,762)	(2,302,012)
	160.00	(2,164,616)	(2,195,866)	(2,227,116)	(2,258,366)	(2,289,616)	(2,320,866)	(2,352,116)
	170.00	(2,214,720)	(2,245,970)	(2,277,220)	(2,308,470)	(2,339,720)	(2,370,970)	(2,402,220)
	180.00	(2,264,824)	(2,296,074)	(2,327,324)	(2,358,574)	(2,389,824)	(2,421,074)	(2,452,324)
	190.00	(2,314,928)	(2,346,178)	(2,377,428)	(2,408,678)	(2,439,928)	(2,471,178)	(2,502,428)
	200.00	(2,365,326)	(2,396,576)	(2,427,826)	(2,459,076)	(2,490,326)	(2,521,576)	(2,552,826)
	210.00	(2,415,733)	(2,446,983)	(2,478,233)	(2,509,483)	(2,540,733)	(2,571,983)	(2,603,233)
	220.00	(2,466,140)	(2,497,390)	(2,528,640)	(2,559,890)	(2,591,140)	(2,622,390)	(2,653,640)
	230.00	(2,516,547)	(2,547,797)	(2,579,047)	(2,610,297)	(2,641,547)	(2,672,797)	(2,704,047)
	240.00	(2,566,954)	(2,598,204)	(2,629,454)	(2,660,704)	(2,691,954)	(2,723,204)	(2,754,454)
	250.00	(2,617,360)	(2,648,610)	(2,679,860)	(2,711,110)	(2,742,360)	(2,773,610)	(2,804,860)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 450
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(1,748,509)	Density (dph) (net) 30	35	131 40	45	50	55	60
	0.00	(843,629)	(888,276)	(932,923)	(977,570)	(1,022,232)	(1,066,926)	(1,111,620)
	10.00	(854,876)	(901,397)	(947,919)	(994,440)	(1,040,962)	(1,087,483)	(1,134,005)
CIL £psm	20.00	(866,152)	(914,519)	(962,915)	(1,011,311)	(1,059,707)	(1,108,103)	(1,156,499)
0.00	30.00	(877,467)	(927,677)	(977,911)	(1,028,182)	(1,078,452)	(1,128,723)	(1,178,993)
(recommended CIL)	40.00	(888,782)	(940,878)	(992,975)	(1,045,071)	(1,097,198)	(1,149,343)	(1,201,488)
(100)	50.00	(900,097)	(954,079)	(1,008,061)	(1,062,043)	(1,116,026)	(1,170,008)	(1,223,990)
	60.00	(911,434)	(967,280)	(1,023,148)	(1,079,016)	(1,134,884)	(1,190,752)	(1,246,620)
	70.00	(922,817)	(980,509)	(1,038,235)	(1,095,989)	(1,153,743)	(1,211,496)	(1,269,250)
	80.00	(934,201)	(993,790)	(1,053,379)	(1,112,969)	(1,172,601)	(1,232,241)	(1,291,880)
	90.00	(945,584)	(1,007,071)	(1,068,557)	(1,130,044)	(1,191,530)	(1,253,017)	(1,314,511)
	100.00	(956,984)	(1,020,352)	(1,083,735)	(1,147,119)	(1,210,503)	(1,273,887)	(1,337,270)
	110.00	(968,436)	(1,033,654)	(1,098,913)	(1,164,194)	(1,229,475)	(1,294,756)	(1,360,037)
	120.00	(979,888)	(1,047,015)	(1,114,141)	(1,181,270)	(1,248,448)	(1,315,626)	(1,382,804)
	130.00	(991,341)	(1,060,376)	(1,129,411)	(1,198,446)	(1,267,482)	(1,336,517)	(1,405,571)
	140.00	(1,002,805)	(1,073,737)	(1,144,681)	(1,215,625)	(1,286,569)	(1,357,513)	(1,428,457)
	150.00	(1,014,326)	(1,087,115)	(1,159,951)	(1,232,803)	(1,305,656)	(1,378,509)	(1,451,362)
	160.00	(1,025,848)	(1,100,556)	(1,175,265)	(1,249,982)	(1,324,743)	(1,399,505)	(1,474,266)
	170.00	(1,037,369)	(1,113,998)	(1,190,627)	(1,267,256)	(1,343,885)	(1,420,514)	(1,497,171)
	180.00	(1,048,891)	(1,127,440)	(1,205,989)	(1,284,538)	(1,363,088)	(1,441,637)	(1,520,186)
	190.00	(1,060,412)	(1,140,882)	(1,221,351)	(1,301,821)	(1,382,290)	(1,462,760)	(1,543,229)
	200.00	(1,071,934)	(1,154,324)	(1,236,713)	(1,319,103)	(1,401,493)	(1,483,883)	(1,566,272)
	210.00	(1,083,455)	(1,167,765)	(1,252,075)	(1,336,385)	(1,420,695)	(1,505,005)	(1,589,316)
	220.00	(1,094,977)	(1,181,207)	(1,267,438)	(1,353,668)	(1,439,898)	(1,526,128)	(1,612,359)
	230.00	(1,106,499)	(1,194,649)	(1,282,800)	(1,370,950)	(1,459,101)	(1,547,251)	(1,635,402)
	240.00	(1,118,020)	(1,208,091)	(1,298,162)	(1,388,232)	(1,478,303)	(1,568,374)	(1,658,445)
	250.00	(1,129,542)	(1,221,533)	(1,313,524)	(1,405,515)	(1,497,506)	(1,589,497)	(1,681,488)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(1,748,509)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	120%
	0.00	2,422,335	1,493,240	528,837	(496,347)	(1,748,509)	(2,392,626)	(4,364,394)
	10.00	2,387,170	1,457,023	490,953	(543,159)	(1,797,420)	(2,442,429)	(4,414,801)
CIL £psm	20.00	2,352,005	1,420,785	452,920	(590,333)	(1,846,330)	(2,492,258)	(4,465,207)
0.00	30.00	2,316,840	1,384,548	414,834	(637,506)	(1,895,348)	(2,542,362)	(4,515,614)
(recommended CIL)	40.00	2,281,675	1,348,195	376,646	(684,850)	(1,944,555)	(2,592,466)	(4,566,021)
(100)	50.00	2,246,389	1,311,790	338,355	(732,309)	(1,993,761)	(2,642,570)	(4,616,428)
	60.00	2,211,082	1,275,385	299,995	(779,768)	(2,042,967)	(2,692,682)	(4,666,835)
	70.00	2,175,775	1,238,874	261,493	(827,226)	(2,092,241)	(2,743,089)	(4,717,242)
	80.00	2,140,467	1,202,297	222,945	(874,774)	(2,141,745)	(2,793,495)	(4,767,648)
	90.00	2,105,047	1,165,720	184,230	(922,519)	(2,191,248)	(2,843,902)	(4,818,055)
	100.00	2,069,593	1,129,029	145,475	(970,265)	(2,240,752)	(2,894,309)	(4,868,462)
	110.00	2,034,140	1,092,277	106,542	(1,018,010)	(2,290,291)	(2,944,716)	(4,918,869)
	120.00	1,998,687	1,055,525	67,565	(1,065,769)	(2,340,094)	(2,995,123)	(4,969,276)
	130.00	1,963,103	1,018,629	28,409	(1,113,804)	(2,389,897)	(3,045,530)	(5,019,683)
	140.00	1,927,500	981,698	(10,809)	(1,161,838)	(2,439,700)	(3,095,936)	(5,070,089)
	150.00	1,891,897	944,758	(50,190)	(1,209,872)	(2,489,512)	(3,146,343)	(5,120,496)
	160.00	1,856,275	907,644	(89,667)	(1,257,906)	(2,539,616)	(3,196,750)	(5,170,903)
	170.00	1,820,519	870,530	(129,277)	(1,306,176)	(2,589,720)	(3,247,157)	(5,221,310)
	180.00	1,784,762	833,343	(169,030)	(1,354,500)	(2,639,824)	(3,297,564)	(5,271,717)
	190.00	1,749,006	796,042	(208,875)	(1,402,825)	(2,689,928)	(3,347,971)	(5,322,123)
	200.00	1,713,166	758,741	(248,922)	(1,451,149)	(2,740,326)	(3,398,377)	(5,372,530)
	210.00	1,677,253	721,283	(289,040)	(1,499,649)	(2,790,733)	(3,448,784)	(5,422,937)
	220.00	1,641,340	683,792	(329,365)	(1,548,266)	(2,841,140)	(3,499,191)	(5,473,344)
	230.00	1,605,414	646,234	(369,691)	(1,596,883)	(2,891,547)	(3,549,598)	(5,523,751)
	240.00	1,569,341	608,548	(410,016)	(1,645,499)	(2,941,954)	(3,600,005)	(5,574,158)
	250.00	1,533,267	570,863	(450,341)	(1,694,238)	(2,992,360)	(3,650,411)	(5,624,564)

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 450
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	(1,748,509)	90%	95%	100%	105%	110%	115%	120%
	0.00	(2,988,337)	(2,361,756)	(1,748,509)	(1,148,469)	(559,547)	(52,273)	431,471
	10.00	(3,038,743)	(2,411,698)	(1,797,420)	(1,196,503)	(606,721)	(91,884)	392,970
CIL £psm	20.00	(3,089,150)	(2,461,802)	(1,846,330)	(1,244,537)	(653,894)	(131,728)	354,347
0.00	30.00	(3,139,557)	(2,511,906)	(1,895,348)	(1,292,571)	(701,242)	(171,573)	315,631
(recommended CIL)	40.00	(3,189,964)	(2,562,010)	(1,944,555)	(1,340,819)	(748,701)	(211,651)	276,889
(100)	50.00	(3,240,371)	(2,612,297)	(1,993,761)	(1,389,143)	(796,160)	(251,738)	237,956
	60.00	(3,290,777)	(2,662,704)	(2,042,967)	(1,437,468)	(843,618)	(292,063)	199,023
	70.00	(3,341,184)	(2,713,111)	(2,092,241)	(1,485,792)	(891,077)	(332,389)	159,923
	80.00	(3,391,591)	(2,763,518)	(2,141,745)	(1,534,208)	(938,793)	(372,714)	120,768
	90.00	(3,441,998)	(2,813,925)	(2,191,248)	(1,582,825)	(986,538)	(413,040)	81,510
	100.00	(3,492,405)	(2,864,331)	(2,240,752)	(1,631,441)	(1,034,284)	(453,371)	42,129
	110.00	(3,542,812)	(2,914,738)	(2,290,291)	(1,680,058)	(1,082,029)	(494,900)	2,697
	120.00	(3,593,218)	(2,965,145)	(2,340,094)	(1,728,675)	(1,129,835)	(541,569)	(36,914)
	130.00	(3,643,625)	(3,015,552)	(2,389,897)	(1,777,561)	(1,177,869)	(588,742)	(76,537)
	140.00	(3,694,032)	(3,065,959)	(2,439,700)	(1,826,472)	(1,225,903)	(635,916)	(116,382)
	150.00	(3,744,439)	(3,116,366)	(2,489,512)	(1,875,382)	(1,273,937)	(683,108)	(156,227)
	160.00	(3,794,846)	(3,166,772)	(2,539,616)	(1,924,293)	(1,321,972)	(730,567)	(196,298)
	170.00	(3,845,253)	(3,217,179)	(2,589,720)	(1,973,366)	(1,370,165)	(778,025)	(236,381)
	180.00	(3,895,659)	(3,267,586)	(2,639,824)	(2,022,572)	(1,418,489)	(825,484)	(276,683)
	190.00	(3,946,066)	(3,317,993)	(2,689,928)	(2,071,778)	(1,466,814)	(872,943)	(317,008)
	200.00	(3,996,473)	(3,368,400)	(2,740,326)	(2,120,985)	(1,515,139)	(920,440)	(357,334)
	210.00	(4,046,880)	(3,418,806)	(2,790,733)	(2,170,253)	(1,563,463)	(968,186)	(397,659)
	220.00	(4,097,287)	(3,469,213)	(2,841,140)	(2,219,756)	(1,612,055)	(1,015,931)	(437,985)
	230.00	(4,147,693)	(3,519,620)	(2,891,547)	(2,269,260)	(1,660,672)	(1,063,677)	(478,657)
	240.00	(4,198,100)	(3,570,027)	(2,941,954)	(2,318,764)	(1,709,289)	(1,111,422)	(523,591)
	250.00	(4,248,507)	(3,620,434)	(2,992,360)	(2,368,267)	(1,757,905)	(1,159,235)	(570,764)

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	(1,748,509)	0	1,000	20,000	30,000	40,000	50,000	100,000
	0.00	(1,748,509)	(1,679,347)	(407,527)	154,033	694,512	1,219,390	3,714,591
	10.00	(1,797,420)	(1,728,258)	(447,852)	115,100	656,846	1,182,749	3,680,325
CIL £psm	20.00	(1,846,330)	(1,777,168)	(488,992)	76,053	619,161	1,145,997	3,646,060
0.00	30.00	(1,895,348)	(1,826,079)	(535,077)	36,898	581,379	1,109,245	3,611,795
(recommended CIL)	40.00	(1,944,555)	(1,874,989)	(582,251)	(2,389)	543,495	1,072,405	3,577,467
(100)	50.00	(1,993,761)	(1,924,181)	(629,424)	(41,770)	505,581	1,035,473	3,543,083
	60.00	(2,042,967)	(1,973,387)	(676,719)	(81,314)	467,495	998,542	3,508,700
	70.00	(2,092,241)	(2,022,593)	(724,178)	(120,925)	429,409	961,480	3,474,316
	80.00	(2,141,745)	(2,071,799)	(771,637)	(160,745)	391,139	924,366	3,439,933
	90.00	(2,191,248)	(2,121,248)	(819,095)	(200,621)	352,848	887,245	3,405,549
	100.00	(2,240,752)	(2,170,752)	(866,593)	(240,704)	314,407	849,944	3,371,071
	110.00	(2,290,291)	(2,220,255)	(914,339)	(280,886)	275,906	812,643	3,336,566
	120.00	(2,340,094)	(2,269,759)	(962,085)	(321,212)	237,278	775,256	3,302,061
	130.00	(2,389,897)	(2,319,473)	(1,009,830)	(361,537)	198,563	737,765	3,267,556
	140.00	(2,439,700)	(2,369,276)	(1,057,576)	(401,863)	159,731	700,274	3,233,051
	150.00	(2,489,512)	(2,419,079)	(1,105,574)	(442,188)	120,798	662,597	3,198,506
	160.00	(2,539,616)	(2,468,882)	(1,153,608)	(482,983)	81,744	624,912	3,163,876
	170.00	(2,589,720)	(2,518,871)	(1,201,642)	(528,451)	42,588	587,119	3,129,246
	180.00	(2,639,824)	(2,568,975)	(1,249,677)	(575,625)	3,295	549,236	3,094,616
	190.00	(2,689,928)	(2,619,079)	(1,297,897)	(622,798)	(36,086)	511,311	3,059,986
	200.00	(2,740,326)	(2,669,183)	(1,346,221)	(670,053)	(75,636)	473,226	3,025,342
	210.00	(2,790,733)	(2,719,456)	(1,394,546)	(717,512)	(115,247)	435,140	2,990,584
	220.00	(2,841,140)	(2,769,862)	(1,442,870)	(764,970)	(155,072)	396,861	2,955,825
	230.00	(2,891,547)	(2,820,269)	(1,491,320)	(812,429)	(194,952)	358,569	2,921,067
	240.00	(2,941,954)	(2,870,676)	(1,539,937)	(859,888)	(235,035)	320,120	2,886,308
	250.00	(2,992,360)	(2,921,083)	(1,588,553)	(907,633)	(275,222)	281,619	2,851,530

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**	No Units:	**450**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**V**	
Scheme Typology:	Flats	
No Units:	450	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	106,087,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	18.92%	
Developers Profit Total (£)	18,565,313	
Land Value KPI's		
RLV (£/acre (net))	(1,248,509)	
RLV (£/ha (net))	(3,085,066)	
RLV (% of GDV)	-9.97%	
RLV Total (£)	(10,577,369)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	4,236,000	
Surplus/Deficit (£/acre) [RLV-BLV]	(1,748,509)	
Surplus/Deficit (£/ha)	(4,320,566)	
Surplus/Deficit Total (£)	(14,813,369)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	9,005,588	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	20,012	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Appraisal Ref:	W				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	9	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	3.8	50.0%	0.0	42%	3.8
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	3.6	43.0%	0.0	40%	3.6
4 bed House (with garage)	18.0%	1.6	7.0%	0.0	18%	1.6
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	100.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	284	3,052	0	0	284	3,052
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	382	4,108	0	0	382	4,108
4 bed House (with garage)	225	2,424	0	0	225	2,424
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	890	9,583	0	0	890	9,583
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	1,275,750
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	1,341,000
4 bed House (with garage)	450,000	3,913	364	3,237	301	729,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	265,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,345,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.8	@	337,500		1,275,750
3 bed House	0.0	@	0		-
3 bed House (with garage)	3.6	@	372,500		1,341,000
4 bed House (with garage)	1.6	@	450,000		729,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	210,000		-
2 bed Flat	0.0	@	265,000		-
3 bed Flat	0.0	@	0		-
	9.0				3,345,750
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**3,345,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0	per unit	-
Total GDV					**3,345,750**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
Building Safety Levy				890	sqm		30.21	£ psm			(26,895)
CIL (Mrkt only inc. garages)	Max			890	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				9	units @		0	per unit			-
	Sub-total									-	
S106 analysis:		-	£ per ha	0.00%	% of GDV		0	£ per unit (total units)			
AH Commuted Sum				890	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.43	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1			0							-
	Year 2			0							-
	Year 3			0							-
	Year 4			0							-
	Year 5			0							-
	Year 6			0							-
	Year 7			0							-
	Year 8			0							-
	Year 9			0							-
	Year 10			0							-
	Year 11			0							-
	Year 12			0							-
	Year 13			0							-
	Year 14			0							-
	Year 15			0							-
	Years 1-15			9	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				284	sqm @		2,107	psm			(597,335)
3 bed House				-	sqm @		2,107	psm			-
3 bed House (EXC. garage)				324	sqm @		2,107	psm			(682,668)
4 bed House (EXC. garage)				186	sqm @		2,107	psm			(392,534)
5 bed House (EXC. garage)				-	sqm @		2,107	psm			-
1 bed Flat				-	sqm @		2,522	psm			-
2 bed Flat				-	sqm @		2,522	psm			-
3 bed Flat				-	sqm @		2,522	psm			-
Garages for 3B House		3.6	16.0	58	sqm @		600	psm			(34,560)
Garages for 4B House		1.6	24.0	39	sqm @		600	psm			(23,328)
Garages for 5B House		-	-	0	sqm @		600	psm			-
Total GIA check:				890		£ per garage	£0				
External works				1,730,425	@		15.0%				(259,564)
Ext. Works analysis:							28,840	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				9	units @		1,000	£ per unit			(9,000)
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		9	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units		-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units		9	units @		10%	@	0	£ per unit		-
Part L/FHS			9	units @				4,350	£ per unit		(39,150)
Part L/FHS analysis:							2.3%	% of BCIS costs			
Net Zero for Housing			890	sqm				0	£ psm		-
Net Zero for Flats			-	sqm				0	£ psm		-
Water Efficiency			9	units @				0	£ per unit		-
Urban Greening Factor	0.0		flats @	6		per storey = GIA	0	0	£ per unit		-
	Sub-total									(48,150)	
Policy Costs analysis:	(design costs only)						5,350	£ per unit (total units)			
							2.8%	% of BCIS costs			
Contingency (on construction)				2,038,138	@		3.0%				(61,144)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		2,038,138	@	10.0%			(203,814)
Disposal Costs -							
OMS Marketing and Promotion		3,345,750	OMS @	1.00%	3,718	£ per unit	(33,458)
Residential Sales Agent Costs		3,345,750	OMS @	1.00%	3,718	£ per unit	(33,458)
Residential Sales Legal Costs		3,345,750	OMS @	0.50%	1,859	£ per unit	(16,729)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,294	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(77,179)
Developers Profit -							
Profit on OMS		3,345,750		17.50%			(585,506)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		3,345,750		17.50%	blended GDV	(585,506)	
		2,522,567		23.21%	on costs	(585,506)	
TOTAL COSTS							**(3,108,073)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							237,677
SDLT		237,677	@	HMRC formula			(1,754)
Acquisition Agent fees		237,677	@	1.0%			(2,377)
Acquisition Legal fees		237,677	@	0.5%			(1,188)
Interest on Land		237,677	@	7.50%			(17,826)
Residual Land Value							**214,532**
RLV analysis:	23,837 £ per plot	501,768	£ per ha (net)	203,063	£ per acre (net)		
		476,679	£ per ha (gross)	192,909	£ per acre (gross)		
				6.41%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		21.1	dph (net)				
Site Area (net)		0.43	ha (net)	1.06	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		0.45	ha (gross)	1.11	acres (gross)		
Density analysis:		2,082	sqm/ha (net)	9,071	sqft/ac (net)		
		20	dph (gross)				
Benchmark Land Value (net)	21,006 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**189,055**
BLV analysis:		442,179	£ per ha (net)	178,947	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**59,589**	£ per ha (net)	**24,115**	£ per acre (net)	**25,477**

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Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	24,115	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	24,115	887	(22,342)	(45,571)	(69,227)	(92,978)	(116,728)
	10.00	16,268	(6,568)	(29,404)	(52,297)	(75,646)	(98,995)	(122,345)
Max CIL £ psm	20.00	8,421	(14,023)	(36,467)	(59,116)	(82,065)	(105,013)	(127,961)
0.00	30.00	574	(21,477)	(43,529)	(65,936)	(88,483)	(111,030)	(133,578)
(recommended CIL)	40.00	(7,273)	(28,932)	(50,610)	(72,756)	(94,902)	(117,048)	(139,194)
(100)	50.00	(15,120)	(36,387)	(57,831)	(79,576)	(101,321)	(123,066)	(144,810)
	60.00	(22,967)	(43,842)	(65,052)	(86,396)	(107,740)	(129,083)	(150,427)
	70.00	(30,814)	(51,331)	(72,274)	(93,216)	(114,158)	(135,101)	(156,043)
	80.00	(38,661)	(58,953)	(79,495)	(100,036)	(120,577)	(141,118)	(161,659)
	90.00	(46,508)	(66,576)	(86,716)	(106,856)	(126,996)	(147,136)	(167,276)
	100.00	(54,459)	(74,198)	(93,937)	(113,676)	(133,414)	(153,153)	(172,892)
	110.00	(62,482)	(81,820)	(101,158)	(120,495)	(139,833)	(159,171)	(178,509)
	120.00	(70,506)	(89,442)	(108,379)	(127,315)	(146,252)	(165,188)	(184,637)
	130.00	(78,529)	(97,064)	(115,600)	(134,135)	(152,671)	(171,206)	(190,809)
	140.00	(86,553)	(104,687)	(122,821)	(140,955)	(159,089)	(177,223)	(196,981)
	150.00	(94,576)	(112,309)	(130,042)	(147,775)	(165,508)	(183,666)	(203,152)
	160.00	(102,599)	(119,931)	(137,263)	(154,595)	(171,927)	(190,278)	(209,324)
	170.00	(110,623)	(127,553)	(144,484)	(161,415)	(178,345)	(196,891)	(215,496)
	180.00	(118,646)	(135,176)	(151,705)	(168,235)	(185,339)	(203,504)	(221,668)
	190.00	(126,669)	(142,798)	(158,926)	(175,055)	(192,393)	(210,116)	(227,840)
	200.00	(134,693)	(150,420)	(166,147)	(182,164)	(199,446)	(216,729)	(234,012)
	210.00	(142,716)	(158,042)	(173,368)	(189,658)	(206,500)	(223,342)	(240,199)
	220.00	(150,740)	(165,665)	(180,752)	(197,153)	(213,554)	(229,954)	(246,408)
	230.00	(158,763)	(173,287)	(188,687)	(204,647)	(220,607)	(236,580)	(252,617)
	240.00	(166,786)	(181,103)	(196,622)	(212,141)	(227,661)	(243,233)	(258,827)
	250.00	(174,810)	(189,479)	(204,557)	(219,636)	(234,735)	(249,885)	(265,036)

TABLE 2

Balance (RLV - BLV £ per acre (n))	24,115	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	24,115	24,115	24,115	24,115	24,115	24,115	24,115
	10.00	16,268	16,268	16,268	16,268	16,268	16,268	16,268
CIL £psm	20.00	8,421	8,421	8,421	8,421	8,421	8,421	8,421
0.00	30.00	574	574	574	574	574	574	574
(recommended CIL)	40.00	(7,273)	(7,273)	(7,273)	(7,273)	(7,273)	(7,273)	(7,273)
(100)	50.00	(15,120)	(15,120)	(15,120)	(15,120)	(15,120)	(15,120)	(15,120)
	60.00	(22,967)	(22,967)	(22,967)	(22,967)	(22,967)	(22,967)	(22,967)
	70.00	(30,814)	(30,814)	(30,814)	(30,814)	(30,814)	(30,814)	(30,814)
	80.00	(38,661)	(38,661)	(38,661)	(38,661)	(38,661)	(38,661)	(38,661)
	90.00	(46,508)	(46,508)	(46,508)	(46,508)	(46,508)	(46,508)	(46,508)
	100.00	(54,459)	(54,459)	(54,459)	(54,459)	(54,459)	(54,459)	(54,459)
	110.00	(62,482)	(62,482)	(62,482)	(62,482)	(62,482)	(62,482)	(62,482)
	120.00	(70,506)	(70,506)	(70,506)	(70,506)	(70,506)	(70,506)	(70,506)
	130.00	(78,529)	(78,529)	(78,529)	(78,529)	(78,529)	(78,529)	(78,529)
	140.00	(86,553)	(86,553)	(86,553)	(86,553)	(86,553)	(86,553)	(86,553)
	150.00	(94,576)	(94,576)	(94,576)	(94,576)	(94,576)	(94,576)	(94,576)
	160.00	(102,599)	(102,599)	(102,599)	(102,599)	(102,599)	(102,599)	(102,599)
	170.00	(110,623)	(110,623)	(110,623)	(110,623)	(110,623)	(110,623)	(110,623)
	180.00	(118,646)	(118,646)	(118,646)	(118,646)	(118,646)	(118,646)	(118,646)
	190.00	(126,669)	(126,669)	(126,669)	(126,669)	(126,669)	(126,669)	(126,669)
	200.00	(134,693)	(134,693)	(134,693)	(134,693)	(134,693)	(134,693)	(134,693)
	210.00	(142,716)	(142,716)	(142,716)	(142,716)	(142,716)	(142,716)	(142,716)
	220.00	(150,740)	(150,740)	(150,740)	(150,740)	(150,740)	(150,740)	(150,740)
	230.00	(158,763)	(158,763)	(158,763)	(158,763)	(158,763)	(158,763)	(158,763)
	240.00	(166,786)	(166,786)	(166,786)	(166,786)	(166,786)	(166,786)	(166,786)
	250.00	(174,810)	(174,810)	(174,810)	(174,810)	(174,810)	(174,810)	(174,810)

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Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	24,115	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	92,553	65,318	38,083	10,023	(18,163)	(46,348)	(75,090)
	10.00	84,970	57,735	30,361	2,176	(26,010)	(54,295)	(83,113)
CIL £psm	20.00	77,388	50,153	22,514	(5,671)	(33,857)	(62,318)	(91,137)
0.00	30.00	69,805	42,570	14,667	(13,519)	(41,704)	(70,341)	(99,160)
(recommended CIL)	40.00	62,223	34,988	6,820	(21,366)	(49,551)	(78,365)	(107,183)
(100)	50.00	54,640	27,158	(1,027)	(29,213)	(57,570)	(86,388)	(115,207)
	60.00	47,058	19,311	(8,875)	(37,060)	(65,593)	(94,412)	(123,230)
	70.00	39,475	11,464	(16,722)	(44,907)	(73,617)	(102,435)	(131,254)
	80.00	31,802	3,616	(24,569)	(52,821)	(81,640)	(110,458)	(139,277)
	90.00	23,955	(4,231)	(32,416)	(60,845)	(89,663)	(118,482)	(147,300)
	100.00	16,108	(12,078)	(40,263)	(68,868)	(97,687)	(126,505)	(155,324)
	110.00	8,260	(19,925)	(48,110)	(76,892)	(105,710)	(134,529)	(163,347)
	120.00	413	(27,772)	(56,096)	(84,915)	(113,734)	(142,552)	(171,371)
	130.00	(7,434)	(35,619)	(64,120)	(92,938)	(121,757)	(150,575)	(179,438)
	140.00	(15,281)	(43,466)	(72,143)	(100,962)	(129,780)	(158,599)	(188,255)
	150.00	(23,128)	(51,348)	(80,167)	(108,985)	(137,804)	(166,622)	(197,072)
	160.00	(30,975)	(59,372)	(88,190)	(117,009)	(145,827)	(174,646)	(205,889)
	170.00	(38,822)	(67,395)	(96,213)	(125,032)	(153,850)	(183,037)	(214,706)
	180.00	(46,669)	(75,418)	(104,237)	(133,055)	(161,874)	(191,854)	(223,523)
	190.00	(54,623)	(83,442)	(112,260)	(141,079)	(169,897)	(200,671)	(232,340)
	200.00	(62,647)	(91,465)	(120,284)	(149,102)	(177,921)	(209,488)	(241,157)
	210.00	(70,670)	(99,488)	(128,307)	(157,126)	(186,636)	(218,305)	(249,973)
	220.00	(78,693)	(107,512)	(136,330)	(165,149)	(195,453)	(227,122)	(258,790)
	230.00	(86,717)	(115,535)	(144,354)	(173,172)	(204,270)	(235,939)	(267,607)
	240.00	(94,740)	(123,559)	(152,377)	(181,418)	(213,087)	(244,756)	(276,424)
	250.00	(102,764)	(131,582)	(160,401)	(190,235)	(221,904)	(253,572)	(285,241)

TABLE 4

Balance (RLV - BLV £ per acre (n))	24,115	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	97,799	71,484	45,168	18,852	(7,464)	(33,780)	(60,095)
	10.00	89,952	63,637	37,321	11,005	(15,311)	(41,627)	(67,942)
CIL £psm	20.00	82,105	55,790	29,474	3,158	(23,158)	(49,474)	(75,789)
0.00	30.00	74,258	47,942	21,627	(4,689)	(31,005)	(57,321)	(83,636)
(recommended CIL)	40.00	66,411	40,095	13,780	(12,536)	(38,852)	(65,168)	(91,484)
(100)	50.00	58,564	32,248	5,933	(20,383)	(46,699)	(73,015)	(99,331)
	60.00	50,717	24,401	(1,914)	(28,230)	(54,546)	(80,862)	(107,178)
	70.00	42,870	16,554	(9,762)	(36,077)	(62,393)	(88,709)	(115,025)
	80.00	35,023	8,707	(17,609)	(43,924)	(70,240)	(96,556)	(122,872)
	90.00	27,176	860	(25,456)	(51,771)	(78,087)	(104,403)	(130,719)
	100.00	19,225	(7,091)	(33,406)	(59,722)	(86,038)	(112,354)	(138,669)
	110.00	11,202	(15,114)	(41,430)	(67,745)	(94,061)	(120,377)	(146,693)
	120.00	3,178	(23,137)	(49,453)	(75,769)	(102,085)	(128,400)	(154,716)
	130.00	(4,845)	(31,161)	(57,476)	(83,792)	(110,108)	(136,424)	(162,740)
	140.00	(12,868)	(39,184)	(65,500)	(91,816)	(118,131)	(144,447)	(170,763)
	150.00	(20,892)	(47,207)	(73,523)	(99,839)	(126,155)	(152,471)	(178,786)
	160.00	(28,915)	(55,231)	(81,547)	(107,862)	(134,178)	(160,494)	(186,810)
	170.00	(36,938)	(63,254)	(89,570)	(115,886)	(142,202)	(168,517)	(194,833)
	180.00	(44,962)	(71,278)	(97,593)	(123,909)	(150,225)	(176,541)	(202,857)
	190.00	(52,985)	(79,301)	(105,617)	(131,933)	(158,248)	(184,564)	(210,880)
	200.00	(61,009)	(87,324)	(113,640)	(139,956)	(166,272)	(192,588)	(218,903)
	210.00	(69,032)	(95,348)	(121,664)	(147,979)	(174,295)	(200,611)	(226,927)
	220.00	(77,055)	(103,371)	(129,687)	(156,003)	(182,319)	(208,634)	(234,950)
	230.00	(85,079)	(111,395)	(137,710)	(164,026)	(190,342)	(216,658)	(242,974)
	240.00	(93,102)	(119,418)	(145,734)	(172,050)	(198,365)	(224,681)	(250,997)
	250.00	(101,126)	(127,441)	(153,757)	(180,073)	(206,389)	(232,705)	(259,020)

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	24,115	Density (dph) (net) 30	35	21 40	45	50	55	60
	0.00	110,453	158,686	206,920	255,153	303,387	351,620	399,853
	10.00	99,270	145,639	192,009	238,378	284,747	331,117	377,486
CIL £psm	20.00	88,086	132,592	177,097	221,603	266,108	310,614	355,120
0.00	30.00	76,903	119,544	162,186	204,828	247,469	290,111	332,753
(recommended CIL)	40.00	65,719	106,497	147,275	188,052	228,830	269,608	310,386
(100)	50.00	54,536	93,450	132,363	171,277	210,191	249,105	288,019
	60.00	43,352	80,402	117,452	154,502	191,552	228,602	265,652
	70.00	32,169	67,355	102,541	137,727	172,913	208,099	243,285
	80.00	20,985	54,307	87,630	120,952	154,274	187,596	220,918
	90.00	9,802	41,260	72,718	104,177	135,635	167,093	198,551
	100.00	(1,529)	28,041	57,610	87,180	116,750	146,319	175,889
	110.00	(12,964)	14,700	42,364	70,028	97,692	125,356	153,019
	120.00	(24,399)	1,359	27,118	52,876	78,634	104,392	130,150
	130.00	(35,833)	(11,981)	11,871	35,723	59,576	83,428	107,280
	140.00	(47,268)	(25,322)	(3,375)	18,571	40,518	62,464	84,411
	150.00	(58,703)	(38,662)	(18,622)	1,419	21,460	41,501	61,541
	160.00	(70,138)	(52,003)	(33,868)	(15,733)	2,402	20,537	38,672
	170.00	(81,573)	(65,343)	(49,114)	(32,885)	(16,656)	(427)	15,802
	180.00	(93,007)	(78,684)	(64,361)	(50,037)	(35,714)	(21,391)	(7,067)
	190.00	(104,442)	(92,025)	(79,607)	(67,189)	(54,772)	(42,354)	(29,937)
	200.00	(115,877)	(105,365)	(94,853)	(84,342)	(73,830)	(63,318)	(52,806)
	210.00	(127,312)	(118,706)	(110,100)	(101,494)	(92,888)	(84,282)	(75,676)
	220.00	(138,746)	(132,046)	(125,346)	(118,646)	(111,946)	(105,246)	(98,545)
	230.00	(150,181)	(145,387)	(140,592)	(135,798)	(131,004)	(126,209)	(121,415)
	240.00	(161,616)	(158,727)	(155,839)	(152,950)	(150,062)	(147,173)	(144,284)
	250.00	(173,051)	(172,068)	(171,085)	(170,102)	(169,120)	(168,137)	(167,154)

TABLE 6

Balance (RLV - BLV £ per acre (n))	24,115	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	115%
	0.00	596,870	406,499	215,987	24,115	(75,553)	(176,881)	(288,447)
	10.00	589,333	398,962	208,404	16,268	(83,577)	(185,494)	(297,317)
CIL £psm	20.00	581,796	391,425	200,822	8,421	(91,600)	(194,311)	(306,187)
0.00	30.00	574,259	383,888	193,239	574	(99,623)	(203,128)	(315,058)
(recommended CIL)	40.00	566,722	376,351	185,656	(7,273)	(107,647)	(211,945)	(323,928)
(100)	50.00	559,185	368,814	178,074	(15,120)	(115,670)	(220,775)	(332,798)
	60.00	551,648	361,277	170,491	(22,967)	(123,694)	(229,645)	(341,668)
	70.00	544,111	353,740	162,909	(30,814)	(131,717)	(238,516)	(350,538)
	80.00	536,574	346,203	155,326	(38,661)	(139,740)	(247,386)	(359,409)
	90.00	529,037	338,666	147,744	(46,508)	(147,764)	(256,256)	(368,279)
	100.00	521,500	331,129	140,161	(54,459)	(155,787)	(265,126)	(377,149)
	110.00	513,963	323,592	132,579	(62,482)	(163,811)	(273,997)	(386,019)
	120.00	506,426	316,055	124,996	(70,506)	(171,834)	(282,867)	(394,890)
	130.00	498,889	308,518	117,414	(78,529)	(179,947)	(291,737)	(403,760)
	140.00	491,352	300,981	109,831	(86,553)	(188,764)	(300,607)	(412,630)
	150.00	483,815	293,444	102,248	(94,576)	(197,581)	(309,477)	(421,500)
	160.00	476,278	285,907	94,666	(102,599)	(206,398)	(318,348)	(430,370)
	170.00	468,741	278,370	87,083	(110,623)	(215,215)	(327,218)	(439,241)
	180.00	461,204	270,833	79,501	(118,646)	(224,065)	(336,088)	(448,111)
	190.00	453,667	263,296	71,918	(126,669)	(232,935)	(344,958)	(456,981)
	200.00	446,130	255,759	64,336	(134,693)	(241,806)	(353,828)	(465,851)
	210.00	438,593	248,222	56,753	(142,716)	(250,676)	(362,699)	(474,721)
	220.00	431,056	240,685	49,171	(150,740)	(259,546)	(371,569)	(483,592)
	230.00	423,519	233,110	41,588	(158,763)	(268,416)	(380,439)	(492,462)
	240.00	415,982	225,527	33,988	(166,786)	(277,286)	(389,309)	(501,332)
	250.00	408,445	217,944	26,141	(174,810)	(286,157)	(398,180)	(510,202)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	24,115	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	(210,457)	(90,923)	24,115	134,751	245,037	354,996	464,742
	10.00	(219,302)	(98,946)	16,268	127,169	237,455	347,459	457,205
CIL £psm	20.00	(228,173)	(106,970)	8,421	119,586	229,872	339,922	449,668
0.00	30.00	(237,043)	(114,993)	574	112,004	222,290	332,385	442,131
(recommended CIL)	40.00	(245,913)	(123,017)	(7,273)	104,421	214,707	324,848	434,594
(100)	50.00	(254,783)	(131,040)	(15,120)	96,839	207,125	317,311	427,057
	60.00	(263,653)	(139,063)	(22,967)	89,256	199,542	309,774	419,520
	70.00	(272,524)	(147,087)	(30,814)	81,673	191,960	302,237	411,983
	80.00	(281,394)	(155,110)	(38,661)	74,091	184,377	294,663	404,446
	90.00	(290,264)	(163,134)	(46,508)	66,508	176,794	287,081	396,909
	100.00	(299,134)	(171,157)	(54,459)	58,926	169,212	279,498	389,372
	110.00	(308,005)	(179,203)	(62,482)	51,343	161,629	271,915	381,835
	120.00	(316,875)	(188,020)	(70,506)	43,761	154,047	264,333	374,298
	130.00	(325,745)	(196,837)	(78,529)	36,178	146,464	256,750	366,761
	140.00	(334,615)	(205,654)	(86,553)	28,390	138,882	249,168	359,224
	150.00	(343,485)	(214,471)	(94,576)	20,543	131,299	241,585	351,687
	160.00	(352,356)	(223,329)	(102,599)	12,696	123,717	234,003	344,150
	170.00	(361,226)	(232,199)	(110,623)	4,849	116,134	226,420	336,613
	180.00	(370,096)	(241,069)	(118,646)	(2,998)	108,551	218,838	329,076
	190.00	(378,966)	(249,939)	(126,669)	(10,846)	100,969	211,255	321,539
	200.00	(387,836)	(258,810)	(134,693)	(18,693)	93,386	203,673	313,959
	210.00	(396,707)	(267,680)	(142,716)	(26,540)	85,804	196,090	306,376
	220.00	(405,577)	(276,550)	(150,740)	(34,387)	78,221	188,507	298,794
	230.00	(414,447)	(285,420)	(158,763)	(42,234)	70,639	180,925	291,211
	240.00	(423,317)	(294,290)	(166,786)	(50,088)	63,056	173,342	283,628
	250.00	(432,188)	(303,161)	(174,810)	(58,112)	55,474	165,760	276,046

TABLE 8

Balance (RLV - BLV £ per acre (n))	24,115	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	24,115	100,658	176,851	252,962	328,697	404,432	782,500
	10.00	16,268	93,075	169,268	245,425	321,160	396,895	775,008
CIL £psm	20.00	8,421	85,493	161,686	237,878	313,623	389,358	767,516
0.00	30.00	574	77,910	154,103	230,296	306,086	381,821	760,025
(recommended CIL)	40.00	(7,273)	70,328	146,520	222,713	298,549	374,284	752,533
(100)	50.00	(15,120)	62,745	138,938	215,131	291,012	366,747	745,041
	60.00	(22,967)	55,163	131,355	207,548	283,475	359,210	737,550
	70.00	(30,814)	47,580	123,773	199,966	275,938	351,673	730,058
	80.00	(38,661)	39,998	116,190	192,383	268,401	344,136	722,566
	90.00	(46,508)	32,342	108,608	184,800	260,864	336,599	715,075
	100.00	(54,459)	24,495	101,025	177,218	253,327	329,062	707,583
	110.00	(62,482)	16,648	93,443	169,635	245,790	321,525	700,091
	120.00	(70,506)	8,801	85,860	162,053	238,246	313,988	692,599
	130.00	(78,529)	954	78,278	154,470	230,663	306,451	685,108
	140.00	(86,553)	(6,893)	70,695	146,888	223,081	298,914	677,589
	150.00	(94,576)	(14,740)	63,112	139,305	215,498	291,377	670,052
	160.00	(102,599)	(22,587)	55,530	131,723	207,915	283,840	662,515
	170.00	(110,623)	(30,434)	47,947	124,140	200,333	276,303	654,978
	180.00	(118,646)	(38,281)	40,365	116,558	192,750	268,766	647,441
	190.00	(126,669)	(46,128)	32,722	108,975	185,168	261,229	639,904
	200.00	(134,693)	(54,070)	24,875	101,392	177,585	253,692	632,367
	210.00	(142,716)	(62,094)	17,028	93,810	170,003	246,155	624,830
	220.00	(150,740)	(70,117)	9,181	86,227	162,420	238,613	617,293
	230.00	(158,763)	(78,140)	1,334	78,645	154,838	231,030	609,756
	240.00	(166,786)	(86,164)	(6,513)	71,062	147,255	223,448	602,219
	250.00	(174,810)	(94,187)	(14,360)	63,480	139,672	215,865	594,682

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**W**	
Scheme Typology:	Houses	
No Units:	9	
Location / Value Zone:	High	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	3,345,750	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	23.21%	
Developers Profit Total (£)	585,506	
Land Value KPI's		
RLV (£/acre (net))	203,063	
RLV (£/ha (net))	501,768	
RLV (% of GDV)	6.41%	
RLV Total (£)	214,532	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	189,055	
Surplus/Deficit (£/acre) [RLV-BLV]	24,115	
Surplus/Deficit (£/ha)	59,589	
Surplus/Deficit Total (£)	25,477	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	77,179	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	17,826	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	10,556	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Appraisal Ref:	X				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	25	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	10.5	50.0%	0.0	42%	10.5
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	10.0	43.0%	0.0	40%	10.0
4 bed House (with garage)	18.0%	4.5	7.0%	0.0	18%	4.5
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	25.0	100.0%	0.0	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	788	8,477	0	0	788	8,477
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	1,060	11,410	0	0	1,060	11,410
4 bed House (with garage)	626	6,733	0	0	626	6,733
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	2,473	26,619	0	0	2,473	26,619
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	3,543,750
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	3,725,000
4 bed House (with garage)	450,000	3,913	364	3,237	301	2,025,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	265,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						9,293,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses**		No Units:	**25**
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	10.5	@	337,500		3,543,750
3 bed House	0.0	@	0		-
3 bed House (with garage)	10.0	@	372,500		3,725,000
4 bed House (with garage)	4.5	@	450,000		2,025,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	210,000		-
2 bed Flat	0.0	@	265,000		-
3 bed Flat	0.0	@	0		-
	25.0				9,293,750
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**25**				**9,293,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**9,293,750**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	63,500	£		(63,500)
Building Safety Levy				2,473	sqm	30.21	£ psm			(74,709)
CIL (Mrkt only inc. garages)	Max			2,473	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				25	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				2,473	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.07	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			25	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				788	sqm @	2,107	psm			(1,659,263)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				900	sqm @	2,107	psm			(1,896,300)
4 bed House (EXC. garage)				518	sqm @	2,107	psm			(1,090,373)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				-	sqm @	2,522	psm			-
2 bed Flat				-	sqm @	2,522	psm			-
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	10.0	16.0		160	sqm @	600	psm			(96,000)
Garages for 4B House	4.5	24.0		108	sqm @	600	psm			(64,800)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				2,473	£ per garage	£0				
External works				4,806,735	@	15.0%				(721,010)
Ext. Works analysis:						28,840	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				25	units @	1,000	£ per unit			(25,000)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		25	units @	100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units		25	units @	10%	@	0	£ per unit		-
Part L/FHS			25	units @			4,350	£ per unit		(108,750)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing			2,473	sqm			0	£ psm		-
Net Zero for Flats			-	sqm			0	£ psm		-
Water Efficiency			25	units @			0	£ per unit		-
Urban Greening Factor	0.0		flats @	6	per storey = GIA	0	0	£ per unit		-
	Sub-total								(133,750)	
Policy Costs analysis:	(design costs only)					5,350	£ per unit (total units)			
						2.8%	% of BCIS costs			
Contingency (on construction)				5,661,495	@	3.0%				(169,845)

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Scheme Typology:	**Houses**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		5,661,495	@	10.0%			(566,150)
Disposal Costs -							
OMS Marketing and Promotion		9,293,750	OMS @	1.00%	3,718	£ per unit	(92,938)
Residential Sales Agent Costs		9,293,750	OMS @	1.00%	3,718	£ per unit	(92,938)
Residential Sales Legal Costs		9,293,750	OMS @	0.50%	1,859	£ per unit	(46,469)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	25	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,294	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(263,117)
Developers Profit -							
Profit on OMS		9,293,750		17.50%			(1,626,406)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		9,293,750		17.50%	blended GDV	(1,626,406)	
		7,047,035		23.08%	on costs	(1,626,406)	
TOTAL COSTS							**(8,673,441)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							620,309
SDLT		620,309	@	HMRC formula			(20,515)
Acquisition Agent fees		620,309	@	1.0%			(6,203)
Acquisition Legal fees		620,309	@	0.5%			(3,102)
Interest on Land		620,309	@	7.50%			(46,523)
Residual Land Value							**543,966**
RLV analysis:	21,759 £ per plot	507,629	£ per ha (net)	205,435	£ per acre (net)		
		456,866	£ per ha (gross)	184,891	£ per acre (gross)		
				5.85%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		23.3	dph (net)				
Site Area (net)		1.07	ha (net)	2.65	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		1.19	ha (gross)	2.94	acres (gross)		
Density analysis:		2,308	sqm/ha (net)	10,053	sqft/ac (net)		
		21	dph (gross)				
Benchmark Land Value (net)	20,006 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**500,155**
BLV analysis:		466,744	£ per ha (net)	188,889	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**40,885**	£ per ha (net)	**16,546**	£ per acre (net)	**43,811**

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Scheme Typology:	Houses	No Units:	25
Site Typology:	Location / Value Zone: High	Greenfield/Brownfield:	Greenfield
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	16,546	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	16,546	(7,679)	(31,904)	(56,128)	(80,353)	(104,608)	(129,692)
	10.00	8,039	(15,761)	(39,560)	(63,359)	(87,159)	(111,210)	(135,892)
Max CIL £ psm	20.00	(469)	(23,843)	(47,217)	(70,591)	(93,965)	(117,827)	(142,199)
0.00	30.00	(8,976)	(31,924)	(54,873)	(77,822)	(100,770)	(124,470)	(148,539)
(recommended CIL)	40.00	(17,483)	(40,006)	(62,529)	(85,053)	(107,733)	(131,113)	(154,878)
(100)	50.00	(25,990)	(48,088)	(70,186)	(92,284)	(114,818)	(137,765)	(161,217)
	60.00	(34,497)	(56,170)	(77,842)	(99,556)	(121,904)	(144,557)	(167,556)
	70.00	(43,004)	(64,251)	(85,522)	(106,939)	(128,990)	(151,349)	(173,896)
	80.00	(51,511)	(72,345)	(93,225)	(114,467)	(136,076)	(158,141)	(180,235)
	90.00	(60,024)	(80,476)	(100,928)	(121,996)	(143,292)	(164,933)	(186,574)
	100.00	(68,582)	(88,606)	(108,802)	(129,524)	(150,537)	(171,725)	(193,312)
	110.00	(77,141)	(96,737)	(116,773)	(137,053)	(157,782)	(178,517)	(200,278)
	120.00	(85,699)	(104,908)	(124,744)	(144,744)	(165,027)	(185,310)	(207,244)
	130.00	(94,258)	(113,322)	(132,716)	(152,442)	(172,272)	(192,419)	(214,211)
	140.00	(102,817)	(121,736)	(140,763)	(160,140)	(179,517)	(199,883)	(221,177)
	150.00	(111,642)	(130,150)	(148,913)	(167,837)	(186,762)	(207,347)	(228,143)
	160.00	(120,499)	(138,592)	(157,064)	(175,535)	(194,513)	(214,811)	(235,109)
	170.00	(129,356)	(147,196)	(165,214)	(183,233)	(202,474)	(222,275)	(242,076)
	180.00	(138,233)	(155,799)	(173,365)	(191,133)	(210,436)	(229,739)	(249,042)
	190.00	(147,289)	(164,402)	(181,515)	(199,592)	(218,397)	(237,203)	(256,008)
	200.00	(156,345)	(173,006)	(189,743)	(208,051)	(226,359)	(244,667)	(262,974)
	210.00	(165,401)	(181,609)	(198,699)	(216,510)	(234,320)	(252,130)	(269,941)
	220.00	(174,458)	(190,343)	(207,656)	(224,969)	(242,281)	(259,594)	(276,907)
	230.00	(183,514)	(199,797)	(216,613)	(233,428)	(250,243)	(267,058)	(283,873)
	240.00	(192,934)	(209,252)	(225,569)	(241,887)	(258,204)	(274,522)	(290,840)
	250.00	(202,886)	(218,706)	(234,526)	(250,346)	(266,166)	(281,986)	(297,806)

TABLE 2

Balance (RLV - BLV £ per acre (n))	16,546	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	16,546	16,546	16,546	16,546	16,546	16,546	16,546
	10.00	8,039	8,039	8,039	8,039	8,039	8,039	8,039
CIL £psm	20.00	(469)	(469)	(469)	(469)	(469)	(469)	(469)
0.00	30.00	(8,976)	(8,976)	(8,976)	(8,976)	(8,976)	(8,976)	(8,976)
(recommended CIL)	40.00	(17,483)	(17,483)	(17,483)	(17,483)	(17,483)	(17,483)	(17,483)
(100)	50.00	(25,990)	(25,990)	(25,990)	(25,990)	(25,990)	(25,990)	(25,990)
	60.00	(34,497)	(34,497)	(34,497)	(34,497)	(34,497)	(34,497)	(34,497)
	70.00	(43,004)	(43,004)	(43,004)	(43,004)	(43,004)	(43,004)	(43,004)
	80.00	(51,511)	(51,511)	(51,511)	(51,511)	(51,511)	(51,511)	(51,511)
	90.00	(60,024)	(60,024)	(60,024)	(60,024)	(60,024)	(60,024)	(60,024)
	100.00	(68,582)	(68,582)	(68,582)	(68,582)	(68,582)	(68,582)	(68,582)
	110.00	(77,141)	(77,141)	(77,141)	(77,141)	(77,141)	(77,141)	(77,141)
	120.00	(85,699)	(85,699)	(85,699)	(85,699)	(85,699)	(85,699)	(85,699)
	130.00	(94,258)	(94,258)	(94,258)	(94,258)	(94,258)	(94,258)	(94,258)
	140.00	(102,817)	(102,817)	(102,817)	(102,817)	(102,817)	(102,817)	(102,817)
	150.00	(111,642)	(111,642)	(111,642)	(111,642)	(111,642)	(111,642)	(111,642)
	160.00	(120,499)	(120,499)	(120,499)	(120,499)	(120,499)	(120,499)	(120,499)
	170.00	(129,356)	(129,356)	(129,356)	(129,356)	(129,356)	(129,356)	(129,356)
	180.00	(138,233)	(138,233)	(138,233)	(138,233)	(138,233)	(138,233)	(138,233)
	190.00	(147,289)	(147,289)	(147,289)	(147,289)	(147,289)	(147,289)	(147,289)
	200.00	(156,345)	(156,345)	(156,345)	(156,345)	(156,345)	(156,345)	(156,345)
	210.00	(165,401)	(165,401)	(165,401)	(165,401)	(165,401)	(165,401)	(165,401)
	220.00	(174,458)	(174,458)	(174,458)	(174,458)	(174,458)	(174,458)	(174,458)
	230.00	(183,514)	(183,514)	(183,514)	(183,514)	(183,514)	(183,514)	(183,514)
	240.00	(192,934)	(192,934)	(192,934)	(192,934)	(192,934)	(192,934)	(192,934)
	250.00	(202,886)	(202,886)	(202,886)	(202,886)	(202,886)	(202,886)	(202,886)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology: Houses — No Units: 25
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	16,546	Profit 18% 15%	16%	17%	18%	19%	20%	21%
	0.00	92,008	61,823	31,638	1,453	(28,732)	(58,917)	(89,102)
	10.00	83,501	53,316	23,131	(7,054)	(37,239)	(67,424)	(97,609)
CIL £psm	20.00	74,994	44,809	14,624	(15,561)	(45,746)	(75,931)	(106,199)
0.00	30.00	66,487	36,302	6,117	(24,068)	(54,253)	(84,438)	(115,003)
(recommended CIL)	40.00	57,980	27,795	(2,390)	(32,575)	(62,760)	(92,945)	(123,807)
(100)	50.00	49,473	19,288	(10,897)	(41,082)	(71,267)	(101,453)	(132,611)
	60.00	40,965	10,780	(19,405)	(49,590)	(79,775)	(110,177)	(141,507)
	70.00	32,458	2,273	(27,912)	(58,097)	(88,282)	(118,981)	(150,508)
	80.00	23,951	(6,234)	(36,419)	(66,604)	(96,789)	(127,785)	(159,510)
	90.00	15,439	(14,746)	(44,931)	(75,116)	(105,356)	(136,594)	(168,517)
	100.00	6,880	(23,305)	(53,490)	(83,675)	(114,213)	(145,634)	(177,574)
	110.00	(1,678)	(31,863)	(62,048)	(92,233)	(123,070)	(154,690)	(186,630)
	120.00	(10,237)	(40,422)	(70,607)	(100,792)	(131,928)	(163,746)	(196,358)
	130.00	(18,795)	(48,980)	(79,166)	(109,547)	(140,862)	(172,802)	(206,310)
	140.00	(27,354)	(57,539)	(87,724)	(118,404)	(149,918)	(181,858)	(216,262)
	150.00	(35,913)	(66,098)	(96,283)	(127,261)	(158,974)	(191,115)	(226,214)
	160.00	(44,471)	(74,656)	(104,880)	(136,118)	(168,031)	(201,067)	(236,165)
	170.00	(53,030)	(83,215)	(113,737)	(145,147)	(177,087)	(211,018)	(246,117)
	180.00	(61,588)	(91,773)	(122,594)	(154,203)	(186,143)	(220,970)	(256,069)
	190.00	(70,147)	(100,332)	(131,451)	(163,259)	(195,823)	(230,922)	(266,021)
	200.00	(78,705)	(109,071)	(140,375)	(172,315)	(205,775)	(240,874)	(275,973)
	210.00	(87,264)	(117,928)	(149,431)	(181,371)	(215,727)	(250,826)	(285,925)
	220.00	(95,823)	(126,785)	(158,488)	(190,580)	(225,679)	(260,777)	(295,876)
	230.00	(104,404)	(135,642)	(167,544)	(200,532)	(235,630)	(270,729)	(305,828)
	240.00	(113,261)	(144,660)	(176,600)	(210,483)	(245,582)	(280,681)	(315,780)
	250.00	(122,118)	(153,716)	(185,656)	(220,435)	(255,534)	(290,633)	(325,732)

TABLE 4

Balance (RLV - BLV £ per acre (n))	16,546	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	94,324	66,546	38,768	10,990	(16,788)	(44,565)	(72,343)
	10.00	85,816	58,039	30,261	2,483	(25,295)	(53,073)	(80,850)
CIL £psm	20.00	77,309	49,531	21,754	(6,024)	(33,802)	(61,580)	(89,357)
0.00	30.00	68,802	41,024	13,247	(14,531)	(42,309)	(70,087)	(97,865)
(recommended CIL)	40.00	60,295	32,517	4,739	(23,038)	(50,816)	(78,594)	(106,372)
(100)	50.00	51,788	24,010	(3,768)	(31,546)	(59,323)	(87,101)	(114,879)
	60.00	43,281	15,503	(12,275)	(40,053)	(67,830)	(95,608)	(123,386)
	70.00	34,774	6,996	(20,782)	(48,560)	(76,338)	(104,115)	(131,893)
	80.00	26,266	(1,511)	(29,289)	(57,067)	(84,845)	(112,622)	(140,400)
	90.00	17,754	(10,024)	(37,802)	(65,579)	(93,357)	(121,135)	(148,913)
	100.00	9,195	(18,582)	(46,360)	(74,138)	(101,916)	(129,693)	(157,471)
	110.00	637	(27,141)	(54,919)	(82,696)	(110,474)	(138,252)	(166,030)
	120.00	(7,922)	(35,699)	(63,477)	(91,255)	(119,033)	(146,811)	(174,588)
	130.00	(16,480)	(44,258)	(72,036)	(99,814)	(127,591)	(155,369)	(183,147)
	140.00	(25,039)	(52,817)	(80,594)	(108,372)	(136,150)	(163,928)	(191,705)
	150.00	(33,864)	(61,642)	(89,420)	(117,198)	(144,975)	(172,753)	(200,531)
	160.00	(42,721)	(70,499)	(98,277)	(126,055)	(153,832)	(181,610)	(209,388)
	170.00	(51,578)	(79,356)	(107,134)	(134,912)	(162,690)	(190,467)	(218,245)
	180.00	(60,455)	(88,233)	(116,011)	(143,789)	(171,566)	(199,344)	(227,122)
	190.00	(69,511)	(97,289)	(125,067)	(152,845)	(180,622)	(208,400)	(236,178)
	200.00	(78,568)	(106,345)	(134,123)	(161,901)	(189,679)	(217,456)	(245,234)
	210.00	(87,624)	(115,401)	(143,179)	(170,957)	(198,735)	(226,513)	(254,290)
	220.00	(96,680)	(124,458)	(152,235)	(180,013)	(207,791)	(235,569)	(263,346)
	230.00	(105,736)	(133,514)	(161,292)	(189,069)	(216,847)	(244,625)	(272,403)
	240.00	(115,156)	(142,934)	(170,712)	(198,490)	(226,267)	(254,045)	(281,823)
	250.00	(125,108)	(152,886)	(180,664)	(208,441)	(236,219)	(263,997)	(291,775)

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Scheme Typology: Houses | No Units: 25
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	16,546	Density (dph) (net) 30	35	23 40	45	50	55	60
	0.00	75,279	119,307	163,335	207,363	251,391	295,419	339,447
	10.00	64,340	106,545	148,749	190,954	233,159	275,364	317,568
CIL £psm	20.00	53,400	93,782	134,164	174,545	214,927	255,308	295,690
0.00	30.00	42,461	81,019	119,578	158,136	196,694	235,253	273,811
(recommended CIL)	40.00	31,522	68,257	104,992	141,727	178,462	215,197	251,933
(100)	50.00	20,583	55,494	90,406	125,318	160,230	195,142	230,054
	60.00	9,643	42,732	75,821	108,909	141,998	175,087	208,175
	70.00	(1,296)	29,969	61,235	92,500	123,766	155,031	186,297
	80.00	(12,235)	17,207	46,649	76,091	105,534	134,976	164,418
	90.00	(23,181)	4,436	32,054	59,672	87,290	114,908	142,526
	100.00	(34,187)	(8,403)	17,380	43,164	68,948	94,731	120,515
	110.00	(45,192)	(21,243)	2,706	26,656	50,605	74,555	98,504
	120.00	(56,198)	(34,083)	(11,967)	10,148	32,263	54,378	76,493
	130.00	(67,203)	(46,922)	(26,641)	(6,360)	13,921	34,201	54,482
	140.00	(78,209)	(59,762)	(41,315)	(22,869)	(4,422)	14,025	32,472
	150.00	(89,557)	(73,002)	(56,447)	(39,891)	(23,336)	(6,781)	9,774
	160.00	(100,947)	(86,290)	(71,632)	(56,975)	(42,318)	(27,661)	(13,004)
	170.00	(112,336)	(99,577)	(86,818)	(74,059)	(61,301)	(48,542)	(35,783)
	180.00	(123,751)	(112,894)	(102,038)	(91,181)	(80,325)	(69,469)	(58,612)
	190.00	(135,396)	(126,480)	(117,565)	(108,649)	(99,734)	(90,818)	(81,903)
	200.00	(147,041)	(140,067)	(133,092)	(126,117)	(119,143)	(112,168)	(105,193)
	210.00	(158,686)	(153,653)	(148,619)	(143,585)	(138,551)	(133,518)	(128,484)
	220.00	(170,332)	(167,239)	(164,146)	(161,053)	(157,960)	(154,867)	(151,775)
	230.00	(181,977)	(180,825)	(179,673)	(178,521)	(177,369)	(176,217)	(175,065)
	240.00	(194,090)	(194,957)	(195,824)	(196,691)	(197,558)	(198,425)	(199,292)
	250.00	(206,887)	(209,887)	(212,887)	(215,887)	(218,887)	(221,886)	(224,886)

TABLE 6

Balance (RLV - BLV £ per acre (n))	16,546	Build cost 100% 70%	80%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 90%	100%	105%	110%	115%
	0.00	658,423	445,224	231,421	16,546	(91,084)	(205,455)	(331,138)
	10.00	650,018	436,768	222,914	8,039	(99,642)	(215,407)	(341,090)
CIL £psm	20.00	641,613	428,312	214,406	(469)	(108,357)	(225,359)	(351,041)
0.00	30.00	633,208	419,855	205,899	(8,976)	(117,214)	(235,311)	(360,993)
(recommended CIL)	40.00	624,802	411,399	197,392	(17,483)	(126,071)	(245,263)	(370,945)
(100)	50.00	616,397	402,943	188,885	(25,990)	(134,928)	(255,214)	(380,897)
	60.00	607,992	394,487	180,378	(34,497)	(143,930)	(265,166)	(390,849)
	70.00	599,587	386,031	171,871	(43,004)	(152,986)	(275,118)	(400,801)
	80.00	591,159	377,575	163,364	(51,511)	(162,043)	(285,070)	(410,752)
	90.00	582,703	369,119	154,856	(60,024)	(171,099)	(295,022)	(420,704)
	100.00	574,247	360,663	146,349	(68,582)	(180,155)	(304,974)	(430,703)
	110.00	565,791	352,207	137,842	(77,141)	(189,243)	(314,925)	(440,715)
	120.00	557,335	343,751	129,335	(85,699)	(199,195)	(324,877)	(450,727)
	130.00	548,879	335,295	120,828	(94,258)	(209,146)	(334,829)	(460,739)
	140.00	540,423	326,839	112,321	(102,817)	(219,098)	(344,781)	(470,751)
	150.00	531,967	318,383	103,814	(111,642)	(229,050)	(354,733)	(480,763)
	160.00	523,511	309,927	95,307	(120,499)	(239,002)	(364,684)	(490,775)
	170.00	515,055	301,471	86,799	(129,356)	(248,954)	(374,636)	(500,787)
	180.00	506,599	293,015	78,292	(138,233)	(258,906)	(384,588)	(510,799)
	190.00	498,143	284,559	69,785	(147,289)	(268,857)	(394,540)	(520,811)
	200.00	489,687	276,103	61,278	(156,345)	(278,809)	(404,492)	(530,823)
	210.00	481,231	267,646	52,771	(165,401)	(288,761)	(414,444)	(540,835)
	220.00	472,775	259,139	44,264	(174,458)	(298,713)	(424,405)	(550,847)
	230.00	464,319	250,632	35,757	(183,514)	(308,665)	(434,416)	(560,859)
	240.00	455,863	242,124	27,249	(192,934)	(318,616)	(444,428)	(570,871)
	250.00	447,407	233,617	18,742	(202,886)	(328,568)	(454,440)	(580,883)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology: Houses | No Units: 25
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	16,546	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	(241,395)	(106,636)	16,546	139,382	262,219	384,760	506,994
	10.00	(251,347)	(115,493)	8,039	130,875	253,712	376,304	498,538
CIL £psm	20.00	(261,299)	(124,350)	(469)	122,368	245,205	367,848	490,082
0.00	30.00	(271,251)	(133,207)	(8,976)	113,861	236,698	359,391	481,626
(recommended CIL)	40.00	(281,203)	(142,171)	(17,483)	105,354	228,190	350,935	473,170
(100)	50.00	(291,154)	(151,227)	(25,990)	96,847	219,683	342,479	464,714
	60.00	(301,106)	(160,283)	(34,497)	88,340	211,176	334,013	456,258
	70.00	(311,058)	(169,339)	(43,004)	79,832	202,669	325,506	447,802
	80.00	(321,010)	(178,395)	(51,511)	71,325	194,162	316,999	439,346
	90.00	(330,962)	(187,451)	(60,024)	62,818	185,655	308,491	430,890
	100.00	(340,914)	(197,261)	(68,582)	54,311	177,148	299,984	422,434
	110.00	(350,865)	(207,213)	(77,141)	45,804	168,641	291,477	413,978
	120.00	(360,817)	(217,165)	(85,699)	37,297	160,133	282,970	405,522
	130.00	(370,769)	(227,116)	(94,258)	28,790	151,626	274,463	397,066
	140.00	(380,721)	(237,068)	(102,817)	20,282	143,119	265,956	388,610
	150.00	(390,673)	(247,020)	(111,642)	11,775	134,612	257,449	380,154
	160.00	(400,631)	(256,972)	(120,499)	3,268	126,105	248,941	371,698
	170.00	(410,643)	(266,924)	(129,356)	(5,239)	117,598	240,434	363,242
	180.00	(420,655)	(276,876)	(138,233)	(13,746)	109,091	231,927	354,764
	190.00	(430,667)	(286,827)	(147,289)	(22,253)	100,583	223,420	346,257
	200.00	(440,679)	(296,779)	(156,345)	(30,760)	92,076	214,913	337,750
	210.00	(450,691)	(306,731)	(165,401)	(39,268)	83,569	206,406	329,242
	220.00	(460,703)	(316,683)	(174,458)	(47,775)	75,062	197,899	320,735
	230.00	(470,715)	(326,635)	(183,514)	(56,302)	66,555	189,391	312,228
	240.00	(480,727)	(336,587)	(192,934)	(64,861)	58,048	180,884	303,721
	250.00	(490,739)	(346,538)	(202,886)	(73,420)	49,541	172,377	295,214

TABLE 8

Balance (RLV - BLV £ per acre (n))	16,546	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	16,546	102,029	187,513	272,965	357,935	442,905	866,114
	10.00	8,039	93,522	179,006	264,489	349,479	434,449	857,709
CIL £psm	20.00	(469)	85,015	170,498	255,982	341,023	425,993	849,304
0.00	30.00	(8,976)	76,508	161,991	247,475	332,567	417,537	840,899
(recommended CIL)	40.00	(17,483)	68,001	153,484	238,968	324,111	409,081	832,493
(100)	50.00	(25,990)	59,493	144,977	230,460	315,655	400,625	824,088
	60.00	(34,497)	50,986	136,470	221,953	307,199	392,169	815,683
	70.00	(43,004)	42,479	127,963	213,446	298,743	383,713	807,278
	80.00	(51,511)	33,972	119,456	204,939	290,287	375,257	798,873
	90.00	(60,024)	25,465	110,948	196,432	281,831	366,801	790,467
	100.00	(68,582)	16,958	102,441	187,925	273,375	358,345	782,062
	110.00	(77,141)	8,451	93,934	179,418	264,901	349,889	773,657
	120.00	(85,699)	(56)	85,427	170,910	256,394	341,433	765,252
	130.00	(94,258)	(8,564)	76,920	162,403	247,887	332,977	756,846
	140.00	(102,817)	(17,071)	68,413	153,896	239,380	324,521	748,441
	150.00	(111,642)	(25,578)	59,906	145,389	230,872	316,064	740,036
	160.00	(120,499)	(34,085)	51,398	136,882	222,365	307,608	731,631
	170.00	(129,356)	(42,592)	42,891	128,375	213,858	299,152	723,226
	180.00	(138,233)	(51,099)	34,384	119,868	205,351	290,696	714,820
	190.00	(147,289)	(59,609)	25,877	111,360	196,844	282,240	706,415
	200.00	(156,345)	(68,168)	17,370	102,853	188,337	273,784	698,010
	210.00	(165,401)	(76,726)	8,863	94,346	179,830	265,313	689,605
	220.00	(174,458)	(85,285)	356	85,839	171,323	256,806	681,200
	230.00	(183,514)	(93,843)	(8,152)	77,332	162,815	248,299	672,794
	240.00	(192,934)	(102,402)	(16,659)	68,825	154,308	239,792	664,389
	250.00	(202,886)	(111,213)	(25,166)	60,318	145,801	231,285	655,984

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**X**	
Scheme Typology:	Houses	
No Units:	25	
Location / Value Zone:	High	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	9,293,750	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	23.08%	
Developers Profit Total (£)	1,626,406	
Land Value KPI's		
RLV (£/acre (net))	205,435	
RLV (£/ha (net))	507,629	
RLV (% of GDV)	5.85%	
RLV Total (£)	543,966	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	500,155	
Surplus/Deficit (£/acre) [RLV-BLV]	16,546	
Surplus/Deficit (£/ha)	40,885	
Surplus/Deficit Total (£)	43,811	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	263,117	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	46,523	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	12,386	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Appraisal Ref:	Y				(see Typologies Matrix)
Scheme Typology:	Houses and Flats		No Units:	50	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	8.5	17.5%	0.0	17%	8.5
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	16.5	30.0%	0.0	33%	16.5
4 bed House (with garage)	15.0%	7.5	5.0%	0.0	15%	7.5
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	9.0	30.0%	0.0	18%	9.0
2 bed Flat	17.0%	8.5	17.5%	0.0	17%	8.5
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	50.0	100.0%	0.0	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	638	6,862	0	0	638	6,862
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	1,749	18,826	0	0	1,749	18,826
4 bed House (with garage)	1,043	11,221	0	0	1,043	11,221
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	529	5,699	0	0	529	5,699
2 bed Flat	650	6,997	0	0	650	6,997
3 bed Flat	0	0	0	0	0	0
	4,608	49,605	0	0	4,608	49,605
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	2,868,750
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	6,146,250
4 bed House (with garage)	450,000	3,913	364	3,237	301	3,375,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	1,890,000
2 bed Flat	265,000	4,077	379	3,465	322	2,252,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						16,532,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	8.5	@	337,500		2,868,750
3 bed House	0.0	@	0		-
3 bed House (with garage)	16.5	@	372,500		6,146,250
4 bed House (with garage)	7.5	@	450,000		3,375,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	9.0	@	210,000		1,890,000
2 bed Flat	8.5	@	265,000		2,252,500
3 bed Flat	0.0	@	0		-
	50.0				16,532,500
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**50**				**16,532,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**16,532,500**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	127,000	£		(127,000)
Building Safety Levy				4,608	sqm	30.21	£ psm			(139,220)
CIL (Mrkt only inc. garages)	Max			4,608	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				50	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				4,608	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.85	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			50	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				638	sqm @	2,107	psm			(1,343,213)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				1,485	sqm @	2,107	psm			(3,128,895)
4 bed House (EXC. garage)				863	sqm @	2,107	psm			(1,817,288)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				529	sqm @	2,522	psm			(1,335,176)
2 bed Flat				650	sqm @	2,522	psm			(1,639,300)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	16.5	16.0		264	sqm @	600	psm			(158,400)
Garages for 4B House	7.5	24.0		180	sqm @	600	psm			(108,000)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				4,608	£ per garage	£0				
External works				9,530,271	@	15.0%				(1,429,541)
Ext. Works analysis:						28,591	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				50	units @	1,000	£ per unit			(50,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	50	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	50	units @		10%	@	0	£ per unit		-
Part L/FHS		50	units @				4,350	£ per unit		(217,500)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing		3,429	sqm				0	£ psm		-
Net Zero for Flats		1,179	sqm				0	£ psm		-
Water Efficiency		50	units @				0	£ per unit		-
Urban Greening Factor	17.5	flats @	6		per storey = GIA	404	0	£ per unit		-
	Sub-total								(267,500)	
Policy Costs analysis:	(design costs only)					5,350	£ per unit (total units)			
						2.8%	% of BCIS costs			
Contingency (on construction)				11,227,312	@	3.0%				(336,819)

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Scheme Typology:	**Houses and Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		11,227,312	@	10.0%			(1,122,731)
Disposal Costs -							
OMS Marketing and Promotion		16,532,500	OMS @	1.00%	3,307	£ per unit	(165,325)
Residential Sales Agent Costs		16,532,500	OMS @	1.00%	3,307	£ per unit	(165,325)
Residential Sales Legal Costs		16,532,500	OMS @	0.50%	1,653	£ per unit	(82,663)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	50	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,266	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(922,899)
Developers Profit -							
Profit on OMS		16,532,500		17.50%			(2,893,188)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		16,532,500		17.50%	blended GDV	(2,893,188)	
		14,321,045		20.20%	on costs	(2,893,188)	
TOTAL COSTS							**(17,214,232)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(681,732)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(681,732)**
RLV analysis:	(13,635) £ per plot	(801,990)	£ per ha (net)	(324,561)	£ per acre (net)		
		(681,691)	£ per ha (gross)	(275,877)	£ per acre (gross)		
				-4.12%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		58.8	dph (net)				
Site Area (net)		0.85	ha (net)	2.10	acres (net)		
Net to Gross ratio		85%					
Site Area (gross)		1.00	ha (gross)	2.47	acres (gross)		
Density analysis:		5,421	sqm/ha (net)	23,616	sqft/ac (net)		
		50	dph (gross)				
Benchmark Land Value (net)	8,402 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**420,095**
BLV analysis:		494,200	£ per ha (net)	200,000	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(1,296,190)**	£ per ha (net)	**(524,561)**	£ per acre (net)	**(1,101,827)**

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Scheme Typology:	**Houses and Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	524,561	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(524,561)	(593,441)	(662,321)	(731,202)	(800,082)	(869,295)	(938,741)
	10.00	(548,806)	(616,474)	(684,142)	(751,810)	(819,478)	(887,589)	(955,816)
Max CIL £ psm	20.00	(573,052)	(639,508)	(705,963)	(772,419)	(838,876)	(905,883)	(972,890)
0.00	30.00	(597,297)	(662,541)	(727,784)	(793,028)	(858,390)	(924,177)	(989,965)
(recommended CIL)	40.00	(621,543)	(685,574)	(749,605)	(813,637)	(877,903)	(942,471)	(1,007,039)
(100)	50.00	(645,789)	(708,608)	(771,426)	(834,245)	(897,417)	(960,765)	(1,024,114)
	60.00	(670,034)	(731,641)	(793,247)	(854,854)	(916,931)	(979,060)	(1,041,188)
	70.00	(694,280)	(754,674)	(815,069)	(875,535)	(936,444)	(997,354)	(1,058,263)
	80.00	(718,525)	(777,707)	(836,890)	(896,268)	(955,958)	(1,015,648)	(1,075,337)
	90.00	(742,771)	(800,741)	(858,711)	(917,002)	(975,472)	(1,033,942)	(1,092,412)
	100.00	(767,017)	(823,774)	(880,532)	(937,735)	(994,985)	(1,052,236)	(1,109,486)
	110.00	(791,262)	(846,807)	(902,437)	(958,468)	(1,014,499)	(1,070,530)	(1,126,561)
	120.00	(815,508)	(869,841)	(924,390)	(979,202)	(1,034,013)	(1,088,824)	(1,143,635)
	130.00	(839,753)	(892,874)	(946,343)	(999,935)	(1,053,527)	(1,107,118)	(1,160,710)
	140.00	(863,999)	(915,924)	(968,296)	(1,020,668)	(1,073,040)	(1,125,412)	(1,177,784)
	150.00	(888,244)	(939,097)	(990,249)	(1,041,402)	(1,092,554)	(1,143,706)	(1,194,859)
	160.00	(912,490)	(962,269)	(1,012,202)	(1,062,135)	(1,112,068)	(1,162,001)	(1,211,933)
	170.00	(936,736)	(985,442)	(1,034,155)	(1,082,868)	(1,131,581)	(1,180,295)	(1,229,008)
	180.00	(961,121)	(1,008,614)	(1,056,108)	(1,103,602)	(1,151,095)	(1,198,589)	(1,246,138)
	190.00	(985,513)	(1,031,787)	(1,078,061)	(1,124,335)	(1,170,609)	(1,216,883)	(1,263,316)
	200.00	(1,009,905)	(1,054,959)	(1,100,014)	(1,145,068)	(1,190,123)	(1,235,177)	(1,280,494)
	210.00	(1,034,297)	(1,078,132)	(1,121,967)	(1,165,801)	(1,209,636)	(1,253,471)	(1,297,672)
	220.00	(1,058,689)	(1,101,304)	(1,143,920)	(1,186,535)	(1,229,150)	(1,271,765)	(1,314,849)
	230.00	(1,083,081)	(1,124,477)	(1,165,873)	(1,207,268)	(1,248,664)	(1,290,059)	(1,332,027)
	240.00	(1,107,473)	(1,147,649)	(1,187,825)	(1,228,001)	(1,268,177)	(1,308,443)	(1,349,205)
	250.00	(1,131,866)	(1,170,822)	(1,209,778)	(1,248,735)	(1,287,691)	(1,326,847)	(1,366,382)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(524,561)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(524,561)	(524,561)	(524,561)	(524,561)	(524,561)	(524,561)	(524,561)
	10.00	(548,806)	(548,806)	(548,806)	(548,806)	(548,806)	(548,806)	(548,806)
CIL £psm	20.00	(573,052)	(573,052)	(573,052)	(573,052)	(573,052)	(573,052)	(573,052)
0.00	30.00	(597,297)	(597,297)	(597,297)	(597,297)	(597,297)	(597,297)	(597,297)
(recommended CIL)	40.00	(621,543)	(621,543)	(621,543)	(621,543)	(621,543)	(621,543)	(621,543)
(100)	50.00	(645,789)	(645,789)	(645,789)	(645,789)	(645,789)	(645,789)	(645,789)
	60.00	(670,034)	(670,034)	(670,034)	(670,034)	(670,034)	(670,034)	(670,034)
	70.00	(694,280)	(694,280)	(694,280)	(694,280)	(694,280)	(694,280)	(694,280)
	80.00	(718,525)	(718,525)	(718,525)	(718,525)	(718,525)	(718,525)	(718,525)
	90.00	(742,771)	(742,771)	(742,771)	(742,771)	(742,771)	(742,771)	(742,771)
	100.00	(767,017)	(767,017)	(767,017)	(767,017)	(767,017)	(767,017)	(767,017)
	110.00	(791,262)	(791,262)	(791,262)	(791,262)	(791,262)	(791,262)	(791,262)
	120.00	(815,508)	(815,508)	(815,508)	(815,508)	(815,508)	(815,508)	(815,508)
	130.00	(839,753)	(839,753)	(839,753)	(839,753)	(839,753)	(839,753)	(839,753)
	140.00	(863,999)	(863,999)	(863,999)	(863,999)	(863,999)	(863,999)	(863,999)
	150.00	(888,244)	(888,244)	(888,244)	(888,244)	(888,244)	(888,244)	(888,244)
	160.00	(912,490)	(912,490)	(912,490)	(912,490)	(912,490)	(912,490)	(912,490)
	170.00	(936,736)	(936,736)	(936,736)	(936,736)	(936,736)	(936,736)	(936,736)
	180.00	(961,121)	(961,121)	(961,121)	(961,121)	(961,121)	(961,121)	(961,121)
	190.00	(985,513)	(985,513)	(985,513)	(985,513)	(985,513)	(985,513)	(985,513)
	200.00	(1,009,905)	(1,009,905)	(1,009,905)	(1,009,905)	(1,009,905)	(1,009,905)	(1,009,905)
	210.00	(1,034,297)	(1,034,297)	(1,034,297)	(1,034,297)	(1,034,297)	(1,034,297)	(1,034,297)
	220.00	(1,058,689)	(1,058,689)	(1,058,689)	(1,058,689)	(1,058,689)	(1,058,689)	(1,058,689)
	230.00	(1,083,081)	(1,083,081)	(1,083,081)	(1,083,081)	(1,083,081)	(1,083,081)	(1,083,081)
	240.00	(1,107,473)	(1,107,473)	(1,107,473)	(1,107,473)	(1,107,473)	(1,107,473)	(1,107,473)
	250.00	(1,131,866)	(1,131,866)	(1,131,866)	(1,131,866)	(1,131,866)	(1,131,866)	(1,131,866)

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Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(524,561)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(327,790)	(406,498)	(485,207)	(563,915)	(642,623)	(721,332)	(800,040)
	10.00	(352,035)	(430,744)	(509,452)	(588,161)	(666,869)	(745,577)	(824,286)
CIL £psm	20.00	(376,281)	(454,989)	(533,698)	(612,406)	(691,114)	(769,823)	(848,531)
0.00	30.00	(400,527)	(479,235)	(557,943)	(636,652)	(715,360)	(794,068)	(872,777)
(recommended CIL)	40.00	(424,772)	(503,481)	(582,189)	(660,897)	(739,606)	(818,314)	(897,022)
(100)	50.00	(449,018)	(527,726)	(606,434)	(685,143)	(763,851)	(842,560)	(921,268)
	60.00	(473,263)	(551,972)	(630,680)	(709,388)	(788,097)	(866,805)	(945,513)
	70.00	(497,509)	(576,217)	(654,926)	(733,634)	(812,342)	(891,051)	(969,759)
	80.00	(521,754)	(600,463)	(679,171)	(757,880)	(836,588)	(915,296)	(994,005)
	90.00	(546,000)	(624,708)	(703,417)	(782,125)	(860,833)	(939,542)	(1,018,250)
	100.00	(570,246)	(648,954)	(727,662)	(806,371)	(885,079)	(963,787)	(1,042,496)
	110.00	(594,491)	(673,200)	(751,908)	(830,616)	(909,325)	(988,033)	(1,066,741)
	120.00	(618,737)	(697,445)	(776,153)	(854,862)	(933,570)	(1,012,279)	(1,090,987)
	130.00	(642,982)	(721,691)	(800,399)	(879,107)	(957,816)	(1,036,524)	(1,115,232)
	140.00	(667,228)	(745,936)	(824,645)	(903,353)	(982,061)	(1,060,770)	(1,139,478)
	150.00	(691,474)	(770,182)	(848,890)	(927,599)	(1,006,307)	(1,085,015)	(1,163,724)
	160.00	(715,719)	(794,427)	(873,136)	(951,844)	(1,030,552)	(1,109,261)	(1,187,969)
	170.00	(739,965)	(818,673)	(897,381)	(976,090)	(1,054,798)	(1,133,506)	(1,212,215)
	180.00	(764,350)	(843,058)	(921,766)	(1,000,475)	(1,079,183)	(1,157,892)	(1,236,600)
	190.00	(788,742)	(867,450)	(946,159)	(1,024,867)	(1,103,575)	(1,182,284)	(1,260,992)
	200.00	(813,134)	(891,842)	(970,551)	(1,049,259)	(1,127,967)	(1,206,676)	(1,285,384)
	210.00	(837,526)	(916,235)	(994,943)	(1,073,651)	(1,152,360)	(1,231,068)	(1,309,776)
	220.00	(861,918)	(940,627)	(1,019,335)	(1,098,043)	(1,176,752)	(1,255,460)	(1,334,168)
	230.00	(886,310)	(965,019)	(1,043,727)	(1,122,436)	(1,201,144)	(1,279,852)	(1,358,561)
	240.00	(910,703)	(989,411)	(1,068,119)	(1,146,828)	(1,225,536)	(1,304,244)	(1,382,953)
	250.00	(935,095)	(1,013,803)	(1,092,511)	(1,171,220)	(1,249,928)	(1,328,636)	(1,407,345)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(524,561)	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	(442,208)	(471,620)	(501,031)	(530,443)	(559,855)	(589,267)	(618,678)
	10.00	(466,453)	(495,865)	(525,277)	(554,689)	(584,100)	(613,512)	(642,924)
CIL £psm	20.00	(490,699)	(520,111)	(549,523)	(578,934)	(608,346)	(637,758)	(667,170)
0.00	30.00	(514,945)	(544,356)	(573,768)	(603,180)	(632,592)	(662,003)	(691,415)
(recommended CIL)	40.00	(539,190)	(568,602)	(598,014)	(627,425)	(656,837)	(686,249)	(715,661)
(100)	50.00	(563,436)	(592,847)	(622,259)	(651,671)	(681,083)	(710,495)	(739,906)
	60.00	(587,681)	(617,093)	(646,505)	(675,917)	(705,328)	(734,740)	(764,152)
	70.00	(611,927)	(641,339)	(670,750)	(700,162)	(729,574)	(758,986)	(788,397)
	80.00	(636,172)	(665,584)	(694,996)	(724,408)	(753,819)	(783,231)	(812,643)
	90.00	(660,418)	(689,830)	(719,242)	(748,653)	(778,065)	(807,477)	(836,889)
	100.00	(684,664)	(714,075)	(743,487)	(772,899)	(802,311)	(831,722)	(861,134)
	110.00	(708,909)	(738,321)	(767,733)	(797,144)	(826,556)	(855,968)	(885,380)
	120.00	(733,155)	(762,566)	(791,978)	(821,390)	(850,802)	(880,214)	(909,625)
	130.00	(757,400)	(786,812)	(816,224)	(845,636)	(875,047)	(904,459)	(933,871)
	140.00	(781,646)	(811,058)	(840,469)	(869,881)	(899,293)	(928,705)	(958,116)
	150.00	(805,891)	(835,303)	(864,715)	(894,127)	(923,538)	(952,950)	(982,362)
	160.00	(830,137)	(859,549)	(888,961)	(918,372)	(947,784)	(977,196)	(1,006,608)
	170.00	(854,383)	(883,794)	(913,206)	(942,618)	(972,030)	(1,001,441)	(1,030,853)
	180.00	(878,768)	(908,179)	(937,591)	(967,003)	(996,415)	(1,025,827)	(1,055,238)
	190.00	(903,160)	(932,572)	(961,983)	(991,395)	(1,020,807)	(1,050,219)	(1,079,630)
	200.00	(927,552)	(956,964)	(986,376)	(1,015,787)	(1,045,199)	(1,074,611)	(1,104,023)
	210.00	(951,944)	(981,356)	(1,010,768)	(1,040,179)	(1,069,591)	(1,099,003)	(1,128,415)
	220.00	(976,336)	(1,005,748)	(1,035,160)	(1,064,572)	(1,093,983)	(1,123,395)	(1,152,807)
	230.00	(1,000,728)	(1,030,140)	(1,059,552)	(1,088,964)	(1,118,375)	(1,147,787)	(1,177,199)
	240.00	(1,025,121)	(1,054,532)	(1,083,944)	(1,113,356)	(1,142,768)	(1,172,179)	(1,201,591)
	250.00	(1,049,513)	(1,078,924)	(1,108,336)	(1,137,748)	(1,167,160)	(1,196,572)	(1,225,983)

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Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(524,561)	Density (dph) (net) 30	35	59 40	45	50	55	60
	0.00	(365,536)	(393,125)	(420,715)	(448,304)	(475,893)	(503,483)	(531,072)
	10.00	(377,902)	(407,552)	(437,203)	(466,853)	(496,503)	(526,154)	(555,804)
CIL £psm	20.00	(390,268)	(421,979)	(453,691)	(485,402)	(517,113)	(548,824)	(580,536)
0.00	30.00	(402,634)	(436,406)	(470,179)	(503,951)	(537,723)	(571,495)	(605,268)
(recommended CIL)	40.00	(415,000)	(450,833)	(486,666)	(522,500)	(558,333)	(594,166)	(630,000)
(100)	50.00	(427,366)	(465,260)	(503,154)	(541,049)	(578,943)	(616,837)	(654,732)
	60.00	(439,732)	(479,687)	(519,642)	(559,598)	(599,553)	(639,508)	(679,464)
	70.00	(452,098)	(494,114)	(536,130)	(578,147)	(620,163)	(662,179)	(704,196)
	80.00	(464,464)	(508,541)	(552,618)	(596,696)	(640,773)	(684,850)	(728,928)
	90.00	(476,830)	(522,968)	(569,106)	(615,245)	(661,383)	(707,521)	(753,660)
	100.00	(489,196)	(537,395)	(585,594)	(633,794)	(681,993)	(730,192)	(778,392)
	110.00	(501,562)	(551,822)	(602,082)	(652,343)	(702,603)	(752,863)	(803,124)
	120.00	(513,928)	(566,249)	(618,570)	(670,892)	(723,213)	(775,534)	(827,855)
	130.00	(526,294)	(580,676)	(635,058)	(689,441)	(743,823)	(798,205)	(852,587)
	140.00	(538,660)	(595,103)	(651,546)	(707,990)	(764,433)	(820,876)	(877,319)
	150.00	(551,026)	(609,530)	(668,034)	(726,539)	(785,043)	(843,547)	(902,051)
	160.00	(563,392)	(623,957)	(684,522)	(745,088)	(805,653)	(866,218)	(926,783)
	170.00	(575,758)	(638,384)	(701,010)	(763,636)	(826,263)	(888,889)	(951,515)
	180.00	(588,195)	(652,894)	(717,593)	(782,292)	(846,991)	(911,691)	(976,390)
	190.00	(600,636)	(667,408)	(734,181)	(800,953)	(867,726)	(934,499)	(1,001,271)
	200.00	(613,076)	(681,922)	(750,768)	(819,614)	(888,461)	(957,307)	(1,026,153)
	210.00	(625,517)	(696,437)	(767,356)	(838,276)	(909,195)	(980,115)	(1,051,034)
	220.00	(637,958)	(710,951)	(783,944)	(856,937)	(929,930)	(1,002,923)	(1,075,916)
	230.00	(650,399)	(725,465)	(800,531)	(875,598)	(950,664)	(1,025,731)	(1,100,797)
	240.00	(662,839)	(739,979)	(817,119)	(894,259)	(971,399)	(1,048,539)	(1,125,678)
	250.00	(675,280)	(754,493)	(833,707)	(912,920)	(992,133)	(1,071,347)	(1,150,560)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(524,561)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	115%
	0.00	1,190,192	638,789	84,031	(524,561)	(850,347)	(1,177,573)	(1,505,329)
	10.00	1,169,714	618,188	63,305	(548,806)	(874,593)	(1,201,966)	(1,529,721)
CIL £psm	20.00	1,149,237	597,586	42,579	(573,052)	(898,838)	(1,226,358)	(1,554,113)
0.00	30.00	1,128,759	576,985	21,853	(597,297)	(923,084)	(1,250,750)	(1,578,512)
(recommended CIL)	40.00	1,108,282	556,384	1,127	(621,543)	(947,386)	(1,275,142)	(1,603,052)
(100)	50.00	1,087,804	535,782	(19,599)	(645,789)	(971,779)	(1,299,534)	(1,627,591)
	60.00	1,067,326	515,181	(40,325)	(670,034)	(996,171)	(1,323,926)	(1,652,131)
	70.00	1,046,849	494,579	(61,051)	(694,280)	(1,020,563)	(1,348,318)	(1,676,670)
	80.00	1,026,371	473,978	(81,777)	(718,525)	(1,044,955)	(1,372,711)	(1,701,210)
	90.00	1,005,894	453,377	(102,846)	(742,771)	(1,069,347)	(1,397,103)	(1,725,750)
	100.00	985,416	432,775	(124,295)	(767,017)	(1,093,739)	(1,421,495)	(1,750,289)
	110.00	964,939	412,174	(145,985)	(791,262)	(1,118,131)	(1,445,887)	(1,774,829)
	120.00	944,461	391,573	(167,916)	(815,508)	(1,142,523)	(1,470,279)	(1,799,368)
	130.00	923,983	370,971	(189,847)	(839,753)	(1,166,916)	(1,494,671)	(1,823,908)
	140.00	903,506	350,370	(212,943)	(863,999)	(1,191,308)	(1,519,063)	(1,848,448)
	150.00	883,028	329,768	(237,043)	(888,244)	(1,215,700)	(1,543,455)	(1,872,987)
	160.00	862,551	309,167	(261,143)	(912,490)	(1,240,092)	(1,567,848)	(1,897,527)
	170.00	842,073	288,566	(285,242)	(936,736)	(1,264,484)	(1,592,329)	(1,922,066)
	180.00	821,595	267,950	(309,409)	(961,121)	(1,288,876)	(1,616,869)	(1,946,606)
	190.00	801,002	247,224	(333,654)	(985,513)	(1,313,268)	(1,641,409)	(1,971,145)
	200.00	780,400	226,498	(357,900)	(1,009,905)	(1,337,661)	(1,665,948)	(1,995,685)
	210.00	759,799	205,772	(382,145)	(1,034,297)	(1,362,053)	(1,690,488)	(2,020,225)
	220.00	739,198	185,046	(406,391)	(1,058,689)	(1,386,445)	(1,715,027)	(2,044,764)
	230.00	718,596	164,320	(430,636)	(1,083,081)	(1,410,837)	(1,739,567)	(2,069,304)
	240.00	697,995	143,594	(454,882)	(1,107,473)	(1,435,229)	(1,764,107)	(2,093,843)
	250.00	677,393	122,868	(479,128)	(1,131,866)	(1,459,621)	(1,788,646)	(2,118,383)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(524,561)	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	(1,177,764)	(850,220)	(524,561)	(199,571)	83,763	361,990	638,816
	10.00	(1,202,156)	(874,466)	(548,806)	(223,629)	63,037	341,389	618,215
CIL £psm	20.00	(1,226,548)	(898,711)	(573,052)	(247,729)	42,311	320,670	597,613
0.00	30.00	(1,250,941)	(923,090)	(597,297)	(271,828)	21,585	299,944	577,012
(recommended CIL)	40.00	(1,275,333)	(947,482)	(621,543)	(295,928)	859	279,218	556,410
(100)	50.00	(1,299,725)	(971,874)	(645,789)	(320,129)	(19,867)	258,492	535,809
	60.00	(1,324,117)	(996,266)	(670,034)	(344,375)	(40,592)	237,766	515,208
	70.00	(1,348,509)	(1,020,658)	(694,280)	(368,620)	(61,318)	217,040	494,606
	80.00	(1,372,901)	(1,045,050)	(718,525)	(392,866)	(82,044)	196,315	474,005
	90.00	(1,397,293)	(1,069,442)	(742,771)	(417,112)	(103,123)	175,589	453,404
	100.00	(1,421,686)	(1,093,835)	(767,017)	(441,357)	(124,572)	154,863	432,802
	110.00	(1,446,116)	(1,118,227)	(791,262)	(465,603)	(146,269)	134,137	412,201
	120.00	(1,470,656)	(1,142,619)	(815,508)	(489,848)	(168,199)	113,411	391,600
	130.00	(1,495,196)	(1,167,011)	(839,753)	(514,094)	(190,130)	92,685	370,998
	140.00	(1,519,735)	(1,191,403)	(863,999)	(538,339)	(213,254)	71,959	350,318
	150.00	(1,544,275)	(1,215,795)	(888,244)	(562,585)	(237,354)	51,233	329,592
	160.00	(1,568,814)	(1,240,187)	(912,490)	(586,831)	(261,454)	30,507	308,866
	170.00	(1,593,354)	(1,264,580)	(936,736)	(611,076)	(285,554)	9,781	288,140
	180.00	(1,617,894)	(1,288,972)	(961,121)	(635,322)	(309,662)	(10,945)	267,414
	190.00	(1,642,433)	(1,313,364)	(985,513)	(659,567)	(333,908)	(31,670)	246,688
	200.00	(1,666,973)	(1,337,756)	(1,009,905)	(683,813)	(358,154)	(52,396)	225,963
	210.00	(1,691,512)	(1,362,148)	(1,034,297)	(708,058)	(382,399)	(73,122)	205,237
	220.00	(1,716,052)	(1,386,540)	(1,058,689)	(732,304)	(406,645)	(93,890)	184,511
	230.00	(1,740,592)	(1,410,932)	(1,083,081)	(756,550)	(430,890)	(115,339)	163,785
	240.00	(1,765,131)	(1,435,324)	(1,107,473)	(780,795)	(455,136)	(136,828)	143,059
	250.00	(1,789,671)	(1,459,717)	(1,131,866)	(805,041)	(479,381)	(158,759)	122,333

TABLE 8

Balance (RLV - BLV £ per acre (n))	(524,561)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(524,561)	(263,296)	(25,916)	197,603	420,216	642,393	1,745,401
	10.00	(548,806)	(287,396)	(46,642)	176,877	399,615	621,791	1,725,046
CIL £psm	20.00	(573,052)	(311,575)	(67,368)	156,151	379,014	601,190	1,704,691
0.00	30.00	(597,297)	(335,820)	(88,094)	135,425	358,412	580,588	1,684,337
(recommended CIL)	40.00	(621,543)	(360,066)	(109,384)	114,699	337,811	559,987	1,663,982
(100)	50.00	(645,789)	(384,311)	(130,833)	93,973	317,210	539,386	1,643,628
	60.00	(670,034)	(408,557)	(152,670)	73,248	296,608	518,784	1,623,273
	70.00	(694,280)	(432,803)	(174,601)	52,522	276,007	498,183	1,602,919
	80.00	(718,525)	(457,048)	(196,532)	31,796	255,315	477,582	1,582,564
	90.00	(742,771)	(481,294)	(220,289)	11,070	234,589	456,980	1,562,210
	100.00	(767,017)	(505,539)	(244,389)	(9,656)	213,863	436,379	1,541,855
	110.00	(791,262)	(529,785)	(268,488)	(30,382)	193,137	415,777	1,521,501
	120.00	(815,508)	(554,030)	(292,588)	(51,108)	172,411	395,176	1,501,146
	130.00	(839,753)	(578,276)	(316,799)	(71,834)	151,685	374,575	1,480,791
	140.00	(863,999)	(602,522)	(341,044)	(92,560)	130,960	353,973	1,460,437
	150.00	(888,244)	(626,767)	(365,290)	(114,006)	110,234	333,372	1,440,082
	160.00	(912,490)	(651,013)	(389,536)	(135,464)	89,508	312,771	1,419,728
	170.00	(936,736)	(675,258)	(413,781)	(157,395)	68,782	292,169	1,399,373
	180.00	(961,121)	(699,504)	(438,027)	(179,326)	48,056	271,568	1,379,019
	190.00	(985,513)	(723,749)	(462,272)	(201,381)	27,330	250,849	1,358,594
	200.00	(1,009,905)	(747,995)	(486,518)	(225,481)	6,604	230,123	1,338,116
	210.00	(1,034,297)	(772,241)	(510,763)	(249,581)	(14,122)	209,397	1,317,639
	220.00	(1,058,689)	(796,486)	(535,009)	(273,681)	(34,848)	188,672	1,297,161
	230.00	(1,083,081)	(820,732)	(559,255)	(297,781)	(55,574)	167,946	1,276,683
	240.00	(1,107,473)	(844,977)	(583,500)	(322,023)	(76,299)	147,220	1,256,206
	250.00	(1,131,866)	(869,223)	(607,746)	(346,269)	(97,178)	126,494	1,235,728

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**Y**	
Scheme Typology:	Houses and Flats	
No Units:	50	
Location / Value Zone:	High	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	16,532,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	20.20%	
Developers Profit Total (£)	2,893,188	
Land Value KPI's		
RLV (£/acre (net))	(324,561)	
RLV (£/ha (net))	(801,990)	
RLV (% of GDV)	-4.12%	
RLV Total (£)	(681,732)	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	420,095	
Surplus/Deficit (£/acre) [RLV-BLV]	(524,561)	
Surplus/Deficit (£/ha)	(1,296,190)	
Surplus/Deficit Total (£)	(1,101,827)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	922,899	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	18,458	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Appraisal Ref:	Z				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	95		
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			95	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	100%			
AH tenure split %		Affordable Rent:		35.0%		
		Social Rent:		35.0%	70.0%	% Rented
		First Homes:				
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	39.9	50.0%	0.0	42%	39.9
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	38.0	43.0%	0.0	40%	38.0
4 bed House (with garage)	18.0%	17.1	7.0%	0.0	18%	17.1
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	95.0	100.0%	0.0	100%	95.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	2,993	32,211	0	0	2,993	32,211
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	4,028	43,357	0	0	4,028	43,357
4 bed House (with garage)	2,377	25,585	0	0	2,377	25,585
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	9,397	101,153	0	0	9,397	101,153
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	13,466,250
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	14,155,000
4 bed House (with garage)	450,000	3,913	364	3,237	301	7,695,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	265,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						35,316,250

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**95**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	39.9	@	337,500		13,466,250
3 bed House	0.0	@	0		-
3 bed House (with garage)	38.0	@	372,500		14,155,000
4 bed House (with garage)	17.1	@	450,000		7,695,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	210,000		-
2 bed Flat	0.0	@	265,000		-
3 bed Flat	0.0	@	0		-
	95.0				35,316,250
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**95**				**35,316,250**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	95	units @	0	per unit	-
Total GDV					**35,316,250**

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Scheme Typology:	**Houses and Flats**		No Units:	**95**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	39,890	£		(39,890)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	119,670	£		(119,670)
Building Safety Levy				9,397	sqm	30.21	£ psm			(283,895)
CIL (Mrkt only inc. garages)	Max			9,397	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				95	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				9,397	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				3.80	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			95	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				2,993	sqm @	2,107	psm			(6,305,198)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				3,420	sqm @	2,107	psm			(7,205,940)
4 bed House (EXC. garage)				1,967	sqm @	2,107	psm			(4,143,416)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				-	sqm @	2,522	psm			-
2 bed Flat				-	sqm @	2,522	psm			-
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	38.0	16.0		608	sqm @	600	psm			(364,800)
Garages for 4B House	17.1	24.0		410	sqm @	600	psm			(246,240)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				9,397	£ per garage	£0				
External works				18,265,593	@	15.0%				(2,739,839)
Ext. Works analysis:						28,840	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				95	units @	1,000	£ per unit			(95,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	95	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	95	units @		10%	@	0	£ per unit		-
Part L/FHS		95	units @				4,350	£ per unit		(413,250)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing		9,397	sqm				0	£ psm		-
Net Zero for Flats		-	sqm				0	£ psm		-
Water Efficiency		95	units @				0	£ per unit		-
Urban Greening Factor	0.0	flats @	6		per storey = GIA	0	0	£ per unit		-
	Sub-total								(508,250)	
Policy Costs analysis:	(design costs only)					5,350	£ per unit (total units)			
						2.8%	% of BCIS costs			
Contingency (on construction)				21,513,682	@	3.0%				(645,410)

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Scheme Typology:	**Houses and Flats**		No Units:	**95**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		21,513,682	@	10.0%			(2,151,368)
Disposal Costs -							
OMS Marketing and Promotion		35,316,250	OMS @	1.00%	3,718	£ per unit	(353,163)
Residential Sales Agent Costs		35,316,250	OMS @	1.00%	3,718	£ per unit	(353,163)
Residential Sales Legal Costs		35,316,250	OMS @	0.50%	1,859	£ per unit	(176,581)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	95	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,294	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(2,049,977)
Developers Profit -							
Profit on OMS		35,316,250		17.50%			(6,180,344)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		35,316,250		17.50%	blended GDV	(6,180,344)	
		27,686,799		22.32%	on costs	(6,180,344)	
TOTAL COSTS							**(33,867,143)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							1,449,107
SDLT		1,449,107	@	HMRC formula			(61,955)
Acquisition Agent fees		1,449,107	@	1.0%			(14,491)
Acquisition Legal fees		1,449,107	@	0.5%			(7,246)
Interest on Land		1,449,107	@	7.50%			(108,683)
Residual Land Value							**1,256,732**
RLV analysis:	13,229 £ per plot	330,719	£ per ha (net)	133,840	£ per acre (net)		
		264,575	£ per ha (gross)	107,072	£ per acre (gross)		
				3.56%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		25.0	dph (net)				
Site Area (net)		3.80	ha (net)	9.39	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		4.75	ha (gross)	11.74	acres (gross)		
Density analysis:		2,473	sqm/ha (net)	10,773	sqft/ac (net)		
		20	dph (gross)				
Benchmark Land Value (net)	21,004 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**1,995,333**
BLV analysis:		525,088	£ per ha (net)	212,500	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(194,368)**	£ per ha (net)	**(78,660)**	£ per acre (net)	**(738,600)**

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**95**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	78,660	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(78,660)	(100,399)	(122,139)	(143,878)	(165,617)	(187,357)	(210,081)
	10.00	(88,407)	(109,659)	(130,911)	(152,163)	(173,415)	(194,883)	(217,776)
Max CIL £ psm	20.00	(98,154)	(118,919)	(139,684)	(160,448)	(181,213)	(202,549)	(225,710)
0.00	30.00	(107,902)	(128,179)	(148,456)	(168,733)	(189,029)	(210,285)	(233,644)
(recommended CIL)	40.00	(117,649)	(137,439)	(157,229)	(177,019)	(197,099)	(218,566)	(241,577)
(100)	50.00	(127,396)	(146,699)	(166,001)	(185,304)	(205,331)	(227,066)	(249,511)
	60.00	(137,144)	(155,959)	(174,774)	(193,767)	(213,689)	(235,567)	(257,445)
	70.00	(146,891)	(165,219)	(183,546)	(202,440)	(222,756)	(244,068)	(265,379)
	80.00	(156,638)	(174,479)	(192,453)	(211,207)	(231,823)	(252,568)	(273,313)
	90.00	(166,385)	(183,739)	(201,612)	(220,713)	(240,891)	(261,069)	(281,247)
	100.00	(176,133)	(193,156)	(210,894)	(230,347)	(249,958)	(269,569)	(289,223)
	110.00	(185,880)	(202,846)	(220,936)	(239,981)	(259,025)	(278,070)	(297,205)
	120.00	(195,876)	(212,659)	(231,137)	(249,615)	(268,092)	(286,620)	(305,186)
	130.00	(206,144)	(223,426)	(241,337)	(259,248)	(277,175)	(295,172)	(313,168)
	140.00	(216,849)	(234,193)	(251,538)	(268,882)	(286,297)	(303,724)	(321,150)
	150.00	(228,183)	(244,961)	(261,739)	(278,563)	(295,419)	(312,275)	(329,132)
	160.00	(239,517)	(255,728)	(271,969)	(288,255)	(304,541)	(320,827)	(337,114)
	170.00	(250,851)	(266,515)	(282,231)	(297,947)	(313,663)	(329,379)	(345,095)
	180.00	(262,201)	(277,347)	(292,493)	(307,639)	(322,785)	(337,931)	(353,077)
	190.00	(273,604)	(288,180)	(302,756)	(317,331)	(331,907)	(346,483)	(361,059)
	200.00	(285,006)	(299,012)	(313,018)	(327,024)	(341,029)	(355,035)	(369,041)
	210.00	(296,409)	(309,845)	(323,280)	(336,716)	(350,151)	(363,587)	(377,023)
	220.00	(307,812)	(320,677)	(333,543)	(346,408)	(359,274)	(372,139)	(385,004)
	230.00	(319,214)	(331,510)	(343,805)	(356,100)	(368,396)	(380,691)	(392,986)
	240.00	(330,617)	(342,342)	(354,067)	(365,792)	(377,518)	(389,243)	(400,968)
	250.00	(342,019)	(353,174)	(364,330)	(375,485)	(386,640)	(397,795)	(408,950)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(78,660)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(78,660)	(78,660)	(78,660)	(78,660)	(78,660)	(78,660)	(78,660)
	10.00	(88,407)	(88,407)	(88,407)	(88,407)	(88,407)	(88,407)	(88,407)
CIL £psm	20.00	(98,154)	(98,154)	(98,154)	(98,154)	(98,154)	(98,154)	(98,154)
0.00	30.00	(107,902)	(107,902)	(107,902)	(107,902)	(107,902)	(107,902)	(107,902)
(recommended CIL)	40.00	(117,649)	(117,649)	(117,649)	(117,649)	(117,649)	(117,649)	(117,649)
(100)	50.00	(127,396)	(127,396)	(127,396)	(127,396)	(127,396)	(127,396)	(127,396)
	60.00	(137,144)	(137,144)	(137,144)	(137,144)	(137,144)	(137,144)	(137,144)
	70.00	(146,891)	(146,891)	(146,891)	(146,891)	(146,891)	(146,891)	(146,891)
	80.00	(156,638)	(156,638)	(156,638)	(156,638)	(156,638)	(156,638)	(156,638)
	90.00	(166,385)	(166,385)	(166,385)	(166,385)	(166,385)	(166,385)	(166,385)
	100.00	(176,133)	(176,133)	(176,133)	(176,133)	(176,133)	(176,133)	(176,133)
	110.00	(185,880)	(185,880)	(185,880)	(185,880)	(185,880)	(185,880)	(185,880)
	120.00	(195,876)	(195,876)	(195,876)	(195,876)	(195,876)	(195,876)	(195,876)
	130.00	(206,144)	(206,144)	(206,144)	(206,144)	(206,144)	(206,144)	(206,144)
	140.00	(216,849)	(216,849)	(216,849)	(216,849)	(216,849)	(216,849)	(216,849)
	150.00	(228,183)	(228,183)	(228,183)	(228,183)	(228,183)	(228,183)	(228,183)
	160.00	(239,517)	(239,517)	(239,517)	(239,517)	(239,517)	(239,517)	(239,517)
	170.00	(250,851)	(250,851)	(250,851)	(250,851)	(250,851)	(250,851)	(250,851)
	180.00	(262,201)	(262,201)	(262,201)	(262,201)	(262,201)	(262,201)	(262,201)
	190.00	(273,604)	(273,604)	(273,604)	(273,604)	(273,604)	(273,604)	(273,604)
	200.00	(285,006)	(285,006)	(285,006)	(285,006)	(285,006)	(285,006)	(285,006)
	210.00	(296,409)	(296,409)	(296,409)	(296,409)	(296,409)	(296,409)	(296,409)
	220.00	(307,812)	(307,812)	(307,812)	(307,812)	(307,812)	(307,812)	(307,812)
	230.00	(319,214)	(319,214)	(319,214)	(319,214)	(319,214)	(319,214)	(319,214)
	240.00	(330,617)	(330,617)	(330,617)	(330,617)	(330,617)	(330,617)	(330,617)
	250.00	(342,019)	(342,019)	(342,019)	(342,019)	(342,019)	(342,019)	(342,019)

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Scheme Typology: Houses and Flats — No Units: 95
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3 — Profit 18%

Balance (RLV - BLV £ per acre (n))	(78,660)	15%	16%	17%	18%	19%	20%	21%
	0.00	2,204	(30,141)	(62,487)	(94,833)	(127,178)	(159,524)	(191,988)
	10.00	(7,543)	(39,889)	(72,234)	(104,580)	(136,926)	(169,271)	(202,168)
CIL £psm	20.00	(17,290)	(49,636)	(81,982)	(114,327)	(146,673)	(179,019)	(212,482)
0.00	30.00	(27,037)	(59,383)	(91,729)	(124,075)	(156,420)	(188,776)	(223,814)
(recommended CIL)	40.00	(36,785)	(69,130)	(101,476)	(133,822)	(166,168)	(198,883)	(235,148)
(100)	50.00	(46,532)	(78,878)	(111,223)	(143,569)	(175,915)	(209,197)	(246,482)
	60.00	(56,279)	(88,625)	(120,971)	(153,316)	(185,662)	(220,205)	(257,816)
	70.00	(66,027)	(98,372)	(130,718)	(163,064)	(195,651)	(231,539)	(269,150)
	80.00	(75,774)	(108,120)	(140,465)	(172,811)	(205,913)	(242,873)	(280,484)
	90.00	(85,521)	(117,867)	(150,213)	(182,558)	(216,596)	(254,207)	(291,818)
	100.00	(95,268)	(127,614)	(159,960)	(192,439)	(227,930)	(265,541)	(303,152)
	110.00	(105,016)	(137,361)	(169,707)	(202,629)	(239,264)	(276,875)	(314,486)
	120.00	(114,763)	(147,109)	(179,454)	(212,987)	(250,598)	(288,209)	(325,820)
	130.00	(124,510)	(156,856)	(189,227)	(224,321)	(261,932)	(299,543)	(337,154)
	140.00	(134,258)	(166,603)	(199,344)	(235,655)	(273,266)	(310,877)	(348,488)
	150.00	(144,005)	(176,351)	(209,658)	(246,989)	(284,600)	(322,211)	(359,823)
	160.00	(153,752)	(186,098)	(220,711)	(258,323)	(295,934)	(333,545)	(371,157)
	170.00	(163,499)	(196,102)	(232,045)	(269,657)	(307,268)	(344,879)	(382,491)
	180.00	(173,261)	(206,389)	(243,396)	(281,007)	(318,618)	(356,230)	(393,841)
	190.00	(183,067)	(217,187)	(254,798)	(292,410)	(330,021)	(367,632)	(405,243)
	200.00	(193,026)	(228,590)	(266,201)	(303,812)	(341,423)	(379,035)	(416,646)
	210.00	(203,292)	(239,992)	(277,603)	(315,215)	(352,826)	(390,437)	(428,049)
	220.00	(213,783)	(251,395)	(289,006)	(326,617)	(364,229)	(401,840)	(439,451)
	230.00	(225,186)	(262,797)	(300,409)	(338,020)	(375,631)	(413,242)	(450,854)
	240.00	(236,589)	(274,200)	(311,811)	(349,422)	(387,034)	(424,645)	(462,256)
	250.00	(247,991)	(285,602)	(323,214)	(360,825)	(398,436)	(436,048)	(473,659)

TABLE 4 — BLV (£ per acre (n)) 170,000

Balance (RLV - BLV £ per acre (n))	(78,660)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	8,840	(22,410)	(53,660)	(84,910)	(116,160)	(147,410)	(178,660)
	10.00	(907)	(32,157)	(63,407)	(94,657)	(125,907)	(157,157)	(188,407)
CIL £psm	20.00	(10,654)	(41,904)	(73,154)	(104,404)	(135,654)	(166,904)	(198,154)
0.00	30.00	(20,402)	(51,652)	(82,902)	(114,152)	(145,402)	(176,652)	(207,902)
(recommended CIL)	40.00	(30,149)	(61,399)	(92,649)	(123,899)	(155,149)	(186,399)	(217,649)
(100)	50.00	(39,896)	(71,146)	(102,396)	(133,646)	(164,896)	(196,146)	(227,396)
	60.00	(49,644)	(80,894)	(112,144)	(143,394)	(174,644)	(205,894)	(237,144)
	70.00	(59,391)	(90,641)	(121,891)	(153,141)	(184,391)	(215,641)	(246,891)
	80.00	(69,138)	(100,388)	(131,638)	(162,888)	(194,138)	(225,388)	(256,638)
	90.00	(78,885)	(110,135)	(141,385)	(172,635)	(203,885)	(235,135)	(266,385)
	100.00	(88,633)	(119,883)	(151,133)	(182,383)	(213,633)	(244,883)	(276,133)
	110.00	(98,380)	(129,630)	(160,880)	(192,130)	(223,380)	(254,630)	(285,880)
	120.00	(108,376)	(139,626)	(170,876)	(202,126)	(233,376)	(264,626)	(295,876)
	130.00	(118,644)	(149,894)	(181,144)	(212,394)	(243,644)	(274,894)	(306,144)
	140.00	(129,349)	(160,599)	(191,849)	(223,099)	(254,349)	(285,599)	(316,849)
	150.00	(140,683)	(171,933)	(203,183)	(234,433)	(265,683)	(296,933)	(328,183)
	160.00	(152,017)	(183,267)	(214,517)	(245,767)	(277,017)	(308,267)	(339,517)
	170.00	(163,351)	(194,601)	(225,851)	(257,101)	(288,351)	(319,601)	(350,851)
	180.00	(174,701)	(205,951)	(237,201)	(268,451)	(299,701)	(330,951)	(362,201)
	190.00	(186,104)	(217,354)	(248,604)	(279,854)	(311,104)	(342,354)	(373,604)
	200.00	(197,506)	(228,756)	(260,006)	(291,256)	(322,506)	(353,756)	(385,006)
	210.00	(208,909)	(240,159)	(271,409)	(302,659)	(333,909)	(365,159)	(396,409)
	220.00	(220,312)	(251,562)	(282,812)	(314,062)	(345,312)	(376,562)	(407,812)
	230.00	(231,714)	(262,964)	(294,214)	(325,464)	(356,714)	(387,964)	(419,214)
	240.00	(243,117)	(274,367)	(305,617)	(336,867)	(368,117)	(399,367)	(430,617)
	250.00	(254,519)	(285,769)	(317,019)	(348,269)	(379,519)	(410,769)	(442,019)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology: Houses and Flats — No Units: 95
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(78,660)	Density (dph) (net) 30	35	25 40	45	50	55	60
	0.00	(51,892)	(25,124)	1,644	28,412	55,180	81,948	108,716
	10.00	(63,589)	(38,770)	(13,951)	10,867	35,686	60,504	85,323
CIL £psm	20.00	(75,285)	(52,416)	(29,547)	(6,678)	16,191	39,060	61,929
0.00	30.00	(86,982)	(66,062)	(45,143)	(24,223)	(3,303)	17,616	38,536
(recommended CIL)	40.00	(98,679)	(79,709)	(60,738)	(41,768)	(22,798)	(3,828)	15,142
(100)	50.00	(110,376)	(93,355)	(76,334)	(59,313)	(42,293)	(25,272)	(8,251)
	60.00	(122,072)	(107,001)	(91,930)	(76,858)	(61,787)	(46,716)	(31,645)
	70.00	(133,769)	(120,647)	(107,525)	(94,404)	(81,282)	(68,160)	(55,038)
	80.00	(145,466)	(134,293)	(123,121)	(111,949)	(100,776)	(89,604)	(78,432)
	90.00	(157,163)	(147,940)	(138,717)	(129,494)	(120,271)	(111,048)	(101,825)
	100.00	(168,859)	(161,586)	(154,312)	(147,039)	(139,765)	(132,492)	(125,219)
	110.00	(180,556)	(175,232)	(169,908)	(164,584)	(159,260)	(153,936)	(148,612)
	120.00	(192,552)	(189,227)	(185,902)	(182,578)	(179,253)	(175,928)	(172,604)
	130.00	(204,872)	(203,601)	(202,330)	(201,058)	(199,787)	(198,516)	(197,245)
	140.00	(217,719)	(218,589)	(219,458)	(220,328)	(221,198)	(222,068)	(222,938)
	150.00	(231,320)	(234,456)	(237,593)	(240,729)	(243,866)	(247,003)	(250,139)
	160.00	(244,921)	(250,324)	(255,727)	(261,131)	(266,534)	(271,938)	(277,341)
	170.00	(258,521)	(266,192)	(273,862)	(281,532)	(289,202)	(296,873)	(304,543)
	180.00	(272,142)	(282,082)	(292,022)	(301,962)	(311,903)	(321,843)	(331,783)
	190.00	(285,825)	(298,045)	(310,266)	(322,487)	(334,708)	(346,929)	(359,149)
	200.00	(299,508)	(314,009)	(328,510)	(343,012)	(357,513)	(372,014)	(386,516)
	210.00	(313,191)	(329,973)	(346,754)	(363,536)	(380,318)	(397,100)	(413,882)
	220.00	(326,874)	(345,936)	(364,999)	(384,061)	(403,123)	(422,186)	(441,248)
	230.00	(340,557)	(361,900)	(383,243)	(404,586)	(425,928)	(447,271)	(468,614)
	240.00	(354,240)	(377,863)	(401,487)	(425,110)	(448,734)	(472,357)	(495,980)
	250.00	(367,923)	(393,827)	(419,731)	(445,635)	(471,539)	(497,443)	(523,346)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(78,660)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	115%
	0.00	648,538	408,104	165,667	(78,660)	(202,318)	(344,963)	(489,123)
	10.00	639,080	398,531	156,036	(88,407)	(212,645)	(356,366)	(500,595)
CIL £psm	20.00	629,622	388,959	146,406	(98,154)	(223,979)	(367,769)	(512,066)
0.00	30.00	620,139	379,386	136,775	(107,902)	(235,313)	(379,171)	(523,538)
(recommended CIL)	40.00	610,624	369,813	127,145	(117,649)	(246,647)	(390,574)	(535,009)
(100)	50.00	601,109	360,241	117,514	(127,396)	(257,981)	(401,976)	(546,481)
	60.00	591,594	350,668	107,884	(137,144)	(269,375)	(413,379)	(557,952)
	70.00	582,079	341,096	98,251	(146,891)	(280,777)	(424,781)	(569,424)
	80.00	572,564	331,523	88,562	(156,638)	(292,180)	(436,184)	(580,895)
	90.00	563,049	321,950	78,874	(166,385)	(303,582)	(447,587)	(592,367)
	100.00	553,533	312,378	69,185	(176,133)	(314,985)	(458,989)	(603,838)
	110.00	544,018	302,805	59,496	(185,880)	(326,388)	(470,435)	(615,310)
	120.00	534,503	293,232	49,807	(195,876)	(337,790)	(481,906)	(626,781)
	130.00	524,988	283,660	40,119	(206,144)	(349,193)	(493,378)	(638,253)
	140.00	515,473	274,087	30,430	(216,849)	(360,595)	(504,849)	(649,724)
	150.00	505,958	264,458	20,741	(228,183)	(371,998)	(516,321)	(661,196)
	160.00	496,443	254,828	11,053	(239,517)	(383,400)	(527,792)	(672,702)
	170.00	486,928	245,197	1,364	(250,851)	(394,803)	(539,264)	(684,242)
	180.00	477,412	235,567	(8,325)	(262,201)	(406,206)	(550,735)	(695,783)
	190.00	467,897	225,936	(18,014)	(273,604)	(417,608)	(562,207)	(707,324)
	200.00	458,382	216,306	(27,702)	(285,006)	(429,011)	(573,678)	(718,865)
	210.00	448,866	206,675	(37,391)	(296,409)	(440,413)	(585,150)	(730,406)
	220.00	439,294	197,045	(47,080)	(307,812)	(451,816)	(596,621)	(741,947)
	230.00	429,721	187,414	(56,768)	(319,214)	(463,218)	(608,093)	(753,487)
	240.00	420,148	177,784	(66,457)	(330,617)	(474,690)	(619,564)	(765,028)
	250.00	410,576	168,153	(76,146)	(342,019)	(486,161)	(631,036)	(776,569)

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology: Houses and Flats — No Units: 95
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(78,660)	90%	95%	100%	105%	110%	115%	120%
	0.00	(373,049)	(215,255)	(78,660)	55,673	189,630	323,236	456,326
	10.00	(384,451)	(226,589)	(88,407)	45,984	180,000	313,606	446,753
CIL £psm	20.00	(395,854)	(237,923)	(98,154)	36,295	170,369	303,975	437,181
0.00	30.00	(407,257)	(249,257)	(107,902)	26,607	160,739	294,345	427,608
(recommended CIL)	40.00	(418,659)	(260,612)	(117,649)	16,918	151,108	284,714	418,035
(100)	50.00	(430,062)	(272,015)	(127,396)	7,229	141,478	275,084	408,463
	60.00	(441,484)	(283,417)	(137,144)	(2,460)	131,847	265,453	398,890
	70.00	(452,956)	(294,820)	(146,891)	(12,148)	122,172	255,823	389,317
	80.00	(464,427)	(306,223)	(156,638)	(21,837)	112,483	246,192	379,745
	90.00	(475,899)	(317,625)	(166,385)	(31,526)	102,794	236,562	370,168
	100.00	(487,370)	(329,028)	(176,133)	(41,214)	93,106	226,931	360,538
	110.00	(498,842)	(340,430)	(185,880)	(50,903)	83,417	217,301	350,907
	120.00	(510,313)	(351,833)	(195,876)	(60,592)	73,728	207,670	341,277
	130.00	(521,785)	(363,235)	(206,144)	(70,283)	64,040	198,040	331,646
	140.00	(533,256)	(374,638)	(216,849)	(80,030)	54,351	188,409	322,016
	150.00	(544,728)	(386,041)	(228,183)	(89,778)	44,662	178,779	312,385
	160.00	(556,199)	(397,443)	(239,517)	(99,525)	34,973	169,148	302,755
	170.00	(567,671)	(408,846)	(250,851)	(109,272)	25,285	159,518	293,124
	180.00	(579,142)	(420,248)	(262,201)	(119,020)	15,596	149,887	283,494
	190.00	(590,614)	(431,651)	(273,604)	(128,767)	5,907	140,228	273,863
	200.00	(602,085)	(443,053)	(285,006)	(138,514)	(3,781)	130,539	264,233
	210.00	(613,557)	(454,479)	(296,409)	(148,261)	(13,470)	120,850	254,602
	220.00	(625,049)	(465,950)	(307,812)	(158,009)	(23,159)	111,161	244,972
	230.00	(636,590)	(477,422)	(319,214)	(167,756)	(32,848)	101,473	235,341
	240.00	(648,131)	(488,893)	(330,617)	(177,503)	(42,536)	91,784	225,711
	250.00	(659,672)	(500,365)	(342,019)	(187,251)	(52,225)	82,095	216,080

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(78,660)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(78,660)	18,709	115,961	212,732	309,289	405,479	881,744
	10.00	(88,407)	9,020	106,330	203,102	299,716	395,906	872,343
CIL £psm	20.00	(98,154)	(668)	96,688	193,471	290,144	386,334	862,942
0.00	30.00	(107,902)	(10,357)	86,999	183,841	280,571	376,761	853,540
(recommended CIL)	40.00	(117,649)	(20,046)	77,311	174,210	270,982	367,189	844,139
(100)	50.00	(127,396)	(29,735)	67,622	164,580	261,351	357,616	834,738
	60.00	(137,144)	(39,423)	57,933	154,949	251,721	348,043	825,337
	70.00	(146,891)	(49,112)	48,244	145,319	242,090	338,471	815,936
	80.00	(156,638)	(58,801)	38,556	135,688	232,460	328,898	806,535
	90.00	(166,385)	(68,490)	28,867	126,058	222,829	319,325	797,120
	100.00	(176,133)	(78,188)	19,178	116,427	213,199	309,753	787,662
	110.00	(185,880)	(87,935)	9,490	106,796	203,568	300,180	778,204
	120.00	(195,876)	(97,682)	(199)	97,157	193,938	290,607	768,746
	130.00	(206,144)	(107,430)	(9,888)	87,469	184,307	281,035	759,288
	140.00	(216,849)	(117,177)	(19,577)	77,780	174,677	271,448	749,830
	150.00	(228,183)	(126,924)	(29,265)	68,091	165,046	261,818	740,372
	160.00	(239,517)	(136,671)	(38,954)	58,402	155,415	252,187	730,914
	170.00	(250,851)	(146,419)	(48,643)	48,714	145,785	242,557	721,456
	180.00	(262,201)	(156,166)	(58,331)	39,025	136,154	232,926	711,998
	190.00	(273,604)	(165,913)	(68,020)	29,336	126,524	223,296	702,540
	200.00	(285,006)	(175,661)	(77,716)	19,648	116,893	213,665	693,082
	210.00	(296,409)	(185,408)	(87,463)	9,959	107,263	204,034	683,625
	220.00	(307,812)	(195,388)	(97,210)	270	97,627	194,404	674,167
	230.00	(319,214)	(205,644)	(106,957)	(9,419)	87,938	184,773	664,709
	240.00	(330,617)	(216,300)	(116,705)	(19,107)	78,249	175,143	655,251
	250.00	(342,019)	(227,634)	(126,452)	(28,796)	68,560	165,512	645,793

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

B - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**95**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**Z**	
Scheme Typology:	Houses and Flats	
No Units:	95	
Location / Value Zone:	High	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	35,316,250	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	22.32%	
Developers Profit Total (£)	6,180,344	
Land Value KPI's		
RLV (£/acre (net))	133,840	
RLV (£/ha (net))	330,719	
RLV (% of GDV)	3.56%	
RLV Total (£)	1,256,732	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	1,995,333	
Surplus/Deficit (£/acre) [RLV-BLV]	(78,660)	
Surplus/Deficit (£/ha)	(194,368)	
Surplus/Deficit Total (£)	(738,600)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	2,049,977	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	108,683	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	22,723	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	AA				(see Typologies Matrix)
Scheme Typology:	Flats (Conversion)		No Units:	7	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			7	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	2.5	46.0%	0.0	35%	2.5
2 bed Flat	65.0%	4.6	54.0%	0.0	65%	4.6
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	7.0	100%	0.0	100%	7.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	144	1,551	0	0	144	1,551
2 bed Flat	348	3,745	0	0	348	3,745
3 bed Flat	0	0	0	0	0	0
	492	5,296	0	0	492	5,296
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	0
4 bed House (with garage)	450,000	3,913	364	3,237	301	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	514,500
2 bed Flat	265,000	4,077	379	3,465	322	1,205,750
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						1,720,250

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats (Conversion)**		No Units:	**7**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	337,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	372,500		-
4 bed House (with garage)	0.0	@	450,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.5	@	210,000		514,500
2 bed Flat	4.6	@	265,000		1,205,750
3 bed Flat	0.0	@	0		-
	7.0				1,720,250
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**7**				**1,720,250**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	7	units @	0	per unit	-
Total GDV					**1,720,250**

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Scheme Typology:	**Flats (Conversion)**		No Units:	**7**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	4,116	£	(4,116)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	20,580	£	(20,580)
Building Safety Levy				492	sqm	15.11	£ psm		(7,435)
CIL (Mrkt only inc. garages)	Max			492	sqm	0.00	£ psm		-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106	Year 1					0			-
(strategic site cashflow yrs 1-15)	Year 2					0			-
	Year 3					0			-
	Year 4					0			-
	Year 5					0			-
	Year 6					0			-
	Year 7					0			-
	Year 8					0			-
	Year 9					0			-
	Year 10					0			-
	Year 11					0			-
	Year 12					0			-
	Year 13					0			-
	Year 14					0			-
	Year 15					0			-
Site Specific S106 (installment)				7	units @	0	per unit		-
	Sub-total							-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)		
AH Commuted Sum				492	sqm (total)	0	£ psm		-
Comm. Sum analysis:				0.00%	% of GDV				
Construction Costs -									
Site Clearance, Demolition & Remediation				0.02	ha @	123,500	£ per ha (if brownfield)		(2,470)
Strategic Site Infra. costs	Year 1		0						-
	Year 2		0						-
	Year 3		0						-
	Year 4		0						-
	Year 5		0						-
	Year 6		0						-
	Year 7		0						-
	Year 8		0						-
	Year 9		0						-
	Year 10		0						-
	Year 11		0						-
	Year 12		0						-
	Year 13		0						-
	Year 14		0						-
	Year 15		0						-
	Years 1-15			7	units @	0	per unit		-
	Sub-total							-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)		
2 bed House				-	sqm @	2,107	psm		-
3 bed House				-	sqm @	2,107	psm		-
3 bed House (EXC. garage)				-	sqm @	2,107	psm		-
4 bed House (EXC. garage)				-	sqm @	2,107	psm		-
5 bed House (EXC. garage)				-	sqm @	2,107	psm		-
1 bed Flat	Conversion			144	sqm @	1,529	psm		(220,356)
2 bed Flat	Conversion			348	sqm @	1,529	psm		(532,002)
3 bed Flat	Conversion			-	sqm @	1,529	psm		-
Garages for 3B House	-	16.0		0	sqm @	600	psm		-
Garages for 4B House	-	24.0		0	sqm @	600	psm		-
Garages for 5B House	-	-		0	sqm @	600	psm		-
Total GIA check:				492	£ per garage	£0			
External works				752,358	@	10.0%			(75,236)
Ext. Works analysis:						10,748	£ per unit (total units)		
Policy Costs on design -									
Net Biodiversity costs				7	units @	0	£ per unit		-
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit	-
M4(2) Category 2 Housing	OMS units	7	units @		100%	@	0	£ per unit	-
M4(3) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit	-
M4(3) Category 3 Housing	OMS units	7	units @		10%	@	0	£ per unit	-
Part L/FHS		7	units @				4,350	£ per unit	(30,450)
Part L/FHS analysis:						4.0%	% of BCIS costs		
Net Zero for Housing		-	sqm				0	£ psm	-
Net Zero for Flats		492	sqm				0	£ psm	-
Water Efficiency		7	units @				0	£ per unit	-
Urban Greening Factor	7.0	flats @	6		per floor = GIA	422	0	£ per unit	-
	Sub-total							(30,450)	
Policy Costs analysis:	(design costs only)					4,350	£ per unit (total units)		
						4.0%	% of BCIS costs		
Contingency (on construction)				860,514	@	5.0%			(43,026)

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Scheme Typology:	**Flats (Conversion)**		No Units:	**7**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		860,514	@	10.0%			(86,051)
Disposal Costs -							
OMS Marketing and Promotion		1,720,250	OMS @	1.00%	2,458	£ per unit	(17,203)
Residential Sales Agent Costs		1,720,250	OMS @	1.00%	2,458	£ per unit	(17,203)
Residential Sales Legal Costs		1,720,250	OMS @	0.50%	1,229	£ per unit	(8,601)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	7	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,144	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(31,270)
Developers Profit -							
Profit on OMS		1,720,250		17.50%			(301,044)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		1,720,250		17.50%	blended GDV	(301,044)	
		1,095,998		27.47%	on costs	(301,044)	
TOTAL COSTS							**(1,397,042)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							323,208
SDLT		323,208	@	HMRC formula			(5,660)
Acquisition Agent fees		323,208	@	1.0%			(3,232)
Acquisition Legal fees		323,208	@	0.5%			(1,616)
Interest on Land		323,208	@	7.50%			(24,241)
Residual Land Value							**288,459**
RLV analysis:	41,208 £ per plot	14,422,958	£ per ha (net)	5,836,891	£ per acre (net)		
		14,422,958	£ per ha (gross)	5,836,891	£ per acre (gross)		
				16.77%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		350.0	dph (net)				
Site Area (net)		0.02	ha (net)	0.05	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.02	ha (gross)	0.05	acres (gross)		
Density analysis:		24,603	sqm/ha (net)	107,173	sqft/ac (net)		
		350	dph (gross)				
Benchmark Land Value (net)	2,824 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**19,768**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**13,434,558**	£ per ha (net)	**5,436,891**	£ per acre (net)	**268,691**

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Scheme Typology: Flats (Conversion) No Units: 7
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	5,436,891	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	5,436,891	5,057,114	4,677,337	4,297,560	3,909,231	3,516,206	3,123,181
	10.00	5,347,838	4,972,514	4,597,189	4,221,865	3,835,504	3,447,087	3,058,670
Max CIL £ psm	20.00	5,258,785	4,887,913	4,517,042	4,145,585	3,761,776	3,377,967	2,994,158
0.00	30.00	5,169,732	4,803,313	4,436,894	4,067,250	3,688,049	3,308,847	2,929,646
(recommended CIL)	40.00	5,080,679	4,718,713	4,356,746	3,988,914	3,614,321	3,239,728	2,865,135
(100)	50.00	4,991,626	4,634,112	4,276,599	3,910,579	3,540,593	3,170,608	2,800,623
	60.00	4,902,573	4,549,512	4,196,451	3,832,243	3,466,866	3,101,489	2,736,111
	70.00	4,813,520	4,464,912	4,114,677	3,753,907	3,393,138	3,032,369	2,671,600
	80.00	4,724,467	4,380,311	4,031,733	3,675,572	3,319,411	2,963,249	2,607,088
	90.00	4,635,414	4,295,711	3,948,790	3,597,236	3,245,683	2,894,130	2,542,576
	100.00	4,546,361	4,211,111	3,865,846	3,518,901	3,171,955	2,825,010	2,477,929
	110.00	4,457,308	4,125,240	3,782,902	3,440,565	3,098,228	2,755,769	2,413,027
	120.00	4,368,255	4,037,688	3,699,959	3,362,229	3,024,338	2,686,232	2,347,813
	130.00	4,279,202	3,950,137	3,617,015	3,283,635	2,950,165	2,616,694	2,281,453
	140.00	4,190,149	3,862,495	3,533,661	3,204,826	2,875,991	2,547,157	2,215,093
	150.00	4,098,613	3,774,415	3,450,216	3,126,017	2,801,818	2,477,619	2,148,732
	160.00	4,005,897	3,686,334	3,366,771	3,047,208	2,727,645	2,408,082	2,082,372
	170.00	3,913,180	3,598,253	3,283,326	2,968,399	2,653,472	2,338,016	2,016,012
	180.00	3,820,464	3,510,172	3,199,881	2,889,590	2,579,298	2,266,916	1,949,652
	190.00	3,727,747	3,422,092	3,116,436	2,810,780	2,505,125	2,195,816	1,883,292
	200.00	3,635,030	3,334,011	3,032,991	2,731,971	2,430,952	2,124,716	1,816,932
	210.00	3,542,314	3,245,930	2,949,546	2,653,162	2,356,660	2,053,616	1,750,572
	220.00	3,449,597	3,157,849	2,866,101	2,574,353	2,280,820	1,982,516	1,684,212
	230.00	3,356,881	3,069,768	2,782,656	2,495,544	2,204,980	1,911,416	1,617,852
	240.00	3,264,164	2,981,688	2,699,211	2,416,735	2,129,140	1,840,316	1,551,492
	250.00	3,171,447	2,893,607	2,615,766	2,337,384	2,053,300	1,769,216	1,485,131

TABLE 2

Balance (RLV - BLV £ per acre (n))	5,436,891	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	5,436,891	5,436,891	5,436,891	5,436,891	5,436,891	5,436,891	5,436,891
	10.00	5,347,838	5,347,838	5,347,838	5,347,838	5,347,838	5,347,838	5,347,838
CIL £psm	20.00	5,258,785	5,258,785	5,258,785	5,258,785	5,258,785	5,258,785	5,258,785
0.00	30.00	5,169,732	5,169,732	5,169,732	5,169,732	5,169,732	5,169,732	5,169,732
(recommended CIL)	40.00	5,080,679	5,080,679	5,080,679	5,080,679	5,080,679	5,080,679	5,080,679
(100)	50.00	4,991,626	4,991,626	4,991,626	4,991,626	4,991,626	4,991,626	4,991,626
	60.00	4,902,573	4,902,573	4,902,573	4,902,573	4,902,573	4,902,573	4,902,573
	70.00	4,813,520	4,813,520	4,813,520	4,813,520	4,813,520	4,813,520	4,813,520
	80.00	4,724,467	4,724,467	4,724,467	4,724,467	4,724,467	4,724,467	4,724,467
	90.00	4,635,414	4,635,414	4,635,414	4,635,414	4,635,414	4,635,414	4,635,414
	100.00	4,546,361	4,546,361	4,546,361	4,546,361	4,546,361	4,546,361	4,546,361
	110.00	4,457,308	4,457,308	4,457,308	4,457,308	4,457,308	4,457,308	4,457,308
	120.00	4,368,255	4,368,255	4,368,255	4,368,255	4,368,255	4,368,255	4,368,255
	130.00	4,279,202	4,279,202	4,279,202	4,279,202	4,279,202	4,279,202	4,279,202
	140.00	4,190,149	4,190,149	4,190,149	4,190,149	4,190,149	4,190,149	4,190,149
	150.00	4,098,613	4,098,613	4,098,613	4,098,613	4,098,613	4,098,613	4,098,613
	160.00	4,005,897	4,005,897	4,005,897	4,005,897	4,005,897	4,005,897	4,005,897
	170.00	3,913,180	3,913,180	3,913,180	3,913,180	3,913,180	3,913,180	3,913,180
	180.00	3,820,464	3,820,464	3,820,464	3,820,464	3,820,464	3,820,464	3,820,464
	190.00	3,727,747	3,727,747	3,727,747	3,727,747	3,727,747	3,727,747	3,727,747
	200.00	3,635,030	3,635,030	3,635,030	3,635,030	3,635,030	3,635,030	3,635,030
	210.00	3,542,314	3,542,314	3,542,314	3,542,314	3,542,314	3,542,314	3,542,314
	220.00	3,449,597	3,449,597	3,449,597	3,449,597	3,449,597	3,449,597	3,449,597
	230.00	3,356,881	3,356,881	3,356,881	3,356,881	3,356,881	3,356,881	3,356,881
	240.00	3,264,164	3,264,164	3,264,164	3,264,164	3,264,164	3,264,164	3,264,164
	250.00	3,171,447	3,171,447	3,171,447	3,171,447	3,171,447	3,171,447	3,171,447

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Scheme Typology: **Flats (Conversion)** No Units: **7**
Site Typology: Location / Value Zone: **High** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	5,436,891	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	6,185,280	5,885,925	5,586,569	5,287,213	4,987,858	4,688,502	4,389,147
	10.00	6,096,227	5,796,872	5,497,516	5,198,160	4,898,805	4,599,449	4,300,094
CIL £psm	20.00	6,007,174	5,707,819	5,408,463	5,109,107	4,809,752	4,510,396	4,211,041
0.00	30.00	5,918,121	5,618,765	5,319,410	5,020,054	4,720,699	4,421,343	4,120,560
(recommended CIL)	40.00	5,829,068	5,529,712	5,230,357	4,931,001	4,631,646	4,332,290	4,028,400
(100)	50.00	5,740,015	5,440,659	5,141,304	4,841,948	4,542,593	4,243,237	3,936,241
	60.00	5,650,962	5,351,606	5,052,251	4,752,895	4,453,540	4,153,879	3,844,081
	70.00	5,561,909	5,262,553	4,963,198	4,663,842	4,364,487	4,061,720	3,751,922
	80.00	5,472,856	5,173,500	4,874,145	4,574,789	4,275,434	3,969,560	3,659,762
	90.00	5,383,803	5,084,447	4,785,092	4,485,736	4,186,381	3,877,401	3,567,603
	100.00	5,294,750	4,995,394	4,696,039	4,396,683	4,095,039	3,785,241	3,475,443
	110.00	5,205,697	4,906,341	4,606,986	4,307,630	4,002,880	3,693,082	3,383,283
	120.00	5,116,644	4,817,288	4,517,933	4,218,577	3,910,720	3,600,922	3,291,124
	130.00	5,027,591	4,728,235	4,428,880	4,128,359	3,818,561	3,508,763	3,198,964
	140.00	4,938,538	4,639,182	4,339,827	4,036,199	3,726,401	3,416,603	3,106,805
	150.00	4,849,170	4,549,815	4,250,459	3,943,714	3,633,916	3,324,118	3,014,320
	160.00	4,759,579	4,460,223	4,160,796	3,850,998	3,541,200	3,231,401	2,921,603
	170.00	4,669,988	4,370,632	4,068,079	3,758,281	3,448,483	3,138,685	2,828,887
	180.00	4,580,396	4,281,041	3,975,363	3,665,565	3,355,766	3,045,968	2,736,170
	190.00	4,490,805	4,191,449	3,882,646	3,572,848	3,263,050	2,953,252	2,643,453
	200.00	4,401,214	4,099,728	3,789,929	3,480,131	3,170,333	2,860,535	2,550,737
	210.00	4,311,622	4,007,011	3,697,213	3,387,415	3,077,617	2,767,818	2,458,020
	220.00	4,222,031	3,914,294	3,604,496	3,294,698	2,984,900	2,675,102	2,365,304
	230.00	4,131,376	3,821,578	3,511,780	3,201,981	2,892,183	2,582,385	2,270,577
	240.00	4,038,659	3,728,861	3,419,063	3,109,265	2,799,467	2,489,669	2,175,777
	250.00	3,945,943	3,636,145	3,326,346	3,016,548	2,706,750	2,396,952	2,080,977

TABLE 4

Balance (RLV - BLV £ per acre (n))	5,436,891	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	5,736,891	5,711,891	5,686,891	5,661,891	5,636,891	5,611,891	5,586,891
	10.00	5,647,838	5,622,838	5,597,838	5,572,838	5,547,838	5,522,838	5,497,838
CIL £psm	20.00	5,558,785	5,533,785	5,508,785	5,483,785	5,458,785	5,433,785	5,408,785
0.00	30.00	5,469,732	5,444,732	5,419,732	5,394,732	5,369,732	5,344,732	5,319,732
(recommended CIL)	40.00	5,380,679	5,355,679	5,330,679	5,305,679	5,280,679	5,255,679	5,230,679
(100)	50.00	5,291,626	5,266,626	5,241,626	5,216,626	5,191,626	5,166,626	5,141,626
	60.00	5,202,573	5,177,573	5,152,573	5,127,573	5,102,573	5,077,573	5,052,573
	70.00	5,113,520	5,088,520	5,063,520	5,038,520	5,013,520	4,988,520	4,963,520
	80.00	5,024,467	4,999,467	4,974,467	4,949,467	4,924,467	4,899,467	4,874,467
	90.00	4,935,414	4,910,414	4,885,414	4,860,414	4,835,414	4,810,414	4,785,414
	100.00	4,846,361	4,821,361	4,796,361	4,771,361	4,746,361	4,721,361	4,696,361
	110.00	4,757,308	4,732,308	4,707,308	4,682,308	4,657,308	4,632,308	4,607,308
	120.00	4,668,255	4,643,255	4,618,255	4,593,255	4,568,255	4,543,255	4,518,255
	130.00	4,579,202	4,554,202	4,529,202	4,504,202	4,479,202	4,454,202	4,429,202
	140.00	4,490,149	4,465,149	4,440,149	4,415,149	4,390,149	4,365,149	4,340,149
	150.00	4,398,613	4,373,613	4,348,613	4,323,613	4,298,613	4,273,613	4,248,613
	160.00	4,305,897	4,280,897	4,255,897	4,230,897	4,205,897	4,180,897	4,155,897
	170.00	4,213,180	4,188,180	4,163,180	4,138,180	4,113,180	4,088,180	4,063,180
	180.00	4,120,464	4,095,464	4,070,464	4,045,464	4,020,464	3,995,464	3,970,464
	190.00	4,027,747	4,002,747	3,977,747	3,952,747	3,927,747	3,902,747	3,877,747
	200.00	3,935,030	3,910,030	3,885,030	3,860,030	3,835,030	3,810,030	3,785,030
	210.00	3,842,314	3,817,314	3,792,314	3,767,314	3,742,314	3,717,314	3,692,314
	220.00	3,749,597	3,724,597	3,699,597	3,674,597	3,649,597	3,624,597	3,599,597
	230.00	3,656,881	3,631,881	3,606,881	3,581,881	3,556,881	3,531,881	3,506,881
	240.00	3,564,164	3,539,164	3,514,164	3,489,164	3,464,164	3,439,164	3,414,164
	250.00	3,471,447	3,446,447	3,421,447	3,396,447	3,371,447	3,346,447	3,321,447

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats (Conversion) No Units: 7
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	5,436,891	Density (dph) (net) 30	35	350 40	45	50	55	60
	0.00	53,304	137,422	221,541	305,659	389,778	473,897	558,015
	10.00	45,671	128,517	211,363	294,210	377,056	459,903	542,749
CIL £psm	20.00	38,038	119,612	201,186	282,760	364,334	445,909	527,483
0.00	30.00	30,404	110,706	191,008	271,310	351,612	431,914	512,216
(recommended CIL)	40.00	22,771	101,801	180,831	259,861	338,891	417,920	496,950
(100)	50.00	15,138	92,896	170,653	248,411	326,169	403,926	481,684
	60.00	7,505	83,991	160,476	236,961	313,447	389,932	466,418
	70.00	(128)	75,085	150,299	225,512	300,725	375,938	451,152
	80.00	(7,761)	66,180	140,121	214,062	288,003	361,944	435,885
	90.00	(15,656)	57,275	129,944	202,612	275,281	347,950	420,619
	100.00	(23,604)	48,050	119,703	191,163	262,559	333,956	405,353
	110.00	(31,551)	38,778	109,106	179,435	249,764	319,962	390,087
	120.00	(39,498)	29,506	98,510	167,514	236,518	305,523	374,527
	130.00	(47,445)	20,235	87,914	155,594	223,273	290,953	358,632
	140.00	(55,392)	10,963	77,318	143,673	210,028	276,383	342,738
	150.00	(63,339)	1,691	66,722	131,752	196,783	261,813	326,844
	160.00	(71,286)	(7,580)	56,126	119,832	183,538	247,244	310,949
	170.00	(79,234)	(16,852)	45,529	107,911	170,292	232,674	295,055
	180.00	(87,181)	(26,124)	34,933	95,990	157,047	218,104	279,161
	190.00	(95,128)	(35,395)	24,337	84,069	143,802	203,534	263,267
	200.00	(103,075)	(44,667)	13,741	72,149	130,557	188,964	247,372
	210.00	(111,022)	(53,939)	3,145	60,228	117,311	174,395	231,478
	220.00	(118,969)	(63,210)	(7,452)	48,307	104,066	159,825	215,584
	230.00	(126,916)	(72,482)	(18,048)	36,387	90,821	145,255	199,690
	240.00	(134,864)	(81,754)	(28,644)	24,466	77,576	130,685	183,795
	250.00	(142,811)	(91,025)	(39,240)	12,545	64,330	116,116	167,901

TABLE 6

Balance (RLV - BLV £ per acre (n))	5,436,891	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	115%
	0.00	10,594,709	8,881,792	7,159,341	5,436,891	4,575,666	3,696,052	2,799,396
	10.00	10,506,191	8,792,739	7,070,288	5,347,838	4,486,613	3,603,335	2,706,680
CIL £psm	20.00	10,417,673	8,703,686	6,981,235	5,258,785	4,397,560	3,510,619	2,613,963
0.00	30.00	10,329,155	8,614,633	6,892,182	5,169,732	4,308,507	3,417,902	2,521,247
(recommended CIL)	40.00	10,240,637	8,525,580	6,803,129	5,080,679	4,219,454	3,325,185	2,428,530
(100)	50.00	10,152,119	8,436,526	6,714,076	4,991,626	4,129,124	3,232,469	2,335,224
	60.00	10,063,601	8,347,473	6,625,023	4,902,573	4,036,408	3,139,752	2,240,424
	70.00	9,975,083	8,258,420	6,535,970	4,813,520	3,943,691	3,047,036	2,145,624
	80.00	9,886,565	8,169,367	6,446,917	4,724,467	3,850,974	2,954,319	2,050,824
	90.00	9,798,047	8,080,314	6,357,864	4,635,414	3,758,258	2,861,602	1,956,023
	100.00	9,709,529	7,991,261	6,268,811	4,546,361	3,665,541	2,768,886	1,861,223
	110.00	9,621,011	7,902,208	6,179,758	4,457,308	3,572,825	2,676,169	1,766,423
	120.00	9,532,493	7,813,155	6,090,705	4,368,255	3,480,108	2,583,452	1,671,623
	130.00	9,443,975	7,724,102	6,001,652	4,279,202	3,387,391	2,490,736	1,576,823
	140.00	9,355,457	7,635,049	5,912,599	4,190,149	3,294,675	2,398,019	1,482,023
	150.00	9,266,940	7,545,996	5,823,546	4,098,613	3,201,958	2,304,028	1,387,223
	160.00	9,178,422	7,456,943	5,734,493	4,005,897	3,109,241	2,209,227	1,292,422
	170.00	9,089,904	7,367,890	5,645,440	3,913,180	3,016,525	2,114,427	1,197,622
	180.00	9,001,287	7,278,837	5,556,387	3,820,464	2,923,808	2,019,627	1,102,822
	190.00	8,912,234	7,189,784	5,467,334	3,727,747	2,831,092	1,924,827	1,008,022
	200.00	8,823,181	7,100,731	5,378,281	3,635,030	2,738,375	1,830,027	913,222
	210.00	8,734,128	7,011,678	5,289,228	3,542,314	2,645,658	1,735,227	818,422
	220.00	8,645,075	6,922,625	5,200,175	3,449,597	2,552,942	1,640,427	723,622
	230.00	8,556,022	6,833,572	5,111,122	3,356,881	2,460,225	1,545,626	628,821
	240.00	8,466,969	6,744,519	5,022,069	3,264,164	2,367,508	1,450,826	534,021
	250.00	8,377,916	6,655,466	4,933,016	3,171,447	2,272,831	1,356,026	439,221

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats (Conversion) No Units: 7
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	5,436,891	90%	95%	100%	105%	110%	115%	120%
	0.00	2,980,031	4,230,498	5,436,891	6,643,284	7,849,677	9,056,070	10,262,463
	10.00	2,887,315	4,140,696	5,347,838	6,554,231	7,760,624	8,967,017	10,173,410
CIL £psm	20.00	2,794,598	4,048,536	5,258,785	6,465,178	7,671,571	8,877,964	10,084,357
0.00	30.00	2,701,881	3,956,377	5,169,732	6,376,125	7,582,518	8,788,911	9,995,304
(recommended CIL)	40.00	2,609,165	3,863,831	5,080,679	6,287,072	7,493,465	8,699,858	9,906,251
(100)	50.00	2,516,448	3,771,114	4,991,626	6,198,019	7,404,412	8,610,805	9,817,198
	60.00	2,423,732	3,678,397	4,902,573	6,108,966	7,315,359	8,521,752	9,728,145
	70.00	2,330,318	3,585,681	4,813,520	6,019,913	7,226,306	8,432,699	9,639,092
	80.00	2,235,518	3,492,964	4,724,467	5,930,860	7,137,253	8,343,646	9,550,039
	90.00	2,140,717	3,400,247	4,635,414	5,841,807	7,048,200	8,254,593	9,460,986
	100.00	2,045,917	3,307,531	4,546,361	5,752,754	6,959,147	8,165,540	9,371,933
	110.00	1,951,117	3,214,814	4,457,308	5,663,701	6,870,094	8,076,487	9,282,880
	120.00	1,856,317	3,122,098	4,368,255	5,574,648	6,781,041	7,987,434	9,193,827
	130.00	1,761,517	3,029,381	4,279,202	5,485,595	6,691,988	7,898,381	9,104,774
	140.00	1,666,717	2,936,664	4,190,149	5,396,542	6,602,935	7,809,328	9,015,721
	150.00	1,571,917	2,843,948	4,098,613	5,307,489	6,513,882	7,720,275	8,926,668
	160.00	1,477,117	2,751,231	4,005,897	5,218,436	6,424,829	7,631,222	8,837,615
	170.00	1,382,316	2,658,515	3,913,180	5,129,383	6,335,776	7,542,169	8,748,562
	180.00	1,287,516	2,565,798	3,820,464	5,040,330	6,246,723	7,453,116	8,659,509
	190.00	1,192,716	2,473,081	3,727,747	4,951,277	6,157,670	7,364,063	8,570,456
	200.00	1,097,916	2,380,365	3,635,030	4,862,224	6,068,617	7,275,010	8,481,403
	210.00	1,003,116	2,285,976	3,542,314	4,773,171	5,979,564	7,185,957	8,392,350
	220.00	908,316	2,191,176	3,449,597	4,684,118	5,890,511	7,096,904	8,303,297
	230.00	813,516	2,096,376	3,356,881	4,595,065	5,801,458	7,007,851	8,214,244
	240.00	718,715	2,001,576	3,264,164	4,506,012	5,712,405	6,918,798	8,125,191
	250.00	623,915	1,906,776	3,171,447	4,416,959	5,623,352	6,829,745	8,036,138

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	5,436,891	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	5,436,891	6,696,142	7,955,393	9,213,461	10,465,145	11,716,830	17,950,659
	10.00	5,347,838	6,607,089	7,866,340	9,124,943	10,376,627	11,628,312	17,862,673
CIL £psm	20.00	5,258,785	6,518,036	7,777,287	9,036,425	10,288,109	11,539,794	17,774,687
0.00	30.00	5,169,732	6,428,983	7,688,234	8,947,485	10,199,591	11,451,276	17,686,701
(recommended CIL)	40.00	5,080,679	6,339,930	7,599,181	8,858,432	10,111,073	11,362,758	17,598,715
(100)	50.00	4,991,626	6,250,877	7,510,128	8,769,379	10,022,556	11,274,240	17,510,729
	60.00	4,902,573	6,161,824	7,421,075	8,680,326	9,934,038	11,185,722	17,422,743
	70.00	4,813,520	6,072,771	7,332,022	8,591,273	9,845,520	11,097,204	17,334,757
	80.00	4,724,467	5,983,718	7,242,969	8,502,220	9,757,002	11,008,686	17,246,771
	90.00	4,635,414	5,894,665	7,153,916	8,413,167	9,668,484	10,920,168	17,158,785
	100.00	4,546,361	5,805,612	7,064,863	8,324,114	9,579,966	10,831,650	17,070,799
	110.00	4,457,308	5,716,559	6,975,810	8,235,061	9,491,448	10,743,133	16,982,813
	120.00	4,368,255	5,627,506	6,886,757	8,146,008	9,402,930	10,654,615	16,894,827
	130.00	4,279,202	5,538,453	6,797,704	8,056,955	9,314,412	10,566,097	16,806,841
	140.00	4,190,149	5,449,400	6,708,651	7,967,902	9,225,894	10,477,579	16,718,855
	150.00	4,098,613	5,360,347	6,619,598	7,878,849	9,137,376	10,389,061	16,630,868
	160.00	4,005,897	5,271,294	6,530,545	7,789,796	9,048,858	10,300,543	16,542,882
	170.00	3,913,180	5,182,241	6,441,492	7,700,743	8,959,994	10,212,025	16,454,896
	180.00	3,820,464	5,093,188	6,352,439	7,611,690	8,870,941	10,123,507	16,366,910
	190.00	3,727,747	5,004,135	6,263,386	7,522,637	8,781,888	10,034,989	16,278,924
	200.00	3,635,030	4,915,082	6,174,333	7,433,584	8,692,835	9,946,471	16,190,938
	210.00	3,542,314	4,826,029	6,085,280	7,344,531	8,603,782	9,857,953	16,102,952
	220.00	3,449,597	4,736,976	5,996,227	7,255,478	8,514,729	9,769,435	16,014,966
	230.00	3,356,881	4,647,923	5,907,174	7,166,425	8,425,676	9,680,917	15,926,980
	240.00	3,264,164	4,558,870	5,818,121	7,077,372	8,336,623	9,592,399	15,838,994
	250.00	3,171,447	4,469,817	5,729,068	6,988,319	8,247,570	9,503,881	15,751,008

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats (Conversion)**	No Units:	**7**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**AA**	
Scheme Typology:	Flats (Conversion)	
No Units:	7	
Location / Value Zone:	High	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	1,720,250	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	27.47%	
Developers Profit Total (£)	301,044	
Land Value KPI's		
RLV (£/acre (net))	5,836,891	
RLV (£/ha (net))	14,422,958	
RLV (% of GDV)	16.77%	
RLV Total (£)	288,459	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	19,768	
Surplus/Deficit (£/acre) [RLV-BLV]	5,436,891	
Surplus/Deficit (£/ha)	13,434,558	
Surplus/Deficit Total (£)	268,691	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	31,270	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	24,241	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	7,930	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	**BB**				(see Typologies Matrix)
Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9	Units	Carry on from here	
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	3.8	50%	0.0	42%	3.8
3 bed House	0.0%	0.0	0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	3.6	43%	0.0	40%	3.6
4 bed House (with garage)	18.0%	1.6	7%	0.0	18%	1.6
5 bed House (with garage)	0.0%	0.0	0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0%	0.0	0%	0.0
Total number of units	100.0%	9.0	100.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	284	3,052	0	0	284	3,052
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	382	4,108	0	0	382	4,108
4 bed House (with garage)	225	2,424	0	0	225	2,424
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	890	9,583	0	0	890	9,583
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	1,275,750
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	1,341,000
4 bed House (with garage)	450,000	3,913	364	3,237	301	729,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	0
2 bed Flat	265,000	4,077	379	3,465	322	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,345,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses**		No Units:	**9**
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.8	@	337,500		1,275,750
3 bed House	0.0	@	0		-
3 bed House (with garage)	3.6	@	372,500		1,341,000
4 bed House (with garage)	1.6	@	450,000		729,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	210,000		-
2 bed Flat	0.0	@	265,000		-
3 bed Flat	0.0	@	0		-
	9.0				3,345,750
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**3,345,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0	per unit	-
Total GDV					**3,345,750**

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	26,460	£		(26,460)
Building Safety Levy				890	sqm	15.11	£ psm			(13,452)
CIL (Mrkt only inc. garages)	Max			890	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				9	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				890	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.36	ha @	123,500	£ per ha (if brownfield)			(44,460)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			9	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				284	sqm @	2,107	psm			(597,335)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				324	sqm @	2,107	psm			(682,668)
4 bed House (EXC. garage)				186	sqm @	2,107	psm			(392,534)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				-	sqm @	2,522	psm			-
2 bed Flat				-	sqm @	2,522	psm			-
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House	3.6	16.0		58	sqm @	600	psm			(34,560)
Garages for 4B House	1.6	24.0		39	sqm @	600	psm			(23,328)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				890	£ per garage	£0				
External works				1,730,425	@	10.0%				(173,042)
Ext. Works analysis:						19,227	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				9	units @	400	£ per unit			(3,600)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	9	units @		100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units	9	units @		10%	@	0	£ per unit		-
Part L/FHS		9	units @				4,350	£ per unit		(39,150)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing		890	sqm				0	£ psm		-
Net Zero for Flats		-	sqm				0	£ psm		-
Water Efficiency		9	units @				0	£ per unit		-
Urban Greening Factor	0.0	flats @	6		per floor = GIA	0	0	£ per unit		-
	Sub-total								(42,750)	
Policy Costs analysis:	(design costs only)					4,750	£ per unit (total units)			
						2.5%	% of BCIS costs			
Contingency (on construction)				1,990,677	@	5.0%				(99,534)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		1,990,677	@	10.0%			(199,068)
Disposal Costs -							
OMS Marketing and Promotion		3,345,750	OMS @	1.00%	3,718	£ per unit	(33,458)
Residential Sales Agent Costs		3,345,750	OMS @	1.00%	3,718	£ per unit	(33,458)
Residential Sales Legal Costs		3,345,750	OMS @	0.50%	1,859	£ per unit	(16,729)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,294	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(75,561)
Developers Profit -							
Profit on OMS		3,345,750		17.50%			(585,506)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		3,345,750		17.50%	blended GDV	(585,506)	
		2,493,687		23.48%	on costs	(585,506)	
TOTAL COSTS							**(3,079,193)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							266,557
SDLT		266,557	@	HMRC formula			(2,828)
Acquisition Agent fees		266,557	@	1.0%			(2,666)
Acquisition Legal fees		266,557	@	0.5%			(1,333)
Interest on Land		266,557	@	7.50%			(19,992)
Residual Land Value							**239,739**
RLV analysis:	26,638 £ per plot	665,941	£ per ha (net)	269,502	£ per acre (net)		
		665,941	£ per ha (gross)	269,502	£ per acre (gross)		
				7.17%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		25.0	dph (net)				
Site Area (net)		0.36	ha (net)	0.89	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.36	ha (gross)	0.89	acres (gross)		
Density analysis:		2,473	sqm/ha (net)	10,773	sqft/ac (net)		
		25	dph (gross)				
Benchmark Land Value (net)	39,536 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**355,824**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(322,459)**	£ per ha (net)	**(130,498)**	£ per acre (net)	**(116,085)**

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	130,498	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(130,498)	(159,269)	(188,598)	(217,928)	(247,273)	(277,262)	(307,251)
	10.00	(139,503)	(168,122)	(196,986)	(225,850)	(254,896)	(284,409)	(313,921)
Max CIL £ psm	20.00	(148,578)	(176,976)	(205,374)	(233,771)	(262,520)	(291,555)	(320,591)
0.00	30.00	(157,898)	(185,829)	(213,761)	(241,693)	(270,143)	(298,702)	(327,261)
(recommended CIL)	40.00	(167,217)	(194,683)	(222,149)	(249,683)	(277,766)	(305,849)	(333,932)
(100)	50.00	(176,537)	(203,537)	(230,536)	(257,783)	(285,389)	(312,996)	(340,602)
	60.00	(185,856)	(212,390)	(238,924)	(265,882)	(293,012)	(320,142)	(347,272)
	70.00	(195,176)	(221,244)	(247,329)	(273,982)	(300,636)	(327,289)	(353,943)
	80.00	(204,496)	(230,097)	(255,905)	(282,082)	(308,259)	(334,436)	(360,613)
	90.00	(213,815)	(238,951)	(264,481)	(290,181)	(315,882)	(341,583)	(367,283)
	100.00	(223,135)	(247,833)	(273,057)	(298,281)	(323,505)	(348,729)	(373,953)
	110.00	(232,454)	(256,885)	(281,633)	(306,381)	(331,128)	(355,876)	(380,624)
	120.00	(241,774)	(265,938)	(290,209)	(314,480)	(338,751)	(363,023)	(387,294)
	130.00	(251,195)	(274,990)	(298,785)	(322,580)	(346,375)	(370,169)	(393,964)
	140.00	(260,724)	(284,043)	(307,361)	(330,679)	(353,998)	(377,316)	(400,697)
	150.00	(270,253)	(293,095)	(315,937)	(338,779)	(361,621)	(384,463)	(408,027)
	160.00	(279,782)	(302,148)	(324,513)	(346,879)	(369,244)	(391,610)	(415,357)
	170.00	(289,311)	(311,200)	(333,089)	(354,978)	(376,867)	(398,756)	(422,687)
	180.00	(298,840)	(320,253)	(341,665)	(363,078)	(384,491)	(406,487)	(430,017)
	190.00	(308,369)	(329,305)	(350,241)	(371,178)	(392,114)	(414,340)	(437,347)
	200.00	(317,898)	(338,358)	(358,817)	(379,277)	(399,737)	(422,194)	(444,677)
	210.00	(327,427)	(347,410)	(367,394)	(387,377)	(408,088)	(430,048)	(452,007)
	220.00	(336,956)	(356,463)	(375,970)	(395,476)	(416,465)	(437,901)	(459,337)
	230.00	(346,485)	(365,515)	(384,546)	(403,930)	(424,842)	(445,755)	(466,667)
	240.00	(356,014)	(374,568)	(393,122)	(412,830)	(433,219)	(453,608)	(473,997)
	250.00	(365,543)	(383,620)	(401,866)	(421,731)	(441,596)	(461,462)	(481,327)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(130,498)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(130,498)	(130,498)	(130,498)	(130,498)	(130,498)	(130,498)	(130,498)
	10.00	(139,503)	(139,503)	(139,503)	(139,503)	(139,503)	(139,503)	(139,503)
CIL £psm	20.00	(148,578)	(148,578)	(148,578)	(148,578)	(148,578)	(148,578)	(148,578)
0.00	30.00	(157,898)	(157,898)	(157,898)	(157,898)	(157,898)	(157,898)	(157,898)
(recommended CIL)	40.00	(167,217)	(167,217)	(167,217)	(167,217)	(167,217)	(167,217)	(167,217)
(100)	50.00	(176,537)	(176,537)	(176,537)	(176,537)	(176,537)	(176,537)	(176,537)
	60.00	(185,856)	(185,856)	(185,856)	(185,856)	(185,856)	(185,856)	(185,856)
	70.00	(195,176)	(195,176)	(195,176)	(195,176)	(195,176)	(195,176)	(195,176)
	80.00	(204,496)	(204,496)	(204,496)	(204,496)	(204,496)	(204,496)	(204,496)
	90.00	(213,815)	(213,815)	(213,815)	(213,815)	(213,815)	(213,815)	(213,815)
	100.00	(223,135)	(223,135)	(223,135)	(223,135)	(223,135)	(223,135)	(223,135)
	110.00	(232,454)	(232,454)	(232,454)	(232,454)	(232,454)	(232,454)	(232,454)
	120.00	(241,774)	(241,774)	(241,774)	(241,774)	(241,774)	(241,774)	(241,774)
	130.00	(251,195)	(251,195)	(251,195)	(251,195)	(251,195)	(251,195)	(251,195)
	140.00	(260,724)	(260,724)	(260,724)	(260,724)	(260,724)	(260,724)	(260,724)
	150.00	(270,253)	(270,253)	(270,253)	(270,253)	(270,253)	(270,253)	(270,253)
	160.00	(279,782)	(279,782)	(279,782)	(279,782)	(279,782)	(279,782)	(279,782)
	170.00	(289,311)	(289,311)	(289,311)	(289,311)	(289,311)	(289,311)	(289,311)
	180.00	(298,840)	(298,840)	(298,840)	(298,840)	(298,840)	(298,840)	(298,840)
	190.00	(308,369)	(308,369)	(308,369)	(308,369)	(308,369)	(308,369)	(308,369)
	200.00	(317,898)	(317,898)	(317,898)	(317,898)	(317,898)	(317,898)	(317,898)
	210.00	(327,427)	(327,427)	(327,427)	(327,427)	(327,427)	(327,427)	(327,427)
	220.00	(336,956)	(336,956)	(336,956)	(336,956)	(336,956)	(336,956)	(336,956)
	230.00	(346,485)	(346,485)	(346,485)	(346,485)	(346,485)	(346,485)	(346,485)
	240.00	(356,014)	(356,014)	(356,014)	(356,014)	(356,014)	(356,014)	(356,014)
	250.00	(365,543)	(365,543)	(365,543)	(365,543)	(365,543)	(365,543)	(365,543)

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Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(130,498)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(49,633)	(81,979)	(114,325)	(146,676)	(180,150)	(213,624)	(247,111)
	10.00	(58,639)	(90,984)	(123,330)	(155,996)	(189,470)	(222,944)	(256,640)
CIL £psm	20.00	(67,644)	(99,990)	(132,336)	(165,315)	(198,789)	(232,263)	(266,169)
0.00	30.00	(76,649)	(108,995)	(141,341)	(174,635)	(208,109)	(241,583)	(275,698)
(recommended CIL)	40.00	(85,655)	(118,001)	(150,480)	(183,954)	(217,428)	(251,000)	(285,226)
(100)	50.00	(94,660)	(127,006)	(159,800)	(193,274)	(226,748)	(260,529)	(294,755)
	60.00	(103,666)	(136,011)	(169,119)	(202,593)	(236,068)	(270,058)	(304,284)
	70.00	(112,671)	(145,017)	(178,439)	(211,913)	(245,387)	(279,587)	(313,813)
	80.00	(121,676)	(154,284)	(187,759)	(221,233)	(254,890)	(289,116)	(323,342)
	90.00	(130,682)	(163,604)	(197,078)	(230,552)	(264,419)	(298,645)	(332,871)
	100.00	(139,687)	(172,924)	(206,398)	(239,872)	(273,948)	(308,174)	(342,400)
	110.00	(148,769)	(182,243)	(215,717)	(249,250)	(283,477)	(317,703)	(351,929)
	120.00	(158,089)	(191,563)	(225,037)	(258,779)	(293,006)	(327,232)	(361,458)
	130.00	(167,408)	(200,882)	(234,356)	(268,308)	(302,535)	(336,761)	(370,987)
	140.00	(176,728)	(210,202)	(243,676)	(277,837)	(312,064)	(346,290)	(380,516)
	150.00	(186,047)	(219,521)	(253,140)	(287,366)	(321,593)	(355,819)	(390,045)
	160.00	(195,367)	(228,841)	(262,669)	(296,895)	(331,122)	(365,348)	(399,574)
	170.00	(204,686)	(238,160)	(272,198)	(306,424)	(340,651)	(374,877)	(410,003)
	180.00	(214,006)	(247,501)	(281,727)	(315,953)	(350,180)	(384,406)	(420,475)
	190.00	(223,325)	(257,030)	(291,256)	(325,482)	(359,709)	(393,935)	(430,946)
	200.00	(232,645)	(266,559)	(300,785)	(335,011)	(369,238)	(403,806)	(441,418)
	210.00	(241,964)	(276,088)	(310,314)	(344,540)	(378,766)	(414,278)	(451,889)
	220.00	(251,390)	(285,617)	(319,843)	(354,069)	(388,295)	(424,749)	(462,360)
	230.00	(260,919)	(295,146)	(329,372)	(363,598)	(397,824)	(435,221)	(472,832)
	240.00	(270,448)	(304,675)	(338,901)	(373,127)	(408,081)	(445,692)	(483,303)
	250.00	(279,977)	(314,204)	(348,430)	(382,656)	(418,552)	(456,163)	(493,775)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(130,498)	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	169,502	144,502	119,502	94,502	69,502	44,502	19,502
	10.00	160,497	135,497	110,497	85,497	60,497	35,497	10,497
CIL £psm	20.00	151,422	126,422	101,422	76,422	51,422	26,422	1,422
0.00	30.00	142,102	117,102	92,102	67,102	42,102	17,102	(7,898)
(recommended CIL)	40.00	132,783	107,783	82,783	57,783	32,783	7,783	(17,217)
(100)	50.00	123,463	98,463	73,463	48,463	23,463	(1,537)	(26,537)
	60.00	114,144	89,144	64,144	39,144	14,144	(10,856)	(35,856)
	70.00	104,824	79,824	54,824	29,824	4,824	(20,176)	(45,176)
	80.00	95,504	70,504	45,504	20,504	(4,496)	(29,496)	(54,496)
	90.00	86,185	61,185	36,185	11,185	(13,815)	(38,815)	(63,815)
	100.00	76,865	51,865	26,865	1,865	(23,135)	(48,135)	(73,135)
	110.00	67,546	42,546	17,546	(7,454)	(32,454)	(57,454)	(82,454)
	120.00	58,226	33,226	8,226	(16,774)	(41,774)	(66,774)	(91,774)
	130.00	48,805	23,805	(1,195)	(26,195)	(51,195)	(76,195)	(101,195)
	140.00	39,276	14,276	(10,724)	(35,724)	(60,724)	(85,724)	(110,724)
	150.00	29,747	4,747	(20,253)	(45,253)	(70,253)	(95,253)	(120,253)
	160.00	20,218	(4,782)	(29,782)	(54,782)	(79,782)	(104,782)	(129,782)
	170.00	10,689	(14,311)	(39,311)	(64,311)	(89,311)	(114,311)	(139,311)
	180.00	1,160	(23,840)	(48,840)	(73,840)	(98,840)	(123,840)	(148,840)
	190.00	(8,369)	(33,369)	(58,369)	(83,369)	(108,369)	(133,369)	(158,369)
	200.00	(17,898)	(42,898)	(67,898)	(92,898)	(117,898)	(142,898)	(167,898)
	210.00	(27,427)	(52,427)	(77,427)	(102,427)	(127,427)	(152,427)	(177,427)
	220.00	(36,956)	(61,956)	(86,956)	(111,956)	(136,956)	(161,956)	(186,956)
	230.00	(46,485)	(71,485)	(96,485)	(121,485)	(146,485)	(171,485)	(196,485)
	240.00	(56,014)	(81,014)	(106,014)	(131,014)	(156,014)	(181,014)	(206,014)
	250.00	(65,543)	(90,543)	(115,543)	(140,543)	(165,543)	(190,543)	(215,543)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(130,498)	Density (dph) (net) 30	35	25 40	45	50	55	60
	0.00	(66,253)	(2,009)	62,235	126,479	190,723	254,967	319,211
	10.00	(77,060)	(14,617)	47,826	110,269	172,712	235,155	297,598
CIL £psm	20.00	(87,866)	(27,224)	33,418	94,060	154,702	215,344	275,985
0.00	30.00	(98,773)	(39,832)	19,009	77,850	136,691	195,532	254,373
(recommended CIL)	40.00	(109,956)	(52,695)	4,566	61,640	118,680	175,720	232,760
(100)	50.00	(121,140)	(65,743)	(10,346)	45,051	100,449	155,846	211,147
	60.00	(132,323)	(78,790)	(25,257)	28,276	81,809	135,343	188,876
	70.00	(143,507)	(91,837)	(40,168)	11,501	63,170	114,840	166,509
	80.00	(154,690)	(104,885)	(55,079)	(5,274)	44,531	94,337	144,142
	90.00	(165,874)	(117,932)	(69,991)	(22,049)	25,892	73,834	121,775
	100.00	(177,057)	(130,980)	(84,902)	(38,824)	7,253	53,331	99,408
	110.00	(188,241)	(144,027)	(99,813)	(55,600)	(11,386)	32,828	77,041
	120.00	(199,424)	(157,074)	(114,725)	(72,375)	(30,025)	12,325	54,674
	130.00	(210,607)	(170,122)	(129,636)	(89,150)	(48,664)	(8,178)	32,307
	140.00	(221,924)	(183,169)	(144,547)	(105,925)	(67,303)	(28,681)	9,941
	150.00	(233,359)	(196,464)	(159,570)	(122,700)	(85,942)	(49,184)	(12,426)
	160.00	(244,794)	(209,805)	(174,816)	(139,828)	(104,839)	(69,851)	(34,862)
	170.00	(256,228)	(223,146)	(190,063)	(156,980)	(123,897)	(90,814)	(57,732)
	180.00	(267,663)	(236,486)	(205,309)	(174,132)	(142,955)	(111,778)	(80,601)
	190.00	(279,098)	(249,827)	(220,556)	(191,284)	(162,013)	(132,742)	(103,471)
	200.00	(290,533)	(263,167)	(235,802)	(208,436)	(181,071)	(153,706)	(126,340)
	210.00	(301,967)	(276,508)	(251,048)	(225,589)	(200,129)	(174,669)	(149,210)
	220.00	(313,402)	(289,848)	(266,295)	(242,741)	(219,187)	(195,633)	(172,079)
	230.00	(324,837)	(303,189)	(281,541)	(259,893)	(238,245)	(216,597)	(194,949)
	240.00	(336,272)	(316,530)	(296,787)	(277,045)	(257,303)	(237,561)	(217,818)
	250.00	(347,707)	(329,870)	(312,034)	(294,197)	(276,361)	(258,524)	(240,688)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(130,498)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	115%
	0.00	531,045	310,954	90,863	(130,498)	(244,512)	(361,613)	(486,676)
	10.00	522,094	302,003	81,912	(139,503)	(253,995)	(371,142)	(497,210)
CIL £psm	20.00	513,143	293,052	72,913	(148,578)	(263,524)	(380,671)	(507,745)
0.00	30.00	504,191	284,100	63,908	(157,898)	(273,053)	(390,200)	(518,280)
(recommended CIL)	40.00	495,240	275,149	54,902	(167,217)	(282,582)	(399,729)	(528,814)
(100)	50.00	486,289	266,198	45,897	(176,537)	(292,111)	(410,174)	(539,349)
	60.00	477,337	257,246	36,891	(185,856)	(301,640)	(420,645)	(549,884)
	70.00	468,386	248,295	27,886	(195,176)	(311,169)	(431,117)	(560,419)
	80.00	459,435	239,344	18,881	(204,496)	(320,698)	(441,588)	(570,953)
	90.00	450,484	230,393	9,875	(213,815)	(330,227)	(452,060)	(581,488)
	100.00	441,532	221,441	870	(223,135)	(339,756)	(462,531)	(592,023)
	110.00	432,581	212,490	(8,136)	(232,454)	(349,285)	(473,046)	(602,557)
	120.00	423,630	203,539	(17,141)	(241,774)	(358,814)	(483,580)	(613,092)
	130.00	414,678	194,587	(26,146)	(251,195)	(368,343)	(494,115)	(623,627)
	140.00	405,727	185,636	(35,152)	(260,724)	(377,872)	(504,650)	(634,161)
	150.00	396,776	176,685	(44,157)	(270,253)	(387,401)	(515,185)	(644,696)
	160.00	387,825	167,734	(53,163)	(279,782)	(396,930)	(525,719)	(655,231)
	170.00	378,873	158,782	(62,168)	(289,311)	(407,097)	(536,254)	(665,766)
	180.00	369,922	149,831	(71,173)	(298,840)	(417,569)	(546,789)	(676,300)
	190.00	360,971	140,880	(80,179)	(308,369)	(428,040)	(557,323)	(686,835)
	200.00	352,019	131,928	(89,184)	(317,898)	(438,512)	(567,858)	(697,370)
	210.00	343,068	122,977	(98,190)	(327,427)	(448,983)	(578,393)	(707,904)
	220.00	334,117	114,026	(107,195)	(336,956)	(459,454)	(588,927)	(718,439)
	230.00	325,165	105,074	(116,200)	(346,485)	(469,951)	(599,462)	(728,974)
	240.00	316,214	96,123	(125,206)	(356,014)	(480,485)	(609,997)	(739,508)
	250.00	307,263	87,172	(134,211)	(365,543)	(491,020)	(620,532)	(750,043)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(130,498)	Market Values 100% 90%	95%	100%	105%	110%	115%	120%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(404,998)	(265,933)	(130,498)	501	131,476	261,829	392,181
	10.00	(415,469)	(275,462)	(139,503)	(8,505)	122,494	252,877	383,230
CIL £psm	20.00	(425,940)	(284,991)	(148,578)	(17,510)	113,488	243,926	374,278
0.00	30.00	(436,412)	(294,520)	(157,898)	(26,515)	104,483	234,975	365,327
(recommended CIL)	40.00	(446,883)	(304,049)	(167,217)	(35,521)	95,478	226,023	356,376
(100)	50.00	(457,355)	(313,578)	(176,537)	(44,526)	86,472	217,072	347,424
	60.00	(467,878)	(323,107)	(185,856)	(53,532)	77,467	208,121	338,473
	70.00	(478,413)	(332,636)	(195,176)	(62,537)	68,461	199,170	329,522
	80.00	(488,947)	(342,165)	(204,496)	(71,542)	59,456	190,218	320,570
	90.00	(499,482)	(351,694)	(213,815)	(80,548)	50,451	181,267	311,619
	100.00	(510,017)	(361,223)	(223,135)	(89,553)	41,445	172,316	302,668
	110.00	(520,551)	(370,752)	(232,454)	(98,559)	32,440	163,364	293,717
	120.00	(531,086)	(380,281)	(241,774)	(107,564)	23,434	154,413	284,765
	130.00	(541,621)	(389,810)	(251,195)	(116,569)	14,429	145,427	275,814
	140.00	(552,155)	(399,339)	(260,724)	(125,575)	5,424	136,422	266,863
	150.00	(562,690)	(409,745)	(270,253)	(134,580)	(3,582)	127,417	257,911
	160.00	(573,225)	(420,216)	(279,782)	(143,586)	(12,587)	118,411	248,960
	170.00	(583,760)	(430,688)	(289,311)	(152,803)	(21,593)	109,406	240,009
	180.00	(594,294)	(441,159)	(298,840)	(162,123)	(30,598)	100,400	231,058
	190.00	(604,829)	(451,630)	(308,369)	(171,442)	(39,603)	91,395	222,106
	200.00	(615,364)	(462,102)	(317,898)	(180,762)	(48,609)	82,390	213,155
	210.00	(625,898)	(472,634)	(327,427)	(190,082)	(57,614)	73,384	204,204
	220.00	(636,433)	(483,169)	(336,956)	(199,401)	(66,620)	64,379	195,252
	230.00	(646,968)	(493,703)	(346,485)	(208,721)	(75,625)	55,373	186,301
	240.00	(657,502)	(504,238)	(356,014)	(218,040)	(84,630)	46,368	177,350
	250.00	(668,037)	(514,773)	(365,543)	(227,360)	(93,636)	37,363	168,361

TABLE 8

Balance (RLV - BLV £ per acre (n))	(130,498)	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(130,498)	(40,007)	50,483	140,612	230,558	320,505	769,253
	10.00	(139,503)	(49,013)	41,477	131,660	221,607	311,553	760,355
CIL £psm	20.00	(148,578)	(58,018)	32,472	122,709	212,656	302,602	751,458
0.00	30.00	(157,898)	(67,024)	23,467	113,758	203,704	293,651	742,560
(recommended CIL)	40.00	(167,217)	(76,029)	14,461	104,806	194,753	284,699	733,663
(100)	50.00	(176,537)	(85,034)	5,456	95,855	185,802	275,748	724,765
	60.00	(185,856)	(94,040)	(3,550)	86,904	176,850	266,797	715,868
	70.00	(195,176)	(103,045)	(12,555)	77,935	167,899	257,846	706,970
	80.00	(204,496)	(112,051)	(21,560)	68,930	158,948	248,894	698,073
	90.00	(213,815)	(121,056)	(30,566)	59,924	149,997	239,943	689,175
	100.00	(223,135)	(130,061)	(39,571)	50,919	141,045	230,992	680,278
	110.00	(232,454)	(139,067)	(48,577)	41,914	132,094	222,040	671,380
	120.00	(241,774)	(148,127)	(57,582)	32,908	123,143	213,089	662,483
	130.00	(251,195)	(157,446)	(66,587)	23,903	114,191	204,138	653,585
	140.00	(260,724)	(166,766)	(75,593)	14,897	105,240	195,187	644,688
	150.00	(270,253)	(176,085)	(84,598)	5,892	96,289	186,235	635,790
	160.00	(279,782)	(185,405)	(93,604)	(3,113)	87,337	177,284	626,893
	170.00	(289,311)	(194,725)	(102,609)	(12,119)	78,371	168,333	617,995
	180.00	(298,840)	(204,044)	(111,614)	(21,124)	69,366	159,381	609,098
	190.00	(308,369)	(213,364)	(120,620)	(30,130)	60,361	150,430	600,163
	200.00	(317,898)	(222,683)	(129,625)	(39,135)	51,355	141,479	591,211
	210.00	(327,427)	(232,003)	(138,631)	(48,140)	42,350	132,528	582,260
	220.00	(336,956)	(241,322)	(147,675)	(57,146)	33,344	123,576	573,309
	230.00	(346,485)	(250,734)	(156,995)	(66,151)	24,339	114,625	564,357
	240.00	(356,014)	(260,263)	(166,315)	(75,157)	15,334	105,674	555,406
	250.00	(365,543)	(269,792)	(175,634)	(84,162)	6,328	96,722	546,455

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**BB**	
Scheme Typology:	Houses	
No Units:	9	
Location / Value Zone:	High	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	3,345,750	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	23.48%	
Developers Profit Total (£)	585,506	
Land Value KPI's		
RLV (£/acre (net))	269,502	
RLV (£/ha (net))	665,941	
RLV (% of GDV)	7.17%	
RLV Total (£)	239,739	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	355,824	
Surplus/Deficit (£/acre) [RLV-BLV]	(130,498)	
Surplus/Deficit (£/ha)	(322,459)	
Surplus/Deficit Total (£)	(116,085)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	75,561	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	19,992	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	10,617	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	CC				(see Typologies Matrix)
Scheme Typology:	Flats (Conversion)		No Units:	10	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			10	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	3.5	46.0%	0.0	35%	3.5
2 bed Flat	65.0%	6.5	54.0%	0.0	65%	6.5
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	10.0	100.0%	0.0	100%	10.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	206	2,216	0	0	206	2,216
2 bed Flat	497	5,350	0	0	497	5,350
3 bed Flat	0	0	0	0	0	0
	703	7,566	0	0	703	7,566
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	0
4 bed House (with garage)	450,000	3,913	364	3,237	301	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	735,000
2 bed Flat	265,000	4,077	379	3,465	322	1,722,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						2,457,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats (Conversion)**		No Units:	**10**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	337,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	372,500		-
4 bed House (with garage)	0.0	@	450,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	3.5	@	210,000		735,000
2 bed Flat	6.5	@	265,000		1,722,500
3 bed Flat	0.0	@	0		-
	10.0				2,457,500
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**10**				**2,457,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	10	units @	0	per unit	-
Total GDV					**2,457,500**

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats (Conversion)**	No Units:	**10**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	6,350	£	(6,350)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	25,400	£	(25,400)
Building Safety Levy				703	sqm	15.11	£ psm		(10,621)
CIL (Mrkt only inc. garages)	Max			703	sqm	0.00	£ psm		-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106	Year 1					0			-
(strategic site cashflow yrs 1-15)	Year 2					0			-
	Year 3					0			-
	Year 4					0			-
	Year 5					0			-
	Year 6					0			-
	Year 7					0			-
	Year 8					0			-
	Year 9					0			-
	Year 10					0			-
	Year 11					0			-
	Year 12					0			-
	Year 13					0			-
	Year 14					0			-
	Year 15					0			-
Site Specific S106 (installment)				10	units @	0	per unit		-
	Sub-total							-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)		
AH Commuted Sum				703	sqm (total)	0	£ psm		-
Comm. Sum analysis:				0.00%	% of GDV				
Construction Costs -									
Site Clearance, Demolition & Remediation				0.11	ha @	123,500	£ per ha (if brownfield)		(13,722)
Strategic Site Infra. costs	Year 1		0						-
	Year 2		0						-
	Year 3		0						-
	Year 4		0						-
	Year 5		0						-
	Year 6		0						-
	Year 7		0						-
	Year 8		0						-
	Year 9		0						-
	Year 10		0						-
	Year 11		0						-
	Year 12		0						-
	Year 13		0						-
	Year 14		0						-
	Year 15		0						-
	Years 1-15			10	units @	0	per unit		-
	Sub-total							-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)		
2 bed House				-	sqm @	2,107	psm		-
3 bed House				-	sqm @	2,107	psm		-
3 bed House (EXC. garage)				-	sqm @	2,107	psm		-
4 bed House (EXC. garage)				-	sqm @	2,107	psm		-
5 bed House (EXC. garage)				-	sqm @	2,107	psm		-
1 bed Flat	Conversion			206	sqm @	1,529	psm		(314,794)
2 bed Flat	Conversion			497	sqm @	1,529	psm		(760,003)
3 bed Flat	Conversion			-	sqm @	1,529	psm		-
Garages for 3B House	-	16.0		0	sqm @	600	psm		-
Garages for 4B House	-	24.0		0	sqm @	600	psm		-
Garages for 5B House	-	-		0	sqm @	600	psm		-
Total GIA check:				703	£ per garage	£0			
External works				1,074,797	@	10.0%			(107,480)
Ext. Works analysis:						10,748	£ per unit (total units)		
Policy Costs on design -									
Net Biodiversity costs				10	units @	0	£ per unit		-
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit	-
M4(2) Category 2 Housing	OMS units	10	units @		100%	@	0	£ per unit	-
M4(3) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit	-
M4(3) Category 3 Housing	OMS units	10	units @		10%	@	0	£ per unit	-
Part L/FHS		10	units @				4,350	£ per unit	(43,500)
Part L/FHS analysis:						4.0%	% of BCIS costs		
Net Zero for Housing		-	sqm				0	£ psm	-
Net Zero for Flats		703	sqm				0	£ psm	-
Water Efficiency		10	units @				0	£ per unit	-
Urban Greening Factor	10.0	flats @	6		per floor = GIA	422	0	£ per unit	-
	Sub-total							(43,500)	
Policy Costs analysis:	(design costs only)					4,350	£ per unit (total units)		
						4.0%	% of BCIS costs		
Contingency (on construction)				1,239,499	@	5.0%			(61,975)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats (Conversion)**		No Units:	**10**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		1,239,499	@	10.0%			(123,950)
Disposal Costs -							
OMS Marketing and Promotion		2,457,500	OMS @	1.00%	2,458	£ per unit	(24,575)
Residential Sales Agent Costs		2,457,500	OMS @	1.00%	2,458	£ per unit	(24,575)
Residential Sales Legal Costs		2,457,500	OMS @	0.50%	1,229	£ per unit	(12,288)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	10	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,144	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(44,898)
Developers Profit -							
Profit on OMS		2,457,500		17.50%			(430,063)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,457,500		17.50%	blended GDV	(430,063)	
		1,574,131		27.32%	on costs	(430,063)	
TOTAL COSTS							**(2,004,193)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							453,307
SDLT		453,307	@	HMRC formula			(12,165)
Acquisition Agent fees		453,307	@	1.0%			(4,533)
Acquisition Legal fees		453,307	@	0.5%			(2,267)
Interest on Land		453,307	@	7.50%			(33,998)
Residual Land Value							**400,344**
RLV analysis:	40,034 £ per plot	3,603,092	£ per ha (net)	1,458,151	£ per acre (net)		
		3,603,092	£ per ha (gross)	1,458,151	£ per acre (gross)		
				16.29%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		90.0	dph (net)				
Site Area (net)		0.11	ha (net)	0.27	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.11	ha (gross)	0.27	acres (gross)		
Density analysis:		6,326	sqm/ha (net)	27,559	sqft/ac (net)		
		90	dph (gross)				
Benchmark Land Value (net)	10,982 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**109,822**
BLV analysis:		988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**2,614,692**	£ per ha (net)	**1,058,151**	£ per acre (net)	**290,521**

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats (Conversion)**	No Units:	**10**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	1,058,151	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	1,058,151	960,495	862,838	765,181	667,524	569,867	472,210
	10.00	1,035,252	938,740	842,228	745,716	649,204	552,692	456,180
Max CIL £ psm	20.00	1,012,353	916,986	821,619	726,252	630,885	535,518	440,151
0.00	30.00	989,453	895,231	801,009	706,787	612,565	518,343	424,121
(recommended CIL)	40.00	966,554	873,477	780,400	687,323	594,246	501,169	407,630
(100)	50.00	943,655	851,723	759,791	667,858	575,926	483,994	391,041
	60.00	920,755	829,968	739,181	648,394	557,607	466,820	374,452
	70.00	897,856	808,214	718,572	628,930	539,287	449,645	357,864
	80.00	874,957	786,459	697,962	609,465	520,968	432,471	341,275
	90.00	852,057	764,705	677,353	590,001	502,648	415,086	324,587
	100.00	829,158	742,951	656,743	570,536	484,329	397,223	307,898
	110.00	806,259	721,196	636,134	551,072	465,920	379,342	291,209
	120.00	783,359	699,442	615,512	531,501	447,490	361,461	274,520
	130.00	760,460	677,637	594,778	511,919	429,060	343,580	257,831
	140.00	737,459	655,752	574,044	492,337	410,257	325,699	241,142
	150.00	714,421	633,866	553,310	472,755	391,184	307,818	224,453
	160.00	691,383	611,980	532,576	453,173	372,110	289,937	207,764
	170.00	668,345	590,094	511,842	433,591	353,037	272,056	191,075
	180.00	645,308	568,208	491,108	413,753	333,964	254,175	174,386
	190.00	622,270	546,322	470,374	393,488	314,891	236,294	157,697
	200.00	599,232	524,436	449,640	373,223	295,818	218,413	141,008
	210.00	576,194	502,550	428,906	352,958	276,745	200,532	124,319
	220.00	553,157	480,664	407,713	332,693	257,672	182,651	107,630
	230.00	530,119	458,779	386,256	312,427	238,598	164,770	90,801
	240.00	507,081	436,893	364,799	292,162	219,525	146,889	73,737
	250.00	484,043	414,786	343,342	271,897	200,452	129,007	56,673

TABLE 2

Balance (RLV - BLV £ per acre (n))	1,058,151	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	1,058,151	1,058,151	1,058,151	1,058,151	1,058,151	1,058,151	1,058,151
	10.00	1,035,252	1,035,252	1,035,252	1,035,252	1,035,252	1,035,252	1,035,252
CIL £psm	20.00	1,012,353	1,012,353	1,012,353	1,012,353	1,012,353	1,012,353	1,012,353
0.00	30.00	989,453	989,453	989,453	989,453	989,453	989,453	989,453
(recommended CIL)	40.00	966,554	966,554	966,554	966,554	966,554	966,554	966,554
(100)	50.00	943,655	943,655	943,655	943,655	943,655	943,655	943,655
	60.00	920,755	920,755	920,755	920,755	920,755	920,755	920,755
	70.00	897,856	897,856	897,856	897,856	897,856	897,856	897,856
	80.00	874,957	874,957	874,957	874,957	874,957	874,957	874,957
	90.00	852,057	852,057	852,057	852,057	852,057	852,057	852,057
	100.00	829,158	829,158	829,158	829,158	829,158	829,158	829,158
	110.00	806,259	806,259	806,259	806,259	806,259	806,259	806,259
	120.00	783,359	783,359	783,359	783,359	783,359	783,359	783,359
	130.00	760,460	760,460	760,460	760,460	760,460	760,460	760,460
	140.00	737,459	737,459	737,459	737,459	737,459	737,459	737,459
	150.00	714,421	714,421	714,421	714,421	714,421	714,421	714,421
	160.00	691,383	691,383	691,383	691,383	691,383	691,383	691,383
	170.00	668,345	668,345	668,345	668,345	668,345	668,345	668,345
	180.00	645,308	645,308	645,308	645,308	645,308	645,308	645,308
	190.00	622,270	622,270	622,270	622,270	622,270	622,270	622,270
	200.00	599,232	599,232	599,232	599,232	599,232	599,232	599,232
	210.00	576,194	576,194	576,194	576,194	576,194	576,194	576,194
	220.00	553,157	553,157	553,157	553,157	553,157	553,157	553,157
	230.00	530,119	530,119	530,119	530,119	530,119	530,119	530,119
	240.00	507,081	507,081	507,081	507,081	507,081	507,081	507,081
	250.00	484,043	484,043	484,043	484,043	484,043	484,043	484,043

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Scheme Typology: Flats (Conversion) No Units: 10
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	1,058,151	Profit 18%						
		15%	16%	17%	18%	19%	20%	21%
	0.00	1,250,594	1,173,617	1,096,640	1,019,663	942,686	865,709	788,732
	10.00	1,227,695	1,150,718	1,073,741	996,764	919,786	842,809	765,832
CIL £psm	20.00	1,204,796	1,127,819	1,050,841	973,864	896,887	819,910	742,933
0.00	30.00	1,181,896	1,104,919	1,027,942	950,965	873,988	797,011	720,033
(recommended CIL)	40.00	1,158,997	1,082,020	1,005,043	928,066	851,088	774,111	697,134
(100)	50.00	1,136,098	1,059,120	982,143	905,166	828,189	751,212	674,235
	60.00	1,113,198	1,036,221	959,244	882,267	805,290	728,313	651,335
	70.00	1,090,299	1,013,322	936,345	859,367	782,390	705,413	628,436
	80.00	1,067,400	990,422	913,445	836,468	759,491	682,514	605,537
	90.00	1,044,500	967,523	890,546	813,569	736,592	659,615	582,637
	100.00	1,021,601	944,624	867,647	790,669	713,692	636,715	559,738
	110.00	998,702	921,724	844,747	767,770	690,793	613,816	536,839
	120.00	975,802	898,825	821,848	744,871	667,894	590,916	513,939
	130.00	952,903	875,926	798,949	721,971	644,994	568,017	491,040
	140.00	929,902	852,924	775,947	698,970	621,993	545,016	468,039
	150.00	906,864	829,887	752,910	675,932	598,955	521,978	445,001
	160.00	883,826	806,849	729,872	652,895	575,918	498,940	421,963
	170.00	860,788	783,811	706,834	629,857	552,880	475,903	398,144
	180.00	837,751	760,773	683,796	606,819	529,842	452,865	374,303
	190.00	814,713	737,736	660,758	583,781	506,804	429,827	350,461
	200.00	791,675	714,698	637,721	560,744	483,766	406,282	326,620
	210.00	768,637	691,660	614,683	537,706	460,729	382,441	302,778
	220.00	745,599	668,622	591,645	514,668	437,691	358,599	278,937
	230.00	722,562	645,585	568,607	491,630	414,420	334,758	255,096
	240.00	699,524	622,547	545,570	468,592	390,579	310,916	231,254
	250.00	676,486	599,509	522,532	445,555	366,737	287,075	207,413

TABLE 4

Balance (RLV - BLV £ per acre (n))	1,058,151	BLV (£ per acre (n))		400,000				
		100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	1,358,151	1,333,151	1,308,151	1,283,151	1,258,151	1,233,151	1,208,151
	10.00	1,335,252	1,310,252	1,285,252	1,260,252	1,235,252	1,210,252	1,185,252
CIL £psm	20.00	1,312,353	1,287,353	1,262,353	1,237,353	1,212,353	1,187,353	1,162,353
0.00	30.00	1,289,453	1,264,453	1,239,453	1,214,453	1,189,453	1,164,453	1,139,453
(recommended CIL)	40.00	1,266,554	1,241,554	1,216,554	1,191,554	1,166,554	1,141,554	1,116,554
(100)	50.00	1,243,655	1,218,655	1,193,655	1,168,655	1,143,655	1,118,655	1,093,655
	60.00	1,220,755	1,195,755	1,170,755	1,145,755	1,120,755	1,095,755	1,070,755
	70.00	1,197,856	1,172,856	1,147,856	1,122,856	1,097,856	1,072,856	1,047,856
	80.00	1,174,957	1,149,957	1,124,957	1,099,957	1,074,957	1,049,957	1,024,957
	90.00	1,152,057	1,127,057	1,102,057	1,077,057	1,052,057	1,027,057	1,002,057
	100.00	1,129,158	1,104,158	1,079,158	1,054,158	1,029,158	1,004,158	979,158
	110.00	1,106,259	1,081,259	1,056,259	1,031,259	1,006,259	981,259	956,259
	120.00	1,083,359	1,058,359	1,033,359	1,008,359	983,359	958,359	933,359
	130.00	1,060,460	1,035,460	1,010,460	985,460	960,460	935,460	910,460
	140.00	1,037,459	1,012,459	987,459	962,459	937,459	912,459	887,459
	150.00	1,014,421	989,421	964,421	939,421	914,421	889,421	864,421
	160.00	991,383	966,383	941,383	916,383	891,383	866,383	841,383
	170.00	968,345	943,345	918,345	893,345	868,345	843,345	818,345
	180.00	945,308	920,308	895,308	870,308	845,308	820,308	795,308
	190.00	922,270	897,270	872,270	847,270	822,270	797,270	772,270
	200.00	899,232	874,232	849,232	824,232	799,232	774,232	749,232
	210.00	876,194	851,194	826,194	801,194	776,194	751,194	726,194
	220.00	853,157	828,157	803,157	778,157	753,157	728,157	703,157
	230.00	830,119	805,119	780,119	755,119	730,119	705,119	680,119
	240.00	807,081	782,081	757,081	732,081	707,081	682,081	657,081
	250.00	784,043	759,043	734,043	709,043	684,043	659,043	634,043

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats (Conversion) No Units: 10
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	1,058,151	Density (dph) (net) 30	35	90 40	45	50	55	60
	0.00	51,779	135,643	219,508	303,372	387,236	471,101	554,965
	10.00	44,146	126,738	209,330	291,922	374,515	457,107	539,699
CIL £psm	20.00	36,513	117,833	199,153	280,473	361,793	443,113	524,433
0.00	30.00	28,879	108,927	188,975	269,023	349,071	429,119	509,166
(recommended CIL)	40.00	21,246	100,022	178,798	257,573	336,349	415,125	493,900
(100)	50.00	13,613	91,117	168,620	246,124	323,627	401,131	478,634
	60.00	5,980	82,211	158,443	234,674	310,905	387,137	463,368
	70.00	(1,653)	73,306	148,265	223,224	298,183	373,142	448,102
	80.00	(9,286)	64,401	138,088	211,775	285,462	359,148	432,835
	90.00	(16,930)	55,496	127,910	200,325	272,740	345,154	417,569
	100.00	(24,609)	46,576	117,733	188,875	260,018	331,160	402,303
	110.00	(32,288)	37,617	107,522	177,426	247,296	317,166	387,037
	120.00	(39,967)	28,658	97,283	165,908	234,533	303,158	371,770
	130.00	(47,647)	19,699	87,044	154,389	221,734	289,080	356,425
	140.00	(55,326)	10,739	76,805	142,870	208,936	275,001	341,066
	150.00	(63,005)	1,780	66,566	131,351	196,137	260,922	325,708
	160.00	(70,684)	(7,179)	56,327	119,832	183,338	246,844	310,349
	170.00	(78,364)	(16,138)	46,088	108,314	170,539	232,765	294,991
	180.00	(86,043)	(25,097)	35,849	96,795	157,741	218,686	279,632
	190.00	(93,722)	(34,056)	25,610	85,276	144,942	204,608	264,274
	200.00	(101,401)	(43,015)	15,371	73,757	132,143	190,529	248,915
	210.00	(109,081)	(51,974)	5,132	62,238	119,344	176,451	233,557
	220.00	(116,760)	(60,934)	(5,107)	50,719	106,546	162,372	218,198
	230.00	(124,439)	(69,893)	(15,346)	39,200	93,747	148,293	202,840
	240.00	(132,324)	(78,852)	(25,585)	27,681	80,948	134,215	187,481
	250.00	(140,271)	(88,063)	(35,854)	16,163	68,149	120,136	172,123

TABLE 6

Balance (RLV - BLV £ per acre (n))	1,058,151	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	115%
	0.00	2,384,606	1,943,983	1,501,067	1,058,151	836,694	614,394	390,561
	10.00	2,361,844	1,921,084	1,478,168	1,035,252	813,794	591,357	366,719
CIL £psm	20.00	2,339,082	1,898,184	1,455,269	1,012,353	790,895	568,319	342,878
0.00	30.00	2,316,321	1,875,285	1,432,369	989,453	767,996	545,281	319,037
(recommended CIL)	40.00	2,293,559	1,852,386	1,409,470	966,554	745,040	522,243	295,195
(100)	50.00	2,270,797	1,829,486	1,386,571	943,655	722,002	499,206	271,354
	60.00	2,248,035	1,806,587	1,363,671	920,755	698,964	476,168	247,512
	70.00	2,225,274	1,783,688	1,340,772	897,856	675,927	453,130	223,671
	80.00	2,202,512	1,760,788	1,317,872	874,957	652,889	430,092	199,829
	90.00	2,179,750	1,737,889	1,294,973	852,057	629,851	406,557	175,988
	100.00	2,156,988	1,714,990	1,272,074	829,158	606,813	382,715	152,147
	110.00	2,134,227	1,692,090	1,249,174	806,259	583,776	358,874	128,305
	120.00	2,111,465	1,669,191	1,226,275	783,359	560,738	335,032	104,464
	130.00	2,088,703	1,646,291	1,203,376	760,460	537,700	311,191	80,251
	140.00	2,065,941	1,623,392	1,180,476	737,459	514,662	287,350	55,873
	150.00	2,043,180	1,600,493	1,157,577	714,421	491,624	263,508	31,496
	160.00	2,020,418	1,577,593	1,134,678	691,383	468,587	239,667	7,119
	170.00	1,997,610	1,554,694	1,111,778	668,345	445,549	215,825	(17,258)
	180.00	1,974,711	1,531,795	1,088,879	645,308	422,511	191,984	(41,635)
	190.00	1,951,811	1,508,895	1,065,980	622,270	398,711	168,142	(66,012)
	200.00	1,928,912	1,485,996	1,043,080	599,232	374,870	144,301	(90,390)
	210.00	1,906,012	1,463,097	1,020,181	576,194	351,028	120,460	(114,767)
	220.00	1,883,113	1,440,197	997,282	553,157	327,187	96,606	(139,144)
	230.00	1,860,214	1,417,298	974,382	530,119	303,345	72,229	(163,521)
	240.00	1,837,314	1,394,399	951,483	507,081	279,504	47,851	(187,898)
	250.00	1,814,415	1,371,499	928,584	484,043	255,662	23,474	(212,276)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats (Conversion) No Units: 10
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	1,058,151	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	436,481	747,936	1,058,151	1,368,367	1,678,582	1,988,798	2,299,013
	10.00	413,168	725,037	1,035,252	1,345,468	1,655,683	1,965,898	2,276,114
CIL £psm	20.00	389,327	702,137	1,012,353	1,322,568	1,632,784	1,942,999	2,253,214
0.00	30.00	365,485	679,121	989,453	1,299,669	1,609,884	1,920,100	2,230,315
(recommended CIL)	40.00	341,644	656,083	966,554	1,276,769	1,586,985	1,897,200	2,207,416
(100)	50.00	317,803	633,045	943,655	1,253,870	1,564,085	1,874,301	2,184,516
	60.00	293,961	610,008	920,755	1,230,971	1,541,186	1,851,401	2,161,617
	70.00	270,120	586,970	897,856	1,208,071	1,518,287	1,828,502	2,138,717
	80.00	246,278	563,932	874,957	1,185,172	1,495,387	1,805,603	2,115,818
	90.00	222,437	540,894	852,057	1,162,273	1,472,488	1,782,703	2,092,919
	100.00	198,596	517,857	829,158	1,139,373	1,449,589	1,759,804	2,070,019
	110.00	174,754	494,819	806,259	1,116,474	1,426,689	1,736,905	2,047,120
	120.00	150,913	471,781	783,359	1,093,575	1,403,790	1,714,005	2,024,221
	130.00	127,071	448,743	760,460	1,070,675	1,380,891	1,691,106	2,001,321
	140.00	103,230	425,706	737,459	1,047,776	1,357,991	1,668,207	1,978,422
	150.00	78,989	402,017	714,421	1,024,877	1,335,092	1,645,307	1,955,523
	160.00	54,612	378,175	691,383	1,001,977	1,312,193	1,622,408	1,932,623
	170.00	30,235	354,334	668,345	979,078	1,289,293	1,599,509	1,909,724
	180.00	5,857	330,493	645,308	956,179	1,266,394	1,576,609	1,886,825
	190.00	(18,520)	306,651	622,270	933,279	1,243,495	1,553,710	1,863,925
	200.00	(42,897)	282,810	599,232	910,380	1,220,595	1,530,811	1,841,026
	210.00	(67,274)	258,968	576,194	887,481	1,197,696	1,507,911	1,818,127
	220.00	(91,651)	235,127	553,157	864,581	1,174,797	1,485,012	1,795,227
	230.00	(116,028)	211,286	530,119	841,682	1,151,897	1,462,113	1,772,328
	240.00	(140,406)	187,444	507,081	818,782	1,128,998	1,439,213	1,749,429
	250.00	(164,783)	163,603	484,043	795,796	1,106,099	1,416,314	1,726,529

TABLE 8

Balance (RLV - BLV £ per acre (n))	1,058,151	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	1,058,151	1,381,959	1,705,766	2,029,428	2,351,290	2,673,151	4,276,294
	10.00	1,035,252	1,359,060	1,682,867	2,006,666	2,328,528	2,650,390	4,253,669
CIL £psm	20.00	1,012,353	1,336,160	1,659,968	1,983,775	2,305,766	2,627,628	4,231,044
0.00	30.00	989,453	1,313,261	1,637,068	1,960,876	2,283,004	2,604,866	4,208,419
(recommended CIL)	40.00	966,554	1,290,362	1,614,169	1,937,976	2,260,243	2,582,104	4,185,794
(100)	50.00	943,655	1,267,462	1,591,270	1,915,077	2,237,481	2,559,343	4,163,169
	60.00	920,755	1,244,563	1,568,370	1,892,178	2,214,719	2,536,581	4,140,544
	70.00	897,856	1,221,663	1,545,471	1,869,278	2,191,957	2,513,819	4,117,919
	80.00	874,957	1,198,764	1,522,572	1,846,379	2,169,196	2,491,057	4,095,294
	90.00	852,057	1,175,865	1,499,672	1,823,480	2,146,434	2,468,296	4,072,669
	100.00	829,158	1,152,965	1,476,773	1,800,580	2,123,672	2,445,534	4,050,044
	110.00	806,259	1,130,066	1,453,873	1,777,681	2,100,910	2,422,772	4,027,419
	120.00	783,359	1,107,167	1,430,974	1,754,782	2,078,148	2,400,010	4,004,794
	130.00	760,460	1,084,267	1,408,075	1,731,882	2,055,387	2,377,248	3,982,169
	140.00	737,459	1,061,368	1,385,175	1,708,983	2,032,625	2,354,487	3,959,544
	150.00	714,421	1,038,469	1,362,276	1,686,083	2,009,863	2,331,725	3,936,919
	160.00	691,383	1,015,569	1,339,377	1,663,184	1,986,992	2,308,963	3,914,294
	170.00	668,345	992,670	1,316,477	1,640,285	1,964,092	2,286,201	3,891,669
	180.00	645,308	969,771	1,293,578	1,617,385	1,941,193	2,263,440	3,869,044
	190.00	622,270	946,871	1,270,679	1,594,486	1,918,293	2,240,678	3,846,419
	200.00	599,232	923,972	1,247,779	1,571,587	1,895,394	2,217,916	3,823,794
	210.00	576,194	901,073	1,224,880	1,548,687	1,872,495	2,195,154	3,801,169
	220.00	553,157	878,173	1,201,981	1,525,788	1,849,595	2,172,393	3,778,544
	230.00	530,119	855,274	1,179,081	1,502,889	1,826,696	2,149,631	3,755,919
	240.00	507,081	832,375	1,156,182	1,479,989	1,803,797	2,126,869	3,733,294
	250.00	484,043	809,475	1,133,283	1,457,090	1,780,897	2,104,107	3,710,669

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: **Flats (Conversion)** No Units: **10**
Site Typology: Location / Value Zone: **High** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**CC**	
Scheme Typology:	Flats (Conversion)	
No Units:	10	
Location / Value Zone:	High	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	2,457,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	27.32%	
Developers Profit Total (£)	430,063	
Land Value KPI's		
RLV (£/acre (net))	1,458,151	
RLV (£/ha (net))	3,603,092	
RLV (% of GDV)	16.29%	
RLV Total (£)	400,344	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	109,822	
Surplus/Deficit (£/acre) [RLV-BLV]	1,058,151	
Surplus/Deficit (£/ha)	2,614,692	
Surplus/Deficit Total (£)	290,521	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	44,898	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	33,998	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	7,890	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	DD				(see Typologies Matrix)
Scheme Typology:	Flats		No Units:	25	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units	
AH Policy requirement (% Target)			0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%		
AH tenure split %	Affordable Rent:			35.0%	
	Social Rent:			35.0%	70.0% % Rented
	First Homes:				
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	8.8	46.0%	0.0	35%	8.8
2 bed Flat	65.0%	16.3	54.0%	0.0	65%	16.3
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	25.0	100.0%	0.0	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	515	5,540	0	0	515	5,540
2 bed Flat	1,243	13,376	0	0	1,243	13,376
3 bed Flat	0	0	0	0	0	0
	1,757	18,916	0	0	1,757	18,916
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	0
4 bed House (with garage)	450,000	3,913	364	3,237	301	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	1,837,500
2 bed Flat	265,000	4,077	379	3,465	322	4,306,250
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						6,143,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	337,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	372,500		-
4 bed House (with garage)	0.0	@	450,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	8.8	@	210,000		1,837,500
2 bed Flat	16.3	@	265,000		4,306,250
3 bed Flat	0.0	@	0		-
	25.0				6,143,750
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**25**				**6,143,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**6,143,750**

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats**	No Units:	**25**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	15,875	£	(15,875)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	63,500	£	(63,500)
Building Safety Levy				1,757	sqm	15.11	£ psm		(26,554)
CIL (Mrkt only inc. garages)	Max			1,757	sqm	0.00	£ psm		-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106	Year 1					0			-
(strategic site cashflow yrs 1-15)	Year 2					0			-
	Year 3					0			-
	Year 4					0			-
	Year 5					0			-
	Year 6					0			-
	Year 7					0			-
	Year 8					0			-
	Year 9					0			-
	Year 10					0			-
	Year 11					0			-
	Year 12					0			-
	Year 13					0			-
	Year 14					0			-
	Year 15					0			-
Site Specific S106 (installment)				25	units @	0	per unit		-
	Sub-total							-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)		
AH Commuted Sum				1,757	sqm (total)	0	£ psm		-
Comm. Sum analysis:				0.00%	% of GDV				
Construction Costs -									
Site Clearance, Demolition & Remediation				0.16	ha @	123,500	£ per ha (if brownfield)		(19,919)
Strategic Site Infra. costs	Year 1		0						-
	Year 2		0						-
	Year 3		0						-
	Year 4		0						-
	Year 5		0						-
	Year 6		0						-
	Year 7		0						-
	Year 8		0						-
	Year 9		0						-
	Year 10		0						-
	Year 11		0						-
	Year 12		0						-
	Year 13		0						-
	Year 14		0						-
	Year 15		0						-
	Years 1-15			25	units @	0	per unit		-
	Sub-total							-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)		
2 bed House				-	sqm @	2,107	psm		-
3 bed House				-	sqm @	2,107	psm		-
3 bed House (EXC. garage)				-	sqm @	2,107	psm		-
4 bed House (EXC. garage)				-	sqm @	2,107	psm		-
5 bed House (EXC. garage)				-	sqm @	2,107	psm		-
1 bed Flat				515	sqm @	2,522	psm		(1,298,088)
2 bed Flat				1,243	sqm @	2,522	psm		(3,133,956)
3 bed Flat				-	sqm @	2,522	psm		-
Garages for 3B House	-	16.0		0	sqm @	600	psm		-
Garages for 4B House	-	24.0		0	sqm @	600	psm		-
Garages for 5B House	-	-		0	sqm @	600	psm		-
Total GIA check:				1,757	£ per garage	£0			
External works				4,432,044	@	10.0%			(443,204)
Ext. Works analysis:						17,728	£ per unit (total units)		
Policy Costs on design -									
Net Biodiversity costs				25	units @	0	£ per unit		-
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit	-
M4(2) Category 2 Housing	OMS units	25	units @		100%	@	0	£ per unit	-
M4(3) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit	-
M4(3) Category 3 Housing	OMS units	25	units @		10%	@	0	£ per unit	-
Part L/FHS		25	units @				4,350	£ per unit	(108,750)
Part L/FHS analysis:						2.5%	% of BCIS costs		
Net Zero for Housing		-	sqm				0	£ psm	-
Net Zero for Flats		1,757	sqm				0	£ psm	-
Water Efficiency		25	units @				0	£ per unit	-
Urban Greening Factor	25.0	flats @	6		per floor = GIA	422	0	£ per unit	-
	Sub-total							(108,750)	
Policy Costs analysis:	(design costs only)					4,350	£ per unit (total units)		
						2.5%	% of BCIS costs		
Contingency (on construction)				5,003,918	@	5.0%			(250,196)

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Scheme Typology:	**Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees			5,003,918	@	10.0%			(500,392)
Disposal Costs -								
OMS Marketing and Promotion			6,143,750	OMS @	1.00%	2,458	£ per unit	(61,438)
Residential Sales Agent Costs			6,143,750	OMS @	1.00%	2,458	£ per unit	(61,438)
Residential Sales Legal Costs			6,143,750	OMS @	0.50%	1,229	£ per unit	(30,719)
Affordable Sale Legal Costs							lump sum	-
Empty Property Costs (SC, Council Tax proxy)		25	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:						6,144	£ per unit (exc. EPC)	
Interest (on Development Costs) -			7.50%	APR	0.604%	pcm		(398,147)
Developers Profit -								
Profit on OMS			6,143,750		17.50%			(1,075,156)
Margin on AH			0		6.00%	on AH values		-
Profit analysis:			6,143,750		17.50%	blended GDV	(1,075,156)	
			6,412,175		16.77%	on costs	(1,075,156)	
TOTAL COSTS								**(7,487,331)**

RESIDUAL LAND VALUE (RLV)								
Residual Land Value (gross)								(1,343,581)
SDLT			-	@	HMRC formula			-
Acquisition Agent fees			-	@	1.0%			-
Acquisition Legal fees			-	@	0.5%			-
Interest on Land			-	@	7.50%			-
Residual Land Value								**(1,343,581)**
RLV analysis:	(53,743)	£ per plot	(8,330,203)	£ per ha (net)	(3,371,187)	£ per acre (net)		
			(8,330,203)	£ per ha (gross)	(3,371,187)	£ per acre (gross)		
					-21.87%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)								
Residential Density			155.0	dph (net)				
Site Area (net)			0.16	ha (net)	0.40	acres (net)		
Net to Gross ratio			100%					
Site Area (gross)			0.16	ha (gross)	0.40	acres (gross)		
Density analysis:			10,896	sqm/ha (net)	47,462	sqft/ac (net)		
			155	dph (gross)				
Benchmark Land Value (net)	6,377	£ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**159,419**
BLV analysis:			988,400	£ per ha (net)	400,000	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(9,318,603)**	£ per ha (net)	**(3,771,187)**	£ per acre (net)	**(1,503,000)**

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats — No Units: 25
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	3,771,187	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(3,771,187)	(3,955,269)	(4,139,351)	(4,323,433)	(4,507,514)	(4,691,596)	(4,875,678)
	10.00	(3,820,196)	(4,001,827)	(4,183,459)	(4,365,090)	(4,546,722)	(4,728,353)	(4,909,985)
Max CIL £ psm	20.00	(3,869,205)	(4,048,386)	(4,227,567)	(4,406,748)	(4,585,929)	(4,765,110)	(4,944,291)
0.00	30.00	(3,918,214)	(4,094,944)	(4,271,675)	(4,448,405)	(4,625,136)	(4,801,867)	(4,978,597)
(recommended CIL)	40.00	(3,967,223)	(4,141,503)	(4,315,783)	(4,490,063)	(4,664,343)	(4,838,623)	(5,012,903)
(100)	50.00	(4,016,232)	(4,188,061)	(4,359,891)	(4,531,721)	(4,703,550)	(4,875,380)	(5,047,210)
	60.00	(4,065,241)	(4,234,620)	(4,403,999)	(4,573,378)	(4,742,758)	(4,912,137)	(5,081,516)
	70.00	(4,114,250)	(4,281,179)	(4,448,107)	(4,615,036)	(4,781,965)	(4,948,894)	(5,115,822)
	80.00	(4,163,259)	(4,327,737)	(4,492,215)	(4,656,694)	(4,821,172)	(4,985,650)	(5,150,129)
	90.00	(4,212,268)	(4,374,296)	(4,536,324)	(4,698,351)	(4,860,379)	(5,022,407)	(5,184,435)
	100.00	(4,261,277)	(4,420,854)	(4,580,432)	(4,740,009)	(4,899,587)	(5,059,164)	(5,218,741)
	110.00	(4,310,286)	(4,467,413)	(4,624,540)	(4,781,667)	(4,938,794)	(5,095,921)	(5,253,048)
	120.00	(4,359,295)	(4,513,971)	(4,668,648)	(4,823,324)	(4,978,001)	(5,132,677)	(5,287,354)
	130.00	(4,408,304)	(4,560,530)	(4,712,756)	(4,864,982)	(5,017,208)	(5,169,434)	(5,321,660)
	140.00	(4,457,313)	(4,607,089)	(4,756,864)	(4,906,640)	(5,056,415)	(5,206,191)	(5,355,967)
	150.00	(4,506,322)	(4,653,647)	(4,800,972)	(4,948,297)	(5,095,623)	(5,242,948)	(5,390,273)
	160.00	(4,555,331)	(4,700,206)	(4,845,080)	(4,989,955)	(5,134,830)	(5,279,704)	(5,424,579)
	170.00	(4,604,340)	(4,746,764)	(4,889,188)	(5,031,613)	(5,174,037)	(5,316,461)	(5,458,885)
	180.00	(4,653,349)	(4,793,323)	(4,933,297)	(5,073,270)	(5,213,244)	(5,353,218)	(5,493,192)
	190.00	(4,702,358)	(4,839,881)	(4,977,405)	(5,114,928)	(5,252,451)	(5,389,975)	(5,527,498)
	200.00	(4,751,367)	(4,886,440)	(5,021,513)	(5,156,586)	(5,291,659)	(5,426,731)	(5,561,804)
	210.00	(4,800,376)	(4,932,998)	(5,065,621)	(5,198,243)	(5,330,866)	(5,463,488)	(5,596,111)
	220.00	(4,849,385)	(4,979,557)	(5,109,729)	(5,239,901)	(5,370,073)	(5,500,245)	(5,630,417)
	230.00	(4,898,394)	(5,026,116)	(5,153,837)	(5,281,559)	(5,409,280)	(5,537,002)	(5,664,723)
	240.00	(4,947,403)	(5,072,674)	(5,197,945)	(5,323,216)	(5,448,487)	(5,573,759)	(5,699,030)
	250.00	(4,996,412)	(5,119,233)	(5,242,053)	(5,364,874)	(5,487,695)	(5,610,515)	(5,733,336)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(3,771,187)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(3,771,187)	(3,771,187)	(3,771,187)	(3,771,187)	(3,771,187)	(3,771,187)	(3,771,187)
	10.00	(3,820,196)	(3,820,196)	(3,820,196)	(3,820,196)	(3,820,196)	(3,820,196)	(3,820,196)
CIL £psm	20.00	(3,869,205)	(3,869,205)	(3,869,205)	(3,869,205)	(3,869,205)	(3,869,205)	(3,869,205)
0.00	30.00	(3,918,214)	(3,918,214)	(3,918,214)	(3,918,214)	(3,918,214)	(3,918,214)	(3,918,214)
(recommended CIL)	40.00	(3,967,223)	(3,967,223)	(3,967,223)	(3,967,223)	(3,967,223)	(3,967,223)	(3,967,223)
(100)	50.00	(4,016,232)	(4,016,232)	(4,016,232)	(4,016,232)	(4,016,232)	(4,016,232)	(4,016,232)
	60.00	(4,065,241)	(4,065,241)	(4,065,241)	(4,065,241)	(4,065,241)	(4,065,241)	(4,065,241)
	70.00	(4,114,250)	(4,114,250)	(4,114,250)	(4,114,250)	(4,114,250)	(4,114,250)	(4,114,250)
	80.00	(4,163,259)	(4,163,259)	(4,163,259)	(4,163,259)	(4,163,259)	(4,163,259)	(4,163,259)
	90.00	(4,212,268)	(4,212,268)	(4,212,268)	(4,212,268)	(4,212,268)	(4,212,268)	(4,212,268)
	100.00	(4,261,277)	(4,261,277)	(4,261,277)	(4,261,277)	(4,261,277)	(4,261,277)	(4,261,277)
	110.00	(4,310,286)	(4,310,286)	(4,310,286)	(4,310,286)	(4,310,286)	(4,310,286)	(4,310,286)
	120.00	(4,359,295)	(4,359,295)	(4,359,295)	(4,359,295)	(4,359,295)	(4,359,295)	(4,359,295)
	130.00	(4,408,304)	(4,408,304)	(4,408,304)	(4,408,304)	(4,408,304)	(4,408,304)	(4,408,304)
	140.00	(4,457,313)	(4,457,313)	(4,457,313)	(4,457,313)	(4,457,313)	(4,457,313)	(4,457,313)
	150.00	(4,506,322)	(4,506,322)	(4,506,322)	(4,506,322)	(4,506,322)	(4,506,322)	(4,506,322)
	160.00	(4,555,331)	(4,555,331)	(4,555,331)	(4,555,331)	(4,555,331)	(4,555,331)	(4,555,331)
	170.00	(4,604,340)	(4,604,340)	(4,604,340)	(4,604,340)	(4,604,340)	(4,604,340)	(4,604,340)
	180.00	(4,653,349)	(4,653,349)	(4,653,349)	(4,653,349)	(4,653,349)	(4,653,349)	(4,653,349)
	190.00	(4,702,358)	(4,702,358)	(4,702,358)	(4,702,358)	(4,702,358)	(4,702,358)	(4,702,358)
	200.00	(4,751,367)	(4,751,367)	(4,751,367)	(4,751,367)	(4,751,367)	(4,751,367)	(4,751,367)
	210.00	(4,800,376)	(4,800,376)	(4,800,376)	(4,800,376)	(4,800,376)	(4,800,376)	(4,800,376)
	220.00	(4,849,385)	(4,849,385)	(4,849,385)	(4,849,385)	(4,849,385)	(4,849,385)	(4,849,385)
	230.00	(4,898,394)	(4,898,394)	(4,898,394)	(4,898,394)	(4,898,394)	(4,898,394)	(4,898,394)
	240.00	(4,947,403)	(4,947,403)	(4,947,403)	(4,947,403)	(4,947,403)	(4,947,403)	(4,947,403)
	250.00	(4,996,412)	(4,996,412)	(4,996,412)	(4,996,412)	(4,996,412)	(4,996,412)	(4,996,412)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats — No Units: 25
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(3,771,187)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(3,385,804)	(3,539,957)	(3,694,110)	(3,848,263)	(4,002,417)	(4,156,570)	(4,310,723)
	10.00	(3,434,813)	(3,588,966)	(3,743,119)	(3,897,272)	(4,051,426)	(4,205,579)	(4,359,732)
CIL £psm	20.00	(3,483,822)	(3,637,975)	(3,792,128)	(3,946,281)	(4,100,435)	(4,254,588)	(4,408,741)
0.00	30.00	(3,532,831)	(3,686,984)	(3,841,137)	(3,995,290)	(4,149,444)	(4,303,597)	(4,457,750)
(recommended CIL)	40.00	(3,581,840)	(3,735,993)	(3,890,146)	(4,044,299)	(4,198,453)	(4,352,606)	(4,506,759)
(100)	50.00	(3,630,849)	(3,785,002)	(3,939,155)	(4,093,308)	(4,247,462)	(4,401,615)	(4,555,768)
	60.00	(3,679,858)	(3,834,011)	(3,988,164)	(4,142,317)	(4,296,471)	(4,450,624)	(4,604,777)
	70.00	(3,728,867)	(3,883,020)	(4,037,173)	(4,191,326)	(4,345,480)	(4,499,633)	(4,653,786)
	80.00	(3,777,876)	(3,932,029)	(4,086,182)	(4,240,335)	(4,394,489)	(4,548,642)	(4,702,795)
	90.00	(3,826,885)	(3,981,038)	(4,135,191)	(4,289,344)	(4,443,498)	(4,597,651)	(4,751,804)
	100.00	(3,875,894)	(4,030,047)	(4,184,200)	(4,338,353)	(4,492,507)	(4,646,660)	(4,800,813)
	110.00	(3,924,903)	(4,079,056)	(4,233,209)	(4,387,362)	(4,541,516)	(4,695,669)	(4,849,822)
	120.00	(3,973,912)	(4,128,065)	(4,282,218)	(4,436,371)	(4,590,525)	(4,744,678)	(4,898,831)
	130.00	(4,022,921)	(4,177,074)	(4,331,227)	(4,485,381)	(4,639,534)	(4,793,687)	(4,947,840)
	140.00	(4,071,930)	(4,226,083)	(4,380,236)	(4,534,390)	(4,688,543)	(4,842,696)	(4,996,849)
	150.00	(4,120,939)	(4,275,092)	(4,429,245)	(4,583,399)	(4,737,552)	(4,891,705)	(5,045,858)
	160.00	(4,169,948)	(4,324,101)	(4,478,254)	(4,632,408)	(4,786,561)	(4,940,714)	(5,094,867)
	170.00	(4,218,957)	(4,373,110)	(4,527,263)	(4,681,417)	(4,835,570)	(4,989,723)	(5,143,876)
	180.00	(4,267,966)	(4,422,119)	(4,576,272)	(4,730,426)	(4,884,579)	(5,038,732)	(5,192,885)
	190.00	(4,316,975)	(4,471,128)	(4,625,281)	(4,779,435)	(4,933,588)	(5,087,741)	(5,241,894)
	200.00	(4,365,984)	(4,520,137)	(4,674,290)	(4,828,444)	(4,982,597)	(5,136,750)	(5,290,903)
	210.00	(4,414,993)	(4,569,146)	(4,723,299)	(4,877,453)	(5,031,606)	(5,185,759)	(5,339,912)
	220.00	(4,464,002)	(4,618,155)	(4,772,308)	(4,926,462)	(5,080,615)	(5,234,768)	(5,388,921)
	230.00	(4,513,011)	(4,667,164)	(4,821,317)	(4,975,471)	(5,129,624)	(5,283,777)	(5,437,930)
	240.00	(4,562,020)	(4,716,173)	(4,870,326)	(5,024,480)	(5,178,633)	(5,332,786)	(5,486,939)
	250.00	(4,611,029)	(4,765,182)	(4,919,335)	(5,073,489)	(5,227,642)	(5,381,795)	(5,535,948)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(3,771,187)	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	(3,471,187)	(3,496,187)	(3,521,187)	(3,546,187)	(3,571,187)	(3,596,187)	(3,621,187)
	10.00	(3,520,196)	(3,545,196)	(3,570,196)	(3,595,196)	(3,620,196)	(3,645,196)	(3,670,196)
CIL £psm	20.00	(3,569,205)	(3,594,205)	(3,619,205)	(3,644,205)	(3,669,205)	(3,694,205)	(3,719,205)
0.00	30.00	(3,618,214)	(3,643,214)	(3,668,214)	(3,693,214)	(3,718,214)	(3,743,214)	(3,768,214)
(recommended CIL)	40.00	(3,667,223)	(3,692,223)	(3,717,223)	(3,742,223)	(3,767,223)	(3,792,223)	(3,817,223)
(100)	50.00	(3,716,232)	(3,741,232)	(3,766,232)	(3,791,232)	(3,816,232)	(3,841,232)	(3,866,232)
	60.00	(3,765,241)	(3,790,241)	(3,815,241)	(3,840,241)	(3,865,241)	(3,890,241)	(3,915,241)
	70.00	(3,814,250)	(3,839,250)	(3,864,250)	(3,889,250)	(3,914,250)	(3,939,250)	(3,964,250)
	80.00	(3,863,259)	(3,888,259)	(3,913,259)	(3,938,259)	(3,963,259)	(3,988,259)	(4,013,259)
	90.00	(3,912,268)	(3,937,268)	(3,962,268)	(3,987,268)	(4,012,268)	(4,037,268)	(4,062,268)
	100.00	(3,961,277)	(3,986,277)	(4,011,277)	(4,036,277)	(4,061,277)	(4,086,277)	(4,111,277)
	110.00	(4,010,286)	(4,035,286)	(4,060,286)	(4,085,286)	(4,110,286)	(4,135,286)	(4,160,286)
	120.00	(4,059,295)	(4,084,295)	(4,109,295)	(4,134,295)	(4,159,295)	(4,184,295)	(4,209,295)
	130.00	(4,108,304)	(4,133,304)	(4,158,304)	(4,183,304)	(4,208,304)	(4,233,304)	(4,258,304)
	140.00	(4,157,313)	(4,182,313)	(4,207,313)	(4,232,313)	(4,257,313)	(4,282,313)	(4,307,313)
	150.00	(4,206,322)	(4,231,322)	(4,256,322)	(4,281,322)	(4,306,322)	(4,331,322)	(4,356,322)
	160.00	(4,255,331)	(4,280,331)	(4,305,331)	(4,330,331)	(4,355,331)	(4,380,331)	(4,405,331)
	170.00	(4,304,340)	(4,329,340)	(4,354,340)	(4,379,340)	(4,404,340)	(4,429,340)	(4,454,340)
	180.00	(4,353,349)	(4,378,349)	(4,403,349)	(4,428,349)	(4,453,349)	(4,478,349)	(4,503,349)
	190.00	(4,402,358)	(4,427,358)	(4,452,358)	(4,477,358)	(4,502,358)	(4,527,358)	(4,552,358)
	200.00	(4,451,367)	(4,476,367)	(4,501,367)	(4,526,367)	(4,551,367)	(4,576,367)	(4,601,367)
	210.00	(4,500,376)	(4,525,376)	(4,550,376)	(4,575,376)	(4,600,376)	(4,625,376)	(4,650,376)
	220.00	(4,549,385)	(4,574,385)	(4,599,385)	(4,624,385)	(4,649,385)	(4,674,385)	(4,699,385)
	230.00	(4,598,394)	(4,623,394)	(4,648,394)	(4,673,394)	(4,698,394)	(4,723,394)	(4,748,394)
	240.00	(4,647,403)	(4,672,403)	(4,697,403)	(4,722,403)	(4,747,403)	(4,772,403)	(4,797,403)
	250.00	(4,696,412)	(4,721,412)	(4,746,412)	(4,771,412)	(4,796,412)	(4,821,412)	(4,846,412)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats | No Units: 25
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(3,771,187)	Density (dph) (net) 30	35	155 40	45	50	55	60
	0.00	(1,104,007)	(1,210,694)	(1,317,381)	(1,424,068)	(1,530,756)	(1,637,443)	(1,744,130)
	10.00	(1,113,492)	(1,221,761)	(1,330,029)	(1,438,297)	(1,546,565)	(1,654,833)	(1,763,101)
CIL £psm	20.00	(1,122,978)	(1,232,827)	(1,342,676)	(1,452,525)	(1,562,374)	(1,672,223)	(1,782,073)
0.00	30.00	(1,132,464)	(1,243,894)	(1,355,324)	(1,466,754)	(1,578,184)	(1,689,614)	(1,801,044)
(recommended CIL)	40.00	(1,141,949)	(1,254,960)	(1,367,971)	(1,480,982)	(1,593,993)	(1,707,004)	(1,820,015)
(100)	50.00	(1,151,435)	(1,266,027)	(1,380,619)	(1,495,211)	(1,609,802)	(1,724,394)	(1,838,986)
	60.00	(1,160,921)	(1,277,093)	(1,393,266)	(1,509,439)	(1,625,612)	(1,741,785)	(1,857,957)
	70.00	(1,170,406)	(1,288,160)	(1,405,914)	(1,523,667)	(1,641,421)	(1,759,175)	(1,876,929)
	80.00	(1,179,892)	(1,299,226)	(1,418,561)	(1,537,896)	(1,657,231)	(1,776,565)	(1,895,900)
	90.00	(1,189,377)	(1,310,293)	(1,431,209)	(1,552,124)	(1,673,040)	(1,793,956)	(1,914,871)
	100.00	(1,198,863)	(1,321,360)	(1,443,856)	(1,566,353)	(1,688,849)	(1,811,346)	(1,933,842)
	110.00	(1,208,349)	(1,332,426)	(1,456,504)	(1,580,581)	(1,704,659)	(1,828,736)	(1,952,814)
	120.00	(1,217,834)	(1,343,493)	(1,469,151)	(1,594,810)	(1,720,468)	(1,846,126)	(1,971,785)
	130.00	(1,227,320)	(1,354,559)	(1,481,799)	(1,609,038)	(1,736,277)	(1,863,517)	(1,990,756)
	140.00	(1,236,805)	(1,365,626)	(1,494,446)	(1,623,266)	(1,752,087)	(1,880,907)	(2,009,727)
	150.00	(1,246,291)	(1,376,692)	(1,507,094)	(1,637,495)	(1,767,896)	(1,898,297)	(2,028,699)
	160.00	(1,255,777)	(1,387,759)	(1,519,741)	(1,651,723)	(1,783,705)	(1,915,688)	(2,047,670)
	170.00	(1,265,262)	(1,398,825)	(1,532,389)	(1,665,952)	(1,799,515)	(1,933,078)	(2,066,641)
	180.00	(1,274,748)	(1,409,892)	(1,545,036)	(1,680,180)	(1,815,324)	(1,950,468)	(2,085,612)
	190.00	(1,284,234)	(1,420,959)	(1,557,684)	(1,694,408)	(1,831,133)	(1,967,858)	(2,104,583)
	200.00	(1,293,719)	(1,432,025)	(1,570,331)	(1,708,637)	(1,846,943)	(1,985,249)	(2,123,555)
	210.00	(1,303,205)	(1,443,092)	(1,582,978)	(1,722,865)	(1,862,752)	(2,002,639)	(2,142,526)
	220.00	(1,312,690)	(1,454,158)	(1,595,626)	(1,737,094)	(1,878,562)	(2,020,029)	(2,161,497)
	230.00	(1,322,176)	(1,465,225)	(1,608,273)	(1,751,322)	(1,894,371)	(2,037,420)	(2,180,468)
	240.00	(1,331,662)	(1,476,291)	(1,620,921)	(1,765,551)	(1,910,180)	(2,054,810)	(2,199,440)
	250.00	(1,341,147)	(1,487,358)	(1,633,568)	(1,779,779)	(1,925,990)	(2,072,200)	(2,218,411)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(3,771,187)	Build cost 100% 70%	80%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 90%	100%	105%	110%	115%
	0.00	683,445	(693,264)	(2,224,047)	(3,771,187)	(4,552,961)	(5,334,736)	(6,116,511)
	10.00	642,549	(741,105)	(2,272,178)	(3,820,196)	(4,601,970)	(5,383,745)	(6,165,520)
CIL £psm	20.00	601,652	(788,947)	(2,320,309)	(3,869,205)	(4,650,979)	(5,432,754)	(6,214,529)
0.00	30.00	560,755	(836,789)	(2,368,440)	(3,918,214)	(4,699,988)	(5,481,763)	(6,263,538)
(recommended CIL)	40.00	519,859	(884,630)	(2,416,571)	(3,967,223)	(4,748,997)	(5,530,772)	(6,312,547)
(100)	50.00	478,962	(932,472)	(2,464,702)	(4,016,232)	(4,798,006)	(5,579,781)	(6,361,556)
	60.00	438,066	(980,314)	(2,512,833)	(4,065,241)	(4,847,015)	(5,628,790)	(6,410,565)
	70.00	397,169	(1,028,155)	(2,560,964)	(4,114,250)	(4,896,024)	(5,677,799)	(6,459,574)
	80.00	356,272	(1,075,997)	(2,609,094)	(4,163,259)	(4,945,033)	(5,726,808)	(6,508,583)
	90.00	315,376	(1,123,839)	(2,657,225)	(4,212,268)	(4,994,042)	(5,775,817)	(6,557,592)
	100.00	274,479	(1,171,680)	(2,705,356)	(4,261,277)	(5,043,051)	(5,824,826)	(6,606,601)
	110.00	233,582	(1,219,522)	(2,753,487)	(4,310,286)	(5,092,060)	(5,873,835)	(6,655,610)
	120.00	192,686	(1,267,364)	(2,801,618)	(4,359,295)	(5,141,069)	(5,922,844)	(6,704,619)
	130.00	151,300	(1,315,205)	(2,849,749)	(4,408,304)	(5,190,078)	(5,971,853)	(6,753,628)
	140.00	108,829	(1,363,047)	(2,897,880)	(4,457,313)	(5,239,088)	(6,020,862)	(6,802,637)
	150.00	66,250	(1,410,889)	(2,946,011)	(4,506,322)	(5,288,097)	(6,069,871)	(6,851,646)
	160.00	23,671	(1,458,730)	(2,994,141)	(4,555,331)	(5,337,106)	(6,118,880)	(6,900,655)
	170.00	(18,908)	(1,506,738)	(3,042,272)	(4,604,340)	(5,386,115)	(6,167,889)	(6,949,664)
	180.00	(61,577)	(1,554,869)	(3,090,403)	(4,653,349)	(5,435,124)	(6,216,898)	(6,998,673)
	190.00	(105,113)	(1,603,000)	(3,138,872)	(4,702,358)	(5,484,133)	(6,265,907)	(7,047,682)
	200.00	(148,649)	(1,651,131)	(3,187,818)	(4,751,367)	(5,533,142)	(6,314,916)	(7,096,691)
	210.00	(192,185)	(1,699,262)	(3,236,827)	(4,800,376)	(5,582,151)	(6,363,925)	(7,145,700)
	220.00	(235,720)	(1,747,393)	(3,285,836)	(4,849,385)	(5,631,160)	(6,412,934)	(7,194,709)
	230.00	(279,256)	(1,795,524)	(3,334,845)	(4,898,394)	(5,680,169)	(6,461,943)	(7,243,718)
	240.00	(322,792)	(1,843,655)	(3,383,854)	(4,947,403)	(5,729,178)	(6,510,952)	(7,292,727)
	250.00	(366,328)	(1,891,785)	(3,432,863)	(4,996,412)	(5,778,187)	(6,559,961)	(7,341,736)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats — No Units: 25
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(3,771,187)	90%	95%	100%	105%	110%	115%	120%
	0.00	(5,069,654)	(4,420,421)	(3,771,187)	(3,124,420)	(2,489,259)	(1,854,098)	(1,221,797)
	10.00	(5,118,663)	(4,469,430)	(3,820,196)	(3,172,551)	(2,537,390)	(1,902,229)	(1,269,638)
CIL £psm	20.00	(5,167,672)	(4,518,439)	(3,869,205)	(3,220,682)	(2,585,521)	(1,950,360)	(1,317,480)
0.00	30.00	(5,216,681)	(4,567,448)	(3,918,214)	(3,269,087)	(2,633,652)	(1,998,491)	(1,365,322)
(recommended CIL)	40.00	(5,265,690)	(4,616,457)	(3,967,223)	(3,317,989)	(2,681,783)	(2,046,622)	(1,413,163)
(100)	50.00	(5,314,699)	(4,665,466)	(4,016,232)	(3,366,998)	(2,729,914)	(2,094,752)	(1,461,005)
	60.00	(5,363,708)	(4,714,475)	(4,065,241)	(3,416,007)	(2,778,044)	(2,142,883)	(1,508,847)
	70.00	(5,412,717)	(4,763,484)	(4,114,250)	(3,465,016)	(2,826,175)	(2,191,014)	(1,556,688)
	80.00	(5,461,726)	(4,812,493)	(4,163,259)	(3,514,025)	(2,874,306)	(2,239,145)	(1,604,530)
	90.00	(5,510,735)	(4,861,502)	(4,212,268)	(3,563,034)	(2,922,437)	(2,287,276)	(1,652,372)
	100.00	(5,559,744)	(4,910,511)	(4,261,277)	(3,612,043)	(2,970,568)	(2,335,407)	(1,700,246)
	110.00	(5,608,753)	(4,959,520)	(4,310,286)	(3,661,052)	(3,018,699)	(2,383,538)	(1,748,377)
	120.00	(5,657,762)	(5,008,529)	(4,359,295)	(3,710,061)	(3,066,830)	(2,431,669)	(1,796,507)
	130.00	(5,706,772)	(5,057,538)	(4,408,304)	(3,759,070)	(3,114,961)	(2,479,799)	(1,844,638)
	140.00	(5,755,781)	(5,106,547)	(4,457,313)	(3,808,079)	(3,163,091)	(2,527,930)	(1,892,769)
	150.00	(5,804,790)	(5,155,556)	(4,506,322)	(3,857,088)	(3,211,222)	(2,576,061)	(1,940,900)
	160.00	(5,853,799)	(5,204,565)	(4,555,331)	(3,906,097)	(3,259,353)	(2,624,192)	(1,989,031)
	170.00	(5,902,808)	(5,253,574)	(4,604,340)	(3,955,106)	(3,307,484)	(2,672,323)	(2,037,162)
	180.00	(5,951,817)	(5,302,583)	(4,653,349)	(4,004,115)	(3,355,615)	(2,720,454)	(2,085,293)
	190.00	(6,000,826)	(5,351,592)	(4,702,358)	(4,053,124)	(3,404,013)	(2,768,585)	(2,133,424)
	200.00	(6,049,835)	(5,400,601)	(4,751,367)	(4,102,133)	(3,452,899)	(2,816,716)	(2,181,555)
	210.00	(6,098,844)	(5,449,610)	(4,800,376)	(4,151,142)	(3,501,908)	(2,864,847)	(2,229,685)
	220.00	(6,147,853)	(5,498,619)	(4,849,385)	(4,200,151)	(3,550,917)	(2,912,977)	(2,277,816)
	230.00	(6,196,862)	(5,547,628)	(4,898,394)	(4,249,160)	(3,599,926)	(2,961,108)	(2,325,947)
	240.00	(6,245,871)	(5,596,637)	(4,947,403)	(4,298,169)	(3,648,935)	(3,009,239)	(2,374,078)
	250.00	(6,294,880)	(5,645,646)	(4,996,412)	(4,347,178)	(3,697,944)	(3,057,370)	(2,422,209)

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(3,771,187)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(3,771,187)	(3,078,988)	(2,398,395)	(1,717,802)	(1,039,864)	(366,658)	2,546,309
	10.00	(3,820,196)	(3,127,318)	(2,446,526)	(1,765,933)	(1,087,706)	(411,203)	2,505,658
CIL £psm	20.00	(3,869,205)	(3,176,195)	(2,494,657)	(1,814,064)	(1,135,548)	(459,044)	2,465,007
0.00	30.00	(3,918,214)	(3,225,204)	(2,542,788)	(1,862,195)	(1,183,389)	(506,886)	2,424,356
(recommended CIL)	40.00	(3,967,223)	(3,274,213)	(2,590,919)	(1,910,326)	(1,231,231)	(554,728)	2,383,705
(100)	50.00	(4,016,232)	(3,323,222)	(2,639,050)	(1,958,457)	(1,279,073)	(602,569)	2,343,054
	60.00	(4,065,241)	(3,372,231)	(2,687,181)	(2,006,588)	(1,326,914)	(650,411)	2,302,403
	70.00	(4,114,250)	(3,421,240)	(2,735,312)	(2,054,719)	(1,374,756)	(698,253)	2,261,752
	80.00	(4,163,259)	(3,470,249)	(2,783,442)	(2,102,849)	(1,422,598)	(746,094)	2,221,102
	90.00	(4,212,268)	(3,519,258)	(2,831,573)	(2,150,980)	(1,470,440)	(793,936)	2,180,451
	100.00	(4,261,277)	(3,568,267)	(2,879,704)	(2,199,111)	(1,518,518)	(841,778)	2,139,800
	110.00	(4,310,286)	(3,617,276)	(2,927,835)	(2,247,242)	(1,566,649)	(889,619)	2,099,149
	120.00	(4,359,295)	(3,666,285)	(2,975,966)	(2,295,373)	(1,614,780)	(937,461)	2,058,498
	130.00	(4,408,304)	(3,715,294)	(3,024,097)	(2,343,504)	(1,662,911)	(985,303)	2,017,847
	140.00	(4,457,313)	(3,764,303)	(3,072,228)	(2,391,635)	(1,711,042)	(1,033,144)	1,977,196
	150.00	(4,506,322)	(3,813,312)	(3,120,495)	(2,439,766)	(1,759,173)	(1,080,986)	1,936,545
	160.00	(4,555,331)	(3,862,321)	(3,169,311)	(2,487,896)	(1,807,304)	(1,128,828)	1,895,894
	170.00	(4,604,340)	(3,911,330)	(3,218,320)	(2,536,027)	(1,855,434)	(1,176,669)	1,855,243
	180.00	(4,653,349)	(3,960,339)	(3,267,329)	(2,584,158)	(1,903,565)	(1,224,511)	1,814,593
	190.00	(4,702,358)	(4,009,348)	(3,316,338)	(2,632,289)	(1,951,696)	(1,272,353)	1,773,942
	200.00	(4,751,367)	(4,058,357)	(3,365,347)	(2,680,420)	(1,999,827)	(1,320,194)	1,733,291
	210.00	(4,800,376)	(4,107,366)	(3,414,356)	(2,728,551)	(2,047,958)	(1,368,036)	1,692,640
	220.00	(4,849,385)	(4,156,375)	(3,463,365)	(2,776,682)	(2,096,089)	(1,415,878)	1,651,989
	230.00	(4,898,394)	(4,205,384)	(3,512,374)	(2,824,813)	(2,144,220)	(1,463,720)	1,611,338
	240.00	(4,947,403)	(4,254,393)	(3,561,383)	(2,872,944)	(2,192,351)	(1,511,758)	1,570,687
	250.00	(4,996,412)	(4,303,402)	(3,610,392)	(2,921,074)	(2,240,481)	(1,559,888)	1,529,790

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**DD**	
Scheme Typology:	Flats	
No Units:	25	
Location / Value Zone:	High	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	6,143,750	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	16.77%	
Developers Profit Total (£)	1,075,156	
Land Value KPI's		
RLV (£/acre (net))	(3,371,187)	
RLV (£/ha (net))	(8,330,203)	
RLV (% of GDV)	-21.87%	
RLV Total (£)	(1,343,581)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	159,419	
Surplus/Deficit (£/acre) [RLV-BLV]	(3,771,187)	
Surplus/Deficit (£/ha)	(9,318,603)	
Surplus/Deficit Total (£)	(1,503,000)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	398,147	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	15,926	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	EE			(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	30	
Site Typology:	Location / Value Zone: High	Greenfield/Brownfield:	Brownfield	
Notes/Comments:				

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			30	Units	
AH Policy requirement (% Target)			0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%		
AH tenure split %	Affordable Rent:			35.0%	
	Social Rent:			35.0%	70.0% % Rented
	First Homes:				
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	5.1	17.5%	0.0	17%	5.1
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	9.9	30.0%	0.0	33%	9.9
4 bed House (with garage)	15.0%	4.5	5.0%	0.0	15%	4.5
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	5.4	30.0%	0.0	18%	5.4
2 bed Flat	17.0%	5.1	17.5%	0.0	17%	5.1
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	30.0	100.0%	0.0	100%	30.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	383	4,117	0	0	383	4,117
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	1,049	11,296	0	0	1,049	11,296
4 bed House (with garage)	626	6,733	0	0	626	6,733
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	318	3,419	0	0	318	3,419
2 bed Flat	390	4,198	0	0	390	4,198
3 bed Flat	0	0	0	0	0	0
	2,765	29,763	0	0	2,765	29,763
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	1,721,250
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	3,687,750
4 bed House (with garage)	450,000	3,913	364	3,237	301	2,025,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	1,134,000
2 bed Flat	265,000	4,077	379	3,465	322	1,351,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						9,919,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**30**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	5.1	@	337,500		1,721,250
3 bed House	0.0	@	0		-
3 bed House (with garage)	9.9	@	372,500		3,687,750
4 bed House (with garage)	4.5	@	450,000		2,025,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	5.4	@	210,000		1,134,000
2 bed Flat	5.1	@	265,000		1,351,500
3 bed Flat	0.0	@	0		-
	30.0				9,919,500
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**30**				**9,919,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	30	units @	0	per unit	-
Total GDV					**9,919,500**

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**30**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	19,050	£		(19,050)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	76,200	£		(76,200)
Building Safety Levy				2,765	sqm	15.11	£ psm			(41,780)
CIL (Mrkt only inc. garages)	Max			2,765	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				30	units @	0	per unit			-
	Sub-total								-	
S106 analysis:		-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				2,765	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.63	ha @	123,500	£ per ha (if brownfield)			(78,214)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			30	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				383	sqm @	2,107	psm			(805,928)
3 bed House				-	sqm @	2,107	psm			-
3 bed House (EXC. garage)				891	sqm @	2,107	psm			(1,877,337)
4 bed House (EXC. garage)				518	sqm @	2,107	psm			(1,090,373)
5 bed House (EXC. garage)				-	sqm @	2,107	psm			-
1 bed Flat				318	sqm @	2,522	psm			(801,106)
2 bed Flat				390	sqm @	2,522	psm			(983,580)
3 bed Flat				-	sqm @	2,522	psm			-
Garages for 3B House		9.9	16.0	158	sqm @	600	psm			(95,040)
Garages for 4B House		4.5	24.0	108	sqm @	600	psm			(64,800)
Garages for 5B House		-	-	0	sqm @	600	psm			-
Total GIA check:				2,765	£ per garage	£0				
External works				5,718,163	@	10.0%				(571,816)
Ext. Works analysis:						19,061	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				30	units @	400	£ per unit			(12,000)
M4(2) Category 2 Housing	Aff units		- units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		30 units @		100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units		- units @		10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units		30 units @		10%	@	0	£ per unit		-
Part L/FHS			30 units @				4,350	£ per unit		(130,500)
Part L/FHS analysis:						2.3%	% of BCIS costs			
Net Zero for Housing			2,057 sqm				0	£ psm		-
Net Zero for Flats			708 sqm				0	£ psm		-
Water Efficiency			30 units @				0	£ per unit		-
Urban Greening Factor	10.5		flats @ 6		per floor = GIA	404	0	£ per unit		-
	Sub-total								(142,500)	
Policy Costs analysis:	(design costs only)					4,750	£ per unit (total units)			
						2.5%	% of BCIS costs			
Contingency (on construction)				6,510,693	@	5.0%				(325,535)

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Scheme Typology:	**Houses and Flats**	No Units:	**30**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

Professional Fees			6,510,693	@	10.0%			(651,069)
Disposal Costs -								
OMS Marketing and Promotion			9,919,500	OMS @	1.00%	3,307	£ per unit	(99,195)
Residential Sales Agent Costs			9,919,500	OMS @	1.00%	3,307	£ per unit	(99,195)
Residential Sales Legal Costs			9,919,500	OMS @	0.50%	1,653	£ per unit	(49,598)
Affordable Sale Legal Costs							lump sum	-
Empty Property Costs (SC, Council Tax proxy)		30	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:						8,266	£ per unit (exc. EPC)	
Interest (on Development Costs) -			7.50%	APR	0.604%	pcm		(468,364)
Developers Profit -								
Profit on OMS			9,919,500		17.50%			(1,735,913)
Margin on AH			0		6.00%	on AH values		-
Profit analysis:			9,919,500		17.50%	blended GDV	(1,735,913)	
			8,340,678		20.81%	on costs	(1,735,913)	
TOTAL COSTS								**(10,076,591)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(157,091)
SDLT			-	@	HMRC formula		-
Acquisition Agent fees			-	@	1.0%		-
Acquisition Legal fees			-	@	0.5%		-
Interest on Land			-	@	7.50%		-
Residual Land Value							**(157,091)**
RLV analysis:	(5,236)	£ per plot	(248,046)	£ per ha (net)	(100,383)	£ per acre (net)	
			(235,644)	£ per ha (gross)	(95,364)	£ per acre (gross)	
					-1.58%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)							
Residential Density			47.4	dph (net)			
Site Area (net)			0.63	ha (net)	1.56	acres (net)	
Net to Gross ratio			95%				
Site Area (gross)			0.67	ha (gross)	1.65	acres (gross)	
Density analysis:			4,366	sqm/ha (net)	19,019	sqft/ac (net)	
			45	dph (gross)			
Benchmark Land Value (net)	21,964	£ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)	**658,911**
BLV analysis:			1,040,421	£ per ha (net)	421,053	£ per acre (net)	

BALANCE					
Surplus/(Deficit)	**(1,288,467)**	£ per ha (net)	**(521,436)**	£ per acre (net)	**(816,002)**

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Houses and Flats — No Units: 30
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n)) -	521,436	0%	5%	10%	15%	20%	25%	30%
	0.00	(521,436)	(581,445)	(641,455)	(701,464)	(761,474)	(821,598)	(882,046)
	10.00	(540,606)	(599,657)	(658,709)	(717,760)	(776,811)	(836,063)	(895,546)
Max CIL £ psm	20.00	(559,777)	(617,870)	(675,962)	(734,055)	(792,147)	(850,528)	(909,047)
0.00	30.00	(578,948)	(636,082)	(693,216)	(750,350)	(807,484)	(864,993)	(922,548)
(recommended CIL)	40.00	(598,119)	(654,294)	(710,470)	(766,645)	(822,868)	(879,458)	(936,048)
(100)	50.00	(617,290)	(672,506)	(727,723)	(782,940)	(838,297)	(893,923)	(949,549)
	60.00	(636,460)	(690,719)	(744,977)	(799,236)	(853,727)	(908,388)	(963,050)
	70.00	(655,631)	(708,931)	(762,231)	(815,531)	(869,156)	(922,853)	(976,550)
	80.00	(674,802)	(727,143)	(779,485)	(831,852)	(884,585)	(937,318)	(990,051)
	90.00	(693,973)	(745,356)	(796,738)	(848,246)	(900,015)	(951,783)	(1,003,552)
	100.00	(713,144)	(763,568)	(813,992)	(864,640)	(915,444)	(966,248)	(1,017,052)
	110.00	(732,314)	(781,780)	(831,246)	(881,033)	(930,873)	(980,713)	(1,030,553)
	120.00	(751,485)	(799,992)	(848,552)	(897,427)	(946,303)	(995,178)	(1,044,054)
	130.00	(770,656)	(818,205)	(865,910)	(913,821)	(961,732)	(1,009,643)	(1,057,555)
	140.00	(789,827)	(836,417)	(883,268)	(930,215)	(977,161)	(1,024,108)	(1,071,055)
	150.00	(808,998)	(854,643)	(900,626)	(946,608)	(992,591)	(1,038,573)	(1,084,556)
	160.00	(828,168)	(872,965)	(917,984)	(963,002)	(1,008,020)	(1,053,038)	(1,098,057)
	170.00	(847,339)	(891,288)	(935,342)	(979,396)	(1,023,449)	(1,067,503)	(1,111,557)
	180.00	(866,521)	(909,610)	(952,700)	(995,789)	(1,038,879)	(1,081,968)	(1,125,058)
	190.00	(885,807)	(927,933)	(970,058)	(1,012,183)	(1,054,308)	(1,096,433)	(1,138,559)
	200.00	(905,094)	(946,255)	(987,416)	(1,028,577)	(1,069,738)	(1,110,898)	(1,152,059)
	210.00	(924,381)	(964,577)	(1,004,774)	(1,044,970)	(1,085,167)	(1,125,363)	(1,165,560)
	220.00	(943,667)	(982,900)	(1,022,132)	(1,061,364)	(1,100,596)	(1,139,828)	(1,179,061)
	230.00	(962,954)	(1,001,222)	(1,039,490)	(1,077,758)	(1,116,026)	(1,154,294)	(1,192,561)
	240.00	(982,241)	(1,019,544)	(1,056,848)	(1,094,151)	(1,131,455)	(1,168,759)	(1,206,062)
	250.00	(1,001,527)	(1,037,867)	(1,074,206)	(1,110,545)	(1,146,884)	(1,183,224)	(1,219,563)

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV £ per acre (n))	(521,436)	0%	25%	50%	75%	100%	125%	150%
	0.00	(521,436)	(521,436)	(521,436)	(521,436)	(521,436)	(521,436)	(521,436)
	10.00	(540,606)	(540,606)	(540,606)	(540,606)	(540,606)	(540,606)	(540,606)
CIL £psm	20.00	(559,777)	(559,777)	(559,777)	(559,777)	(559,777)	(559,777)	(559,777)
0.00	30.00	(578,948)	(578,948)	(578,948)	(578,948)	(578,948)	(578,948)	(578,948)
(recommended CIL)	40.00	(598,119)	(598,119)	(598,119)	(598,119)	(598,119)	(598,119)	(598,119)
(100)	50.00	(617,290)	(617,290)	(617,290)	(617,290)	(617,290)	(617,290)	(617,290)
	60.00	(636,460)	(636,460)	(636,460)	(636,460)	(636,460)	(636,460)	(636,460)
	70.00	(655,631)	(655,631)	(655,631)	(655,631)	(655,631)	(655,631)	(655,631)
	80.00	(674,802)	(674,802)	(674,802)	(674,802)	(674,802)	(674,802)	(674,802)
	90.00	(693,973)	(693,973)	(693,973)	(693,973)	(693,973)	(693,973)	(693,973)
	100.00	(713,144)	(713,144)	(713,144)	(713,144)	(713,144)	(713,144)	(713,144)
	110.00	(732,314)	(732,314)	(732,314)	(732,314)	(732,314)	(732,314)	(732,314)
	120.00	(751,485)	(751,485)	(751,485)	(751,485)	(751,485)	(751,485)	(751,485)
	130.00	(770,656)	(770,656)	(770,656)	(770,656)	(770,656)	(770,656)	(770,656)
	140.00	(789,827)	(789,827)	(789,827)	(789,827)	(789,827)	(789,827)	(789,827)
	150.00	(808,998)	(808,998)	(808,998)	(808,998)	(808,998)	(808,998)	(808,998)
	160.00	(828,168)	(828,168)	(828,168)	(828,168)	(828,168)	(828,168)	(828,168)
	170.00	(847,339)	(847,339)	(847,339)	(847,339)	(847,339)	(847,339)	(847,339)
	180.00	(866,521)	(866,521)	(866,521)	(866,521)	(866,521)	(866,521)	(866,521)
	190.00	(885,807)	(885,807)	(885,807)	(885,807)	(885,807)	(885,807)	(885,807)
	200.00	(905,094)	(905,094)	(905,094)	(905,094)	(905,094)	(905,094)	(905,094)
	210.00	(924,381)	(924,381)	(924,381)	(924,381)	(924,381)	(924,381)	(924,381)
	220.00	(943,667)	(943,667)	(943,667)	(943,667)	(943,667)	(943,667)	(943,667)
	230.00	(962,954)	(962,954)	(962,954)	(962,954)	(962,954)	(962,954)	(962,954)
	240.00	(982,241)	(982,241)	(982,241)	(982,241)	(982,241)	(982,241)	(982,241)
	250.00	(1,001,527)	(1,001,527)	(1,001,527)	(1,001,527)	(1,001,527)	(1,001,527)	(1,001,527)

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Scheme Typology: Houses and Flats — No Units: 30
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

		Profit	18%					
Balance (RLV - BLV £ per acre (n))	(521,436)	15%	16%	17%	18%	19%	20%	21%
	0.00	(368,196)	(426,355)	(489,742)	(553,129)	(616,516)	(679,903)	(743,289)
	10.00	(385,641)	(445,526)	(508,913)	(572,300)	(635,687)	(699,073)	(762,460)
CIL £psm	20.00	(403,087)	(464,697)	(528,084)	(591,471)	(654,857)	(718,244)	(781,631)
0.00	30.00	(420,532)	(483,868)	(547,255)	(610,641)	(674,028)	(737,415)	(800,802)
(recommended CIL)	40.00	(439,652)	(503,038)	(566,425)	(629,812)	(693,199)	(756,586)	(819,973)
(100)	50.00	(458,822)	(522,209)	(585,596)	(648,983)	(712,370)	(775,757)	(839,144)
	60.00	(477,993)	(541,380)	(604,767)	(668,154)	(731,541)	(794,927)	(858,314)
	70.00	(497,164)	(560,551)	(623,938)	(687,325)	(750,711)	(814,098)	(877,485)
	80.00	(516,335)	(579,722)	(643,109)	(706,495)	(769,882)	(833,269)	(896,656)
	90.00	(535,506)	(598,893)	(662,279)	(725,666)	(789,053)	(852,440)	(915,827)
	100.00	(554,676)	(618,063)	(681,450)	(744,837)	(808,224)	(871,611)	(934,998)
	110.00	(573,847)	(637,234)	(700,621)	(764,008)	(827,395)	(890,782)	(954,168)
	120.00	(593,018)	(656,405)	(719,792)	(783,179)	(846,565)	(909,952)	(973,339)
	130.00	(612,189)	(675,576)	(738,963)	(802,349)	(865,736)	(929,123)	(992,510)
	140.00	(631,360)	(694,747)	(758,133)	(821,520)	(884,907)	(948,294)	(1,011,681)
	150.00	(650,531)	(713,917)	(777,304)	(840,691)	(904,078)	(967,465)	(1,030,852)
	160.00	(669,701)	(733,088)	(796,475)	(859,862)	(923,249)	(986,636)	(1,050,022)
	170.00	(688,872)	(752,259)	(815,646)	(879,033)	(942,420)	(1,005,806)	(1,069,193)
	180.00	(708,054)	(771,440)	(834,827)	(898,214)	(961,601)	(1,024,988)	(1,088,375)
	190.00	(727,340)	(790,727)	(854,114)	(917,501)	(980,888)	(1,044,274)	(1,107,661)
	200.00	(746,627)	(810,014)	(873,401)	(936,787)	(1,000,174)	(1,063,561)	(1,126,948)
	210.00	(765,914)	(829,300)	(892,687)	(956,074)	(1,019,461)	(1,082,848)	(1,146,235)
	220.00	(785,200)	(848,587)	(911,974)	(975,361)	(1,038,748)	(1,102,135)	(1,165,521)
	230.00	(804,487)	(867,874)	(931,261)	(994,648)	(1,058,034)	(1,121,421)	(1,184,808)
	240.00	(823,774)	(887,161)	(950,547)	(1,013,934)	(1,077,321)	(1,140,708)	(1,204,095)
	250.00	(843,060)	(906,447)	(969,834)	(1,033,221)	(1,096,608)	(1,159,995)	(1,223,381)

TABLE 4

		BLV (£ per acre (n))		400,000				
Balance (RLV - BLV £ per acre (n))	(521,436)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(205,646)	(231,962)	(258,278)	(284,593)	(310,909)	(337,225)	(363,541)
	10.00	(224,817)	(251,133)	(277,448)	(303,764)	(330,080)	(356,396)	(382,712)
CIL £psm	20.00	(243,988)	(270,303)	(296,619)	(322,935)	(349,251)	(375,567)	(401,882)
0.00	30.00	(263,158)	(289,474)	(315,790)	(342,106)	(368,422)	(394,737)	(421,053)
(recommended CIL)	40.00	(282,329)	(308,645)	(334,961)	(361,277)	(387,592)	(413,908)	(440,224)
(100)	50.00	(301,500)	(327,816)	(354,132)	(380,447)	(406,763)	(433,079)	(459,395)
	60.00	(320,671)	(346,987)	(373,302)	(399,618)	(425,934)	(452,250)	(478,566)
	70.00	(339,842)	(366,157)	(392,473)	(418,789)	(445,105)	(471,421)	(497,736)
	80.00	(359,013)	(385,328)	(411,644)	(437,960)	(464,276)	(490,591)	(516,907)
	90.00	(378,183)	(404,499)	(430,815)	(457,131)	(483,446)	(509,762)	(536,078)
	100.00	(397,354)	(423,670)	(449,986)	(476,301)	(502,617)	(528,933)	(555,249)
	110.00	(416,525)	(442,841)	(469,157)	(495,472)	(521,788)	(548,104)	(574,420)
	120.00	(435,696)	(462,012)	(488,327)	(514,643)	(540,959)	(567,275)	(593,590)
	130.00	(454,867)	(481,182)	(507,498)	(533,814)	(560,130)	(586,445)	(612,761)
	140.00	(474,037)	(500,353)	(526,669)	(552,985)	(579,301)	(605,616)	(631,932)
	150.00	(493,208)	(519,524)	(545,840)	(572,156)	(598,471)	(624,787)	(651,103)
	160.00	(512,379)	(538,695)	(565,011)	(591,326)	(617,642)	(643,958)	(670,274)
	170.00	(531,550)	(557,866)	(584,181)	(610,497)	(636,813)	(663,129)	(689,445)
	180.00	(550,731)	(577,047)	(603,363)	(629,679)	(655,994)	(682,310)	(708,626)
	190.00	(570,018)	(596,334)	(622,649)	(648,965)	(675,281)	(701,597)	(727,913)
	200.00	(589,305)	(615,620)	(641,936)	(668,252)	(694,568)	(720,883)	(747,199)
	210.00	(608,591)	(634,907)	(661,223)	(687,539)	(713,854)	(740,170)	(766,486)
	220.00	(627,878)	(654,194)	(680,510)	(706,825)	(733,141)	(759,457)	(785,773)
	230.00	(647,165)	(673,480)	(699,796)	(726,112)	(752,428)	(778,744)	(805,059)
	240.00	(666,451)	(692,767)	(719,083)	(745,399)	(771,714)	(798,030)	(824,346)
	250.00	(685,738)	(712,054)	(738,370)	(764,685)	(791,001)	(817,317)	(843,633)

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Scheme Typology: Houses and Flats — No Units: 30
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(521,436)	Density (dph) (net) 30	35	47 40	45	50	55	60
	0.00	(507,494)	(511,507)	(515,520)	(519,533)	(523,546)	(527,560)	(531,573)
	10.00	(519,635)	(525,672)	(531,708)	(537,745)	(543,782)	(549,818)	(555,855)
CIL £psm	20.00	(531,776)	(539,836)	(547,896)	(555,957)	(564,017)	(572,077)	(580,137)
0.00	30.00	(543,917)	(554,001)	(564,085)	(574,168)	(584,252)	(594,336)	(604,419)
(recommended CIL)	40.00	(556,058)	(568,165)	(580,273)	(592,380)	(604,487)	(616,594)	(628,702)
(100)	50.00	(568,199)	(582,330)	(596,461)	(610,592)	(624,722)	(638,853)	(652,984)
	60.00	(580,340)	(596,495)	(612,649)	(628,803)	(644,958)	(661,112)	(677,266)
	70.00	(592,481)	(610,659)	(628,837)	(647,015)	(665,193)	(683,370)	(701,548)
	80.00	(604,623)	(624,824)	(645,025)	(665,227)	(685,428)	(705,629)	(725,831)
	90.00	(616,764)	(638,989)	(661,213)	(683,438)	(705,663)	(727,888)	(750,113)
	100.00	(628,905)	(653,153)	(677,402)	(701,650)	(725,898)	(750,147)	(774,395)
	110.00	(641,046)	(667,318)	(693,590)	(719,862)	(746,133)	(772,405)	(798,677)
	120.00	(653,187)	(681,482)	(709,778)	(738,073)	(766,369)	(794,664)	(822,959)
	130.00	(665,328)	(695,647)	(725,966)	(756,285)	(786,604)	(816,923)	(847,242)
	140.00	(677,469)	(709,812)	(742,154)	(774,497)	(806,839)	(839,181)	(871,524)
	150.00	(689,610)	(723,976)	(758,342)	(792,708)	(827,074)	(861,440)	(895,806)
	160.00	(701,751)	(738,141)	(774,530)	(810,920)	(847,309)	(883,699)	(920,088)
	170.00	(713,964)	(752,326)	(790,719)	(829,132)	(867,544)	(905,957)	(944,370)
	180.00	(726,179)	(766,576)	(806,974)	(847,372)	(887,780)	(928,216)	(968,653)
	190.00	(738,393)	(780,827)	(823,260)	(865,694)	(908,127)	(950,561)	(992,995)
	200.00	(750,608)	(795,077)	(839,546)	(884,016)	(928,485)	(972,954)	(1,017,424)
	210.00	(762,822)	(809,327)	(855,832)	(902,337)	(948,842)	(995,347)	(1,041,853)
	220.00	(775,037)	(823,577)	(872,118)	(920,659)	(969,200)	(1,017,741)	(1,066,282)
	230.00	(787,251)	(837,828)	(888,404)	(938,981)	(989,557)	(1,040,134)	(1,090,711)
	240.00	(799,466)	(852,078)	(904,690)	(957,303)	(1,009,915)	(1,062,527)	(1,115,140)
	250.00	(811,680)	(866,328)	(920,976)	(975,624)	(1,030,272)	(1,084,920)	(1,139,569)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(521,436)	Build cost 100% 70%	80%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 90%	100%	105%	110%	115%
	0.00	784,823	358,527	(70,186)	(521,436)	(772,194)	(1,023,908)	(1,276,182)
	10.00	768,534	342,139	(86,573)	(540,606)	(791,364)	(1,043,195)	(1,295,469)
CIL £psm	20.00	752,245	325,751	(102,961)	(559,777)	(810,535)	(1,062,481)	(1,314,755)
0.00	30.00	735,955	309,363	(119,349)	(578,948)	(829,706)	(1,081,768)	(1,334,042)
(recommended CIL)	40.00	719,666	292,975	(135,737)	(598,119)	(848,877)	(1,101,055)	(1,353,329)
(100)	50.00	703,376	276,588	(152,125)	(617,290)	(868,068)	(1,120,341)	(1,372,615)
	60.00	687,087	260,200	(168,513)	(636,460)	(887,354)	(1,139,628)	(1,391,902)
	70.00	670,798	243,812	(184,900)	(655,631)	(906,641)	(1,158,915)	(1,411,189)
	80.00	654,508	227,424	(201,288)	(674,802)	(925,928)	(1,178,201)	(1,430,475)
	90.00	638,219	211,036	(217,750)	(693,973)	(945,214)	(1,197,488)	(1,449,762)
	100.00	621,930	194,648	(234,237)	(713,144)	(964,501)	(1,216,775)	(1,469,049)
	110.00	605,640	178,261	(250,724)	(732,314)	(983,788)	(1,236,062)	(1,488,335)
	120.00	589,351	161,873	(267,211)	(751,485)	(1,003,074)	(1,255,348)	(1,507,622)
	130.00	573,062	145,485	(283,933)	(770,656)	(1,022,361)	(1,274,635)	(1,526,909)
	140.00	556,772	129,097	(300,995)	(789,827)	(1,041,648)	(1,293,922)	(1,546,323)
	150.00	540,483	112,709	(318,057)	(808,998)	(1,060,934)	(1,313,208)	(1,565,930)
	160.00	524,193	96,321	(335,148)	(828,168)	(1,080,221)	(1,332,495)	(1,585,569)
	170.00	507,904	79,934	(352,594)	(847,339)	(1,099,508)	(1,351,782)	(1,605,207)
	180.00	491,615	63,546	(370,039)	(866,521)	(1,118,795)	(1,371,068)	(1,624,846)
	190.00	475,325	47,158	(387,485)	(885,807)	(1,138,081)	(1,390,355)	(1,644,484)
	200.00	459,036	30,770	(404,930)	(905,094)	(1,157,368)	(1,409,642)	(1,664,123)
	210.00	442,747	14,382	(422,506)	(924,381)	(1,176,655)	(1,428,929)	(1,683,762)
	220.00	426,457	(2,006)	(441,677)	(943,667)	(1,195,941)	(1,448,215)	(1,703,400)
	230.00	410,168	(18,393)	(460,848)	(962,954)	(1,215,228)	(1,467,502)	(1,723,039)
	240.00	393,879	(34,781)	(480,019)	(982,241)	(1,234,515)	(1,486,789)	(1,742,677)
	250.00	377,543	(51,169)	(499,190)	(1,001,527)	(1,253,801)	(1,506,075)	(1,762,316)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Houses and Flats — No Units: 30
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(521,436)	90%	95%	100%	105%	110%	115%	120%
	0.00	(1,041,709)	(780,907)	(521,436)	(277,546)	(55,163)	166,705	388,573
	10.00	(1,060,996)	(800,078)	(540,606)	(294,608)	(71,550)	150,317	372,185
CIL £psm	20.00	(1,080,282)	(819,249)	(559,777)	(311,671)	(87,938)	133,930	355,797
0.00	30.00	(1,099,569)	(838,420)	(578,948)	(328,733)	(104,326)	117,542	339,409
(recommended CIL)	40.00	(1,118,856)	(857,681)	(598,119)	(346,063)	(120,714)	101,154	323,022
(100)	50.00	(1,138,142)	(876,968)	(617,290)	(363,509)	(137,102)	84,766	306,634
	60.00	(1,157,429)	(896,255)	(636,460)	(380,954)	(153,490)	68,378	290,246
	70.00	(1,176,716)	(915,541)	(655,631)	(398,400)	(169,877)	51,990	273,858
	80.00	(1,196,002)	(934,828)	(674,802)	(415,845)	(186,276)	35,603	257,470
	90.00	(1,215,289)	(954,115)	(693,973)	(434,501)	(202,763)	19,215	241,082
	100.00	(1,234,576)	(973,401)	(713,144)	(453,672)	(219,250)	2,827	224,695
	110.00	(1,253,863)	(992,688)	(732,314)	(472,843)	(235,737)	(13,561)	208,307
	120.00	(1,273,149)	(1,011,975)	(751,485)	(492,013)	(252,224)	(29,949)	191,919
	130.00	(1,292,436)	(1,031,262)	(770,656)	(511,184)	(268,710)	(46,337)	175,531
	140.00	(1,311,723)	(1,050,548)	(789,827)	(530,355)	(285,485)	(62,724)	159,143
	150.00	(1,331,009)	(1,069,835)	(808,998)	(549,526)	(302,547)	(79,112)	142,755
	160.00	(1,350,296)	(1,089,122)	(828,168)	(568,697)	(319,609)	(95,500)	126,368
	170.00	(1,369,583)	(1,108,408)	(847,339)	(587,867)	(336,735)	(111,888)	109,980
	180.00	(1,388,869)	(1,127,695)	(866,521)	(607,038)	(354,180)	(128,276)	93,592
	190.00	(1,408,156)	(1,146,982)	(885,807)	(626,209)	(371,626)	(144,664)	77,204
	200.00	(1,427,491)	(1,166,268)	(905,094)	(645,380)	(389,071)	(161,051)	60,816
	210.00	(1,447,054)	(1,185,555)	(924,381)	(664,551)	(406,517)	(177,460)	44,428
	220.00	(1,466,693)	(1,204,842)	(943,667)	(683,722)	(424,250)	(193,947)	28,041
	230.00	(1,486,331)	(1,224,128)	(962,954)	(702,892)	(443,421)	(210,434)	11,653
	240.00	(1,505,970)	(1,243,415)	(982,241)	(722,063)	(462,591)	(226,921)	(4,735)
	250.00	(1,525,608)	(1,262,702)	(1,001,527)	(741,234)	(481,762)	(243,407)	(21,123)

TABLE 8

Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(521,436)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(521,436)	(324,470)	(145,428)	31,307	208,042	384,778	1,261,419
	10.00	(540,606)	(341,706)	(161,816)	14,920	191,655	368,390	1,245,227
CIL £psm	20.00	(559,777)	(359,151)	(178,203)	(1,468)	175,267	352,002	1,229,036
0.00	30.00	(578,948)	(376,596)	(194,591)	(17,856)	158,879	335,614	1,212,845
(recommended CIL)	40.00	(598,119)	(394,042)	(211,013)	(34,244)	142,491	319,226	1,196,653
(100)	50.00	(617,290)	(411,487)	(227,500)	(50,632)	126,103	302,838	1,180,462
	60.00	(636,460)	(429,712)	(243,987)	(67,020)	109,716	286,451	1,164,270
	70.00	(655,631)	(448,883)	(260,474)	(83,407)	93,328	270,063	1,148,079
	80.00	(674,802)	(468,054)	(276,961)	(99,795)	76,940	253,675	1,131,887
	90.00	(693,973)	(487,225)	(294,023)	(116,183)	60,552	237,287	1,115,696
	100.00	(713,144)	(506,395)	(311,085)	(132,571)	44,164	220,899	1,099,504
	110.00	(732,314)	(525,566)	(328,147)	(148,959)	27,776	204,511	1,083,313
	120.00	(751,485)	(544,737)	(345,465)	(165,347)	11,389	188,124	1,067,121
	130.00	(770,656)	(563,908)	(362,910)	(181,734)	(4,999)	171,736	1,050,930
	140.00	(789,827)	(583,079)	(380,355)	(198,122)	(21,387)	155,348	1,034,738
	150.00	(808,998)	(602,249)	(397,801)	(214,565)	(37,775)	138,960	1,018,547
	160.00	(828,168)	(621,420)	(415,246)	(231,052)	(54,163)	122,572	1,002,355
	170.00	(847,339)	(640,591)	(433,843)	(247,539)	(70,551)	106,184	986,164
	180.00	(866,521)	(659,762)	(453,014)	(264,026)	(86,938)	89,797	969,937
	190.00	(885,807)	(678,933)	(472,184)	(280,637)	(103,326)	73,409	953,648
	200.00	(905,094)	(698,103)	(491,355)	(297,699)	(119,714)	57,021	937,359
	210.00	(924,381)	(717,274)	(510,526)	(314,761)	(136,102)	40,633	921,069
	220.00	(943,667)	(736,445)	(529,697)	(331,823)	(152,490)	24,245	904,780
	230.00	(962,954)	(755,616)	(548,868)	(349,223)	(168,878)	7,857	888,491
	240.00	(982,241)	(774,787)	(568,038)	(366,669)	(185,265)	(8,530)	872,201
	250.00	(1,001,527)	(793,957)	(587,209)	(384,114)	(201,653)	(24,918)	855,912

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**30**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**EE**	
Scheme Typology:	Houses and Flats	
No Units:	30	
Location / Value Zone:	High	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	9,919,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	20.81%	
Developers Profit Total (£)	1,735,913	
Land Value KPI's		
RLV (£/acre (net))	(100,383)	
RLV (£/ha (net))	(248,046)	
RLV (% of GDV)	-1.58%	
RLV Total (£)	(157,091)	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	658,911	
Surplus/Deficit (£/acre) [RLV-BLV]	(521,436)	
Surplus/Deficit (£/ha)	(1,288,467)	
Surplus/Deficit Total (£)	(816,002)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	468,364	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	15,612	Put into summary table for ease of checking. Don't print this row in the summary table

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	FF				(see Typologies Matrix)
Scheme Typology:	Flats		No Units:	150	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			150	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	First Homes:					
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	25.5	17.5%	0.0	17%	25.5
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	49.5	30.0%	0.0	33%	49.5
4 bed House (with garage)	15.0%	22.5	5.0%	0.0	15%	22.5
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	27.0	30.0%	0.0	18%	27.0
2 bed Flat	17.0%	25.5	17.5%	0.0	17%	25.5
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	150.0	100.0%	0.0	100%	150.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,913	20,586	0	0	1,913	20,586
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	5,247	56,478	0	0	5,247	56,478
4 bed House (with garage)	3,128	33,664	0	0	3,128	33,664
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,588	17,096	0	0	1,588	17,096
2 bed Flat	1,950	20,990	0	0	1,950	20,990
3 bed Flat	0	0	0	0	0	0
	13,825	148,814	0	0	13,825	148,814
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	8,606,250
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	18,438,750
4 bed House (with garage)	450,000	3,913	364	3,237	301	10,125,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	5,670,000
2 bed Flat	265,000	4,077	379	3,465	322	6,757,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						49,597,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats**		No Units:	**150**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	25.5	@	337,500		8,606,250
3 bed House	0.0	@	0		-
3 bed House (with garage)	49.5	@	372,500		18,438,750
4 bed House (with garage)	22.5	@	450,000		10,125,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	27.0	@	210,000		5,670,000
2 bed Flat	25.5	@	265,000		6,757,500
3 bed Flat	0.0	@	0		-
	150.0				49,597,500
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**150**				**49,597,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	150	units @	0	per unit	-
Total GDV					**49,597,500**

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats**	No Units:	**150**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	50,285	£		(50,285)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	150,855	£		(150,855)
Building Safety Levy				13,825	sqm	15.11	£ psm			(208,899)
CIL (Mrkt only inc. garages)	Max			13,825	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				150	units @	0	per unit			-
	Sub-total								-	
S106 analysis:		-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				13,825	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				2.83	ha @	123,500	£ per ha (if brownfield)			(349,924)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			150	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				1,913	sqm @	1,892	psm			(3,618,450)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				4,455	sqm @	1,892	psm			(8,428,860)
4 bed House (EXC. garage)				2,588	sqm @	1,892	psm			(4,895,550)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				1,588	sqm @	2,064	psm			(3,278,118)
2 bed Flat				1,950	sqm @	2,064	psm			(4,024,800)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House		49.5	16.0	792	sqm @	600	psm			(475,200)
Garages for 4B House		22.5	24.0	540	sqm @	600	psm			(324,000)
Garages for 5B House		-	-	0	sqm @	600	psm			-
Total GIA check:				13,825	£ per garage	£0				
External works				25,044,978	@	10.0%				(2,504,498)
Ext. Works analysis:						16,697	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				150	units @	400	£ per unit			(60,000)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		150	units @	100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units		150	units @	10%	@	0	£ per unit		-
Part L/FHS			150	units @			4,350	£ per unit		(652,500)
Part L/FHS analysis:						2.6%	% of BCIS costs			
Net Zero for Housing			10,287	sqm			0	£ psm		-
Net Zero for Flats			3,538	sqm			0	£ psm		-
Water Efficiency			150	units @			0	£ per unit		-
Urban Greening Factor	52.5		flats @	6	per floor = GIA	404	0	£ per unit		-
	Sub-total								(712,500)	
Policy Costs analysis:	(design costs only)					4,750	£ per unit (total units)			
						2.8%	% of BCIS costs			
Contingency (on construction)				28,611,900	@	5.0%				(1,430,595)

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Scheme Typology:	**Flats**		No Units:	**150**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		28,611,900	@	10.0%			(2,861,190)
Disposal Costs -							
OMS Marketing and Promotion		49,597,500	OMS @	1.00%	3,307	£ per unit	(495,975)
Residential Sales Agent Costs		49,597,500	OMS @	1.00%	3,307	£ per unit	(495,975)
Residential Sales Legal Costs		49,597,500	OMS @	0.50%	1,653	£ per unit	(247,988)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	150	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,266	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(3,772,540)
Developers Profit -							
Profit on OMS		49,597,500		17.50%			(8,679,563)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		49,597,500		17.50%	blended GDV	(8,679,563)	
		38,326,202		22.65%	on costs	(8,679,563)	
TOTAL COSTS							**(47,005,765)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							2,591,735
SDLT		2,591,735	@	HMRC formula			(119,087)
Acquisition Agent fees		2,591,735	@	1.0%			(25,917)
Acquisition Legal fees		2,591,735	@	0.5%			(12,959)
Interest on Land		2,591,735	@	7.50%			(194,380)
Residual Land Value							**2,239,393**
RLV analysis:	14,929 £ per plot	790,356	£ per ha (net)	319,853	£ per acre (net)		
		671,803	£ per ha (gross)	271,875	£ per acre (gross)		
				4.52%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		52.9	dph (net)				
Site Area (net)		2.83	ha (net)	7.00	acres (net)		
Net to Gross ratio		85%					
Site Area (gross)		3.33	ha (gross)	8.24	acres (gross)		
Density analysis:		4,879	sqm/ha (net)	21,255	sqft/ac (net)		
		45	dph (gross)				
Benchmark Land Value (net)	21,965 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**3,294,740**
BLV analysis:		1,162,824	£ per ha (net)	470,588	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(372,467)**	£ per ha (net)	**(150,735)**	£ per acre (net)	**(1,055,347)**

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats — No Units: 150
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	150,735	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(150,735)	(200,458)	(250,208)	(299,958)	(349,709)	(399,459)	(449,618)
	10.00	(171,034)	(219,768)	(268,502)	(317,236)	(365,970)	(414,704)	(464,731)
Max CIL £ psm	20.00	(191,360)	(239,077)	(286,795)	(334,513)	(382,230)	(429,953)	(480,796)
0.00	30.00	(211,686)	(258,387)	(305,089)	(351,790)	(398,491)	(445,531)	(497,441)
(recommended CIL)	40.00	(232,012)	(277,697)	(323,382)	(369,067)	(414,757)	(461,634)	(514,085)
(100)	50.00	(252,338)	(297,007)	(341,676)	(386,344)	(431,116)	(478,582)	(530,730)
	60.00	(272,664)	(316,317)	(359,969)	(403,651)	(447,793)	(496,416)	(547,375)
	70.00	(292,990)	(335,626)	(378,263)	(421,032)	(465,029)	(514,249)	(564,019)
	80.00	(313,316)	(354,936)	(396,634)	(438,415)	(483,501)	(532,082)	(580,664)
	90.00	(333,643)	(374,281)	(415,038)	(456,522)	(502,524)	(549,916)	(597,308)
	100.00	(353,973)	(393,707)	(433,442)	(475,343)	(521,546)	(567,749)	(614,019)
	110.00	(374,421)	(413,134)	(452,344)	(495,554)	(540,568)	(585,583)	(630,765)
	120.00	(394,870)	(432,560)	(471,939)	(515,765)	(559,590)	(603,456)	(647,510)
	130.00	(415,319)	(452,492)	(493,339)	(535,976)	(578,613)	(621,397)	(664,255)
	140.00	(435,768)	(473,292)	(514,740)	(556,187)	(597,677)	(639,339)	(681,000)
	150.00	(456,969)	(495,881)	(536,140)	(576,398)	(616,814)	(657,280)	(697,745)
	160.00	(479,400)	(518,470)	(557,540)	(596,683)	(635,952)	(675,221)	(714,490)
	170.00	(503,178)	(541,059)	(578,943)	(617,016)	(655,089)	(693,162)	(731,235)
	180.00	(526,955)	(563,648)	(600,472)	(637,349)	(674,226)	(711,103)	(747,980)
	190.00	(550,733)	(586,321)	(622,002)	(657,683)	(693,364)	(729,045)	(764,730)
	200.00	(574,561)	(609,046)	(643,531)	(678,016)	(712,501)	(746,986)	(781,576)
	210.00	(598,483)	(631,772)	(665,061)	(698,349)	(731,638)	(764,927)	(798,422)
	220.00	(622,405)	(654,497)	(686,590)	(718,683)	(750,775)	(782,949)	(815,269)
	230.00	(646,326)	(677,223)	(708,119)	(739,016)	(769,913)	(800,999)	(832,115)
	240.00	(670,248)	(699,948)	(729,649)	(759,350)	(789,136)	(819,049)	(848,961)
	250.00	(694,169)	(722,674)	(751,178)	(779,683)	(808,389)	(837,098)	(865,808)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(150,735)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(150,735)	(150,735)	(150,735)	(150,735)	(150,735)	(150,735)	(150,735)
	10.00	(171,034)	(171,034)	(171,034)	(171,034)	(171,034)	(171,034)	(171,034)
CIL £psm	20.00	(191,360)	(191,360)	(191,360)	(191,360)	(191,360)	(191,360)	(191,360)
0.00	30.00	(211,686)	(211,686)	(211,686)	(211,686)	(211,686)	(211,686)	(211,686)
(recommended CIL)	40.00	(232,012)	(232,012)	(232,012)	(232,012)	(232,012)	(232,012)	(232,012)
(100)	50.00	(252,338)	(252,338)	(252,338)	(252,338)	(252,338)	(252,338)	(252,338)
	60.00	(272,664)	(272,664)	(272,664)	(272,664)	(272,664)	(272,664)	(272,664)
	70.00	(292,990)	(292,990)	(292,990)	(292,990)	(292,990)	(292,990)	(292,990)
	80.00	(313,316)	(313,316)	(313,316)	(313,316)	(313,316)	(313,316)	(313,316)
	90.00	(333,643)	(333,643)	(333,643)	(333,643)	(333,643)	(333,643)	(333,643)
	100.00	(353,973)	(353,973)	(353,973)	(353,973)	(353,973)	(353,973)	(353,973)
	110.00	(374,421)	(374,421)	(374,421)	(374,421)	(374,421)	(374,421)	(374,421)
	120.00	(394,870)	(394,870)	(394,870)	(394,870)	(394,870)	(394,870)	(394,870)
	130.00	(415,319)	(415,319)	(415,319)	(415,319)	(415,319)	(415,319)	(415,319)
	140.00	(435,768)	(435,768)	(435,768)	(435,768)	(435,768)	(435,768)	(435,768)
	150.00	(456,969)	(456,969)	(456,969)	(456,969)	(456,969)	(456,969)	(456,969)
	160.00	(479,400)	(479,400)	(479,400)	(479,400)	(479,400)	(479,400)	(479,400)
	170.00	(503,178)	(503,178)	(503,178)	(503,178)	(503,178)	(503,178)	(503,178)
	180.00	(526,955)	(526,955)	(526,955)	(526,955)	(526,955)	(526,955)	(526,955)
	190.00	(550,733)	(550,733)	(550,733)	(550,733)	(550,733)	(550,733)	(550,733)
	200.00	(574,561)	(574,561)	(574,561)	(574,561)	(574,561)	(574,561)	(574,561)
	210.00	(598,483)	(598,483)	(598,483)	(598,483)	(598,483)	(598,483)	(598,483)
	220.00	(622,405)	(622,405)	(622,405)	(622,405)	(622,405)	(622,405)	(622,405)
	230.00	(646,326)	(646,326)	(646,326)	(646,326)	(646,326)	(646,326)	(646,326)
	240.00	(670,248)	(670,248)	(670,248)	(670,248)	(670,248)	(670,248)	(670,248)
	250.00	(694,169)	(694,169)	(694,169)	(694,169)	(694,169)	(694,169)	(694,169)

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Scheme Typology: Flats | No Units: 150
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(150,735)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	1,571	(59,352)	(120,274)	(181,197)	(242,119)	(303,042)	(363,964)
	10.00	(18,727)	(79,650)	(140,572)	(201,495)	(262,418)	(323,340)	(384,263)
CIL £psm	20.00	(39,053)	(99,976)	(160,899)	(221,821)	(282,744)	(343,666)	(404,589)
0.00	30.00	(59,380)	(120,302)	(181,225)	(242,147)	(303,070)	(363,992)	(424,915)
(recommended CIL)	40.00	(79,706)	(140,628)	(201,551)	(262,473)	(323,396)	(384,318)	(445,480)
(100)	50.00	(100,032)	(160,954)	(221,877)	(282,799)	(343,722)	(404,645)	(466,862)
	60.00	(120,358)	(181,280)	(242,203)	(303,126)	(364,048)	(424,971)	(490,129)
	70.00	(140,684)	(201,607)	(262,529)	(323,452)	(384,374)	(445,538)	(513,764)
	80.00	(161,010)	(221,933)	(282,855)	(343,778)	(404,700)	(466,921)	(537,399)
	90.00	(181,336)	(242,259)	(303,181)	(364,104)	(425,026)	(490,193)	(561,034)
	100.00	(201,666)	(262,589)	(323,511)	(384,434)	(445,600)	(513,833)	(584,673)
	110.00	(222,115)	(283,038)	(343,960)	(404,883)	(467,114)	(537,611)	(608,451)
	120.00	(242,564)	(303,487)	(364,409)	(425,332)	(490,548)	(561,389)	(632,229)
	130.00	(263,013)	(323,936)	(384,858)	(446,039)	(514,326)	(585,167)	(656,007)
	140.00	(283,462)	(344,385)	(405,307)	(467,563)	(538,104)	(608,944)	(679,785)
	150.00	(303,911)	(364,834)	(425,756)	(491,042)	(561,882)	(632,722)	(703,562)
	160.00	(324,360)	(385,283)	(446,478)	(514,820)	(585,660)	(656,500)	(727,340)
	170.00	(344,809)	(405,732)	(468,012)	(538,598)	(609,438)	(680,278)	(751,118)
	180.00	(365,258)	(426,180)	(491,535)	(562,376)	(633,216)	(704,056)	(774,896)
	190.00	(385,707)	(446,917)	(515,313)	(586,153)	(656,994)	(727,834)	(798,674)
	200.00	(406,199)	(468,507)	(539,141)	(609,981)	(680,822)	(751,662)	(822,502)
	210.00	(426,772)	(492,223)	(563,063)	(633,903)	(704,743)	(775,583)	(846,424)
	220.00	(447,657)	(516,144)	(586,984)	(657,825)	(728,665)	(799,505)	(870,345)
	230.00	(469,348)	(540,066)	(610,906)	(681,746)	(752,586)	(823,427)	(894,267)
	240.00	(493,147)	(563,987)	(634,828)	(705,668)	(776,508)	(847,348)	(918,188)
	250.00	(517,069)	(587,909)	(658,749)	(729,589)	(800,430)	(871,270)	(942,110)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(150,735)	BLV (£ per acre (n)) 100,000	125,000	400,000 150,000	175,000	200,000	225,000	250,000
	0.00	202,206	172,794	143,382	113,970	84,559	55,147	25,735
	10.00	181,907	152,496	123,084	93,672	64,260	34,849	5,437
CIL £psm	20.00	161,581	132,170	102,758	73,346	43,934	14,523	(14,889)
0.00	30.00	141,255	111,843	82,432	53,020	23,608	(5,804)	(35,215)
(recommended CIL)	40.00	120,929	91,517	62,106	32,694	3,282	(26,130)	(55,541)
(100)	50.00	100,603	71,191	41,779	12,368	(17,044)	(46,456)	(75,868)
	60.00	80,277	50,865	21,453	(7,958)	(37,370)	(66,782)	(96,194)
	70.00	59,951	30,539	1,127	(28,284)	(57,696)	(87,108)	(116,520)
	80.00	39,625	10,213	(19,199)	(48,611)	(78,022)	(107,434)	(136,846)
	90.00	19,299	(10,113)	(39,525)	(68,937)	(98,348)	(127,760)	(157,172)
	100.00	(1,031)	(30,443)	(59,855)	(89,267)	(118,678)	(148,090)	(177,502)
	110.00	(21,480)	(50,892)	(80,304)	(109,716)	(139,127)	(168,539)	(197,951)
	120.00	(41,929)	(71,341)	(100,753)	(130,165)	(159,576)	(188,988)	(218,400)
	130.00	(62,378)	(91,790)	(121,202)	(150,614)	(180,025)	(209,437)	(238,849)
	140.00	(82,827)	(112,239)	(141,651)	(171,063)	(200,474)	(229,886)	(259,298)
	150.00	(104,028)	(133,439)	(162,851)	(192,263)	(221,675)	(251,086)	(280,498)
	160.00	(126,459)	(155,870)	(185,282)	(214,694)	(244,106)	(273,517)	(302,929)
	170.00	(150,236)	(179,648)	(209,060)	(238,472)	(267,883)	(297,295)	(326,707)
	180.00	(174,014)	(203,426)	(232,838)	(262,250)	(291,661)	(321,073)	(350,485)
	190.00	(197,792)	(227,204)	(256,616)	(286,027)	(315,439)	(344,851)	(374,263)
	200.00	(221,620)	(251,032)	(280,444)	(309,855)	(339,267)	(368,679)	(398,091)
	210.00	(245,542)	(274,954)	(304,365)	(333,777)	(363,189)	(392,601)	(422,012)
	220.00	(269,463)	(298,875)	(328,287)	(357,699)	(387,110)	(416,522)	(445,934)
	230.00	(293,385)	(322,797)	(352,209)	(381,620)	(411,032)	(440,444)	(469,856)
	240.00	(317,307)	(346,718)	(376,130)	(405,542)	(434,954)	(464,365)	(493,777)
	250.00	(341,228)	(370,640)	(400,052)	(429,464)	(458,875)	(488,287)	(517,699)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats | No Units: 150
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(150,735)	Density (dph) (net) 30	35	53 40	45	50	55	60
	0.00	(314,955)	(279,156)	(243,356)	(207,557)	(171,764)	(136,001)	(100,238)
	10.00	(326,474)	(292,594)	(258,714)	(224,835)	(190,955)	(157,075)	(123,196)
CIL £psm	20.00	(337,992)	(306,032)	(274,072)	(242,112)	(210,152)	(178,192)	(146,232)
0.00	30.00	(349,510)	(319,470)	(289,430)	(259,390)	(229,350)	(199,309)	(169,269)
(recommended CIL)	40.00	(361,029)	(332,908)	(304,788)	(276,667)	(248,547)	(220,426)	(192,306)
(100)	50.00	(372,547)	(346,346)	(320,146)	(293,945)	(267,744)	(241,543)	(215,343)
	60.00	(384,066)	(359,785)	(335,504)	(311,223)	(286,942)	(262,660)	(238,379)
	70.00	(395,584)	(373,223)	(350,861)	(328,500)	(306,139)	(283,778)	(261,416)
	80.00	(407,120)	(386,661)	(366,219)	(345,778)	(325,336)	(304,895)	(284,453)
	90.00	(418,708)	(400,141)	(381,577)	(363,055)	(344,533)	(326,012)	(307,490)
	100.00	(430,296)	(413,661)	(397,025)	(380,390)	(363,754)	(347,129)	(330,527)
	110.00	(441,884)	(427,180)	(412,476)	(397,772)	(383,068)	(368,363)	(353,659)
	120.00	(453,512)	(440,699)	(427,927)	(415,154)	(402,381)	(389,608)	(376,835)
	130.00	(465,638)	(454,391)	(443,377)	(432,536)	(421,694)	(410,853)	(400,011)
	140.00	(478,623)	(468,622)	(459,343)	(450,152)	(441,037)	(432,097)	(423,187)
	150.00	(492,097)	(484,147)	(476,197)	(468,458)	(461,223)	(453,988)	(446,792)
	160.00	(505,572)	(499,867)	(494,163)	(488,458)	(482,754)	(477,049)	(471,345)
	170.00	(519,046)	(515,588)	(512,129)	(508,670)	(505,211)	(501,753)	(498,294)
	180.00	(532,568)	(531,308)	(530,095)	(528,882)	(527,669)	(526,456)	(525,243)
	190.00	(546,123)	(547,108)	(548,092)	(549,093)	(550,126)	(551,159)	(552,192)
	200.00	(559,679)	(562,923)	(566,167)	(569,410)	(572,654)	(575,898)	(579,141)
	210.00	(573,235)	(578,738)	(584,241)	(589,744)	(595,247)	(600,750)	(606,253)
	220.00	(586,791)	(594,553)	(602,316)	(610,078)	(617,840)	(625,603)	(633,365)
	230.00	(600,347)	(610,369)	(620,390)	(630,412)	(640,433)	(650,455)	(660,477)
	240.00	(613,903)	(626,184)	(638,465)	(650,746)	(663,027)	(675,308)	(687,588)
	250.00	(627,459)	(641,999)	(656,539)	(671,079)	(685,620)	(700,160)	(714,700)

TABLE 6

Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(150,735)	70%	80%	90%	100%	105%	110%	115%
	0.00	1,213,490	764,913	310,218	(150,735)	(383,787)	(644,317)	(919,148)
	10.00	1,194,003	745,190	290,256	(171,034)	(404,236)	(668,238)	(943,214)
CIL £psm	20.00	1,174,517	725,468	270,294	(191,360)	(424,685)	(692,160)	(967,280)
0.00	30.00	1,155,030	705,745	250,333	(211,686)	(445,370)	(716,081)	(991,346)
(recommended CIL)	40.00	1,135,544	686,022	230,308	(232,012)	(466,879)	(740,003)	(1,015,412)
(100)	50.00	1,116,057	666,299	210,226	(252,338)	(490,290)	(763,925)	(1,039,556)
	60.00	1,096,571	646,577	190,143	(272,664)	(514,068)	(787,846)	(1,063,768)
	70.00	1,077,084	626,795	170,061	(292,990)	(537,846)	(811,860)	(1,087,979)
	80.00	1,057,598	606,953	149,978	(313,316)	(561,623)	(835,927)	(1,112,191)
	90.00	1,038,112	587,111	129,896	(333,643)	(585,517)	(859,993)	(1,136,403)
	100.00	1,018,540	567,269	109,813	(353,973)	(609,439)	(884,059)	(1,160,614)
	110.00	998,936	547,427	89,730	(374,421)	(633,361)	(908,125)	(1,184,826)
	120.00	979,332	527,585	69,648	(394,870)	(657,282)	(932,192)	(1,209,038)
	130.00	959,728	507,743	49,565	(415,319)	(681,204)	(956,258)	(1,233,250)
	140.00	940,123	487,901	29,403	(435,768)	(705,125)	(980,324)	(1,257,465)
	150.00	920,519	468,059	9,199	(456,969)	(729,047)	(1,004,390)	(1,281,823)
	160.00	900,915	448,217	(11,005)	(479,400)	(752,969)	(1,028,467)	(1,306,181)
	170.00	881,311	428,313	(31,209)	(503,178)	(776,890)	(1,052,679)	(1,330,539)
	180.00	861,706	408,351	(51,413)	(526,955)	(800,838)	(1,076,890)	(1,354,897)
	190.00	842,102	388,389	(71,617)	(550,733)	(824,904)	(1,101,102)	(1,379,255)
	200.00	822,424	368,427	(91,821)	(574,561)	(848,971)	(1,125,314)	(1,403,613)
	210.00	802,702	348,465	(112,025)	(598,483)	(873,037)	(1,149,526)	(1,427,971)
	220.00	782,979	328,503	(132,229)	(622,405)	(897,103)	(1,173,737)	(1,452,329)
	230.00	763,256	308,541	(152,433)	(646,326)	(921,169)	(1,197,949)	(1,476,687)
	240.00	743,533	288,579	(172,741)	(670,248)	(945,236)	(1,222,161)	(1,501,129)
	250.00	723,811	268,617	(193,067)	(694,169)	(969,302)	(1,246,372)	(1,525,634)

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats | No Units: 150
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7 Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(150,735)	90%	95%	100%	105%	110%	115%	120%
	0.00	(710,460)	(412,033)	(150,735)	108,554	366,351	622,851	878,247
	10.00	(734,381)	(432,482)	(171,034)	88,472	346,389	603,009	858,525
CIL £psm	20.00	(758,303)	(453,491)	(191,360)	68,389	326,428	583,167	838,687
0.00	30.00	(782,336)	(475,578)	(211,686)	48,186	306,434	563,256	818,845
(recommended CIL)	40.00	(806,402)	(499,356)	(232,012)	27,982	286,352	543,294	799,003
(100)	50.00	(830,468)	(523,134)	(252,338)	7,778	266,269	523,332	779,161
	60.00	(854,534)	(546,912)	(272,664)	(12,426)	246,187	503,370	759,319
	70.00	(878,600)	(570,746)	(292,990)	(32,630)	226,104	483,408	739,477
	80.00	(902,667)	(594,667)	(313,316)	(52,834)	206,022	463,446	719,635
	90.00	(926,733)	(618,589)	(333,643)	(73,038)	185,939	443,484	699,793
	100.00	(950,799)	(642,511)	(353,973)	(93,242)	165,856	423,522	679,951
	110.00	(974,888)	(666,432)	(374,421)	(113,446)	145,774	403,560	660,109
	120.00	(999,100)	(690,354)	(394,870)	(133,650)	125,691	383,598	640,267
	130.00	(1,023,312)	(714,275)	(415,319)	(153,940)	105,609	363,637	620,425
	140.00	(1,047,523)	(738,197)	(435,768)	(174,266)	85,476	343,654	600,465
	150.00	(1,071,735)	(762,119)	(456,969)	(194,592)	65,272	323,571	580,503
	160.00	(1,095,947)	(786,076)	(479,400)	(214,918)	45,068	303,489	560,541
	170.00	(1,120,158)	(810,142)	(503,178)	(235,244)	24,864	283,406	540,579
	180.00	(1,144,370)	(834,208)	(526,955)	(255,570)	4,660	263,324	520,617
	190.00	(1,168,582)	(858,274)	(550,733)	(275,896)	(15,544)	243,241	500,655
	200.00	(1,192,881)	(882,341)	(574,561)	(296,222)	(35,748)	223,158	480,693
	210.00	(1,217,239)	(906,407)	(598,483)	(316,548)	(55,952)	203,076	460,731
	220.00	(1,241,597)	(930,473)	(622,405)	(336,874)	(76,156)	182,993	440,769
	230.00	(1,265,955)	(954,539)	(646,326)	(357,259)	(96,360)	162,911	420,807
	240.00	(1,290,313)	(978,606)	(670,248)	(377,708)	(116,564)	142,828	400,846
	250.00	(1,314,672)	(1,002,695)	(694,169)	(398,157)	(136,845)	122,745	380,873

TABLE 8 Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(150,735)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(150,735)	67,008	283,331	498,251	711,783	923,944	1,964,730
	10.00	(171,034)	46,925	263,369	478,409	692,060	904,340	1,945,707
CIL £psm	20.00	(191,360)	26,747	243,407	458,567	672,337	884,735	1,926,685
0.00	30.00	(211,686)	6,543	223,341	438,725	652,615	865,131	1,907,663
(recommended CIL)	40.00	(232,012)	(13,661)	203,259	418,763	632,869	845,527	1,888,641
(100)	50.00	(252,338)	(33,865)	183,176	398,801	613,027	825,870	1,869,618
	60.00	(272,664)	(54,069)	163,094	378,840	593,185	806,147	1,850,596
	70.00	(292,990)	(74,273)	143,011	358,878	573,343	786,424	1,831,574
	80.00	(313,316)	(94,477)	122,928	338,916	553,501	766,702	1,812,478
	90.00	(333,643)	(114,681)	102,846	318,954	533,659	746,979	1,793,341
	100.00	(353,973)	(134,885)	82,763	298,992	513,817	727,256	1,774,204
	110.00	(374,421)	(155,089)	62,681	279,030	493,975	707,533	1,755,066
	120.00	(394,870)	(175,413)	42,598	259,068	474,134	687,811	1,735,929
	130.00	(415,319)	(195,739)	22,394	239,097	454,292	668,088	1,716,792
	140.00	(435,768)	(216,066)	2,190	219,014	434,424	648,365	1,697,654
	150.00	(456,969)	(236,392)	(18,014)	198,932	414,462	628,594	1,678,517
	160.00	(479,400)	(256,718)	(38,218)	178,849	394,500	608,752	1,659,380
	170.00	(503,178)	(277,044)	(58,422)	158,766	374,538	588,910	1,640,243
	180.00	(526,955)	(297,370)	(78,626)	138,684	354,577	569,068	1,621,072
	190.00	(550,733)	(317,696)	(98,830)	118,601	334,615	549,226	1,601,819
	200.00	(574,561)	(338,022)	(119,034)	98,519	314,653	529,384	1,582,566
	210.00	(598,483)	(358,379)	(139,238)	78,436	294,691	509,542	1,563,313
	220.00	(622,405)	(378,828)	(159,467)	58,354	274,729	489,700	1,544,060
	230.00	(646,326)	(399,277)	(179,793)	38,244	254,767	469,858	1,524,807
	240.00	(670,248)	(419,726)	(200,119)	18,040	234,770	450,016	1,505,554
	250.00	(694,169)	(440,237)	(220,445)	(2,163)	214,687	430,123	1,486,301

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

B - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: **Flats** No Units: **150**
Site Typology: Location / Value Zone: **Mid** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**FF**	
Scheme Typology:	Flats	
No Units:	150	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	49,597,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	22.65%	
Developers Profit Total (£)	8,679,563	
Land Value KPI's		
RLV (£/acre (net))	319,853	
RLV (£/ha (net))	790,356	
RLV (% of GDV)	4.52%	
RLV Total (£)	2,239,393	
BLV (£/acre (net))	400,000	
BLV (£/ha (net))	988,400	
BLV Total (£)	3,294,740	
Surplus/Deficit (£/acre) [RLV-BLV]	(150,735)	
Surplus/Deficit (£/ha)	(372,467)	
Surplus/Deficit Total (£)	(1,055,347)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	3,772,540	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	194,380	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	26,446	Put into summary table for ease of checking. Don't print this row in the summary table

Appendix 13 – Scenario C Appraisals

Aspinall Verdi

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Appraisal Ref:	A				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	9	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	3.8	50.0%	0.0	42%	3.8
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	3.6	43.0%	0.0	40%	3.6
4 bed House (with garage)	18.0%	1.6	7.0%	0.0	18%	1.6
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	100.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	284	3,052	0	0	284	3,052
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	382	4,108	0	0	382	4,108
4 bed House (with garage)	225	2,424	0	0	225	2,424
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	890	9,583	0	0	890	9,583
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	1,190,700
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	1,260,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	688,500
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,139,200

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	0	60%	0	40%	0	0%	0	70%
2 bed Flat	0	60%	0	40%	0	0%	0	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses**		No Units:	**9**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.8	@	315,000		1,190,700
3 bed House	0.0	@	0		-
3 bed House (with garage)	3.6	@	350,000		1,260,000
4 bed House (with garage)	1.6	@	425,000		688,500
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	9.0				3,139,200
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**3,139,200**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0	per unit	-
Total GDV					**3,139,200**

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Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS											
Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	26,460	£		(26,460)
Building Safety Levy				890	sqm		30.21	£ psm			(26,895)
CIL (Mrkt only inc. garages)	Max			890	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				9	units @		0	per unit			-
	Sub-total									-	
S106 analysis:		-	£ per ha	0.00%	% of GDV		0	£ per unit (total units)			
AH Commuted Sum				890	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.30	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1			0							-
	Year 2			0							-
	Year 3			0							-
	Year 4			0							-
	Year 5			0							-
	Year 6			0							-
	Year 7			0							-
	Year 8			0							-
	Year 9			0							-
	Year 10			0							-
	Year 11			0							-
	Year 12			0							-
	Year 13			0							-
	Year 14			0							-
	Year 15			0							-
	Years 1-15			9	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				284	sqm @		1,892	psm			(536,382)
3 bed House				-	sqm @		1,892	psm			-
3 bed House (EXC. garage)				324	sqm @		1,892	psm			(613,008)
4 bed House (EXC. garage)				186	sqm @		1,892	psm			(352,480)
5 bed House (EXC. garage)				-	sqm @		1,892	psm			-
1 bed Flat				-	sqm @		2,064	psm			-
2 bed Flat				-	sqm @		2,064	psm			-
3 bed Flat				-	sqm @		2,064	psm			-
Garages for 3B House		3.6	16.0	58	sqm @		600	psm			(34,560)
Garages for 4B House		1.6	24.0	39	sqm @		600	psm			(23,328)
Garages for 5B House		-	-	0	sqm @		600	psm			-
Total GIA check:				890	£ per garage		£0				
External works				1,559,758	@		15.0%				(233,964)
Ext. Works analysis:							25,996	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				9	units @		1,000	£ per unit			(9,000)
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		9	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units		-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units		9	units @		10%	@	0	£ per unit		-
Part L/FHS			9	units @				4,350	£ per unit		(39,150)
Part L/FHS analysis:							2.5%	% of BCIS costs			
Net Zero for Housing			890	sqm				0	£ psm		-
Net Zero for Flats			-	sqm				0	£ psm		-
Water Efficiency			9	units @				20	£ per unit		(180)
Urban Greening Factor	0	flats @		6	flats per floor		0	0	£ per unit		-
	Sub-total									(48,330)	
Policy Costs analysis:	(design costs only)						5,370	£ per unit (total units)			
							3.1%	% of BCIS costs			
Contingency (on construction)				1,842,051	@		3.0%				(55,262)

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Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		1,842,051	@	10.0%			(184,205)
Disposal Costs -							
OMS Marketing and Promotion		3,139,200	OMS @	1.00%	3,488	£ per unit	(31,392)
Residential Sales Agent Costs		3,139,200	OMS @	1.00%	3,488	£ per unit	(31,392)
Residential Sales Legal Costs		3,139,200	OMS @	0.50%	1,744	£ per unit	(15,696)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	9	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,720	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(68,963)
Developers Profit -							
Profit on OMS		3,139,200		17.50%			(549,360)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		3,139,200		17.50%	blended GDV	(549,360)	
		2,287,608		24.01%	on costs	(549,360)	
TOTAL COSTS							**(2,836,968)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							302,232
SDLT		302,232	@	HMRC formula			(4,612)
Acquisition Agent fees		302,232	@	1.0%			(3,022)
Acquisition Legal fees		302,232	@	0.5%			(1,511)
Interest on Land		302,232	@	7.50%			(22,667)
Residual Land Value							**270,419**
RLV analysis:	30,047 £ per plot	901,397	£ per ha (net)	364,790	£ per acre (net)		
		856,327	£ per ha (gross)	346,551	£ per acre (gross)		
				8.61%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		30.0	dph (net)				
Site Area (net)		0.30	ha (net)	0.74	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		0.32	ha (gross)	0.78	acres (gross)		
Density analysis:		2,968	sqm/ha (net)	12,927	sqft/ac (net)		
		29	dph (gross)				
Benchmark Land Value (net)	8,670 £ per plot	247,100	£ per ha (gross)	100,000	£ per acre (gross)		**78,032**
BLV analysis:		260,105	£ per ha (net)	105,263	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**641,292**	£ per ha (net)	**259,527**	£ per acre (net)	**192,388**

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	259,527	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	259,527	240,968	222,408	203,849	184,814	165,607	146,400
	10.00	248,721	230,702	212,683	194,515	175,867	157,219	138,571
Max CIL £ psm	20.00	237,914	220,436	202,957	185,009	166,920	148,832	130,743
0.00	30.00	227,108	210,169	193,032	175,503	157,973	140,444	122,915
(recommended CIL)	40.00	216,301	199,903	182,967	165,997	149,027	132,056	115,086
(100)	50.00	205,495	189,313	172,902	156,491	140,080	123,669	107,258
	60.00	194,540	178,689	162,837	146,985	131,133	115,281	99,429
	70.00	183,357	168,064	152,772	137,479	122,186	106,894	91,601
	80.00	172,173	157,440	142,706	127,973	113,239	98,506	83,773
	90.00	160,990	146,816	132,641	118,467	104,293	90,118	75,878
	100.00	149,807	136,191	122,576	108,961	95,346	81,731	67,874
	110.00	138,623	125,567	112,511	99,455	86,399	73,219	59,870
	120.00	127,440	114,943	102,446	89,949	77,421	64,643	51,865
	130.00	116,256	104,319	92,381	80,443	68,273	56,067	43,861
	140.00	105,073	93,694	82,316	70,759	59,125	47,491	35,857
	150.00	93,889	83,070	72,102	61,040	49,977	38,915	27,852
	160.00	82,706	72,301	61,811	51,320	40,829	30,339	19,848
	170.00	71,357	61,438	51,519	41,600	31,681	21,763	11,844
	180.00	59,922	50,575	41,228	31,881	22,534	13,186	3,839
	190.00	48,488	39,712	30,937	22,161	13,386	4,610	(4,165)
	200.00	37,053	28,849	20,645	12,442	4,238	(3,966)	(12,169)
	210.00	25,618	17,986	10,354	2,722	(4,910)	(12,542)	(20,174)
	220.00	14,183	7,123	63	(6,997)	(14,058)	(21,118)	(28,178)
	230.00	2,749	(3,740)	(10,228)	(16,717)	(23,205)	(29,694)	(36,182)
	240.00	(8,686)	(14,603)	(20,520)	(26,436)	(32,353)	(38,270)	(44,187)
	250.00	(20,121)	(25,466)	(30,811)	(36,156)	(41,501)	(46,846)	(52,191)

TABLE 2

Balance (RLV - BLV £ per acre (n))	259,527	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	259,527	259,527	259,527	259,527	259,527	259,527	259,527
	10.00	248,721	248,721	248,721	248,721	248,721	248,721	248,721
CIL £psm	20.00	237,914	237,914	237,914	237,914	237,914	237,914	237,914
0.00	30.00	227,108	227,108	227,108	227,108	227,108	227,108	227,108
(recommended CIL)	40.00	216,301	216,301	216,301	216,301	216,301	216,301	216,301
(100)	50.00	205,495	205,495	205,495	205,495	205,495	205,495	205,495
	60.00	194,540	194,540	194,540	194,540	194,540	194,540	194,540
	70.00	183,357	183,357	183,357	183,357	183,357	183,357	183,357
	80.00	172,173	172,173	172,173	172,173	172,173	172,173	172,173
	90.00	160,990	160,990	160,990	160,990	160,990	160,990	160,990
	100.00	149,807	149,807	149,807	149,807	149,807	149,807	149,807
	110.00	138,623	138,623	138,623	138,623	138,623	138,623	138,623
	120.00	127,440	127,440	127,440	127,440	127,440	127,440	127,440
	130.00	116,256	116,256	116,256	116,256	116,256	116,256	116,256
	140.00	105,073	105,073	105,073	105,073	105,073	105,073	105,073
	150.00	93,889	93,889	93,889	93,889	93,889	93,889	93,889
	160.00	82,706	82,706	82,706	82,706	82,706	82,706	82,706
	170.00	71,357	71,357	71,357	71,357	71,357	71,357	71,357
	180.00	59,922	59,922	59,922	59,922	59,922	59,922	59,922
	190.00	48,488	48,488	48,488	48,488	48,488	48,488	48,488
	200.00	37,053	37,053	37,053	37,053	37,053	37,053	37,053
	210.00	25,618	25,618	25,618	25,618	25,618	25,618	25,618
	220.00	14,183	14,183	14,183	14,183	14,183	14,183	14,183
	230.00	2,749	2,749	2,749	2,749	2,749	2,749	2,749
	240.00	(8,686)	(8,686)	(8,686)	(8,686)	(8,686)	(8,686)	(8,686)
	250.00	(20,121)	(20,121)	(20,121)	(20,121)	(20,121)	(20,121)	(20,121)

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Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	259,527	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	350,574	314,155	277,737	241,318	204,899	167,419	129,729
	10.00	339,767	303,349	266,930	230,512	193,924	156,235	118,546
CIL £psm	20.00	328,961	292,542	256,124	219,705	182,741	145,052	107,363
0.00	30.00	318,154	281,736	245,317	208,899	171,557	133,868	96,179
(recommended CIL)	40.00	307,348	270,929	234,511	198,063	160,374	122,685	84,996
(100)	50.00	296,541	260,123	223,704	186,879	149,190	111,501	73,698
	60.00	285,735	249,316	212,898	175,696	138,007	100,318	62,264
	70.00	274,928	238,510	202,091	164,512	126,823	89,134	50,829
	80.00	264,122	227,703	191,018	153,329	115,640	77,930	39,394
	90.00	253,315	216,897	179,835	142,145	104,456	66,495	27,959
	100.00	242,509	206,090	168,651	130,962	93,273	55,061	16,525
	110.00	231,703	195,157	157,468	119,779	82,090	43,626	5,090
	120.00	220,896	183,973	146,284	108,595	70,727	32,191	(6,345)
	130.00	210,090	172,790	135,101	97,412	59,292	20,756	(17,780)
	140.00	199,283	161,606	123,917	86,228	47,858	9,322	(29,214)
	150.00	188,112	150,423	112,734	74,959	36,423	(2,113)	(40,649)
	160.00	176,928	139,239	101,550	63,524	24,988	(13,548)	(52,084)
	170.00	165,745	128,056	90,367	52,089	13,553	(24,983)	(63,519)
	180.00	154,562	116,872	79,183	40,654	2,118	(36,418)	(74,953)
	190.00	143,378	105,689	67,756	29,220	(9,316)	(47,852)	(86,388)
	200.00	132,195	94,506	56,321	17,785	(20,751)	(59,287)	(97,823)
	210.00	121,011	83,322	44,886	6,350	(32,186)	(70,722)	(109,653)
	220.00	109,828	71,987	33,451	(5,085)	(43,621)	(82,157)	(122,219)
	230.00	98,644	60,553	22,017	(16,519)	(55,055)	(93,591)	(134,784)
	240.00	87,461	49,118	10,582	(27,954)	(66,490)	(105,026)	(147,350)
	250.00	76,219	37,683	(853)	(39,389)	(77,925)	(117,568)	(159,916)

TABLE 4

Balance (RLV - BLV £ per acre (n))	259,527	BLV (£ per acre (n)) 100,000	125,000	100,000 150,000	175,000	200,000	225,000	250,000
	0.00	259,527	233,212	206,896	180,580	154,264	127,948	101,633
	10.00	248,721	222,405	196,089	169,773	143,458	117,142	90,826
CIL £psm	20.00	237,914	211,599	185,283	158,967	132,651	106,335	80,020
0.00	30.00	227,108	200,792	174,476	148,160	121,845	95,529	69,213
(recommended CIL)	40.00	216,301	189,986	163,670	137,354	111,038	84,722	58,407
(100)	50.00	205,495	179,179	152,863	126,548	100,232	73,916	47,600
	60.00	194,540	168,225	141,909	115,593	89,277	62,961	36,646
	70.00	183,357	157,041	130,725	104,410	78,094	51,778	25,462
	80.00	172,173	145,858	119,542	93,226	66,910	40,595	14,279
	90.00	160,990	134,674	108,358	82,043	55,727	29,411	3,095
	100.00	149,807	123,491	97,175	70,859	44,543	18,228	(8,088)
	110.00	138,623	112,307	85,992	59,676	33,360	7,044	(19,272)
	120.00	127,440	101,124	74,808	48,492	22,176	(4,139)	(30,455)
	130.00	116,256	89,940	63,625	37,309	10,993	(15,323)	(41,639)
	140.00	105,073	78,757	52,441	26,125	(190)	(26,506)	(52,822)
	150.00	93,889	67,574	41,258	14,942	(11,374)	(37,690)	(64,005)
	160.00	82,706	56,390	30,074	3,758	(22,557)	(48,873)	(75,189)
	170.00	71,357	45,041	18,726	(7,590)	(33,906)	(60,222)	(86,538)
	180.00	59,922	33,607	7,291	(19,025)	(45,341)	(71,657)	(97,972)
	190.00	48,488	22,172	(4,144)	(30,460)	(56,775)	(83,091)	(109,407)
	200.00	37,053	10,737	(15,579)	(41,894)	(68,210)	(94,526)	(120,842)
	210.00	25,618	(698)	(27,013)	(53,329)	(79,645)	(105,961)	(132,277)
	220.00	14,183	(12,132)	(38,448)	(64,764)	(91,080)	(117,396)	(143,711)
	230.00	2,749	(23,567)	(49,883)	(76,199)	(102,515)	(128,830)	(155,146)
	240.00	(8,686)	(35,002)	(61,318)	(87,634)	(113,949)	(140,265)	(166,581)
	250.00	(20,121)	(46,437)	(72,753)	(99,068)	(125,384)	(151,700)	(178,016)

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Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	259,527	Density (dph) (net) 30	35	40	45	50	55	60
	0.00	259,527	320,326	381,124	441,923	502,721	563,519	624,318
	10.00	248,721	307,718	366,715	425,713	484,710	543,707	602,705
CIL £psm	20.00	237,914	295,111	352,307	409,503	466,699	523,896	581,092
0.00	30.00	227,108	282,503	337,898	393,293	448,689	504,084	559,479
(recommended CIL)	40.00	216,301	269,895	323,490	377,084	430,678	484,272	537,866
(100)	50.00	205,495	257,288	309,081	360,874	412,667	464,460	516,253
	60.00	194,540	244,508	294,475	344,442	394,409	444,377	494,344
	70.00	183,357	231,460	279,564	327,667	375,770	423,874	471,977
	80.00	172,173	218,413	264,652	310,892	357,131	403,371	449,610
	90.00	160,990	205,366	249,741	294,117	338,492	382,868	427,243
	100.00	149,807	192,318	234,830	277,341	319,853	362,365	404,876
	110.00	138,623	179,271	219,919	260,566	301,214	341,862	382,509
	120.00	127,440	166,223	205,007	243,791	282,575	321,359	360,142
	130.00	116,256	153,176	190,096	227,016	263,936	300,856	337,776
	140.00	105,073	140,129	175,185	210,241	245,297	280,353	315,409
	150.00	93,889	127,081	160,273	193,466	226,658	259,850	293,042
	160.00	82,706	114,034	145,362	176,690	208,019	239,347	270,675
	170.00	71,357	100,794	130,231	159,667	189,104	218,541	247,978
	180.00	59,922	87,453	114,984	142,515	170,046	197,577	225,108
	190.00	48,488	74,113	99,738	125,363	150,988	176,613	202,239
	200.00	37,053	60,772	84,492	108,211	131,930	155,650	179,369
	210.00	25,618	47,432	69,245	91,059	112,872	134,686	156,499
	220.00	14,183	34,091	53,999	73,907	93,814	113,722	133,630
	230.00	2,749	20,751	38,753	56,754	74,756	92,758	110,760
	240.00	(8,686)	7,410	23,506	39,602	55,699	71,795	87,891
	250.00	(20,121)	(5,931)	8,260	22,450	36,641	50,831	65,021

TABLE 6

Balance (RLV - BLV £ per acre (n))	259,527	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	1,237,763	994,363	749,810	505,256	259,527	134,334	5,412
	10.00	1,227,086	983,622	739,068	494,515	248,721	123,151	(6,022)
CIL £psm	20.00	1,216,409	972,880	728,327	483,773	237,914	111,967	(17,457)
0.00	30.00	1,205,732	962,139	717,585	473,032	227,108	100,784	(28,892)
(recommended CIL)	40.00	1,195,055	951,397	706,844	462,290	216,301	89,600	(40,327)
(100)	50.00	1,184,378	940,655	696,102	451,527	205,495	78,406	(51,762)
	60.00	1,173,701	929,914	685,360	440,720	194,540	66,972	(63,196)
	70.00	1,163,024	919,172	674,619	429,914	183,357	55,537	(74,631)
	80.00	1,152,347	908,431	663,877	419,107	172,173	44,102	(86,066)
	90.00	1,141,670	897,689	653,136	408,301	160,990	32,667	(97,501)
	100.00	1,130,993	886,948	642,394	397,494	149,807	21,233	(109,299)
	110.00	1,120,316	876,206	631,653	386,688	138,623	9,798	(121,864)
	120.00	1,109,639	865,465	620,911	375,881	127,440	(1,637)	(134,430)
	130.00	1,098,962	854,723	610,170	365,075	116,256	(13,072)	(146,996)
	140.00	1,088,285	843,981	599,428	354,268	105,073	(24,506)	(159,569)
	150.00	1,077,608	833,240	588,687	343,462	93,889	(35,941)	(172,211)
	160.00	1,066,931	822,498	577,945	332,655	82,706	(47,376)	(184,853)
	170.00	1,056,254	811,757	567,203	321,849	71,357	(58,811)	(197,494)
	180.00	1,045,569	801,015	556,462	311,042	59,922	(70,246)	(210,136)
	190.00	1,034,827	790,274	545,720	300,236	48,488	(81,680)	(222,778)
	200.00	1,024,086	779,532	534,979	289,429	37,053	(93,115)	(235,419)
	210.00	1,013,344	768,791	524,237	278,623	25,618	(104,550)	(248,061)
	220.00	1,002,603	758,049	513,496	267,816	14,183	(117,045)	(260,703)
	230.00	991,861	747,308	502,754	257,010	2,749	(129,611)	(273,344)
	240.00	981,119	736,566	492,013	246,203	(8,686)	(142,176)	(285,986)
	250.00	970,378	725,824	481,271	235,397	(20,121)	(154,742)	(298,627)

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Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	259,527	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	120%	130%
	0.00	(46,348)	109,023	259,527	407,001	554,207	847,711	1,141,215
	10.00	(57,783)	97,839	248,721	396,195	543,465	836,969	1,130,473
CIL £psm	20.00	(69,217)	86,656	237,914	385,388	532,724	826,228	1,119,732
0.00	30.00	(80,652)	75,396	227,108	374,582	521,982	815,486	1,108,990
(recommended CIL)	40.00	(92,087)	63,961	216,301	363,775	511,241	804,745	1,098,249
(100)	50.00	(103,522)	52,526	205,495	352,969	500,443	794,003	1,087,507
	60.00	(115,915)	41,092	194,540	342,162	489,636	783,262	1,076,766
	70.00	(128,481)	29,657	183,357	331,356	478,830	772,520	1,066,024
	80.00	(141,047)	18,222	172,173	320,549	468,023	761,779	1,055,283
	90.00	(153,617)	6,787	160,990	309,743	457,217	751,037	1,044,541
	100.00	(166,258)	(4,648)	149,807	298,936	446,410	740,295	1,033,799
	110.00	(178,900)	(16,082)	138,623	288,130	435,604	729,554	1,023,058
	120.00	(191,541)	(27,517)	127,440	277,324	424,798	718,812	1,012,316
	130.00	(204,183)	(38,952)	116,256	266,517	413,991	708,071	1,001,575
	140.00	(216,825)	(50,387)	105,073	255,711	403,185	697,329	990,833
	150.00	(229,466)	(61,821)	93,889	244,904	392,378	686,588	980,092
	160.00	(242,108)	(73,256)	82,706	234,098	381,572	675,846	969,350
	170.00	(254,750)	(84,691)	71,357	223,291	370,765	665,105	958,609
	180.00	(267,391)	(96,126)	59,922	212,485	359,959	654,363	947,867
	190.00	(280,033)	(107,788)	48,488	201,678	349,152	643,621	937,126
	200.00	(292,675)	(120,353)	37,053	190,590	338,346	632,880	926,384
	210.00	(305,316)	(132,919)	25,618	179,407	327,539	622,138	915,642
	220.00	(317,958)	(145,485)	14,183	168,224	316,733	611,397	904,901
	230.00	(330,599)	(158,065)	2,749	157,040	305,926	600,655	894,159
	240.00	(343,241)	(170,707)	(8,686)	145,857	295,120	589,914	883,418
	250.00	(355,883)	(183,349)	(20,121)	134,673	284,313	579,172	872,676

TABLE 8

Balance (RLV - BLV £ per acre (n))	259,527	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	259,527	368,116	476,575	584,510	692,446	800,382	1,338,300
	10.00	248,721	357,309	465,833	573,769	681,705	789,640	1,327,623
CIL £psm	20.00	237,914	346,503	455,091	563,027	670,963	778,899	1,316,946
0.00	30.00	227,108	335,696	444,284	552,286	660,221	768,157	1,306,269
(recommended CIL)	40.00	216,301	324,890	433,478	541,544	649,480	757,416	1,295,592
(100)	50.00	205,495	314,083	422,671	530,803	638,738	746,674	1,284,915
	60.00	194,540	303,277	411,865	520,061	627,997	735,933	1,274,238
	70.00	183,357	292,470	401,058	509,319	617,255	725,191	1,263,561
	80.00	172,173	281,664	390,252	498,578	606,514	714,449	1,252,884
	90.00	160,990	270,857	379,445	487,836	595,772	703,708	1,242,207
	100.00	149,807	260,051	368,639	477,095	585,031	692,966	1,231,530
	110.00	138,623	249,244	357,833	466,353	574,289	682,225	1,220,853
	120.00	127,440	238,438	347,026	455,612	563,547	671,483	1,210,176
	130.00	116,256	227,631	336,220	444,808	552,806	660,742	1,199,499
	140.00	105,073	216,825	325,413	434,001	542,064	650,000	1,188,822
	150.00	93,889	206,018	314,607	423,195	531,323	639,259	1,178,145
	160.00	82,706	195,082	303,800	412,388	520,581	628,517	1,167,468
	170.00	71,357	183,899	292,994	401,582	509,840	617,776	1,156,791
	180.00	59,922	172,715	282,187	390,775	499,098	607,034	1,146,114
	190.00	48,488	161,532	271,381	379,969	488,357	596,292	1,135,437
	200.00	37,053	150,348	260,574	369,162	477,615	585,551	1,124,760
	210.00	25,618	139,165	249,768	358,356	466,874	574,809	1,114,083
	220.00	14,183	127,981	238,961	347,549	456,132	564,068	1,103,406
	230.00	2,749	116,798	228,155	336,743	445,331	553,326	1,092,729
	240.00	(8,686)	105,614	217,348	325,937	434,525	542,585	1,082,052
	250.00	(20,121)	94,431	206,542	315,130	423,718	531,843	1,071,375

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**A**	
Scheme Typology:	Houses	
No Units:	9	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	3,139,200	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	24.01%	
Developers Profit Total (£)	549,360	
Land Value KPI's		
RLV (£/acre (net))	364,790	
RLV (£/ha (net))	901,397	
RLV (% of GDV)	8.61%	
RLV Total (£)	270,419	
BLV (£/acre (net))	100,000	
BLV (£/ha (net))	247,100	
BLV Total (£)	78,032	
Surplus/Deficit (£/acre) [RLV-BLV]	259,527	
Surplus/Deficit (£/ha)	641,292	
Surplus/Deficit Total (£)	192,388	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	68,963	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	22,667	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	10,181	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Appraisal Ref:	**B**				(see Typologies Matrix)
Scheme Typology:	**Houses**		No Units:	**12**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			12	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	5.0	50.0%	0.0	42%	5.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	4.8	43.0%	0.0	40%	4.8
4 bed House (with garage)	18.0%	2.2	7.0%	0.0	18%	2.2
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	12.0	100.0%	0.0	100%	12.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	378	4,069	0	0	378	4,069
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	509	5,477	0	0	509	5,477
4 bed House (with garage)	300	3,232	0	0	300	3,232
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	1,187	12,777	0	0	1,187	12,777
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	1,587,600
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	1,680,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	918,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						4,185,600

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	0	60%	0	40%	0	0%	0	70%
2 bed Flat	0	60%	0	40%	0	0%	0	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses**	No Units:	**12**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	5.0	@	315,000	1,587,600
3 bed House	0.0	@	0	-
3 bed House (with garage)	4.8	@	350,000	1,680,000
4 bed House (with garage)	2.2	@	425,000	918,000
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	12.0			4,185,600
Affordable Rent GDV -				
2 bed House	0.0	@	189,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	210,000	-
4 bed House (with garage)	0.0	@	255,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	140,000	-
4 bed House (with garage)	0.0	@	170,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	220,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	245,000	-
4 bed House (with garage)	0.0	@	297,500	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**12**			**4,185,600**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	12	units @	0 per unit	-
Total GDV				**4,185,600**

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Scheme Typology:	**Houses**	No Units:	**12**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	7,620	£		(7,620)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	30,480	£		(30,480)
Building Safety Levy				1,187	sqm	30.21	£ psm			(35,860)
CIL (Mrkt only inc. garages)	Max			1,187	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				12	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				1,187	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.40	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			12	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				378	sqm @	1,892	psm			(715,176)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				432	sqm @	1,892	psm			(817,344)
4 bed House (EXC. garage)				248	sqm @	1,892	psm			(469,973)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				-	sqm @	2,064	psm			-
2 bed Flat				-	sqm @	2,064	psm			-
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	4.8	16.0		77	sqm @	600	psm			(46,080)
Garages for 4B House	2.2	24.0		52	sqm @	600	psm			(31,104)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				1,187	£ per garage	£0				
External works				2,079,677	@	15.0%				(311,952)
Ext. Works analysis:						25,996	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				12	units @	1,000	£ per unit			(12,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	12	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	12	units @		10%	@	0	£ per unit		-
Part L/FHS		12	units @				4,350	£ per unit		(52,200)
Part L/FHS analysis:						2.5%	% of BCIS costs			
Net Zero for Housing		1,187	sqm				0	£ psm		-
Net Zero for Flats		-	sqm				0	£ psm		-
Water Efficiency		12	units @				20	£ per unit		(240)
Urban Greening Factor	0	flats @	6		flats per floor	0	0	£ per unit		-
	Sub-total								(64,440)	
Policy Costs analysis:	(design costs only)					5,370	£ per unit (total units)			
						3.1%	% of BCIS costs			
Contingency (on construction)				2,456,068	@	3.0%				(73,682)

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Scheme Typology:	**Houses**		No Units:	**12**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		2,456,068	@	10.0%			(245,607)
Disposal Costs -							
OMS Marketing and Promotion		4,185,600	OMS @	1.00%	3,488	£ per unit	(41,856)
Residential Sales Agent Costs		4,185,600	OMS @	1.00%	3,488	£ per unit	(41,856)
Residential Sales Legal Costs		4,185,600	OMS @	0.50%	1,744	£ per unit	(20,928)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	12	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,720	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(91,633)
Developers Profit -							
Profit on OMS		4,185,600		17.50%			(732,480)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		4,185,600		17.50%	blended GDV	(732,480)	
		3,045,591		24.05%	on costs	(732,480)	
TOTAL COSTS							**(3,778,071)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							407,529
SDLT		407,529	@	HMRC formula			(9,876)
Acquisition Agent fees		407,529	@	1.0%			(4,075)
Acquisition Legal fees		407,529	@	0.5%			(2,038)
Interest on Land		407,529	@	7.50%			(30,565)
Residual Land Value							**360,975**
RLV analysis:	30,081 £ per plot	902,438	£ per ha (net)	365,212	£ per acre (net)		
		857,316	£ per ha (gross)	346,951	£ per acre (gross)		
				8.62%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		30.0	dph (net)				
Site Area (net)		0.40	ha (net)	0.99	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		0.42	ha (gross)	1.04	acres (gross)		
Density analysis:		2,968	sqm/ha (net)	12,927	sqft/ac (net)		
		29	dph (gross)				
Benchmark Land Value (net)	8,670 £ per plot	247,100	£ per ha (gross)	100,000	£ per acre (gross)		**104,042**
BLV analysis:		260,105	£ per ha (net)	105,263	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**642,333**	£ per ha (net)	**259,948**	£ per acre (net)	**256,933**

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Scheme Typology: Houses | No Units: 12
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	259,948	0%	5%	10%	15%	20%	25%	30%
	0.00	259,948	241,389	222,830	204,270	185,711	167,151	148,592
	10.00	249,142	231,123	213,104	195,085	177,065	159,046	141,027
Max CIL £ psm	20.00	238,335	220,857	203,378	185,899	168,420	150,941	133,463
0.00	30.00	227,529	210,590	193,652	176,714	159,775	142,837	125,898
(recommended CIL)	40.00	216,722	200,324	183,926	167,528	151,130	134,732	118,175
(100)	50.00	205,916	190,058	174,200	158,343	142,485	126,627	110,346
	60.00	195,110	179,792	164,475	149,157	133,840	118,370	102,518
	70.00	184,303	169,526	154,749	139,971	125,194	109,982	94,690
	80.00	173,497	159,260	145,023	130,786	116,328	101,595	86,861
	90.00	162,690	148,994	135,297	121,556	107,381	93,207	79,033
	100.00	151,884	138,727	125,571	112,050	98,435	84,819	71,204
	110.00	141,077	128,461	115,600	102,544	89,488	76,432	63,376
	120.00	130,271	118,032	105,535	93,038	80,541	68,044	55,548
	130.00	119,345	107,407	95,470	83,532	71,594	59,657	47,719
	140.00	108,161	96,783	85,405	74,026	62,648	51,269	39,891
	150.00	96,978	86,159	75,339	64,520	53,701	42,882	32,045
	160.00	85,795	75,534	65,274	55,014	44,754	34,494	24,040
	170.00	74,611	64,910	55,209	45,508	35,807	25,955	16,036
	180.00	63,428	54,286	45,144	36,002	26,726	17,379	8,032
	190.00	52,244	43,662	35,079	26,354	17,578	8,803	27
	200.00	41,061	33,037	24,838	16,634	8,431	227	(7,977)
	210.00	29,811	22,179	14,547	6,915	(717)	(8,349)	(15,981)
	220.00	18,376	11,316	4,255	(2,805)	(9,865)	(16,925)	(23,986)
	230.00	6,941	453	(6,036)	(12,524)	(19,013)	(25,501)	(31,990)
	240.00	(4,494)	(10,410)	(16,327)	(22,244)	(28,161)	(34,077)	(39,994)
	250.00	(15,928)	(21,273)	(26,618)	(31,963)	(37,308)	(42,654)	(47,999)

TABLE 2

		Site Specific S106		100%	(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))	259,948	0%	25%	50%	75%	100%	125%	150%
	0.00	259,948	259,948	259,948	259,948	259,948	259,948	259,948
	10.00	249,142	249,142	249,142	249,142	249,142	249,142	249,142
CIL £psm	20.00	238,335	238,335	238,335	238,335	238,335	238,335	238,335
0.00	30.00	227,529	227,529	227,529	227,529	227,529	227,529	227,529
(recommended CIL)	40.00	216,722	216,722	216,722	216,722	216,722	216,722	216,722
(100)	50.00	205,916	205,916	205,916	205,916	205,916	205,916	205,916
	60.00	195,110	195,110	195,110	195,110	195,110	195,110	195,110
	70.00	184,303	184,303	184,303	184,303	184,303	184,303	184,303
	80.00	173,497	173,497	173,497	173,497	173,497	173,497	173,497
	90.00	162,690	162,690	162,690	162,690	162,690	162,690	162,690
	100.00	151,884	151,884	151,884	151,884	151,884	151,884	151,884
	110.00	141,077	141,077	141,077	141,077	141,077	141,077	141,077
	120.00	130,271	130,271	130,271	130,271	130,271	130,271	130,271
	130.00	119,345	119,345	119,345	119,345	119,345	119,345	119,345
	140.00	108,161	108,161	108,161	108,161	108,161	108,161	108,161
	150.00	96,978	96,978	96,978	96,978	96,978	96,978	96,978
	160.00	85,795	85,795	85,795	85,795	85,795	85,795	85,795
	170.00	74,611	74,611	74,611	74,611	74,611	74,611	74,611
	180.00	63,428	63,428	63,428	63,428	63,428	63,428	63,428
	190.00	52,244	52,244	52,244	52,244	52,244	52,244	52,244
	200.00	41,061	41,061	41,061	41,061	41,061	41,061	41,061
	210.00	29,811	29,811	29,811	29,811	29,811	29,811	29,811
	220.00	18,376	18,376	18,376	18,376	18,376	18,376	18,376
	230.00	6,941	6,941	6,941	6,941	6,941	6,941	6,941
	240.00	(4,494)	(4,494)	(4,494)	(4,494)	(4,494)	(4,494)	(4,494)
	250.00	(15,928)	(15,928)	(15,928)	(15,928)	(15,928)	(15,928)	(15,928)

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Scheme Typology: Houses — No Units: 12
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	259,948	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	350,995	314,576	278,158	241,739	205,320	168,902	132,483
	10.00	340,188	303,770	267,351	230,933	194,514	158,095	121,635
CIL £psm	20.00	329,382	292,963	256,545	220,126	183,708	147,289	110,451
0.00	30.00	318,576	282,157	245,738	209,320	172,901	136,482	99,268
(recommended CIL)	40.00	307,769	271,350	234,932	198,513	162,095	125,676	88,084
(100)	50.00	296,963	260,544	224,125	187,707	151,288	114,590	76,901
	60.00	286,156	249,737	213,319	176,900	140,482	103,406	65,717
	70.00	275,350	238,931	202,512	166,094	129,675	92,223	54,534
	80.00	264,543	228,124	191,706	155,287	118,729	81,040	43,351
	90.00	253,737	217,318	180,899	144,481	107,545	69,856	32,152
	100.00	242,930	206,512	170,093	133,674	96,362	58,673	20,717
	110.00	232,124	195,705	159,286	122,867	85,178	47,489	9,282
	120.00	221,317	184,899	148,480	111,684	73,995	36,306	(2,152)
	130.00	210,511	174,092	137,673	100,500	62,811	24,949	(13,587)
	140.00	199,704	163,286	126,867	89,317	51,628	13,514	(25,022)
	150.00	188,898	152,479	115,822	78,133	40,444	2,079	(36,457)
	160.00	178,091	141,673	104,639	66,950	29,181	(9,355)	(47,891)
	170.00	167,285	130,866	93,456	55,767	17,746	(20,790)	(59,326)
	180.00	156,478	119,961	82,272	44,583	6,311	(32,225)	(70,761)
	190.00	145,672	108,778	71,089	33,400	(5,124)	(43,660)	(82,196)
	200.00	134,865	97,594	59,905	21,977	(16,559)	(55,094)	(93,630)
	210.00	124,059	86,411	48,722	10,543	(27,993)	(66,529)	(105,065)
	220.00	112,916	75,227	37,538	(892)	(39,428)	(77,964)	(117,611)
	230.00	101,733	64,044	26,209	(12,327)	(50,863)	(89,399)	(130,177)
	240.00	90,549	52,860	14,774	(23,762)	(62,298)	(100,834)	(142,743)
	250.00	79,366	41,677	3,340	(35,196)	(73,732)	(112,961)	(155,308)

TABLE 4

Balance (RLV - BLV £ per acre (n))	259,948	BLV (£ per acre (n)) 100,000	125,000	100,000 150,000	175,000	200,000	225,000	250,000
	0.00	259,948	233,633	207,317	181,001	154,685	128,369	102,054
	10.00	249,142	222,826	196,510	170,195	143,879	117,563	91,247
CIL £psm	20.00	238,335	212,020	185,704	159,388	133,072	106,757	80,441
0.00	30.00	227,529	201,213	174,897	148,582	122,266	95,950	69,634
(recommended CIL)	40.00	216,722	190,407	164,091	137,775	111,459	85,144	58,828
(100)	50.00	205,916	179,600	153,284	126,969	100,653	74,337	48,021
	60.00	195,110	168,794	142,478	116,162	89,846	63,531	37,215
	70.00	184,303	157,987	131,671	105,356	79,040	52,724	26,408
	80.00	173,497	147,181	120,865	94,549	68,233	41,918	15,602
	90.00	162,690	136,374	110,058	83,743	57,427	31,111	4,795
	100.00	151,884	125,568	99,252	72,936	46,620	20,305	(6,011)
	110.00	141,077	114,761	88,446	62,130	35,814	9,498	(16,818)
	120.00	130,271	103,955	77,639	51,323	25,007	(1,308)	(27,624)
	130.00	119,345	93,029	66,713	40,397	14,082	(12,234)	(38,550)
	140.00	108,161	81,846	55,530	29,214	2,898	(23,418)	(49,733)
	150.00	96,978	70,662	44,346	18,031	(8,285)	(34,601)	(60,917)
	160.00	85,795	59,479	33,163	6,847	(19,469)	(45,784)	(72,100)
	170.00	74,611	48,295	21,979	(4,336)	(30,652)	(56,968)	(83,284)
	180.00	63,428	37,112	10,796	(15,520)	(41,836)	(68,151)	(94,467)
	190.00	52,244	25,928	(387)	(26,703)	(53,019)	(79,335)	(105,651)
	200.00	41,061	14,745	(11,571)	(37,887)	(64,202)	(90,518)	(116,834)
	210.00	29,811	3,495	(22,821)	(49,137)	(75,452)	(101,768)	(128,084)
	220.00	18,376	(7,940)	(34,256)	(60,571)	(86,887)	(113,203)	(139,519)
	230.00	6,941	(19,375)	(45,690)	(72,006)	(98,322)	(124,638)	(150,954)
	240.00	(4,494)	(30,809)	(57,125)	(83,441)	(109,757)	(136,073)	(162,388)
	250.00	(15,928)	(42,244)	(68,560)	(94,876)	(121,192)	(147,507)	(173,823)

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Scheme Typology: Houses | No Units: 12
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	259,948	Density (dph) (net) 30	35	40	45	50	55	60
	0.00	259,948	320,817	381,686	442,554	503,423	564,291	625,160
	10.00	249,142	308,209	367,277	426,344	485,412	544,480	603,547
CIL £psm	20.00	238,335	295,602	352,868	410,135	467,401	524,668	581,934
0.00	30.00	227,529	282,994	338,460	393,925	449,390	504,856	560,321
(recommended CIL)	40.00	216,722	270,387	324,051	377,715	431,380	485,044	538,708
(100)	50.00	205,916	257,779	309,642	361,506	413,369	465,232	517,095
	60.00	195,110	245,172	295,234	345,296	395,358	445,420	495,482
	70.00	184,303	232,564	280,825	329,086	377,347	425,608	473,869
	80.00	173,497	219,957	266,416	312,876	359,336	405,796	452,256
	90.00	162,690	207,349	252,008	296,667	341,326	385,984	430,643
	100.00	151,884	194,741	237,599	280,457	323,315	366,173	409,030
	110.00	141,077	182,134	223,191	264,247	305,304	346,361	387,417
	120.00	130,271	169,526	208,782	248,038	287,293	326,549	365,804
	130.00	119,345	156,780	194,214	231,649	269,084	306,518	343,953
	140.00	108,161	143,732	179,303	214,874	250,444	286,015	321,586
	150.00	96,978	130,685	164,392	198,099	231,805	265,512	299,219
	160.00	85,795	117,637	149,480	181,323	213,166	245,009	276,852
	170.00	74,611	104,590	134,569	164,548	194,527	224,506	254,485
	180.00	63,428	91,543	119,658	147,773	175,888	204,003	232,118
	190.00	52,244	78,495	104,747	130,998	157,249	183,500	209,751
	200.00	41,061	65,448	89,835	114,223	138,610	162,997	187,385
	210.00	29,811	52,323	74,835	97,348	119,860	142,372	164,885
	220.00	18,376	38,982	59,589	80,195	100,802	121,408	142,015
	230.00	6,941	25,642	44,343	63,043	81,744	100,445	119,145
	240.00	(4,494)	12,301	29,096	45,891	62,686	79,481	96,276
	250.00	(15,928)	(1,039)	13,850	28,739	43,628	58,517	73,406

TABLE 6

Balance (RLV - BLV £ per acre (n))	259,948	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	1,238,137	994,761	750,207	505,654	259,948	136,933	9,605
	10.00	1,227,460	984,019	739,466	494,912	249,142	126,126	(1,830)
CIL £psm	20.00	1,216,783	973,277	728,724	484,171	238,335	115,056	(13,265)
0.00	30.00	1,206,106	962,536	717,982	473,429	227,529	103,872	(24,699)
(recommended CIL)	40.00	1,195,429	951,794	707,241	462,687	216,722	92,689	(36,134)
(100)	50.00	1,184,752	941,053	696,499	451,946	205,916	81,505	(47,569)
	60.00	1,174,075	930,311	685,758	441,141	195,110	70,322	(59,004)
	70.00	1,163,398	919,570	675,016	430,335	184,303	59,138	(70,438)
	80.00	1,152,721	908,828	664,275	419,528	173,497	47,955	(81,873)
	90.00	1,142,044	898,087	653,533	408,722	162,690	36,772	(93,308)
	100.00	1,131,367	887,345	642,792	397,915	151,884	25,425	(104,743)
	110.00	1,120,690	876,603	632,050	387,109	141,077	13,990	(117,257)
	120.00	1,110,013	865,862	621,308	376,302	130,271	2,556	(129,823)
	130.00	1,099,336	855,120	610,567	365,496	119,345	(8,879)	(142,388)
	140.00	1,088,659	844,379	599,825	354,689	108,161	(20,314)	(154,954)
	150.00	1,077,982	833,637	589,084	343,883	96,978	(31,749)	(167,576)
	160.00	1,067,305	822,896	578,342	333,076	85,795	(43,183)	(180,218)
	170.00	1,056,628	812,154	567,601	322,270	74,611	(54,618)	(192,859)
	180.00	1,045,951	801,413	556,859	311,463	63,428	(66,053)	(205,501)
	190.00	1,035,224	790,671	546,118	300,657	52,244	(77,488)	(218,143)
	200.00	1,024,483	779,929	535,376	289,851	41,061	(88,922)	(230,784)
	210.00	1,013,741	769,188	524,635	279,044	29,811	(100,357)	(243,426)
	220.00	1,003,000	758,446	513,893	268,238	18,376	(112,438)	(256,068)
	230.00	992,258	747,705	503,151	257,431	6,941	(125,003)	(268,709)
	240.00	981,517	736,963	492,410	246,625	(4,494)	(137,569)	(281,351)
	250.00	970,775	726,222	481,668	235,818	(15,928)	(150,135)	(293,992)

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses | No Units: 12
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	259,948	Market Values 100% 90%	95%	100%	105%	110%	120%	130%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(42,155)	112,111	259,948	407,422	554,604	848,108	1,141,612
	10.00	(53,590)	100,928	249,142	396,616	543,863	837,367	1,130,871
CIL £psm	20.00	(65,025)	89,744	238,335	385,809	533,121	826,625	1,120,129
0.00	30.00	(76,460)	78,561	227,529	375,003	522,380	815,884	1,109,388
(recommended CIL)	40.00	(87,894)	67,377	216,722	364,196	511,638	805,142	1,098,646
(100)	50.00	(99,329)	56,194	205,916	353,390	500,864	794,401	1,087,905
	60.00	(111,308)	45,011	195,110	342,584	490,058	783,659	1,077,163
	70.00	(123,874)	33,827	184,303	331,777	479,251	772,917	1,066,421
	80.00	(136,439)	22,415	173,497	320,971	468,445	762,176	1,055,680
	90.00	(149,005)	10,980	162,690	310,164	457,638	751,434	1,044,938
	100.00	(161,623)	(455)	151,884	299,358	446,832	740,693	1,034,197
	110.00	(174,265)	(11,890)	141,077	288,551	436,025	729,951	1,023,455
	120.00	(186,906)	(23,324)	130,271	277,745	425,219	719,210	1,012,714
	130.00	(199,548)	(34,759)	119,345	266,938	414,412	708,468	1,001,972
	140.00	(212,190)	(46,194)	108,161	256,132	403,606	697,727	991,231
	150.00	(224,831)	(57,629)	96,978	245,325	392,799	686,985	980,489
	160.00	(237,473)	(69,064)	85,795	234,519	381,993	676,243	969,747
	170.00	(250,115)	(80,498)	74,611	223,712	371,186	665,502	959,006
	180.00	(262,756)	(91,933)	63,428	212,906	360,380	654,760	948,264
	190.00	(275,398)	(103,368)	52,244	202,099	349,573	644,019	937,523
	200.00	(288,039)	(115,746)	41,061	191,293	338,767	633,277	926,781
	210.00	(300,681)	(128,312)	29,811	180,486	327,960	622,536	916,040
	220.00	(313,323)	(140,877)	18,376	169,680	317,154	611,794	905,298
	230.00	(325,964)	(153,443)	6,941	158,873	306,347	601,053	894,557
	240.00	(338,606)	(166,072)	(4,494)	148,067	295,541	590,311	883,815
	250.00	(351,248)	(178,714)	(15,928)	137,260	284,734	579,569	873,074

TABLE 8

Balance (RLV - BLV £ per acre (n))	259,948	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	259,948	368,537	476,972	584,908	692,843	800,779	1,338,674
	10.00	249,142	357,730	466,230	574,166	682,102	790,038	1,327,997
CIL £psm	20.00	238,335	346,924	455,489	563,425	671,360	779,296	1,317,320
0.00	30.00	227,529	336,117	444,705	552,683	660,619	768,555	1,306,643
(recommended CIL)	40.00	216,722	325,311	433,899	541,941	649,877	757,813	1,295,966
(100)	50.00	205,916	314,504	423,093	531,200	639,136	747,071	1,285,289
	60.00	195,110	303,698	412,286	520,458	628,394	736,330	1,274,611
	70.00	184,303	292,891	401,480	509,717	617,653	725,588	1,263,934
	80.00	173,497	282,085	390,673	498,975	606,911	714,847	1,253,257
	90.00	162,690	271,278	379,867	488,234	596,169	704,105	1,242,580
	100.00	151,884	260,472	369,060	477,492	585,428	693,364	1,231,903
	110.00	141,077	249,665	358,254	466,751	574,686	682,622	1,221,226
	120.00	130,271	238,859	347,447	456,009	563,945	671,881	1,210,549
	130.00	119,345	228,052	336,641	445,229	553,203	661,139	1,199,872
	140.00	108,161	217,246	325,834	434,422	542,462	650,397	1,189,195
	150.00	96,978	206,439	315,028	423,616	531,720	639,656	1,178,518
	160.00	85,795	195,633	304,221	412,809	520,979	628,914	1,167,841
	170.00	74,611	184,826	293,415	402,003	510,237	618,173	1,157,164
	180.00	63,428	174,020	282,608	391,197	499,495	607,431	1,146,487
	190.00	52,244	163,214	271,802	380,390	488,754	596,690	1,135,810
	200.00	41,061	152,407	260,995	369,584	478,012	585,948	1,125,133
	210.00	29,811	141,601	250,189	358,777	467,271	575,207	1,114,456
	220.00	18,376	130,794	239,382	347,971	456,529	564,465	1,103,779
	230.00	6,941	119,887	228,576	337,164	445,752	553,724	1,093,102
	240.00	(4,494)	108,703	217,769	326,358	434,946	542,982	1,082,425
	250.00	(15,928)	97,520	206,963	315,551	424,139	532,240	1,071,748

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses | No Units: 12
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**B**	
Scheme Typology:	Houses	
No Units:	12	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	4,185,600	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	24.05%	
Developers Profit Total (£)	732,480	
Land Value KPI's		
RLV (£/acre (net))	365,212	
RLV (£/ha (net))	902,438	
RLV (% of GDV)	8.62%	
RLV Total (£)	360,975	
BLV (£/acre (net))	100,000	
BLV (£/ha (net))	247,100	
BLV Total (£)	104,042	
Surplus/Deficit (£/acre) [RLV-BLV]	259,948	
Surplus/Deficit (£/ha)	642,333	
Surplus/Deficit Total (£)	256,933	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	91,633	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	30,565	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	10,183	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Appraisal Ref:	C				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	25		
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	4.3	17.5%	0.0	17%	4.3
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	8.3	30.0%	0.0	33%	8.3
4 bed House (with garage)	15.0%	3.8	5.0%	0.0	15%	3.8
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	4.5	30.0%	0.0	18%	4.5
2 bed Flat	17.0%	4.3	17.5%	0.0	17%	4.3
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	25.0	100.0%	0.0	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	319	3,431	0	0	319	3,431
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	875	9,413	0	0	875	9,413
4 bed House (with garage)	521	5,611	0	0	521	5,611
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	265	2,849	0	0	265	2,849
2 bed Flat	325	3,498	0	0	325	3,498
3 bed Flat	0	0	0	0	0	0
	2,304	24,802	0	0	2,304	24,802
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	1,338,750
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	2,887,500
4 bed House (with garage)	425,000	3,696	343	3,058	284	1,593,750
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	866,250
2 bed Flat	245,000	3,769	350	3,204	298	1,041,250
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						7,727,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	4.3	@	315,000		1,338,750
3 bed House	0.0	@	0		-
3 bed House (with garage)	8.3	@	350,000		2,887,500
4 bed House (with garage)	3.8	@	425,000		1,593,750
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	4.5	@	192,500		866,250
2 bed Flat	4.3	@	245,000		1,041,250
3 bed Flat	0.0	@	0		-
	25.0				7,727,500
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	115,500		-
2 bed Flat	0.0	@	147,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	77,000		-
2 bed Flat	0.0	@	98,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	134,750		-
2 bed Flat	0.0	@	171,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**25**				**7,727,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**7,727,500**

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**25**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	63,500	£		(63,500)
Building Safety Levy				2,304	sqm	30.21	£ psm			(69,610)
CIL (Mrkt only inc. garages)	Max			2,304	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				25	units @	2,500	per unit			(62,500)
	Sub-total								(62,500)	
S106 analysis:	125,000	£ per ha		0.81%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum				2,304	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.50	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			25	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				319	sqm @	1,892	psm			(603,075)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				743	sqm @	1,892	psm			(1,404,810)
4 bed House (EXC. garage)				431	sqm @	1,892	psm			(815,925)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				265	sqm @	2,064	psm			(546,353)
2 bed Flat				325	sqm @	2,064	psm			(670,800)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	8.3		16.0	132	sqm @	600	psm			(79,200)
Garages for 4B House	3.8		24.0	90	sqm @	600	psm			(54,000)
Garages for 5B House	-		-	0	sqm @	600	psm			-
Total GIA check:				2,304	£ per garage	£0				
External works				4,174,163	@	15.0%				(626,124)
Ext. Works analysis:						25,045	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				25	units @	1,000	£ per unit			(25,000)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		25	units @	100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units		25	units @	10%	@	0	£ per unit		-
Part L/FHS			25	units @			4,350	£ per unit		(108,750)
Part L/FHS analysis:						2.6%	% of BCIS costs			
Net Zero for Housing			1,715	sqm			0	£ psm		-
Net Zero for Flats			590	sqm			0	£ psm		-
Water Efficiency			25	units @			20	£ per unit		(500)
Urban Greening Factor	9	flats @	6	flats per floor	404		0	£ per unit		-
	Sub-total								(134,250)	
Policy Costs analysis:	(design costs only)					5,370	£ per unit (total units)			
						3.2%	% of BCIS costs			
Contingency (on construction)				4,934,537	@	3.0%				(148,036)

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Scheme Typology:	**Houses and Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		4,934,537	@	10.0%			(493,454)
Disposal Costs -							
OMS Marketing and Promotion		7,727,500	OMS @	1.00%	3,091	£ per unit	(77,275)
Residential Sales Agent Costs		7,727,500	OMS @	1.00%	3,091	£ per unit	(77,275)
Residential Sales Legal Costs		7,727,500	OMS @	0.50%	1,546	£ per unit	(38,638)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	25	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,728	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(240,688)
Developers Profit -							
Profit on OMS		7,727,500		17.50%			(1,352,313)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		7,727,500		17.50%	blended GDV	(1,352,313)	
		6,221,388		21.74%	on costs	(1,352,313)	
TOTAL COSTS							**(7,573,700)**

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						153,800
SDLT		153,800	@	HMRC formula		(76)
Acquisition Agent fees		153,800	@	1.0%		(1,538)
Acquisition Legal fees		153,800	@	0.5%		(769)
Interest on Land		153,800	@	7.50%		(11,535)
Residual Land Value						**139,882**
RLV analysis:	5,595 £ per plot	279,764	£ per ha (net)	113,219	£ per acre (net)	
		251,787	£ per ha (gross)	101,897	£ per acre (gross)	
				1.81%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)						
Residential Density		50.0	dph (net)			
Site Area (net)		0.50	ha (net)	1.24	acres (net)	
Net to Gross ratio		90%				
Site Area (gross)		0.56	ha (gross)	1.37	acres (gross)	
Density analysis:		4,608	sqm/ha (net)	20,075	sqft/ac (net)	
		45	dph (gross)			
Benchmark Land Value (net)	5,491 £ per plot	247,100	£ per ha (gross)	100,000	£ per acre (gross)	**137,278**
BLV analysis:		274,556	£ per ha (net)	111,111	£ per acre (net)	

BALANCE				
Surplus/(Deficit)	**5,208**	£ per ha (net)	**2,108**	£ per acre (net)	**2,604**

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Scheme Typology:	**Houses and Flats**	No Units:	**25**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	2,108	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	2,108	(33,128)	(68,426)	(103,724)	(141,782)	(180,570)	(219,359)
	10.00	(15,915)	(50,308)	(84,702)	(119,885)	(157,680)	(195,475)	(233,270)
Max CIL £ psm	20.00	(33,999)	(67,488)	(100,977)	(136,777)	(173,578)	(210,379)	(247,181)
0.00	30.00	(52,083)	(84,668)	(117,861)	(153,668)	(189,476)	(225,284)	(261,091)
(recommended CIL)	40.00	(70,167)	(101,848)	(135,746)	(170,560)	(205,374)	(240,188)	(275,002)
(100)	50.00	(88,251)	(119,811)	(153,631)	(187,452)	(221,272)	(255,093)	(288,913)
	60.00	(106,335)	(138,690)	(171,517)	(204,343)	(237,170)	(269,997)	(302,824)
	70.00	(125,736)	(157,569)	(189,402)	(221,235)	(253,068)	(284,901)	(316,735)
	80.00	(145,608)	(176,448)	(207,287)	(238,127)	(268,966)	(299,806)	(330,645)
	90.00	(165,481)	(195,327)	(225,173)	(255,019)	(284,864)	(314,710)	(344,556)
	100.00	(185,353)	(214,206)	(243,058)	(271,910)	(300,763)	(329,615)	(358,467)
	110.00	(205,226)	(233,085)	(260,943)	(288,802)	(316,661)	(344,519)	(372,378)
	120.00	(225,099)	(251,964)	(278,829)	(305,694)	(332,559)	(359,424)	(386,289)
	130.00	(244,971)	(270,843)	(296,714)	(322,585)	(348,457)	(374,328)	(400,200)
	140.00	(264,844)	(289,722)	(314,599)	(339,477)	(364,355)	(389,233)	(414,110)
	150.00	(284,716)	(308,601)	(332,485)	(356,369)	(380,253)	(404,137)	(428,021)
	160.00	(304,589)	(327,480)	(350,370)	(373,261)	(396,151)	(419,042)	(441,932)
	170.00	(324,462)	(346,359)	(368,255)	(390,152)	(412,049)	(433,946)	(455,843)
	180.00	(344,334)	(365,238)	(386,141)	(407,044)	(427,947)	(448,851)	(469,766)
	190.00	(364,207)	(384,117)	(404,026)	(423,936)	(443,845)	(463,755)	(483,761)
	200.00	(384,080)	(402,995)	(421,911)	(440,827)	(459,743)	(478,665)	(497,756)
	210.00	(403,952)	(421,874)	(439,797)	(457,719)	(475,642)	(493,659)	(511,751)
	220.00	(423,825)	(440,753)	(457,682)	(474,611)	(491,562)	(508,654)	(525,746)
	230.00	(443,697)	(459,632)	(475,568)	(491,503)	(507,556)	(523,649)	(539,741)
	240.00	(463,570)	(478,511)	(493,453)	(508,458)	(523,550)	(538,643)	(553,736)
	250.00	(483,443)	(497,390)	(511,359)	(525,452)	(539,545)	(553,638)	(567,731)

TABLE 2

Balance (RLV - BLV £ per acre (n))	2,108	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	50,081	38,088	26,095	14,101	2,108	(10,094)	(22,357)
	10.00	32,395	20,401	8,408	(3,652)	(15,915)	(28,178)	(40,441)
CIL £psm	20.00	14,708	2,715	(9,473)	(21,736)	(33,999)	(46,262)	(58,525)
0.00	30.00	(3,031)	(15,294)	(27,557)	(39,820)	(52,083)	(64,346)	(76,609)
(recommended CIL)	40.00	(21,115)	(33,378)	(45,641)	(57,904)	(70,167)	(82,430)	(94,693)
(100)	50.00	(39,199)	(51,462)	(63,725)	(75,988)	(88,251)	(100,514)	(112,942)
	60.00	(57,283)	(69,546)	(81,809)	(94,072)	(106,335)	(119,339)	(132,815)
	70.00	(75,368)	(87,631)	(99,893)	(112,260)	(125,736)	(139,211)	(152,687)
	80.00	(93,452)	(105,715)	(118,657)	(132,132)	(145,608)	(159,084)	(172,560)
	90.00	(111,578)	(125,053)	(138,529)	(152,005)	(165,481)	(178,957)	(192,432)
	100.00	(131,450)	(144,926)	(158,402)	(171,878)	(185,353)	(198,829)	(212,305)
	110.00	(151,323)	(164,799)	(178,274)	(191,750)	(205,226)	(218,702)	(232,178)
	120.00	(171,196)	(184,671)	(198,147)	(211,623)	(225,099)	(238,574)	(252,050)
	130.00	(191,068)	(204,544)	(218,020)	(231,495)	(244,971)	(258,447)	(271,923)
	140.00	(210,941)	(224,417)	(237,892)	(251,368)	(264,844)	(278,320)	(291,795)
	150.00	(230,813)	(244,289)	(257,765)	(271,241)	(284,716)	(298,192)	(311,668)
	160.00	(250,686)	(264,162)	(277,638)	(291,113)	(304,589)	(318,065)	(331,541)
	170.00	(270,559)	(284,034)	(297,510)	(310,986)	(324,462)	(337,937)	(351,413)
	180.00	(290,431)	(303,907)	(317,383)	(330,859)	(344,334)	(357,810)	(371,286)
	190.00	(310,304)	(323,780)	(337,255)	(350,731)	(364,207)	(377,683)	(391,158)
	200.00	(330,176)	(343,652)	(357,128)	(370,604)	(384,080)	(397,555)	(411,031)
	210.00	(350,049)	(363,525)	(377,001)	(390,476)	(403,952)	(417,428)	(430,904)
	220.00	(369,922)	(383,397)	(396,873)	(410,349)	(423,825)	(437,301)	(450,776)
	230.00	(389,794)	(403,270)	(416,746)	(430,222)	(443,697)	(457,173)	(470,649)
	240.00	(409,667)	(423,143)	(436,618)	(450,094)	(463,570)	(477,046)	(490,522)
	250.00	(429,539)	(443,015)	(456,491)	(469,967)	(483,443)	(496,918)	(510,394)

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Scheme Typology: Houses and Flats — No Units: 25
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	2,108	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	138,916	85,127	29,940	(26,289)	(83,205)	(142,991)	(205,537)
	10.00	121,826	67,919	12,254	(44,373)	(101,290)	(162,864)	(225,409)
CIL £psm	20.00	104,736	50,233	(5,541)	(62,457)	(120,191)	(182,736)	(245,282)
0.00	30.00	87,645	32,546	(23,625)	(80,541)	(140,063)	(202,609)	(265,154)
(recommended CIL)	40.00	70,525	14,859	(41,709)	(98,625)	(159,936)	(222,482)	(285,027)
(100)	50.00	52,838	(2,877)	(59,793)	(117,263)	(179,809)	(242,354)	(304,900)
	60.00	35,152	(20,961)	(77,877)	(137,136)	(199,681)	(262,227)	(324,772)
	70.00	17,465	(39,045)	(95,961)	(157,008)	(219,554)	(282,099)	(344,645)
	80.00	(222)	(57,129)	(114,335)	(176,881)	(239,426)	(301,972)	(364,518)
	90.00	(18,296)	(75,213)	(134,208)	(196,754)	(259,299)	(321,845)	(384,390)
	100.00	(36,381)	(93,297)	(154,081)	(216,626)	(279,172)	(341,717)	(404,263)
	110.00	(54,465)	(111,408)	(173,953)	(236,499)	(299,044)	(361,590)	(424,135)
	120.00	(72,549)	(131,280)	(193,826)	(256,371)	(318,917)	(381,462)	(444,008)
	130.00	(90,633)	(151,153)	(213,698)	(276,244)	(338,790)	(401,335)	(463,881)
	140.00	(108,717)	(171,026)	(233,571)	(296,117)	(358,662)	(421,208)	(483,753)
	150.00	(128,353)	(190,898)	(253,444)	(315,989)	(378,535)	(441,080)	(503,626)
	160.00	(148,225)	(210,771)	(273,316)	(335,862)	(398,407)	(460,953)	(523,498)
	170.00	(168,098)	(230,643)	(293,189)	(355,734)	(418,280)	(480,826)	(543,371)
	180.00	(187,970)	(250,516)	(313,062)	(375,607)	(438,153)	(500,698)	(563,244)
	190.00	(207,843)	(270,389)	(332,934)	(395,480)	(458,025)	(520,571)	(583,116)
	200.00	(227,716)	(290,261)	(352,807)	(415,352)	(477,898)	(540,443)	(602,989)
	210.00	(247,588)	(310,134)	(372,679)	(435,225)	(497,770)	(560,316)	(622,861)
	220.00	(267,461)	(330,006)	(392,552)	(455,098)	(517,643)	(580,189)	(642,734)
	230.00	(287,334)	(349,879)	(412,425)	(474,970)	(537,516)	(600,061)	(662,607)
	240.00	(307,206)	(369,752)	(432,297)	(494,843)	(557,388)	(619,934)	(682,479)
	250.00	(327,079)	(389,624)	(452,170)	(514,715)	(577,261)	(639,806)	(702,352)

TABLE 4

Balance (RLV - BLV £ per acre (n))	2,108	BLV (£ per acre (n)) 100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	2,108	(25,670)	(53,448)	(81,226)	(109,003)	(136,781)	(164,559)
	10.00	(15,915)	(43,693)	(71,470)	(99,248)	(127,026)	(154,804)	(182,582)
CIL £psm	20.00	(33,999)	(61,777)	(89,555)	(117,332)	(145,110)	(172,888)	(200,666)
0.00	30.00	(52,083)	(79,861)	(107,639)	(135,416)	(163,194)	(190,972)	(218,750)
(recommended CIL)	40.00	(70,167)	(97,945)	(125,723)	(153,500)	(181,278)	(209,056)	(236,834)
(100)	50.00	(88,251)	(116,029)	(143,807)	(171,585)	(199,362)	(227,140)	(254,918)
	60.00	(106,335)	(134,113)	(161,891)	(189,669)	(217,446)	(245,224)	(273,002)
	70.00	(125,736)	(153,513)	(181,291)	(209,069)	(236,847)	(264,624)	(292,402)
	80.00	(145,608)	(173,386)	(201,164)	(228,942)	(256,719)	(284,497)	(312,275)
	90.00	(165,481)	(193,259)	(221,036)	(248,814)	(276,592)	(304,370)	(332,147)
	100.00	(185,353)	(213,131)	(240,909)	(268,687)	(296,465)	(324,242)	(352,020)
	110.00	(205,226)	(233,004)	(260,782)	(288,559)	(316,337)	(344,115)	(371,893)
	120.00	(225,099)	(252,876)	(280,654)	(308,432)	(336,210)	(363,988)	(391,765)
	130.00	(244,971)	(272,749)	(300,527)	(328,305)	(356,082)	(383,860)	(411,638)
	140.00	(264,844)	(292,622)	(320,399)	(348,177)	(375,955)	(403,733)	(431,511)
	150.00	(284,716)	(312,494)	(340,272)	(368,050)	(395,828)	(423,605)	(451,383)
	160.00	(304,589)	(332,367)	(360,145)	(387,922)	(415,700)	(443,478)	(471,256)
	170.00	(324,462)	(352,239)	(380,017)	(407,795)	(435,573)	(463,351)	(491,128)
	180.00	(344,334)	(372,112)	(399,890)	(427,668)	(455,445)	(483,223)	(511,001)
	190.00	(364,207)	(391,985)	(419,762)	(447,540)	(475,318)	(503,096)	(530,874)
	200.00	(384,080)	(411,857)	(439,635)	(467,413)	(495,191)	(522,968)	(550,746)
	210.00	(403,952)	(431,730)	(459,508)	(487,285)	(515,063)	(542,841)	(570,619)
	220.00	(423,825)	(451,603)	(479,380)	(507,158)	(534,936)	(562,714)	(590,491)
	230.00	(443,697)	(471,475)	(499,253)	(527,031)	(554,808)	(582,586)	(610,364)
	240.00	(463,570)	(491,348)	(519,126)	(546,903)	(574,681)	(602,459)	(630,237)
	250.00	(483,443)	(511,220)	(538,998)	(566,776)	(594,554)	(622,331)	(650,109)

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Scheme Typology: Houses and Flats — No Units: 25
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	2,108	Density (dph) (net) 30	35	40	45	50	55	60
	0.00	(43,180)	(31,858)	(20,536)	(9,214)	2,108	13,430	24,751
	10.00	(53,993)	(44,474)	(34,954)	(25,435)	(15,915)	(6,395)	3,124
CIL £psm	20.00	(64,844)	(57,133)	(49,421)	(41,710)	(33,999)	(26,288)	(18,577)
0.00	30.00	(75,694)	(69,791)	(63,889)	(57,986)	(52,083)	(46,180)	(40,277)
(recommended CIL)	40.00	(86,545)	(82,450)	(78,356)	(74,262)	(70,167)	(66,073)	(61,978)
(100)	50.00	(97,395)	(95,109)	(92,823)	(90,537)	(88,251)	(85,965)	(83,679)
	60.00	(108,246)	(107,768)	(107,290)	(106,813)	(106,335)	(105,858)	(105,380)
	70.00	(119,886)	(121,348)	(122,811)	(124,273)	(125,736)	(127,198)	(128,660)
	80.00	(131,809)	(135,259)	(138,709)	(142,158)	(145,608)	(149,058)	(152,508)
	90.00	(143,733)	(149,170)	(154,607)	(160,044)	(165,481)	(170,918)	(176,355)
	100.00	(155,656)	(163,081)	(170,505)	(177,929)	(185,353)	(192,778)	(200,202)
	110.00	(167,580)	(176,992)	(186,403)	(195,815)	(205,226)	(214,638)	(224,049)
	120.00	(179,504)	(190,902)	(202,301)	(213,700)	(225,099)	(236,497)	(247,896)
	130.00	(191,427)	(204,813)	(218,199)	(231,585)	(244,971)	(258,357)	(271,743)
	140.00	(203,351)	(218,724)	(234,097)	(249,471)	(264,844)	(280,217)	(295,590)
	150.00	(215,274)	(232,635)	(249,995)	(267,356)	(284,716)	(302,077)	(319,438)
	160.00	(227,198)	(246,546)	(265,893)	(285,241)	(304,589)	(323,937)	(343,285)
	170.00	(239,121)	(260,457)	(281,792)	(303,127)	(324,462)	(345,797)	(367,132)
	180.00	(251,045)	(274,367)	(297,690)	(321,012)	(344,334)	(367,657)	(390,979)
	190.00	(262,969)	(288,278)	(313,588)	(338,897)	(364,207)	(389,516)	(414,826)
	200.00	(274,892)	(302,189)	(329,486)	(356,783)	(384,080)	(411,376)	(438,673)
	210.00	(286,816)	(316,100)	(345,384)	(374,668)	(403,952)	(433,236)	(462,520)
	220.00	(298,739)	(330,011)	(361,282)	(392,553)	(423,825)	(455,096)	(486,367)
	230.00	(310,663)	(343,921)	(377,180)	(410,439)	(443,697)	(476,956)	(510,215)
	240.00	(322,586)	(357,832)	(393,078)	(428,324)	(463,570)	(498,816)	(534,062)
	250.00	(334,510)	(371,743)	(408,976)	(446,209)	(483,443)	(520,676)	(557,909)

TABLE 6

Balance (RLV - BLV £ per acre (n))	2,108	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	1,597,492	1,201,864	804,358	405,055	2,108	(220,538)	(454,448)
	10.00	1,580,708	1,184,978	787,473	388,067	(15,915)	(240,410)	(474,320)
CIL £psm	20.00	1,563,923	1,168,092	770,587	371,080	(33,999)	(260,283)	(494,193)
0.00	30.00	1,547,139	1,151,207	753,701	354,092	(52,083)	(280,155)	(514,066)
(recommended CIL)	40.00	1,530,355	1,134,321	736,815	337,104	(70,167)	(300,028)	(533,974)
(100)	50.00	1,513,571	1,117,435	719,930	320,116	(88,251)	(319,901)	(553,966)
	60.00	1,496,786	1,100,550	703,037	303,129	(106,335)	(339,773)	(573,959)
	70.00	1,480,002	1,083,664	686,049	286,141	(125,736)	(359,646)	(593,952)
	80.00	1,463,218	1,066,778	669,061	269,153	(145,608)	(379,518)	(613,945)
	90.00	1,446,434	1,049,892	652,074	252,165	(165,481)	(399,391)	(633,937)
	100.00	1,429,650	1,033,007	635,086	235,178	(185,353)	(419,264)	(653,930)
	110.00	1,412,865	1,016,121	618,098	218,190	(205,226)	(439,136)	(673,923)
	120.00	1,396,081	999,235	601,110	201,202	(225,099)	(459,009)	(693,916)
	130.00	1,379,297	982,350	584,123	184,214	(244,971)	(478,882)	(713,908)
	140.00	1,362,513	965,464	567,135	167,227	(264,844)	(498,754)	(733,901)
	150.00	1,345,728	948,578	550,147	150,239	(284,716)	(518,627)	(753,894)
	160.00	1,328,944	931,693	533,159	133,251	(304,589)	(538,562)	(773,887)
	170.00	1,312,160	914,807	516,172	116,232	(324,462)	(558,555)	(793,879)
	180.00	1,295,376	897,921	499,184	99,141	(344,334)	(578,548)	(813,872)
	190.00	1,278,541	881,036	482,196	82,051	(364,207)	(598,541)	(833,865)
	200.00	1,261,655	864,150	465,208	64,735	(384,080)	(618,533)	(853,858)
	210.00	1,244,770	847,264	448,221	47,049	(403,952)	(638,526)	(873,850)
	220.00	1,227,884	830,379	431,233	29,362	(423,825)	(658,519)	(893,843)
	230.00	1,210,998	813,493	414,245	11,676	(443,697)	(678,512)	(913,836)
	240.00	1,194,113	796,607	397,257	(6,132)	(463,570)	(698,504)	(933,829)
	250.00	1,177,227	779,722	380,270	(24,216)	(483,443)	(718,497)	(953,821)

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses and Flats — No Units: 25
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	2,108	Market Values 100% 90%	95%	100%	105%	110%	120%	130%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(498,674)	(242,614)	2,108	224,040	442,932	880,627	1,316,267
	10.00	(518,666)	(262,486)	(15,915)	207,052	425,945	863,730	1,299,381
CIL £psm	20.00	(538,659)	(282,359)	(33,999)	190,064	408,957	846,742	1,282,495
0.00	30.00	(558,652)	(302,231)	(52,083)	173,076	391,969	829,754	1,265,610
(recommended CIL)	40.00	(578,645)	(322,104)	(70,167)	156,089	374,981	812,767	1,248,724
(100)	50.00	(598,637)	(341,977)	(88,251)	139,101	357,994	795,779	1,231,838
	60.00	(618,630)	(361,849)	(106,335)	122,049	341,006	778,791	1,214,952
	70.00	(638,623)	(381,722)	(125,736)	104,959	324,018	761,803	1,198,067
	80.00	(658,615)	(401,594)	(145,608)	87,868	307,030	744,816	1,181,181
	90.00	(678,608)	(421,467)	(165,481)	70,756	290,043	727,828	1,164,295
	100.00	(698,601)	(441,340)	(185,353)	53,069	273,055	710,840	1,147,410
	110.00	(718,594)	(461,212)	(205,226)	35,383	256,067	693,852	1,130,524
	120.00	(738,586)	(481,085)	(225,099)	17,696	239,079	676,865	1,113,638
	130.00	(758,579)	(500,957)	(244,971)	9	222,092	659,877	1,096,753
	140.00	(778,572)	(520,912)	(264,844)	(18,060)	205,104	642,889	1,079,867
	150.00	(798,565)	(540,905)	(284,716)	(36,145)	188,116	625,901	1,062,981
	160.00	(818,557)	(560,898)	(304,589)	(54,229)	171,128	608,914	1,046,096
	170.00	(838,550)	(580,890)	(324,462)	(72,313)	154,141	591,926	1,029,210
	180.00	(858,543)	(600,883)	(344,334)	(90,397)	137,112	574,938	1,012,324
	190.00	(878,536)	(620,876)	(364,207)	(108,481)	120,021	557,950	995,439
	200.00	(898,528)	(640,869)	(384,080)	(128,093)	102,931	540,963	978,553
	210.00	(918,521)	(660,861)	(403,952)	(147,966)	85,840	523,975	961,667
	220.00	(938,514)	(680,854)	(423,825)	(167,839)	68,657	506,987	944,773
	230.00	(958,507)	(700,847)	(443,697)	(187,711)	50,971	489,999	927,785
	240.00	(978,499)	(720,840)	(463,570)	(207,584)	33,284	473,012	910,797
	250.00	(998,492)	(740,832)	(483,443)	(227,456)	15,598	456,024	893,809

TABLE 8

Balance (RLV - BLV £ per acre (n))	2,108	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	2,108	188,352	371,557	554,762	737,764	919,868	1,827,124
	10.00	(15,915)	171,364	354,569	537,774	720,879	902,983	1,810,340
CIL £psm	20.00	(33,999)	154,376	337,581	520,786	703,991	886,097	1,793,556
0.00	30.00	(52,083)	137,389	320,594	503,799	687,004	869,211	1,776,771
(recommended CIL)	40.00	(70,167)	120,394	303,606	486,811	670,016	852,326	1,759,987
(100)	50.00	(88,251)	103,304	286,618	469,823	653,028	835,440	1,743,203
	60.00	(106,335)	86,213	269,630	452,835	636,040	818,554	1,726,419
	70.00	(125,736)	69,043	252,643	435,848	619,053	801,669	1,709,635
	80.00	(145,608)	51,357	235,655	418,860	602,065	784,783	1,692,850
	90.00	(165,481)	33,670	218,667	401,872	585,077	767,897	1,676,066
	100.00	(185,353)	15,983	201,679	384,884	568,089	751,012	1,659,282
	110.00	(205,226)	(1,727)	184,692	367,897	551,102	734,126	1,642,498
	120.00	(225,099)	(19,811)	167,704	350,909	534,114	717,240	1,625,713
	130.00	(244,971)	(37,896)	150,716	333,921	517,126	700,331	1,608,929
	140.00	(264,844)	(55,980)	133,728	316,933	500,138	683,343	1,592,145
	150.00	(284,716)	(74,064)	116,712	299,946	483,151	666,356	1,575,361
	160.00	(304,589)	(92,148)	99,621	282,958	466,163	649,368	1,558,577
	170.00	(324,462)	(110,232)	82,531	265,970	449,175	632,380	1,541,792
	180.00	(344,334)	(130,017)	65,232	248,982	432,187	615,392	1,525,008
	190.00	(364,207)	(149,890)	47,546	231,995	415,200	598,405	1,508,224
	200.00	(384,080)	(169,763)	29,859	215,007	398,212	581,417	1,491,440
	210.00	(403,952)	(189,635)	12,173	198,019	381,224	564,429	1,474,655
	220.00	(423,825)	(209,508)	(5,624)	181,031	364,236	547,441	1,457,871
	230.00	(443,697)	(229,381)	(23,708)	164,044	347,249	530,454	1,441,087
	240.00	(463,570)	(249,253)	(41,792)	147,056	330,261	513,466	1,424,303
	250.00	(483,443)	(269,126)	(59,876)	130,068	313,273	496,478	1,407,519

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses and Flats | No Units: 25
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**C**	
Scheme Typology:	Houses and Flats	
No Units:	25	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	7,727,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	21.74%	
Developers Profit Total (£)	1,352,313	
Land Value KPI's		
RLV (£/acre (net))	113,219	
RLV (£/ha (net))	279,764	
RLV (% of GDV)	1.81%	
RLV Total (£)	139,882	
BLV (£/acre (net))	100,000	
BLV (£/ha (net))	247,100	
BLV Total (£)	137,278	
Surplus/Deficit (£/acre) [RLV-BLV]	2,108	
Surplus/Deficit (£/ha)	5,208	
Surplus/Deficit Total (£)	2,604	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	240,688	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	11,535	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	10,089	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Appraisal Ref:	D				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	20	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			20	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	8.4	50.0%	0.0	42%	8.4
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	8.0	43.0%	0.0	40%	8.0
4 bed House (with garage)	18.0%	3.6	7.0%	0.0	18%	3.6
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	20.0	100.0%	0.0	100%	20.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	630	6,781	0	0	630	6,781
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	848	9,128	0	0	848	9,128
4 bed House (with garage)	500	5,386	0	0	500	5,386
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	1,978	21,295	0	0	1,978	21,295
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	2,646,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	2,800,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	1,530,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						6,976,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	0	60%	0	40%	0	0%	0	70%
2 bed Flat	0	60%	0	40%	0	0%	0	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses**	No Units:	**20**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	8.4	@	315,000	2,646,000
3 bed House	0.0	@	0	-
3 bed House (with garage)	8.0	@	350,000	2,800,000
4 bed House (with garage)	3.6	@	425,000	1,530,000
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	20.0			6,976,000
Affordable Rent GDV -				
2 bed House	0.0	@	189,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	210,000	-
4 bed House (with garage)	0.0	@	255,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	140,000	-
4 bed House (with garage)	0.0	@	170,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	220,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	245,000	-
4 bed House (with garage)	0.0	@	297,500	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**20**			**6,976,000**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	20	units @	0 per unit	-
Total GDV				**6,976,000**

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses**	No Units:	**20**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	12,700	£		(12,700)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	50,800	£		(50,800)
Building Safety Levy				1,978	sqm	30.21	£ psm			(59,767)
CIL (Mrkt only inc. garages)	Max			1,978	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				20	units @	2,500	per unit			(50,000)
	Sub-total								(50,000)	
S106 analysis:	75,000	£ per ha		0.72%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum				1,978	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.67	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			20	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				630	sqm @	1,892	psm			(1,191,960)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				720	sqm @	1,892	psm			(1,362,240)
4 bed House (EXC. garage)				414	sqm @	1,892	psm			(783,288)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				-	sqm @	2,064	psm			-
2 bed Flat				-	sqm @	2,064	psm			-
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	8.0		16.0	128	sqm @	600	psm			(76,800)
Garages for 4B House	3.6		24.0	86	sqm @	600	psm			(51,840)
Garages for 5B House	-		-	0	sqm @	600	psm			-
Total GIA check:				1,978	£ per garage	£0				
External works				3,466,128	@	15.0%				(519,919)
Ext. Works analysis:						25,996	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				20	units @	1,000	£ per unit			(20,000)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		20	units @	100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units		20	units @	10%	@	0	£ per unit		-
Part L/FHS			20	units @			4,350	£ per unit		(87,000)
Part L/FHS analysis:						2.5%	% of BCIS costs			
Net Zero for Housing			1,978	sqm			0	£ psm		-
Net Zero for Flats			-	sqm			0	£ psm		-
Water Efficiency			20	units @			20	£ per unit		(400)
Urban Greening Factor	0	flats @	6	flats per floor		0	0	£ per unit		-
	Sub-total								(107,400)	
Policy Costs analysis:	(design costs only)					5,370	£ per unit (total units)			
						3.1%	% of BCIS costs			
Contingency (on construction)				4,093,447	@	3.0%				(122,803)

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Scheme Typology:	**Houses**		No Units:	**20**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		4,093,447	@	10.0%			(409,345)
Disposal Costs -							
OMS Marketing and Promotion		6,976,000	OMS @	1.00%	3,488	£ per unit	(69,760)
Residential Sales Agent Costs		6,976,000	OMS @	1.00%	3,488	£ per unit	(69,760)
Residential Sales Legal Costs		6,976,000	OMS @	0.50%	1,744	£ per unit	(34,880)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	20	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,720	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(190,700)
Developers Profit -							
Profit on OMS		6,976,000		17.50%			(1,220,800)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		6,976,000		17.50%	blended GDV	(1,220,800)	
		5,163,963		23.64%	on costs	(1,220,800)	
TOTAL COSTS							**(6,384,763)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							591,237
SDLT		591,237	@	HMRC formula			(19,062)
Acquisition Agent fees		591,237	@	1.0%			(5,912)
Acquisition Legal fees		591,237	@	0.5%			(2,956)
Interest on Land		591,237	@	7.50%			(44,343)
Residual Land Value							**518,964**
RLV analysis:	25,948 £ per plot	778,446	£ per ha (net)	315,033	£ per acre (net)		
		700,601	£ per ha (gross)	283,529	£ per acre (gross)		
				7.44%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		30.0	dph (net)				
Site Area (net)		0.67	ha (net)	1.65	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		0.74	ha (gross)	1.83	acres (gross)		
Density analysis:		2,968	sqm/ha (net)	12,927	sqft/ac (net)		
		27	dph (gross)				
Benchmark Land Value (net)	9,152 £ per plot	247,100	£ per ha (gross)	100,000	£ per acre (gross)		**183,037**
BLV analysis:		274,556	£ per ha (net)	111,111	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**503,890**	£ per ha (net)	**203,921**	£ per acre (net)	**335,927**

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Scheme Typology: Houses | No Units: 20
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	203,921	0%	5%	10%	15%	20%	25%	30%
	0.00	203,921	186,299	168,676	151,053	133,430	115,807	98,184
	10.00	192,982	175,906	158,830	141,754	124,678	107,602	90,526
Max CIL £ psm	20.00	182,043	165,514	148,985	132,456	115,927	99,398	82,869
0.00	30.00	171,104	155,122	139,139	123,157	107,175	91,193	75,211
(recommended CIL)	40.00	160,164	144,729	129,294	113,859	98,424	82,989	67,554
(100)	50.00	149,225	134,337	119,449	104,561	89,672	74,784	59,896
	60.00	138,286	123,944	109,603	95,262	80,921	66,580	52,239
	70.00	127,346	113,552	99,758	85,964	72,170	58,375	44,581
	80.00	116,407	103,160	89,913	76,665	63,418	50,171	36,924
	90.00	105,468	92,767	80,067	67,367	54,667	41,966	29,266
	100.00	94,528	82,375	70,222	58,068	45,915	33,762	21,463
	110.00	83,589	71,983	60,376	48,770	37,164	25,550	13,539
	120.00	72,650	61,590	50,531	39,472	28,412	17,059	5,614
	130.00	61,710	51,198	40,686	30,173	19,447	8,568	(2,311)
	140.00	50,771	40,806	30,840	20,704	10,391	78	(10,235)
	150.00	39,788	30,399	20,828	11,081	1,334	(8,413)	(18,160)
	160.00	28,783	19,741	10,593	1,446	(7,723)	(16,904)	(26,085)
	170.00	17,498	8,921	343	(8,235)	(16,813)	(25,394)	(34,139)
	180.00	6,109	(1,899)	(9,908)	(17,916)	(25,924)	(34,060)	(42,249)
	190.00	(5,280)	(12,719)	(20,158)	(27,597)	(35,188)	(42,794)	(50,400)
	200.00	(16,670)	(23,539)	(30,457)	(37,481)	(44,505)	(51,528)	(58,552)
	210.00	(28,059)	(34,496)	(40,938)	(47,379)	(53,821)	(60,262)	(66,704)
	220.00	(39,700)	(45,559)	(51,418)	(57,278)	(63,137)	(68,996)	(74,856)
	230.00	(51,345)	(56,622)	(61,899)	(67,176)	(72,453)	(77,730)	(83,007)
	240.00	(62,991)	(67,685)	(72,380)	(77,075)	(81,769)	(86,464)	(91,159)
	250.00	(74,636)	(78,748)	(82,861)	(86,973)	(91,086)	(95,198)	(99,311)

TABLE 2

		Site Specific S106		100%	(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))	203,921	0%	25%	50%	75%	100%	125%	150%
	0.00	231,568	224,657	217,745	210,833	203,921	197,010	190,098
	10.00	220,629	213,717	206,806	199,894	192,982	186,070	179,159
CIL £psm	20.00	209,690	202,778	195,866	188,955	182,043	175,131	168,219
0.00	30.00	198,750	191,839	184,927	178,015	171,104	164,192	157,280
(recommended CIL)	40.00	187,811	180,899	173,988	167,076	160,164	153,253	146,341
(100)	50.00	176,872	169,960	163,048	156,137	149,225	142,313	135,401
	60.00	165,932	159,021	152,109	145,197	138,286	131,374	124,462
	70.00	154,993	148,081	141,170	134,258	127,346	120,435	113,523
	80.00	144,054	137,142	130,230	123,319	116,407	109,495	102,584
	90.00	133,115	126,203	119,291	112,379	105,468	98,556	91,644
	100.00	122,175	115,264	108,352	101,440	94,528	87,617	80,705
	110.00	111,236	104,324	97,412	90,501	83,589	76,677	69,766
	120.00	100,297	93,385	86,473	79,561	72,650	65,738	58,826
	130.00	89,357	82,446	75,534	68,622	61,710	54,799	47,887
	140.00	78,418	71,506	64,595	57,683	50,771	43,840	36,887
	150.00	67,479	60,567	53,655	46,742	39,788	32,835	25,881
	160.00	56,539	49,628	42,690	35,736	28,783	21,692	14,496
	170.00	45,592	38,638	31,685	24,695	17,498	10,302	3,106
	180.00	34,586	27,633	20,501	13,305	6,109	(1,087)	(8,283)
	190.00	23,504	16,308	9,112	1,916	(5,280)	(12,476)	(19,672)
	200.00	12,115	4,919	(2,277)	(9,474)	(16,670)	(23,866)	(31,125)
	210.00	725	(6,471)	(13,667)	(20,863)	(28,059)	(35,412)	(42,770)
	220.00	(10,664)	(17,860)	(25,056)	(32,342)	(39,700)	(47,058)	(54,415)
	230.00	(22,053)	(29,272)	(36,630)	(43,987)	(51,345)	(58,703)	(66,061)
	240.00	(33,559)	(40,917)	(48,275)	(55,633)	(62,991)	(70,348)	(77,706)
	250.00	(45,205)	(52,562)	(59,920)	(67,278)	(74,636)	(81,994)	(89,351)

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Scheme Typology: Houses — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	203,921	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	294,968	258,549	222,131	185,712	149,294	112,875	76,456
	10.00	284,029	247,610	211,191	174,773	138,354	101,936	65,517
CIL £psm	20.00	273,089	236,671	200,252	163,834	127,415	90,996	54,578
0.00	30.00	262,150	225,731	189,313	152,894	116,476	80,057	43,638
(recommended CIL)	40.00	251,211	214,792	178,374	141,955	105,536	69,118	32,699
(100)	50.00	240,271	203,853	167,434	131,016	94,597	58,178	21,620
	60.00	229,332	192,914	156,495	120,076	83,658	47,239	10,299
	70.00	218,393	181,974	145,556	109,137	72,718	36,300	(1,022)
	80.00	207,454	171,035	134,616	98,198	61,779	25,346	(12,343)
	90.00	196,514	160,096	123,677	87,258	50,840	14,025	(23,664)
	100.00	185,575	149,156	112,738	76,319	39,900	2,704	(35,136)
	110.00	174,636	138,217	101,798	65,380	28,961	(8,617)	(46,712)
	120.00	163,696	127,278	90,859	54,440	17,751	(19,938)	(58,287)
	130.00	152,757	116,338	79,920	43,501	6,430	(31,326)	(69,862)
	140.00	141,818	105,399	68,980	32,562	(4,891)	(42,902)	(81,438)
	150.00	130,835	94,416	57,998	21,433	(16,256)	(54,523)	(93,059)
	160.00	119,830	83,411	46,992	10,043	(27,646)	(66,168)	(104,704)
	170.00	108,824	72,405	35,987	(1,346)	(39,277)	(77,813)	(116,867)
	180.00	97,819	61,400	24,954	(12,735)	(50,923)	(89,459)	(129,664)
	190.00	86,813	50,395	13,564	(24,125)	(62,568)	(101,104)	(142,461)
	200.00	75,808	39,389	2,175	(35,677)	(74,213)	(112,911)	(155,259)
	210.00	64,802	28,384	(9,214)	(47,323)	(85,859)	(125,708)	(168,056)
	220.00	53,797	17,085	(20,604)	(58,968)	(97,504)	(138,505)	(180,853)
	230.00	42,791	5,696	(32,077)	(70,613)	(109,149)	(151,302)	(193,650)
	240.00	31,786	(5,693)	(43,723)	(82,258)	(121,752)	(164,099)	(206,447)
	250.00	20,606	(17,083)	(55,368)	(93,904)	(134,549)	(176,896)	(219,244)

TABLE 4

Balance (RLV - BLV £ per acre (n))	203,921	BLV (£ per acre (n)) 100,000	125,000	100,000 150,000	175,000	200,000	225,000	250,000
	0.00	203,921	176,144	148,366	120,588	92,810	65,033	37,255
	10.00	192,982	165,204	137,427	109,649	81,871	54,093	26,316
CIL £psm	20.00	182,043	154,265	126,487	98,710	70,932	43,154	15,376
0.00	30.00	171,104	143,326	115,548	87,770	59,992	32,215	4,437
(recommended CIL)	40.00	160,164	132,386	104,609	76,831	49,053	21,275	(6,502)
(100)	50.00	149,225	121,447	93,669	65,892	38,114	10,336	(17,442)
	60.00	138,286	110,508	82,730	54,952	27,175	(603)	(28,381)
	70.00	127,346	99,569	71,791	44,013	16,235	(11,543)	(39,320)
	80.00	116,407	88,629	60,851	33,074	5,296	(22,482)	(50,260)
	90.00	105,468	77,690	49,912	22,134	(5,643)	(33,421)	(61,199)
	100.00	94,528	66,751	38,973	11,195	(16,583)	(44,361)	(72,138)
	110.00	83,589	55,811	28,033	256	(27,522)	(55,300)	(83,078)
	120.00	72,650	44,872	17,094	(10,684)	(38,461)	(66,239)	(94,017)
	130.00	61,710	33,933	6,155	(21,623)	(49,401)	(77,178)	(104,956)
	140.00	50,771	22,993	(4,784)	(32,562)	(60,340)	(88,118)	(115,896)
	150.00	39,788	12,011	(15,767)	(43,545)	(71,323)	(99,100)	(126,878)
	160.00	28,783	1,005	(26,773)	(54,550)	(82,328)	(110,106)	(137,884)
	170.00	17,498	(10,279)	(38,057)	(65,835)	(93,613)	(121,390)	(149,168)
	180.00	6,109	(21,669)	(49,446)	(77,224)	(105,002)	(132,780)	(160,558)
	190.00	(5,280)	(33,058)	(60,836)	(88,614)	(116,391)	(144,169)	(171,947)
	200.00	(16,670)	(44,447)	(72,225)	(100,003)	(127,781)	(155,558)	(183,336)
	210.00	(28,059)	(55,837)	(83,614)	(111,392)	(139,170)	(166,948)	(194,726)
	220.00	(39,700)	(67,478)	(95,255)	(123,033)	(150,811)	(178,589)	(206,367)
	230.00	(51,345)	(79,123)	(106,901)	(134,679)	(162,456)	(190,234)	(218,012)
	240.00	(62,991)	(90,768)	(118,546)	(146,324)	(174,102)	(201,879)	(229,657)
	250.00	(74,636)	(102,414)	(130,191)	(157,969)	(185,747)	(213,525)	(241,302)

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Scheme Typology: Houses | No Units: 20
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	203,921	Density (dph) (net) 30	35	40	45	50	55	60
	0.00	203,921	256,427	308,932	361,438	413,943	466,449	518,954
	10.00	192,982	243,664	294,347	345,029	395,711	446,393	497,075
CIL £psm	20.00	182,043	230,902	279,761	328,620	377,479	426,338	475,197
0.00	30.00	171,104	218,139	265,175	312,211	359,247	406,282	453,318
(recommended CIL)	40.00	160,164	205,377	250,589	295,802	341,014	386,227	431,440
(100)	50.00	149,225	192,614	236,004	279,393	322,782	366,172	409,561
	60.00	138,286	179,852	221,418	262,984	304,550	346,116	387,682
	70.00	127,346	167,089	206,832	246,575	286,318	326,061	365,804
	80.00	116,407	154,327	192,246	230,166	268,086	306,005	343,925
	90.00	105,468	141,564	177,661	213,757	249,854	285,950	322,046
	100.00	94,528	128,802	163,075	197,348	231,621	265,895	300,168
	110.00	83,589	116,039	148,489	180,939	213,389	245,839	278,289
	120.00	72,650	103,277	133,903	164,530	195,157	225,784	256,411
	130.00	61,710	90,514	119,318	148,121	176,925	205,728	234,532
	140.00	50,771	77,751	104,732	131,712	158,693	185,673	212,653
	150.00	39,788	64,938	90,088	115,238	140,388	165,538	190,688
	160.00	28,783	52,099	75,414	98,730	122,046	145,361	168,677
	170.00	17,498	38,933	60,368	81,803	103,238	124,673	146,108
	180.00	6,109	25,646	45,183	64,719	84,256	103,793	123,329
	190.00	(5,280)	12,358	29,997	47,635	65,274	82,912	100,551
	200.00	(16,670)	(929)	14,811	30,551	46,291	62,032	77,772
	210.00	(28,059)	(14,217)	(375)	13,467	27,309	41,151	54,993
	220.00	(39,700)	(27,798)	(15,896)	(3,994)	7,908	19,809	31,711
	230.00	(51,345)	(41,384)	(31,423)	(21,462)	(11,501)	(1,540)	8,421
	240.00	(62,991)	(54,970)	(46,950)	(38,930)	(30,910)	(22,890)	(14,870)
	250.00	(74,636)	(68,557)	(62,477)	(56,398)	(50,319)	(44,240)	(38,160)

TABLE 6

Balance (RLV - BLV £ per acre (n))	203,921	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	1,193,427	947,355	700,468	452,909	203,921	79,394	(48,632)
	10.00	1,182,619	936,547	689,595	442,035	192,982	68,454	(60,278)
CIL £psm	20.00	1,171,810	925,738	678,721	431,099	182,043	57,515	(71,923)
0.00	30.00	1,161,002	914,930	667,847	420,159	171,104	46,573	(83,568)
(recommended CIL)	40.00	1,150,194	904,122	656,974	409,220	160,164	35,568	(95,214)
(100)	50.00	1,139,386	893,314	646,100	398,281	149,225	24,520	(106,859)
	60.00	1,128,577	882,505	635,227	387,342	138,286	13,130	(119,235)
	70.00	1,117,769	871,697	624,353	376,402	127,346	1,741	(132,032)
	80.00	1,106,961	860,889	613,479	365,463	116,407	(9,648)	(144,829)
	90.00	1,096,153	850,081	602,606	354,524	105,468	(21,038)	(157,626)
	100.00	1,085,344	839,272	591,732	343,584	94,528	(32,521)	(170,423)
	110.00	1,074,536	828,418	580,859	332,645	83,589	(44,166)	(183,221)
	120.00	1,063,728	817,545	569,985	321,706	72,650	(55,811)	(196,018)
	130.00	1,052,920	806,671	559,112	310,766	61,710	(67,457)	(208,815)
	140.00	1,042,111	795,797	548,238	299,827	50,771	(79,102)	(221,612)
	150.00	1,031,303	784,924	537,364	288,888	39,788	(90,747)	(234,409)
	160.00	1,020,495	774,050	526,491	277,948	28,783	(102,393)	(247,206)
	170.00	1,009,687	763,177	515,617	267,009	17,498	(114,327)	(260,003)
	180.00	998,878	752,303	504,744	256,070	6,109	(127,124)	(272,800)
	190.00	988,070	741,429	493,870	245,130	(5,280)	(139,921)	(285,597)
	200.00	977,262	730,556	482,996	234,191	(16,670)	(152,718)	(298,394)
	210.00	966,454	719,682	472,123	223,252	(28,059)	(165,516)	(311,191)
	220.00	955,645	708,809	461,249	212,313	(39,700)	(178,313)	(323,988)
	230.00	944,837	697,935	450,376	201,373	(51,345)	(191,110)	(336,785)
	240.00	934,029	687,062	439,490	190,434	(62,991)	(203,907)	(349,582)
	250.00	923,221	676,188	428,550	179,495	(74,636)	(216,704)	(362,379)

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Scheme Typology: Houses — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	203,921	Market Values 100% 90%	95%	100%	105%	110%	120%	130%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(98,943)	55,717	203,921	352,126	500,305	795,260	1,090,215
	10.00	(110,589)	44,778	192,982	341,186	489,390	784,386	1,079,342
CIL £psm	20.00	(123,334)	33,805	182,043	330,247	478,451	773,513	1,068,468
0.00	30.00	(136,131)	22,696	171,104	319,308	467,512	762,639	1,057,594
(recommended CIL)	40.00	(148,928)	11,306	160,164	308,368	456,572	751,766	1,046,721
(100)	50.00	(161,725)	(83)	149,225	297,429	445,633	740,892	1,035,847
	60.00	(174,522)	(11,472)	138,286	286,490	434,694	730,018	1,024,974
	70.00	(187,319)	(22,862)	127,346	275,550	423,754	719,145	1,014,100
	80.00	(200,116)	(34,386)	116,407	264,611	412,815	708,271	1,003,226
	90.00	(212,913)	(46,031)	105,468	253,672	401,876	697,398	992,353
	100.00	(225,710)	(57,676)	94,528	242,732	390,936	686,524	981,479
	110.00	(238,507)	(69,322)	83,589	231,793	379,997	675,650	970,606
	120.00	(251,304)	(80,967)	72,650	220,854	369,058	664,777	959,732
	130.00	(264,101)	(92,612)	61,710	209,914	358,118	653,903	948,859
	140.00	(276,898)	(104,258)	50,771	198,975	347,179	643,030	937,985
	150.00	(289,695)	(116,377)	39,788	188,036	336,240	632,156	927,111
	160.00	(302,492)	(129,174)	28,783	177,096	325,301	621,283	916,238
	170.00	(315,289)	(141,971)	17,498	166,157	314,361	610,409	905,364
	180.00	(328,086)	(154,768)	6,109	155,218	303,422	599,535	894,491
	190.00	(340,884)	(167,565)	(5,280)	144,279	292,483	588,662	883,617
	200.00	(353,681)	(180,362)	(16,670)	133,339	281,543	577,788	872,743
	210.00	(366,485)	(193,159)	(28,059)	122,400	270,604	566,915	861,870
	220.00	(379,360)	(205,956)	(39,700)	111,461	259,665	556,041	850,996
	230.00	(392,234)	(218,753)	(51,345)	100,521	248,725	545,133	840,123
	240.00	(405,108)	(231,550)	(62,991)	89,582	237,786	534,194	829,249
	250.00	(417,983)	(244,347)	(74,636)	78,643	226,847	523,255	818,376

TABLE 8

Balance (RLV - BLV £ per acre (n))	203,921	Grant (£ per unit) 0	10,000	- 20,000	30,000	40,000	50,000	100,000
	0.00	203,921	313,845	423,768	533,137	642,399	751,662	1,294,811
	10.00	192,982	302,905	412,828	522,263	631,526	740,788	1,284,068
CIL £psm	20.00	182,043	291,966	401,889	511,390	620,652	729,915	1,273,324
0.00	30.00	171,104	281,027	390,950	500,516	609,779	719,041	1,262,581
(recommended CIL)	40.00	160,164	270,087	380,010	489,643	598,905	708,168	1,251,838
(100)	50.00	149,225	259,148	369,071	478,769	588,031	697,294	1,241,095
	60.00	138,286	248,209	358,132	467,895	577,158	686,420	1,230,350
	70.00	127,346	237,269	347,192	457,022	566,284	675,547	1,219,541
	80.00	116,407	226,330	336,253	446,148	555,411	664,673	1,208,733
	90.00	105,468	215,391	325,314	435,237	544,537	653,800	1,197,925
	100.00	94,528	204,451	314,374	424,297	533,664	642,926	1,187,117
	110.00	83,589	193,512	303,435	413,358	522,790	632,052	1,176,308
	120.00	72,650	182,573	292,496	402,419	511,916	621,179	1,165,500
	130.00	61,710	171,633	281,556	391,479	501,043	610,305	1,154,692
	140.00	50,771	160,694	270,617	380,540	490,169	599,432	1,143,884
	150.00	39,788	149,755	259,678	369,601	479,296	588,558	1,133,075
	160.00	28,783	138,815	248,738	358,662	468,422	577,685	1,122,267
	170.00	17,498	127,876	237,799	347,722	457,548	566,811	1,111,459
	180.00	6,109	116,937	226,860	336,783	446,675	555,937	1,100,651
	190.00	(5,280)	105,998	215,921	325,844	435,767	545,064	1,089,842
	200.00	(16,670)	95,058	204,981	314,904	424,827	534,190	1,079,034
	210.00	(28,059)	84,119	194,042	303,965	413,888	523,317	1,068,226
	220.00	(39,700)	73,180	183,103	293,026	402,949	512,443	1,057,418
	230.00	(51,345)	62,240	172,163	282,086	392,009	501,569	1,046,609
	240.00	(62,991)	51,301	161,224	271,147	381,070	490,696	1,035,801
	250.00	(74,636)	40,321	150,285	260,208	370,131	479,822	1,024,993

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses**	No Units:	**20**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**D**	
Scheme Typology:	Houses	
No Units:	20	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	6,976,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	23.64%	
Developers Profit Total (£)	1,220,800	
Land Value KPI's		
RLV (£/acre (net))	315,033	
RLV (£/ha (net))	778,446	
RLV (% of GDV)	7.44%	
RLV Total (£)	518,964	
BLV (£/acre (net))	100,000	
BLV (£/ha (net))	247,100	
BLV Total (£)	183,037	
Surplus/Deficit (£/acre) [RLV-BLV]	203,921	
Surplus/Deficit (£/ha)	503,890	
Surplus/Deficit Total (£)	335,927	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	190,700	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	44,343	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	11,752	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Appraisal Ref:	E				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	40		
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			40	Units	
AH Policy requirement (% Target)			0%		
Open Market Sale (OMS) housing		Open Market Sale (OMS)	100%		
AH tenure split %		Affordable Rent:		70.0%	
		Social Rent:		0.0%	70.0% % Rented
		First Homes:		0.0%	
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	0.0% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	6.8	17.5%	0.0	17%	6.8
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	13.2	30.0%	0.0	33%	13.2
4 bed House (with garage)	15.0%	6.0	5.0%	0.0	15%	6.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	7.2	30.0%	0.0	18%	7.2
2 bed Flat	17.0%	6.8	17.5%	0.0	17%	6.8
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	40.0	100.0%	0.0	100%	40.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	510	5,490	0	0	510	5,490
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	1,399	15,061	0	0	1,399	15,061
4 bed House (with garage)	834	8,977	0	0	834	8,977
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	424	4,559	0	0	424	4,559
2 bed Flat	520	5,597	0	0	520	5,597
3 bed Flat	0	0	0	0	0	0
	3,687	39,684	0	0	3,687	39,684
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	2,142,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	4,620,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	2,550,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	1,386,000
2 bed Flat	245,000	3,769	350	3,204	298	1,666,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						12,364,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**40**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	6.8	@	315,000	2,142,000
3 bed House	0.0	@	0	-
3 bed House (with garage)	13.2	@	350,000	4,620,000
4 bed House (with garage)	6.0	@	425,000	2,550,000
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	7.2	@	192,500	1,386,000
2 bed Flat	6.8	@	245,000	1,666,000
3 bed Flat	0.0	@	0	-
	40.0			12,364,000
Affordable Rent GDV -				
2 bed House	0.0	@	189,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	210,000	-
4 bed House (with garage)	0.0	@	255,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	115,500	-
2 bed Flat	0.0	@	147,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	140,000	-
4 bed House (with garage)	0.0	@	170,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	77,000	-
2 bed Flat	0.0	@	98,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	220,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	245,000	-
4 bed House (with garage)	0.0	@	297,500	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	134,750	-
2 bed Flat	0.0	@	171,500	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**40**			**12,364,000**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	40	units @	0 per unit	-
Total GDV				**12,364,000**

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Scheme Typology:	**Houses and Flats**		No Units:	**40**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	25,400	£		(25,400)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	101,600	£		(101,600)
Building Safety Levy				3,687	sqm	30.21	£ psm			(111,376)
CIL (Mrkt only inc. garages)	Max			3,687	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				40	units @	2,500	per unit			(100,000)
	Sub-total								(100,000)	
S106 analysis:	125,000	£ per ha		0.81%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum				3,687	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.80	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			40	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				510	sqm @	1,892	psm			(964,920)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				1,188	sqm @	1,892	psm			(2,247,696)
4 bed House (EXC. garage)				690	sqm @	1,892	psm			(1,305,480)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				424	sqm @	2,064	psm			(874,165)
2 bed Flat				520	sqm @	2,064	psm			(1,073,280)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	13.2	16.0		211	sqm @	600	psm			(126,720)
Garages for 4B House	6.0	24.0		144	sqm @	600	psm			(86,400)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				3,687	£ per garage	£0				
External works				6,678,661	@	15.0%				(1,001,799)
Ext. Works analysis:						25,045	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				40	units @	1,000	£ per unit			(40,000)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		40	units @	100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units		40	units @	10%	@	0	£ per unit		-
Part L/FHS			40	units @			4,350	£ per unit		(174,000)
Part L/FHS analysis:						2.6%	% of BCIS costs			
Net Zero for Housing			2,743	sqm			0	£ psm		-
Net Zero for Flats			944	sqm			0	£ psm		-
Water Efficiency			40	units @			20	£ per unit		(800)
Urban Greening Factor	14	flats @	6	flats per floor		404	0	£ per unit		-
	Sub-total								(214,800)	
Policy Costs analysis:	(design costs only)					5,370	£ per unit (total units)			
						3.2%	% of BCIS costs			
Contingency (on construction)				7,895,260	@	3.0%				(236,858)

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Scheme Typology:	**Houses and Flats**		No Units:	**40**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		7,895,260	@	10.0%			(789,526)
Disposal Costs -							
OMS Marketing and Promotion		12,364,000	OMS @	1.00%	3,091	£ per unit	(123,640)
Residential Sales Agent Costs		12,364,000	OMS @	1.00%	3,091	£ per unit	(123,640)
Residential Sales Legal Costs		12,364,000	OMS @	0.50%	1,546	£ per unit	(61,820)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	40	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,728	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(720,388)
Developers Profit -							
Profit on OMS		12,364,000		17.50%			(2,163,700)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		12,364,000		17.50%	blended GDV	(2,163,700)	
		10,289,508		21.03%	on costs	(2,163,700)	
TOTAL COSTS							**(12,453,208)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(89,208)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(89,208)**
RLV analysis:	(2,230) £ per plot	(111,510)	£ per ha (net)	(45,127)	£ per acre (net)		
		(94,783)	£ per ha (gross)	(38,358)	£ per acre (gross)		
				-0.72%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		50.0	dph (net)				
Site Area (net)		0.80	ha (net)	1.98	acres (net)		
Net to Gross ratio		85%					
Site Area (gross)		0.94	ha (gross)	2.33	acres (gross)		
Density analysis:		4,608	sqm/ha (net)	20,075	sqft/ac (net)		
		43	dph (gross)				
Benchmark Land Value (net)	5,814 £ per plot	247,100	£ per ha (gross)	100,000	£ per acre (gross)		**232,565**
BLV analysis:		290,706	£ per ha (net)	117,647	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(402,215)**	£ per ha (net)	**(162,774)**	£ per acre (net)	**(321,772)**

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses and Flats — No Units: 40
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) - 162,774	Affordable Housing - % on site 0%						
	0%	5%	10%	15%	20%	25%	30%
0.00	(162,774)	(194,233)	(225,691)	(257,149)	(288,607)	(320,065)	(351,524)
10.00	(183,634)	(214,049)	(244,465)	(274,880)	(305,295)	(335,710)	(366,126)
Max CIL £ psm 20.00	(204,494)	(233,866)	(263,239)	(292,611)	(321,983)	(351,355)	(380,736)
0.00 30.00	(225,354)	(253,683)	(282,013)	(310,342)	(338,671)	(367,000)	(395,426)
(recommended CIL) 40.00	(246,214)	(273,500)	(300,786)	(328,073)	(355,359)	(382,645)	(410,116)
(100) 50.00	(267,074)	(293,317)	(319,560)	(345,804)	(372,047)	(398,385)	(424,806)
60.00	(287,934)	(313,134)	(338,334)	(363,534)	(388,752)	(414,124)	(439,496)
70.00	(308,794)	(332,951)	(357,108)	(381,265)	(405,540)	(429,864)	(454,187)
80.00	(329,654)	(352,768)	(375,882)	(399,055)	(422,329)	(445,603)	(468,877)
90.00	(350,513)	(372,585)	(394,669)	(416,893)	(439,118)	(461,343)	(483,567)
100.00	(371,373)	(392,402)	(413,556)	(434,732)	(455,907)	(477,082)	(498,257)
110.00	(392,233)	(412,318)	(432,444)	(452,570)	(472,696)	(492,822)	(512,947)
120.00	(413,178)	(432,254)	(451,331)	(470,408)	(489,484)	(508,561)	(527,638)
130.00	(434,164)	(452,191)	(470,218)	(488,246)	(506,273)	(524,300)	(542,328)
140.00	(455,150)	(472,128)	(489,106)	(506,084)	(523,062)	(540,040)	(557,018)
150.00	(476,136)	(492,064)	(507,993)	(523,922)	(539,851)	(555,779)	(571,708)
160.00	(497,122)	(512,001)	(526,881)	(541,760)	(556,640)	(571,519)	(586,398)
170.00	(518,108)	(531,938)	(545,768)	(559,598)	(573,428)	(587,258)	(601,089)
180.00	(539,094)	(551,875)	(564,655)	(577,436)	(590,217)	(602,998)	(615,779)
190.00	(560,080)	(571,811)	(583,543)	(595,274)	(607,006)	(618,737)	(630,469)
200.00	(581,066)	(591,748)	(602,430)	(613,112)	(623,795)	(634,477)	(645,159)
210.00	(602,052)	(611,685)	(621,318)	(630,951)	(640,584)	(650,216)	(659,849)
220.00	(623,038)	(631,621)	(640,205)	(648,789)	(657,372)	(665,956)	(674,604)
230.00	(644,024)	(651,558)	(659,092)	(666,627)	(674,161)	(681,695)	(689,383)
240.00	(665,010)	(671,495)	(677,980)	(684,465)	(690,950)	(697,495)	(704,162)
250.00	(685,996)	(691,431)	(696,867)	(702,303)	(707,739)	(713,329)	(718,941)

TABLE 2

Balance (RLV - BLV £ per acre (n)) (162,774)	Site Specific S106 100% (where 110% is a 10% increase etc.)						
	0%	25%	50%	75%	100%	125%	150%
0.00	(107,224)	(120,339)	(134,484)	(148,629)	(162,774)	(176,920)	(191,065)
10.00	(127,053)	(141,198)	(155,344)	(169,489)	(183,634)	(197,780)	(211,925)
CIL £psm 20.00	(147,913)	(162,058)	(176,204)	(190,349)	(204,494)	(218,639)	(232,785)
0.00 30.00	(168,773)	(182,918)	(197,064)	(211,209)	(225,354)	(239,499)	(253,645)
(recommended CIL) 40.00	(189,633)	(203,778)	(217,923)	(232,069)	(246,214)	(260,359)	(274,504)
(100) 50.00	(210,493)	(224,638)	(238,783)	(252,929)	(267,074)	(281,219)	(295,364)
60.00	(231,353)	(245,498)	(259,643)	(273,789)	(287,934)	(302,079)	(316,224)
70.00	(252,213)	(266,358)	(280,503)	(294,648)	(308,794)	(322,939)	(337,084)
80.00	(273,073)	(287,218)	(301,363)	(315,508)	(329,654)	(343,799)	(357,944)
90.00	(293,932)	(308,078)	(322,223)	(336,368)	(350,513)	(364,659)	(378,804)
100.00	(314,792)	(328,938)	(343,083)	(357,228)	(371,373)	(385,519)	(399,667)
110.00	(335,652)	(349,797)	(363,943)	(378,088)	(392,233)	(406,423)	(420,653)
120.00	(356,512)	(370,657)	(384,803)	(398,948)	(413,178)	(427,409)	(441,639)
130.00	(377,372)	(391,517)	(405,702)	(419,933)	(434,164)	(448,394)	(462,625)
140.00	(398,232)	(412,457)	(426,688)	(440,919)	(455,150)	(469,380)	(483,611)
150.00	(419,213)	(433,443)	(447,674)	(461,905)	(476,136)	(490,366)	(504,597)
160.00	(440,199)	(454,429)	(468,660)	(482,891)	(497,122)	(511,352)	(525,583)
170.00	(461,185)	(475,415)	(489,646)	(503,877)	(518,108)	(532,338)	(546,569)
180.00	(482,171)	(496,401)	(510,632)	(524,863)	(539,094)	(553,324)	(567,555)
190.00	(503,157)	(517,387)	(531,618)	(545,849)	(560,080)	(574,310)	(588,541)
200.00	(524,143)	(538,373)	(552,604)	(566,835)	(581,066)	(595,296)	(609,527)
210.00	(545,129)	(559,359)	(573,590)	(587,821)	(602,052)	(616,282)	(630,513)
220.00	(566,115)	(580,345)	(594,576)	(608,807)	(623,038)	(637,268)	(651,499)
230.00	(587,101)	(601,331)	(615,562)	(629,793)	(644,024)	(658,254)	(672,485)
240.00	(608,087)	(622,317)	(636,548)	(650,779)	(665,010)	(679,240)	(693,471)
250.00	(629,073)	(643,303)	(657,534)	(671,765)	(685,996)	(700,226)	(714,457)

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Scheme Typology: Houses and Flats — No Units: 40
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(162,774)	Profit 18%						
		15%	16%	17%	18%	19%	20%	21%
	0.00	(17,129)	(73,338)	(131,502)	(194,047)	(256,593)	(319,138)	(381,684)
	10.00	(35,694)	(92,321)	(152,362)	(214,907)	(277,453)	(339,998)	(402,544)
CIL £psm	20.00	(54,387)	(111,303)	(173,221)	(235,767)	(298,312)	(360,858)	(423,404)
0.00	30.00	(73,369)	(131,536)	(194,081)	(256,627)	(319,172)	(381,718)	(444,263)
(recommended CIL)	40.00	(92,352)	(152,396)	(214,941)	(277,487)	(340,032)	(402,578)	(465,123)
(100)	50.00	(111,334)	(173,256)	(235,801)	(298,347)	(360,892)	(423,438)	(485,983)
	60.00	(131,570)	(194,115)	(256,661)	(319,207)	(381,752)	(444,298)	(506,843)
	70.00	(152,430)	(214,975)	(277,521)	(340,066)	(402,612)	(465,157)	(527,703)
	80.00	(173,290)	(235,835)	(298,381)	(360,926)	(423,472)	(486,017)	(548,563)
	90.00	(194,150)	(256,695)	(319,241)	(381,786)	(444,332)	(506,877)	(569,423)
	100.00	(215,010)	(277,555)	(340,101)	(402,646)	(465,192)	(527,737)	(590,283)
	110.00	(235,869)	(298,415)	(360,960)	(423,506)	(486,052)	(548,597)	(611,143)
	120.00	(256,814)	(319,359)	(381,905)	(444,451)	(506,996)	(569,542)	(632,087)
	130.00	(277,800)	(340,345)	(402,891)	(465,436)	(527,982)	(590,528)	(653,073)
	140.00	(298,786)	(361,331)	(423,877)	(486,422)	(548,968)	(611,514)	(674,059)
	150.00	(319,772)	(382,317)	(444,863)	(507,408)	(569,954)	(632,500)	(695,045)
	160.00	(340,758)	(403,303)	(465,849)	(528,394)	(590,940)	(653,486)	(716,031)
	170.00	(361,744)	(424,289)	(486,835)	(549,380)	(611,926)	(674,472)	(737,017)
	180.00	(382,730)	(445,275)	(507,821)	(570,366)	(632,912)	(695,458)	(758,003)
	190.00	(403,716)	(466,261)	(528,807)	(591,352)	(653,898)	(716,444)	(778,989)
	200.00	(424,702)	(487,247)	(549,793)	(612,338)	(674,884)	(737,430)	(799,975)
	210.00	(445,688)	(508,233)	(570,779)	(633,324)	(695,870)	(758,416)	(820,961)
	220.00	(466,674)	(529,219)	(591,765)	(654,310)	(716,856)	(779,402)	(841,947)
	230.00	(487,660)	(550,205)	(612,751)	(675,296)	(737,842)	(800,387)	(862,933)
	240.00	(508,646)	(571,191)	(633,737)	(696,282)	(758,828)	(821,373)	(883,919)
	250.00	(529,632)	(592,177)	(654,723)	(717,268)	(779,814)	(842,359)	(904,905)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(162,774)	BLV (£ per acre (n)) 100,000						
		100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(162,774)	(192,186)	(221,598)	(251,010)	(280,421)	(309,833)	(339,245)
	10.00	(183,634)	(213,046)	(242,458)	(271,870)	(301,281)	(330,693)	(360,105)
CIL £psm	20.00	(204,494)	(233,906)	(263,318)	(292,729)	(322,141)	(351,553)	(380,965)
0.00	30.00	(225,354)	(254,766)	(284,178)	(313,589)	(343,001)	(372,413)	(401,825)
(recommended CIL)	40.00	(246,214)	(275,626)	(305,038)	(334,449)	(363,861)	(393,273)	(422,685)
(100)	50.00	(267,074)	(296,486)	(325,897)	(355,309)	(384,721)	(414,133)	(443,544)
	60.00	(287,934)	(317,346)	(346,757)	(376,169)	(405,581)	(434,993)	(464,404)
	70.00	(308,794)	(338,205)	(367,617)	(397,029)	(426,441)	(455,852)	(485,264)
	80.00	(329,654)	(359,065)	(388,477)	(417,889)	(447,301)	(476,712)	(506,124)
	90.00	(350,513)	(379,925)	(409,337)	(438,749)	(468,161)	(497,572)	(526,984)
	100.00	(371,373)	(400,785)	(430,197)	(459,609)	(489,020)	(518,432)	(547,844)
	110.00	(392,233)	(421,645)	(451,057)	(480,469)	(509,880)	(539,292)	(568,704)
	120.00	(413,178)	(442,590)	(472,001)	(501,413)	(530,825)	(560,237)	(589,648)
	130.00	(434,164)	(463,575)	(492,987)	(522,399)	(551,811)	(581,223)	(610,634)
	140.00	(455,150)	(484,561)	(513,973)	(543,385)	(572,797)	(602,209)	(631,620)
	150.00	(476,136)	(505,547)	(534,959)	(564,371)	(593,783)	(623,195)	(652,606)
	160.00	(497,122)	(526,533)	(555,945)	(585,357)	(614,769)	(644,181)	(673,592)
	170.00	(518,108)	(547,519)	(576,931)	(606,343)	(635,755)	(665,167)	(694,578)
	180.00	(539,094)	(568,505)	(597,917)	(627,329)	(656,741)	(686,153)	(715,564)
	190.00	(560,080)	(589,491)	(618,903)	(648,315)	(677,727)	(707,139)	(736,550)
	200.00	(581,066)	(610,477)	(639,889)	(669,301)	(698,713)	(728,125)	(757,536)
	210.00	(602,052)	(631,463)	(660,875)	(690,287)	(719,699)	(749,111)	(778,522)
	220.00	(623,038)	(652,449)	(681,861)	(711,273)	(740,685)	(770,097)	(799,508)
	230.00	(644,024)	(673,435)	(702,847)	(732,259)	(761,671)	(791,083)	(820,494)
	240.00	(665,010)	(694,421)	(723,833)	(753,245)	(782,657)	(812,068)	(841,480)
	250.00	(685,996)	(715,407)	(744,819)	(774,231)	(803,643)	(833,054)	(862,466)

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Scheme Typology: Houses and Flats — No Units: 40
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(162,774)	Density (dph) (net) 30	35	50 40	45	50	55	60
	0.00	(144,723)	(149,236)	(153,749)	(158,262)	(162,774)	(167,287)	(171,800)
	10.00	(157,239)	(163,838)	(170,437)	(177,036)	(183,634)	(190,233)	(196,832)
CIL £psm	20.00	(169,755)	(178,440)	(187,125)	(195,809)	(204,494)	(213,179)	(221,864)
0.00	30.00	(182,271)	(193,042)	(203,813)	(214,583)	(225,354)	(236,125)	(246,895)
(recommended CIL)	40.00	(194,787)	(207,644)	(220,501)	(233,357)	(246,214)	(259,071)	(271,927)
(100)	50.00	(207,303)	(222,246)	(237,189)	(252,131)	(267,074)	(282,017)	(296,959)
	60.00	(219,819)	(236,848)	(253,876)	(270,905)	(287,934)	(304,962)	(321,991)
	70.00	(232,335)	(251,450)	(270,564)	(289,679)	(308,794)	(327,908)	(347,023)
	80.00	(244,851)	(266,052)	(287,252)	(308,453)	(329,654)	(350,854)	(372,055)
	90.00	(257,367)	(280,654)	(303,940)	(327,227)	(350,513)	(373,800)	(397,087)
	100.00	(269,883)	(295,255)	(320,628)	(346,001)	(371,373)	(396,746)	(422,119)
	110.00	(282,399)	(309,857)	(337,316)	(364,775)	(392,233)	(419,692)	(447,151)
	120.00	(294,965)	(324,519)	(354,072)	(383,625)	(413,178)	(442,731)	(472,284)
	130.00	(307,557)	(339,209)	(370,860)	(402,512)	(434,164)	(465,815)	(497,467)
	140.00	(320,149)	(353,899)	(387,649)	(421,399)	(455,150)	(488,900)	(522,650)
	150.00	(332,740)	(368,589)	(404,438)	(440,287)	(476,136)	(511,985)	(547,833)
	160.00	(345,332)	(383,279)	(421,227)	(459,174)	(497,122)	(535,069)	(573,017)
	170.00	(357,923)	(397,970)	(438,016)	(478,062)	(518,108)	(558,154)	(598,200)
	180.00	(370,515)	(412,660)	(454,804)	(496,949)	(539,094)	(581,238)	(623,383)
	190.00	(383,107)	(427,350)	(471,593)	(515,836)	(560,080)	(604,323)	(648,566)
	200.00	(395,698)	(442,040)	(488,382)	(534,724)	(581,066)	(627,408)	(673,749)
	210.00	(408,290)	(456,730)	(505,171)	(553,611)	(602,052)	(650,492)	(698,933)
	220.00	(420,881)	(471,420)	(521,960)	(572,499)	(623,038)	(673,577)	(724,116)
	230.00	(433,473)	(486,111)	(538,748)	(591,386)	(644,024)	(696,661)	(749,299)
	240.00	(446,065)	(500,801)	(555,537)	(610,273)	(665,010)	(719,746)	(774,482)
	250.00	(458,656)	(515,491)	(572,326)	(629,161)	(685,996)	(742,831)	(799,665)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(162,774)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	1,513,193	1,101,660	687,217	269,511	(162,774)	(408,361)	(655,377)
	10.00	1,495,786	1,084,148	669,493	251,679	(183,634)	(429,347)	(676,363)
CIL £psm	20.00	1,478,379	1,066,636	651,768	233,847	(204,494)	(450,333)	(697,349)
0.00	30.00	1,460,972	1,049,123	634,044	216,016	(225,354)	(471,319)	(718,335)
(recommended CIL)	40.00	1,443,565	1,031,535	616,319	198,184	(246,214)	(492,305)	(739,321)
(100)	50.00	1,426,158	1,013,917	598,594	180,352	(267,074)	(513,291)	(760,306)
	60.00	1,408,751	996,299	580,870	162,520	(287,934)	(534,277)	(781,292)
	70.00	1,391,329	978,681	563,145	144,689	(308,794)	(555,263)	(802,278)
	80.00	1,373,817	961,063	545,421	126,857	(329,654)	(576,249)	(823,371)
	90.00	1,356,305	943,445	527,696	109,025	(350,513)	(597,235)	(844,484)
	100.00	1,338,792	925,827	509,972	91,193	(371,373)	(618,221)	(865,597)
	110.00	1,321,280	908,209	492,247	73,362	(392,233)	(639,207)	(886,710)
	120.00	1,303,768	890,591	474,522	55,530	(413,178)	(660,193)	(907,822)
	130.00	1,286,256	872,973	456,798	37,698	(434,164)	(681,179)	(928,935)
	140.00	1,268,744	855,355	439,073	19,867	(455,150)	(702,165)	(950,048)
	150.00	1,251,231	837,737	421,349	2,035	(476,136)	(723,151)	(971,161)
	160.00	1,233,719	820,119	403,624	(16,292)	(497,122)	(744,137)	(992,274)
	170.00	1,216,207	802,500	385,899	(34,858)	(518,108)	(765,123)	(1,013,387)
	180.00	1,198,695	784,882	368,175	(53,531)	(539,094)	(786,109)	(1,034,500)
	190.00	1,181,183	767,264	350,450	(72,514)	(560,080)	(807,104)	(1,055,612)
	200.00	1,163,670	749,646	332,652	(91,496)	(581,066)	(828,217)	(1,076,725)
	210.00	1,146,158	732,028	314,821	(110,479)	(602,052)	(849,330)	(1,097,838)
	220.00	1,128,646	714,410	296,989	(130,630)	(623,038)	(870,442)	(1,118,951)
	230.00	1,111,134	696,792	279,157	(151,490)	(644,024)	(891,555)	(1,140,064)
	240.00	1,093,621	679,081	261,325	(172,350)	(665,010)	(912,668)	(1,161,177)
	250.00	1,076,109	661,357	243,494	(193,210)	(685,996)	(933,781)	(1,182,289)

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses and Flats — No Units: 40
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	(162,774)	Market Values 100% 90%	95%	100%	105%	110%	120%	130%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(684,623)	(422,985)	(162,774)	72,008	294,282	737,011	1,177,704
	10.00	(705,609)	(443,971)	(183,634)	54,176	276,450	719,287	1,160,086
CIL £psm	20.00	(726,595)	(464,957)	(204,494)	36,345	258,618	701,562	1,142,468
0.00	30.00	(747,646)	(485,943)	(225,354)	18,513	240,787	683,838	1,124,850
(recommended CIL)	40.00	(768,759)	(506,929)	(246,214)	681	222,955	666,113	1,107,232
(100)	50.00	(789,872)	(527,915)	(267,074)	(17,735)	205,123	648,388	1,089,614
	60.00	(810,985)	(548,901)	(287,934)	(36,300)	187,291	630,664	1,071,996
	70.00	(832,098)	(569,887)	(308,794)	(55,007)	169,460	612,939	1,054,378
	80.00	(853,211)	(590,873)	(329,654)	(73,989)	151,628	595,215	1,036,760
	90.00	(874,323)	(611,859)	(350,513)	(92,972)	133,796	577,490	1,019,142
	100.00	(895,436)	(632,845)	(371,373)	(111,954)	115,965	559,765	1,001,523
	110.00	(916,549)	(653,831)	(392,233)	(132,251)	98,133	542,041	983,905
	120.00	(937,662)	(674,817)	(413,178)	(153,111)	80,301	524,316	966,287
	130.00	(958,775)	(695,803)	(434,164)	(173,971)	62,469	506,592	948,669
	140.00	(979,888)	(716,789)	(455,150)	(194,831)	44,638	488,867	931,018
	150.00	(1,001,001)	(737,775)	(476,136)	(215,691)	26,806	471,143	913,293
	160.00	(1,022,113)	(758,761)	(497,122)	(236,551)	8,974	453,418	895,569
	170.00	(1,043,226)	(779,798)	(518,108)	(257,410)	(9,135)	435,690	877,844
	180.00	(1,064,339)	(800,911)	(539,094)	(278,270)	(27,700)	417,858	860,120
	190.00	(1,085,452)	(822,024)	(560,080)	(299,130)	(46,265)	400,026	842,395
	200.00	(1,106,588)	(843,136)	(581,066)	(319,990)	(65,195)	382,195	824,670
	210.00	(1,127,828)	(864,249)	(602,052)	(340,850)	(84,178)	364,363	806,946
	220.00	(1,149,069)	(885,362)	(623,038)	(361,710)	(103,161)	346,531	789,221
	230.00	(1,170,309)	(906,475)	(644,024)	(382,570)	(122,588)	328,699	771,497
	240.00	(1,191,550)	(927,588)	(665,010)	(403,430)	(143,448)	310,868	753,772
	250.00	(1,212,790)	(948,701)	(685,996)	(424,357)	(164,307)	293,036	736,048

TABLE 8

Balance (RLV - BLV £ per acre (n))	(162,774)	Grant (£ per unit) 0	10,000	- 20,000	30,000	40,000	50,000	100,000
	0.00	(162,774)	42,041	234,348	426,164	617,315	807,781	1,751,298
	10.00	(183,634)	24,210	216,517	408,439	599,590	790,163	1,733,938
CIL £psm	20.00	(204,494)	6,378	198,685	390,714	581,866	772,545	1,716,532
0.00	30.00	(225,354)	(11,771)	180,853	372,990	564,141	754,927	1,699,125
(recommended CIL)	40.00	(246,214)	(30,336)	163,021	355,265	546,417	737,309	1,681,718
(100)	50.00	(267,074)	(48,908)	145,190	337,496	528,692	719,691	1,664,311
	60.00	(287,934)	(67,890)	127,358	319,665	510,967	702,073	1,646,904
	70.00	(308,794)	(86,873)	109,526	301,833	493,243	684,394	1,629,497
	80.00	(329,654)	(105,855)	91,694	284,001	475,518	666,670	1,612,090
	90.00	(350,513)	(125,549)	73,863	266,170	457,794	648,945	1,594,683
	100.00	(371,373)	(146,409)	56,031	248,338	440,069	631,220	1,577,276
	110.00	(392,233)	(167,269)	38,199	230,506	422,345	613,496	1,559,869
	120.00	(413,178)	(188,129)	20,368	212,674	404,620	595,771	1,542,462
	130.00	(434,164)	(208,989)	2,536	194,843	386,895	578,047	1,525,055
	140.00	(455,150)	(229,849)	(15,771)	177,011	369,171	560,322	1,507,648
	150.00	(476,136)	(250,709)	(34,336)	159,179	351,446	542,598	1,490,241
	160.00	(497,122)	(271,568)	(52,998)	141,347	333,654	524,873	1,472,834
	170.00	(518,108)	(292,428)	(71,981)	123,516	315,823	507,148	1,455,427
	180.00	(539,094)	(313,288)	(90,963)	105,684	297,991	489,424	1,438,020
	190.00	(560,080)	(334,148)	(109,946)	87,852	280,159	471,699	1,420,613
	200.00	(581,066)	(355,008)	(130,044)	70,021	262,327	453,975	1,403,206
	210.00	(602,052)	(375,868)	(150,904)	52,189	244,496	436,250	1,385,750
	220.00	(623,038)	(396,728)	(171,764)	34,357	226,664	418,526	1,368,238
	230.00	(644,024)	(417,700)	(192,624)	16,525	208,832	400,801	1,350,726
	240.00	(665,010)	(438,686)	(213,483)	(1,306)	191,000	383,076	1,333,214
	250.00	(685,996)	(459,672)	(234,343)	(19,771)	173,169	365,352	1,315,702

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: **Houses and Flats** No Units: **40**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**E**	
Scheme Typology:	Houses and Flats	
No Units:	40	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	12,364,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	21.03%	
Developers Profit Total (£)	2,163,700	
Land Value KPI's		
RLV (£/acre (net))	(45,127)	
RLV (£/ha (net))	(111,510)	
RLV (% of GDV)	-0.72%	
RLV Total (£)	(89,208)	
BLV (£/acre (net))	100,000	
BLV (£/ha (net))	247,100	
BLV Total (£)	232,565	
Surplus/Deficit (£/acre) [RLV-BLV]	(162,774)	
Surplus/Deficit (£/ha)	(402,215)	
Surplus/Deficit Total (£)	(321,772)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	720,388	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	18,010	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Appraisal Ref:	F				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	100	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	42.0	50.0%	0.0	42%	42.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	40.0	43.0%	0.0	40%	40.0
4 bed House (with garage)	18.0%	18.0	7.0%	0.0	18%	18.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	100.0	100.0%	0.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	3,150	33,906	0	0	3,150	33,906
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	4,240	45,639	0	0	4,240	45,639
4 bed House (with garage)	2,502	26,931	0	0	2,502	26,931
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	9,892	106,477	0	0	9,892	106,477
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	13,230,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	14,000,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	7,650,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						34,880,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	0	60%	0	40%	0	0%	0	70%
2 bed Flat	0	60%	0	40%	0	0%	0	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology:	**Houses**	No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	42.0	@	315,000	13,230,000
3 bed House	0.0	@	0	-
3 bed House (with garage)	40.0	@	350,000	14,000,000
4 bed House (with garage)	18.0	@	425,000	7,650,000
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	100.0			34,880,000
Affordable Rent GDV -				
2 bed House	0.0	@	189,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	210,000	-
4 bed House (with garage)	0.0	@	255,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	140,000	-
4 bed House (with garage)	0.0	@	170,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	220,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	245,000	-
4 bed House (with garage)	0.0	@	297,500	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**100**			**34,880,000**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	100	units @	0 per unit	-
Total GDV				**34,880,000**

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Scheme Typology:	**Houses**	No Units:	**100**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	122,505	£		(122,505)
Building Safety Levy				9,892	sqm	30.21	£ psm			(298,837)
CIL (Mrkt only inc. garages)	Max			9,892	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				100	units @	2,500	per unit			(250,000)
	Sub-total								(250,000)	
S106 analysis:	75,000	£ per ha		0.72%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum				9,892	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				3.33	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			100	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				3,150	sqm @	1,892	psm			(5,959,800)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				3,600	sqm @	1,892	psm			(6,811,200)
4 bed House (EXC. garage)				2,070	sqm @	1,892	psm			(3,916,440)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				-	sqm @	2,064	psm			-
2 bed Flat				-	sqm @	2,064	psm			-
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	40.0		16.0	640	sqm @	600	psm			(384,000)
Garages for 4B House	18.0		24.0	432	sqm @	600	psm			(259,200)
Garages for 5B House	-		-	0	sqm @	600	psm			-
Total GIA check:				9,892	£ per garage	£0				
External works				17,330,640	@	15.0%				(2,599,596)
Ext. Works analysis:						25,996	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				100	units @	1,000	£ per unit			(100,000)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		100	units @	100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units		100	units @	10%	@	0	£ per unit		-
Part L/FHS			100	units @			4,350	£ per unit		(435,000)
Part L/FHS analysis:						2.5%	% of BCIS costs			
Net Zero for Housing			9,892	sqm			0	£ psm		-
Net Zero for Flats			-	sqm			0	£ psm		-
Water Efficiency			100	units @			20	£ per unit		(2,000)
Urban Greening Factor	0	flats @	6	flats per floor	0		0	£ per unit		-
	Sub-total								(537,000)	
Policy Costs analysis:	(design costs only)					5,370	£ per unit (total units)			
						3.1%	% of BCIS costs			
Contingency (on construction)				20,467,236	@	3.0%				(614,017)

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Scheme Typology:	**Houses**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		20,467,236	@	10.0%			(2,046,724)
Disposal Costs -							
OMS Marketing and Promotion		34,880,000	OMS @	1.00%	3,488	£ per unit	(348,800)
Residential Sales Agent Costs		34,880,000	OMS @	1.00%	3,488	£ per unit	(348,800)
Residential Sales Legal Costs		34,880,000	OMS @	0.50%	1,744	£ per unit	(174,400)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	100	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,720	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(2,336,192)
Developers Profit -							
Profit on OMS		34,880,000		17.50%			(6,104,000)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		34,880,000		17.50%	blended GDV	(6,104,000)	
		27,048,346		22.57%	on costs	(6,104,000)	
TOTAL COSTS							**(33,152,346)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							1,727,654
SDLT		1,727,654	@	HMRC formula			(75,883)
Acquisition Agent fees		1,727,654	@	1.0%			(17,277)
Acquisition Legal fees		1,727,654	@	0.5%			(8,638)
Interest on Land		1,727,654	@	7.50%			(129,574)
Residual Land Value							**1,496,282**
RLV analysis:	14,963 £ per plot	448,885	£ per ha (net)	181,661	£ per acre (net)		
		336,664	£ per ha (gross)	136,246	£ per acre (gross)		
				4.29%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		30.0	dph (net)				
Site Area (net)		3.33	ha (net)	8.24	acres (net)		
Net to Gross ratio		75%					
Site Area (gross)		4.44	ha (gross)	10.98	acres (gross)		
Density analysis:		2,968	sqm/ha (net)	12,927	sqft/ac (net)		
		23	dph (gross)				
Benchmark Land Value (net)	10,982 £ per plot	247,100	£ per ha (gross)	100,000	£ per acre (gross)		**1,098,222**
BLV analysis:		329,467	£ per ha (net)	133,333	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**119,418**	£ per ha (net)	**48,328**	£ per acre (net)	**398,060**

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Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	48,328	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	48,328	38,477	28,625	18,774	8,923	(929)	(10,780)
	10.00	36,340	27,088	17,836	8,584	(668)	(9,920)	(19,171)
Max CIL £ psm	20.00	24,352	15,699	7,047	(1,606)	(10,258)	(18,911)	(27,563)
0.00	30.00	12,364	4,311	(3,742)	(11,795)	(19,849)	(27,902)	(35,955)
(recommended CIL)	40.00	376	(7,078)	(14,532)	(21,985)	(29,439)	(36,893)	(44,346)
(100)	50.00	(11,612)	(18,467)	(25,321)	(32,175)	(39,029)	(45,884)	(52,738)
	60.00	(23,600)	(29,855)	(36,110)	(42,365)	(48,620)	(54,875)	(61,129)
	70.00	(35,624)	(41,244)	(46,899)	(52,555)	(58,210)	(63,866)	(69,521)
	80.00	(47,685)	(52,700)	(57,716)	(62,745)	(67,801)	(72,857)	(77,913)
	90.00	(59,745)	(64,158)	(68,570)	(72,982)	(77,395)	(81,848)	(86,304)
	100.00	(71,806)	(75,615)	(79,424)	(83,234)	(87,043)	(90,852)	(94,696)
	110.00	(83,866)	(87,073)	(90,279)	(93,485)	(96,691)	(99,898)	(103,104)
	120.00	(95,927)	(98,530)	(101,133)	(103,737)	(106,353)	(109,047)	(111,741)
	130.00	(108,058)	(110,128)	(112,198)	(114,268)	(116,338)	(118,445)	(120,562)
	140.00	(120,624)	(122,103)	(123,581)	(125,060)	(126,538)	(128,017)	(129,495)
	150.00	(133,391)	(134,315)	(135,238)	(136,162)	(137,085)	(138,009)	(138,932)
	160.00	(147,415)	(147,637)	(147,860)	(148,082)	(148,304)	(148,526)	(148,749)
	170.00	(161,439)	(160,960)	(160,481)	(160,002)	(159,523)	(159,044)	(158,565)
	180.00	(175,463)	(174,282)	(173,102)	(171,922)	(170,742)	(169,562)	(168,382)
	190.00	(189,506)	(187,605)	(185,724)	(183,843)	(181,961)	(180,080)	(178,199)
	200.00	(203,614)	(200,985)	(198,357)	(195,763)	(193,180)	(190,598)	(188,015)
	210.00	(217,723)	(214,389)	(211,054)	(207,720)	(204,399)	(201,116)	(197,832)
	220.00	(231,832)	(227,792)	(223,752)	(219,712)	(215,672)	(211,634)	(207,649)
	230.00	(245,940)	(241,195)	(236,450)	(231,705)	(226,959)	(222,214)	(217,469)
	240.00	(260,049)	(254,598)	(249,147)	(243,697)	(238,246)	(232,796)	(227,345)
	250.00	(274,157)	(268,001)	(261,845)	(255,689)	(249,533)	(243,377)	(237,221)

TABLE 2

Balance (RLV - BLV £ per acre (n))	48,328	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	78,625	71,051	63,476	55,902	48,328	40,754	33,179
	10.00	66,637	59,063	51,488	43,914	36,340	28,765	21,191
CIL £psm	20.00	54,649	47,075	39,500	31,926	24,352	16,777	9,203
0.00	30.00	42,661	35,087	27,512	19,938	12,364	4,789	(2,785)
(recommended CIL)	40.00	30,673	23,099	15,524	7,950	376	(7,199)	(14,773)
(100)	50.00	18,685	11,111	3,536	(4,038)	(11,612)	(19,187)	(26,761)
	60.00	6,697	(877)	(8,452)	(16,026)	(23,600)	(31,184)	(38,804)
	70.00	(5,291)	(12,865)	(20,440)	(28,014)	(35,624)	(43,244)	(50,865)
	80.00	(17,279)	(24,853)	(32,445)	(40,065)	(47,685)	(55,305)	(62,925)
	90.00	(29,267)	(36,885)	(44,505)	(52,125)	(59,745)	(67,365)	(74,985)
	100.00	(41,325)	(48,945)	(56,566)	(64,186)	(71,806)	(79,426)	(87,046)
	110.00	(53,386)	(61,006)	(68,626)	(76,246)	(83,866)	(91,486)	(99,106)
	120.00	(65,446)	(73,066)	(80,687)	(88,307)	(95,927)	(103,547)	(111,349)
	130.00	(77,507)	(85,127)	(92,747)	(100,367)	(108,058)	(115,944)	(123,989)
	140.00	(89,567)	(97,187)	(104,808)	(112,653)	(120,624)	(128,687)	(137,088)
	150.00	(101,628)	(109,363)	(117,260)	(125,323)	(133,391)	(142,252)	(151,112)
	160.00	(113,958)	(121,958)	(130,021)	(138,554)	(147,415)	(156,275)	(165,136)
	170.00	(126,657)	(134,857)	(143,718)	(152,578)	(161,439)	(170,299)	(179,160)
	180.00	(140,020)	(148,881)	(157,741)	(166,602)	(175,463)	(184,323)	(193,225)
	190.00	(154,044)	(162,905)	(171,765)	(180,626)	(189,506)	(198,420)	(207,334)
	200.00	(168,068)	(176,928)	(185,789)	(194,700)	(203,614)	(212,529)	(221,443)
	210.00	(182,092)	(190,981)	(199,895)	(208,809)	(217,723)	(226,637)	(235,551)
	220.00	(196,175)	(205,089)	(214,003)	(222,917)	(231,832)	(240,746)	(249,660)
	230.00	(210,284)	(219,198)	(228,112)	(237,026)	(245,940)	(254,854)	(263,768)
	240.00	(224,392)	(233,306)	(242,220)	(251,135)	(260,049)	(268,963)	(277,877)
	250.00	(238,501)	(247,415)	(256,329)	(265,243)	(274,157)	(283,072)	(291,986)

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Scheme Typology: Houses | No Units: 100
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	48,328	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	139,374	102,956	66,537	30,119	(6,300)	(42,719)	(79,137)
	10.00	127,386	90,968	54,549	18,130	(18,288)	(54,707)	(91,125)
CIL £psm	20.00	115,398	78,980	42,561	6,142	(30,276)	(66,695)	(103,113)
0.00	30.00	103,410	66,992	30,573	(5,846)	(42,264)	(78,683)	(115,420)
(recommended CIL)	40.00	91,422	55,004	18,585	(17,834)	(54,252)	(90,671)	(128,075)
(100)	50.00	79,434	43,016	6,597	(29,822)	(66,240)	(102,659)	(141,495)
	60.00	67,446	31,028	(5,391)	(41,810)	(78,228)	(114,950)	(155,434)
	70.00	55,422	19,004	(17,415)	(53,834)	(90,252)	(127,632)	(169,416)
	80.00	43,362	6,943	(29,475)	(65,894)	(102,313)	(141,092)	(183,440)
	90.00	31,301	(5,117)	(41,536)	(77,955)	(114,667)	(155,116)	(197,463)
	100.00	19,241	(17,178)	(53,596)	(90,015)	(127,381)	(169,140)	(211,487)
	110.00	7,180	(29,238)	(65,657)	(102,076)	(140,817)	(183,164)	(225,511)
	120.00	(4,880)	(41,299)	(77,717)	(114,421)	(154,840)	(197,188)	(239,535)
	130.00	(16,941)	(53,359)	(89,778)	(127,131)	(168,864)	(211,211)	(253,559)
	140.00	(29,001)	(65,420)	(101,838)	(140,541)	(182,888)	(225,235)	(267,583)
	150.00	(41,062)	(77,480)	(114,176)	(154,565)	(196,912)	(239,259)	(281,606)
	160.00	(53,122)	(89,541)	(126,880)	(168,589)	(210,936)	(253,283)	(295,630)
	170.00	(65,183)	(101,601)	(140,265)	(182,612)	(224,960)	(267,307)	(309,654)
	180.00	(77,243)	(113,931)	(154,289)	(196,636)	(238,983)	(281,331)	(323,678)
	190.00	(89,320)	(126,646)	(168,332)	(210,679)	(253,027)	(295,374)	(337,721)
	200.00	(101,454)	(140,094)	(182,441)	(224,788)	(267,135)	(309,482)	(351,830)
	210.00	(113,853)	(154,202)	(196,549)	(238,897)	(281,244)	(323,591)	(365,938)
	220.00	(126,627)	(168,311)	(210,658)	(253,005)	(295,352)	(337,700)	(380,047)
	230.00	(140,072)	(182,419)	(224,767)	(267,114)	(309,461)	(351,808)	(394,155)
	240.00	(154,181)	(196,528)	(238,875)	(281,222)	(323,570)	(365,917)	(408,264)
	250.00	(168,289)	(210,637)	(252,984)	(295,331)	(337,678)	(380,025)	(422,373)

TABLE 4

Balance (RLV - BLV £ per acre (n))	48,328	BLV (£ per acre (n)) 100,000	125,000	100,000 150,000	175,000	200,000	225,000	250,000
	0.00	48,328	14,994	(18,339)	(51,672)	(85,006)	(118,339)	(151,672)
	10.00	36,340	3,006	(30,327)	(63,660)	(96,994)	(130,327)	(163,660)
CIL £psm	20.00	24,352	(8,982)	(42,315)	(75,648)	(108,982)	(142,315)	(175,648)
0.00	30.00	12,364	(20,970)	(54,303)	(87,636)	(120,970)	(154,303)	(187,636)
(recommended CIL)	40.00	376	(32,958)	(66,291)	(99,624)	(132,958)	(166,291)	(199,624)
(100)	50.00	(11,612)	(44,946)	(78,279)	(111,612)	(144,946)	(178,279)	(211,612)
	60.00	(23,600)	(56,934)	(90,267)	(123,600)	(156,934)	(190,267)	(223,600)
	70.00	(35,624)	(68,958)	(102,291)	(135,624)	(168,958)	(202,291)	(235,624)
	80.00	(47,685)	(81,018)	(114,351)	(147,685)	(181,018)	(214,351)	(247,685)
	90.00	(59,745)	(93,079)	(126,412)	(159,745)	(193,079)	(226,412)	(259,745)
	100.00	(71,806)	(105,139)	(138,472)	(171,806)	(205,139)	(238,472)	(271,806)
	110.00	(83,866)	(117,200)	(150,533)	(183,866)	(217,200)	(250,533)	(283,866)
	120.00	(95,927)	(129,260)	(162,593)	(195,927)	(229,260)	(262,593)	(295,927)
	130.00	(108,058)	(141,391)	(174,725)	(208,058)	(241,391)	(274,725)	(308,058)
	140.00	(120,624)	(153,958)	(187,291)	(220,624)	(253,958)	(287,291)	(320,624)
	150.00	(133,391)	(166,724)	(200,058)	(233,391)	(266,724)	(300,058)	(333,391)
	160.00	(147,415)	(180,748)	(214,082)	(247,415)	(280,748)	(314,082)	(347,415)
	170.00	(161,439)	(194,772)	(228,105)	(261,439)	(294,772)	(328,105)	(361,439)
	180.00	(175,463)	(208,796)	(242,129)	(275,463)	(308,796)	(342,129)	(375,463)
	190.00	(189,506)	(222,839)	(256,172)	(289,506)	(322,839)	(356,172)	(389,506)
	200.00	(203,614)	(236,948)	(270,281)	(303,614)	(336,948)	(370,281)	(403,614)
	210.00	(217,723)	(251,056)	(284,390)	(317,723)	(351,056)	(384,390)	(417,723)
	220.00	(231,832)	(265,165)	(298,498)	(331,832)	(365,165)	(398,498)	(431,832)
	230.00	(245,940)	(279,274)	(312,607)	(345,940)	(379,274)	(412,607)	(445,940)
	240.00	(260,049)	(293,382)	(326,715)	(360,049)	(393,382)	(426,715)	(460,049)
	250.00	(274,157)	(307,491)	(340,824)	(374,157)	(407,491)	(440,824)	(474,157)

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: Houses — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	48,328	Density (dph) (net) 30	35	40	45	50	55	60
	0.00	48,328	78,605	108,882	139,158	169,435	199,712	229,989
	10.00	36,340	64,619	92,898	121,176	149,455	177,734	206,013
CIL £psm	20.00	24,352	50,633	76,913	103,194	129,475	155,756	182,037
0.00	30.00	12,364	36,647	60,929	85,212	109,495	133,778	158,061
(recommended CIL)	40.00	376	22,661	44,945	67,230	89,515	111,800	134,085
(100)	50.00	(11,612)	8,675	28,961	49,248	69,535	89,822	110,109
	60.00	(23,600)	(5,311)	12,977	31,266	49,555	67,844	86,133
	70.00	(35,624)	(19,339)	(3,055)	13,230	29,515	45,800	62,085
	80.00	(47,685)	(33,410)	(19,135)	(4,861)	9,414	23,689	37,964
	90.00	(59,745)	(47,481)	(35,216)	(22,951)	(10,687)	1,578	13,843
	100.00	(71,806)	(61,551)	(51,297)	(41,042)	(30,787)	(20,533)	(10,278)
	110.00	(83,866)	(75,622)	(67,377)	(59,133)	(50,888)	(42,644)	(34,399)
	120.00	(95,927)	(89,692)	(83,458)	(77,223)	(70,989)	(64,755)	(58,520)
	130.00	(108,058)	(103,846)	(99,633)	(95,420)	(91,208)	(86,995)	(82,783)
	140.00	(120,624)	(118,506)	(116,388)	(114,270)	(112,151)	(110,033)	(107,915)
	150.00	(133,391)	(133,401)	(133,410)	(133,420)	(133,430)	(133,439)	(133,449)
	160.00	(147,415)	(149,762)	(152,109)	(154,456)	(156,803)	(159,150)	(161,496)
	170.00	(161,439)	(166,123)	(170,807)	(175,491)	(180,176)	(184,860)	(189,544)
	180.00	(175,463)	(182,484)	(189,506)	(196,527)	(203,549)	(210,570)	(217,592)
	190.00	(189,506)	(198,868)	(208,230)	(217,592)	(226,954)	(236,316)	(245,678)
	200.00	(203,614)	(215,328)	(227,041)	(238,755)	(250,468)	(262,182)	(273,895)
	210.00	(217,723)	(231,788)	(245,853)	(259,918)	(273,983)	(288,048)	(302,113)
	220.00	(231,832)	(248,248)	(264,664)	(281,081)	(297,497)	(313,913)	(330,330)
	230.00	(245,940)	(264,708)	(283,476)	(302,244)	(321,011)	(339,779)	(358,547)
	240.00	(260,049)	(281,168)	(302,287)	(323,406)	(344,526)	(365,645)	(386,764)
	250.00	(274,157)	(297,628)	(321,099)	(344,569)	(368,040)	(391,511)	(414,981)

TABLE 6

Balance (RLV - BLV £ per acre (n))	48,328	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	1,116,330	853,732	588,169	319,717	48,328	(88,492)	(242,654)
	10.00	1,104,838	842,100	576,467	307,873	36,340	(100,552)	(256,762)
CIL £psm	20.00	1,093,345	830,468	564,764	296,028	24,352	(112,845)	(270,871)
0.00	30.00	1,081,852	818,836	553,007	284,184	12,364	(125,519)	(284,979)
(recommended CIL)	40.00	1,070,359	807,204	541,234	272,340	376	(138,770)	(299,088)
(100)	50.00	1,058,866	795,571	529,460	260,460	(11,612)	(152,793)	(313,197)
	60.00	1,047,374	783,939	517,687	248,544	(23,600)	(166,817)	(327,305)
	70.00	1,035,881	772,307	505,914	236,628	(35,624)	(180,841)	(341,414)
	80.00	1,024,388	760,675	494,141	224,712	(47,685)	(194,917)	(355,522)
	90.00	1,012,895	749,043	482,368	212,796	(59,745)	(209,025)	(369,699)
	100.00	1,001,374	737,411	470,594	200,880	(71,806)	(223,134)	(383,893)
	110.00	989,812	725,778	458,821	188,964	(83,866)	(237,243)	(398,087)
	120.00	978,250	714,146	447,048	177,048	(95,927)	(251,351)	(412,281)
	130.00	966,688	702,468	435,275	165,132	(108,058)	(265,460)	(426,475)
	140.00	955,125	690,766	423,501	153,216	(120,624)	(279,568)	(440,669)
	150.00	943,563	679,063	411,713	141,300	(133,391)	(293,677)	(454,863)
	160.00	932,001	667,361	399,869	129,384	(147,415)	(307,786)	(469,057)
	170.00	920,438	655,658	388,024	117,463	(161,439)	(321,894)	(483,250)
	180.00	908,876	643,956	376,180	105,475	(175,463)	(336,003)	(497,444)
	190.00	897,314	632,253	364,336	93,487	(189,506)	(350,111)	(511,638)
	200.00	885,752	620,551	352,491	81,499	(203,614)	(364,256)	(525,832)
	210.00	874,189	608,848	340,647	69,511	(217,723)	(378,450)	(540,084)
	220.00	862,627	597,146	328,802	57,523	(231,832)	(392,643)	(554,364)
	230.00	851,023	585,443	316,958	45,535	(245,940)	(406,837)	(568,644)
	240.00	839,390	573,741	305,114	33,547	(260,049)	(421,031)	(582,924)
	250.00	827,758	562,038	293,269	21,559	(274,157)	(435,225)	(597,203)

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Scheme Typology: Houses | No Units: 100
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	48,328	90%	95%	100%	105%	110%	120%	130%
	0.00	(282,918)	(105,688)	48,328	201,490	353,943	657,023	958,278
	10.00	(297,027)	(118,191)	36,340	189,574	342,099	645,250	946,575
CIL £psm	20.00	(311,136)	(130,953)	24,352	177,658	330,254	633,477	934,873
0.00	30.00	(325,244)	(144,741)	12,364	165,742	318,410	621,704	923,170
(recommended CIL)	40.00	(339,374)	(158,765)	376	153,826	306,565	609,930	911,468
(100)	50.00	(353,568)	(172,789)	(11,612)	141,910	294,652	598,157	899,765
	60.00	(367,762)	(186,832)	(23,600)	129,989	282,736	586,384	888,063
	70.00	(381,956)	(200,941)	(35,624)	118,001	270,820	574,611	876,360
	80.00	(396,150)	(215,049)	(47,685)	106,013	258,904	562,838	864,658
	90.00	(410,344)	(229,158)	(59,745)	94,025	246,988	551,064	852,955
	100.00	(424,538)	(243,266)	(71,806)	82,037	235,072	539,291	841,253
	110.00	(438,731)	(257,375)	(83,866)	70,049	223,156	527,518	829,550
	120.00	(452,925)	(271,484)	(95,927)	58,061	211,240	515,698	817,848
	130.00	(467,119)	(285,592)	(108,058)	46,073	199,324	503,854	806,146
	140.00	(481,313)	(299,701)	(120,624)	34,085	187,408	492,009	794,443
	150.00	(495,536)	(313,809)	(133,391)	22,097	175,492	480,165	782,741
	160.00	(509,816)	(327,918)	(147,415)	10,109	163,576	468,320	771,038
	170.00	(524,096)	(342,027)	(161,439)	(1,879)	151,660	456,476	759,268
	180.00	(538,375)	(356,190)	(175,463)	(13,867)	139,723	444,632	747,495
	190.00	(552,655)	(370,384)	(189,506)	(25,863)	127,735	432,787	735,722
	200.00	(566,935)	(384,578)	(203,614)	(37,924)	115,747	420,943	723,949
	210.00	(581,214)	(398,772)	(217,723)	(49,984)	103,759	409,098	712,176
	220.00	(595,494)	(412,966)	(231,832)	(62,045)	91,770	397,254	700,402
	230.00	(609,774)	(427,159)	(245,940)	(74,105)	79,782	385,410	688,629
	240.00	(624,053)	(441,353)	(260,049)	(86,166)	67,794	373,565	676,856
	250.00	(638,333)	(455,547)	(274,157)	(98,226)	55,806	361,721	665,083

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	48,328	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	48,328	168,485	288,091	407,108	525,453	643,266	1,224,124
	10.00	36,340	156,569	276,246	395,264	513,680	631,563	1,212,701
CIL £psm	20.00	24,352	144,653	264,390	383,419	501,907	619,861	1,201,277
0.00	30.00	12,364	132,737	252,475	371,575	490,134	608,158	1,189,853
(recommended CIL)	40.00	376	120,821	240,559	359,731	478,360	596,456	1,178,429
(100)	50.00	(11,612)	108,849	228,643	347,886	466,587	584,753	1,167,006
	60.00	(23,600)	96,861	216,727	336,042	454,814	573,051	1,155,582
	70.00	(35,624)	84,873	204,811	324,197	443,041	561,343	1,144,099
	80.00	(47,685)	72,885	192,895	312,353	431,268	549,570	1,132,606
	90.00	(59,745)	60,897	180,979	300,509	419,494	537,797	1,121,113
	100.00	(71,806)	48,908	169,063	288,664	407,682	526,024	1,109,620
	110.00	(83,866)	36,920	157,147	276,820	395,837	514,250	1,098,128
	120.00	(95,927)	24,932	145,231	264,968	383,993	502,477	1,086,635
	130.00	(108,058)	12,944	133,315	253,052	372,149	490,704	1,075,142
	140.00	(120,624)	956	121,399	241,136	360,304	478,931	1,063,649
	150.00	(133,391)	(11,032)	109,429	229,220	348,460	467,158	1,052,156
	160.00	(147,415)	(23,020)	97,441	217,304	336,616	455,384	1,040,664
	170.00	(161,439)	(35,040)	85,453	205,388	324,771	443,611	1,029,171
	180.00	(175,463)	(47,101)	73,465	193,472	312,927	431,838	1,017,678
	190.00	(189,506)	(59,161)	61,477	181,556	301,082	420,065	1,006,185
	200.00	(203,614)	(71,222)	49,489	169,640	289,238	408,256	994,624
	210.00	(217,723)	(83,282)	37,501	157,724	277,394	396,411	983,062
	220.00	(231,832)	(95,343)	25,513	145,808	265,545	384,567	971,499
	230.00	(245,940)	(107,454)	13,525	133,892	253,629	372,722	959,937
	240.00	(260,049)	(120,006)	1,537	121,976	241,713	360,878	948,375
	250.00	(274,157)	(132,768)	(10,451)	110,010	229,797	349,034	936,813

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield LV_v0.4

Scheme Typology: **Houses** No Units: **100**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Greenfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**F**	
Scheme Typology:	Houses	
No Units:	100	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	34,880,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	22.57%	
Developers Profit Total (£)	6,104,000	
Land Value KPI's		
RLV (£/acre (net))	181,661	
RLV (£/ha (net))	448,885	
RLV (% of GDV)	4.29%	
RLV Total (£)	1,496,282	
BLV (£/acre (net))	100,000	
BLV (£/ha (net))	247,100	
BLV Total (£)	1,098,222	
Surplus/Deficit (£/acre) [RLV-BLV]	48,328	
Surplus/Deficit (£/ha)	119,418	
Surplus/Deficit Total (£)	398,060	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	2,336,192	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	129,574	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	24,658	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Appraisal Ref:	G				(see Typologies Matrix)
Scheme Typology:	Flats (Conversion)		No Units:	5	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			5	Units	
AH Policy requirement (% Target)			0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%		
AH tenure split %	Affordable Rent:			70.0%	
	Social Rent:			0.0%	70.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	1.8	46.0%	0.0	35%	1.8
2 bed Flat	65.0%	3.3	54.0%	0.0	65%	3.3
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	5.0	100.0%	0.0	100%	5.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	103	1,108	0	0	103	1,108
2 bed Flat	249	2,675	0	0	249	2,675
3 bed Flat	0	0	0	0	0	0
	351	3,783	0	0	351	3,783
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	0
4 bed House (with garage)	425,000	3,696	343	3,058	284	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	336,875
2 bed Flat	245,000	3,769	350	3,204	298	796,250
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						1,133,125

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Flats (Conversion)**		No Units:	**5**
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:				

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	0.0	@	315,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	350,000	-
4 bed House (with garage)	0.0	@	425,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	1.8	@	192,500	336,875
2 bed Flat	3.3	@	245,000	796,250
3 bed Flat	0.0	@	0	-
	5.0			1,133,125
Affordable Rent GDV -				
2 bed House	0.0	@	189,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	210,000	-
4 bed House (with garage)	0.0	@	255,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	115,500	-
2 bed Flat	0.0	@	147,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	140,000	-
4 bed House (with garage)	0.0	@	170,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	77,000	-
2 bed Flat	0.0	@	98,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	220,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	245,000	-
4 bed House (with garage)	0.0	@	297,500	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	134,750	-
2 bed Flat	0.0	@	171,500	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**5**			**1,133,125**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	5	units @	0 per unit	-
Total GDV				**1,133,125**

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Scheme Typology:	**Flats (Conversion)**	No Units:	**5**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	2,940	£		(2,940)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	14,700	£		(14,700)
Building Safety Levy				351	sqm	15.11	£ psm			(5,311)
CIL (Mrkt only inc. garages)	Max			351	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				5	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				351	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.02	ha @	123,500	£ per ha (if brownfield)			(2,470)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			5	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	1,892	psm			-
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				-	sqm @	1,892	psm			-
4 bed House (EXC. garage)				-	sqm @	1,892	psm			-
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat	Conversion			103	sqm @	1,529	psm			(157,397)
2 bed Flat	Conversion			249	sqm @	1,529	psm			(380,001)
3 bed Flat	Conversion			-	sqm @	1,529	psm			-
Garages for 3B House	-	16.0		0	sqm @	600	psm			-
Garages for 4B House	-	24.0		0	sqm @	600	psm			-
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				351	£ per garage	£0				
External works				537,399	@	10.0%				(53,740)
Ext. Works analysis:						10,748	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				5	units @	0	£ per unit			-
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	5	units @		100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units	5	units @		10%	@	0	£ per unit		-
Part L/FHS		5	units @				4,350	£ per unit		(21,750)
Part L/FHS analysis:						4.0%	% of BCIS costs			
Net Zero for Housing		-	sqm				0	£ psm		-
Net Zero for Flats		351	sqm				0	£ psm		-
Water Efficiency		5	units @				20	£ per unit		(100)
Urban Greening Factory	5.0	flats @	6		per storey = GIA	422	0	£ per unit		-
	Sub-total								(21,850)	
Policy Costs analysis:	(design costs only)					4,370	£ per unit (total units)			
						4.1%	% of BCIS costs			
Contingency (on construction)				615,458	@	5.0%				(30,773)

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Scheme Typology:	**Flats (Conversion)**		No Units:	**5**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees	615,458	@	10.0%			(61,546)
Disposal Costs -						
OMS Marketing and Promotion	1,133,125	OMS @	1.00%	2,266	£ per unit	(11,331)
Residential Sales Agent Costs	1,133,125	OMS @	1.00%	2,266	£ per unit	(11,331)
Residential Sales Legal Costs	1,133,125	OMS @	0.50%	1,133	£ per unit	(5,666)
Affordable Sale Legal Costs					lump sum	-
Empty Property Costs (SC, Council Tax proxy)	5	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:				5,666	£ per unit (exc. EPC)	
Interest (on Development Costs) -	7.50%	APR	0.604%	pcm		(18,476)
Developers Profit -						
Profit on OMS	1,133,125		17.50%			(198,297)
Margin on AH	0		6.00%	on AH values		-
Profit analysis:	1,133,125		17.50%	blended GDV	(198,297)	
	777,532		25.50%	on costs	(198,297)	
TOTAL COSTS						**(975,829)**

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						157,296
SDLT	157,296	@	HMRC formula			(146)
Acquisition Agent fees	157,296	@	1.0%			(1,573)
Acquisition Legal fees	157,296	@	0.5%			(786)
Interest on Land	157,296	@	7.50%			(11,797)
Residual Land Value						**142,994**
RLV analysis: 28,599 £ per plot	7,149,677	£ per ha (net)	2,893,435	£ per acre (net)		
	7,149,677	£ per ha (gross)	2,893,435	£ per acre (gross)		
			12.62%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)						
Residential Density	250.0	dph (net)				
Site Area (net)	0.02	ha (net)	0.05	acres (net)		
Net to Gross ratio	100%					
Site Area (gross)	0.02	ha (gross)	0.05	acres (gross)		
Density analysis:	17,574	sqm/ha (net)	76,552	sqft/ac (net)		
	250	dph (gross)				
Benchmark Land Value (net) 1,977 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)		**9,884**
BLV analysis:	494,200	£ per ha (net)	200,000	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**6,655,477**	£ per ha (net)	**2,693,435**	£ per acre (net)	**133,110**

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Scheme Typology: Flats (Conversion) No Units: 5
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	2,693,435	0%	5%	10%	15%	20%	25%	30%
	0.00	2,693,435	2,502,240	2,308,092	2,113,945	1,919,797	1,725,649	1,531,502
	10.00	2,628,002	2,438,682	2,247,879	2,057,077	1,866,275	1,675,472	1,484,670
Max CIL £ psm	20.00	2,562,569	2,375,124	2,187,667	2,000,209	1,812,752	1,625,295	1,437,837
0.00	30.00	2,495,678	2,311,566	2,127,454	1,943,342	1,759,230	1,575,117	1,391,005
(recommended CIL)	40.00	2,428,775	2,248,008	2,067,241	1,886,474	1,705,707	1,524,940	1,344,173
(100)	50.00	2,361,872	2,184,450	2,007,028	1,829,606	1,652,185	1,474,763	1,297,341
	60.00	2,294,969	2,120,892	1,946,816	1,772,739	1,598,662	1,424,585	1,250,509
	70.00	2,228,066	2,057,334	1,886,603	1,715,871	1,545,140	1,374,408	1,203,677
	80.00	2,161,163	1,993,776	1,826,390	1,659,004	1,491,617	1,324,231	1,156,844
	90.00	2,094,260	1,930,218	1,766,177	1,602,136	1,438,095	1,274,053	1,110,012
	100.00	2,027,357	1,866,660	1,705,964	1,545,268	1,384,572	1,223,876	1,063,180
	110.00	1,960,453	1,803,103	1,645,752	1,488,401	1,331,050	1,173,699	1,016,348
	120.00	1,893,550	1,739,545	1,585,539	1,431,533	1,277,527	1,123,522	969,516
	130.00	1,826,647	1,675,987	1,525,326	1,374,665	1,224,005	1,073,344	922,684
	140.00	1,759,744	1,612,429	1,465,113	1,317,798	1,170,482	1,023,167	875,851
	150.00	1,692,841	1,548,871	1,404,900	1,260,930	1,116,960	972,990	829,019
	160.00	1,625,938	1,485,313	1,344,688	1,204,063	1,063,437	922,812	782,187
	170.00	1,559,035	1,421,755	1,284,475	1,147,195	1,009,915	872,635	735,355
	180.00	1,492,132	1,358,197	1,224,262	1,090,327	956,392	822,458	688,523
	190.00	1,425,229	1,294,639	1,164,049	1,033,460	902,870	772,280	641,691
	200.00	1,358,326	1,231,081	1,103,837	976,592	849,348	722,103	594,858
	210.00	1,291,423	1,167,523	1,043,624	919,724	795,825	671,926	548,026
	220.00	1,224,519	1,103,965	983,411	862,857	742,303	621,748	501,194
	230.00	1,157,616	1,040,407	923,198	805,989	688,780	571,571	454,362
	240.00	1,090,713	976,849	862,985	749,122	635,258	521,394	407,530
	250.00	1,023,810	913,291	802,773	692,254	581,735	471,216	360,698

TABLE 2

		Site Specific S106		100%		(where 110% is a 10% increase etc.)		
Balance (RLV - BLV £ per acre (n))	2,693,435	0%	25%	50%	75%	100%	125%	150%
	0.00	2,693,435	2,693,435	2,693,435	2,693,435	2,693,435	2,693,435	2,693,435
	10.00	2,628,002	2,628,002	2,628,002	2,628,002	2,628,002	2,628,002	2,628,002
CIL £psm	20.00	2,562,569	2,562,569	2,562,569	2,562,569	2,562,569	2,562,569	2,562,569
0.00	30.00	2,495,678	2,495,678	2,495,678	2,495,678	2,495,678	2,495,678	2,495,678
(recommended CIL)	40.00	2,428,775	2,428,775	2,428,775	2,428,775	2,428,775	2,428,775	2,428,775
(100)	50.00	2,361,872	2,361,872	2,361,872	2,361,872	2,361,872	2,361,872	2,361,872
	60.00	2,294,969	2,294,969	2,294,969	2,294,969	2,294,969	2,294,969	2,294,969
	70.00	2,228,066	2,228,066	2,228,066	2,228,066	2,228,066	2,228,066	2,228,066
	80.00	2,161,163	2,161,163	2,161,163	2,161,163	2,161,163	2,161,163	2,161,163
	90.00	2,094,260	2,094,260	2,094,260	2,094,260	2,094,260	2,094,260	2,094,260
	100.00	2,027,357	2,027,357	2,027,357	2,027,357	2,027,357	2,027,357	2,027,357
	110.00	1,960,453	1,960,453	1,960,453	1,960,453	1,960,453	1,960,453	1,960,453
	120.00	1,893,550	1,893,550	1,893,550	1,893,550	1,893,550	1,893,550	1,893,550
	130.00	1,826,647	1,826,647	1,826,647	1,826,647	1,826,647	1,826,647	1,826,647
	140.00	1,759,744	1,759,744	1,759,744	1,759,744	1,759,744	1,759,744	1,759,744
	150.00	1,692,841	1,692,841	1,692,841	1,692,841	1,692,841	1,692,841	1,692,841
	160.00	1,625,938	1,625,938	1,625,938	1,625,938	1,625,938	1,625,938	1,625,938
	170.00	1,559,035	1,559,035	1,559,035	1,559,035	1,559,035	1,559,035	1,559,035
	180.00	1,492,132	1,492,132	1,492,132	1,492,132	1,492,132	1,492,132	1,492,132
	190.00	1,425,229	1,425,229	1,425,229	1,425,229	1,425,229	1,425,229	1,425,229
	200.00	1,358,326	1,358,326	1,358,326	1,358,326	1,358,326	1,358,326	1,358,326
	210.00	1,291,423	1,291,423	1,291,423	1,291,423	1,291,423	1,291,423	1,291,423
	220.00	1,224,519	1,224,519	1,224,519	1,224,519	1,224,519	1,224,519	1,224,519
	230.00	1,157,616	1,157,616	1,157,616	1,157,616	1,157,616	1,157,616	1,157,616
	240.00	1,090,713	1,090,713	1,090,713	1,090,713	1,090,713	1,090,713	1,090,713
	250.00	1,023,810	1,023,810	1,023,810	1,023,810	1,023,810	1,023,810	1,023,810

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Scheme Typology: **Flats (Conversion)** No Units: **5**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

TABLE 3

		Profit	18%					
Balance (RLV - BLV £ per acre (n))	2,693,435	15%	16%	17%	18%	19%	20%	21%
	0.00	3,203,593	2,999,530	2,795,466	2,591,403	2,383,414	2,174,765	1,966,116
	10.00	3,138,161	2,934,097	2,730,034	2,525,160	2,316,511	2,107,862	1,899,213
CIL £psm	20.00	3,072,728	2,868,664	2,664,601	2,458,257	2,249,608	2,040,959	1,832,310
0.00	30.00	3,007,295	2,803,232	2,599,168	2,391,354	2,182,705	1,974,056	1,765,406
(recommended CIL)	40.00	2,941,862	2,737,799	2,533,100	2,324,451	2,115,802	1,907,152	1,698,503
(100)	50.00	2,876,430	2,672,366	2,466,197	2,257,547	2,048,898	1,840,249	1,631,600
	60.00	2,810,997	2,606,934	2,399,293	2,190,644	1,981,995	1,773,346	1,564,697
	70.00	2,745,564	2,541,039	2,332,390	2,123,741	1,915,092	1,706,443	1,497,794
	80.00	2,680,132	2,474,136	2,265,487	2,056,838	1,848,189	1,639,540	1,430,891
	90.00	2,614,699	2,407,233	2,198,584	1,989,935	1,781,286	1,572,637	1,363,988
	100.00	2,548,979	2,340,330	2,131,681	1,923,032	1,714,383	1,505,734	1,297,085
	110.00	2,482,076	2,273,427	2,064,778	1,856,129	1,647,480	1,438,831	1,230,182
	120.00	2,415,173	2,206,524	1,997,875	1,789,226	1,580,577	1,371,928	1,163,279
	130.00	2,348,270	2,139,621	1,930,972	1,722,323	1,513,674	1,305,025	1,096,376
	140.00	2,281,367	2,072,718	1,864,069	1,655,420	1,446,771	1,238,122	1,029,472
	150.00	2,214,464	2,005,815	1,797,166	1,588,517	1,379,867	1,171,218	962,569
	160.00	2,147,561	1,938,912	1,730,263	1,521,613	1,312,964	1,104,315	895,666
	170.00	2,080,658	1,872,009	1,663,359	1,454,710	1,246,061	1,037,412	828,763
	180.00	2,013,755	1,805,105	1,596,456	1,387,807	1,179,158	970,509	761,860
	190.00	1,946,851	1,738,202	1,529,553	1,320,904	1,112,255	903,606	694,957
	200.00	1,879,948	1,671,299	1,462,650	1,254,001	1,045,352	836,703	628,054
	210.00	1,813,045	1,604,396	1,395,747	1,187,098	978,449	769,800	561,151
	220.00	1,746,142	1,537,493	1,328,844	1,120,195	911,546	702,897	494,248
	230.00	1,679,239	1,470,590	1,261,941	1,053,292	844,643	635,994	427,345
	240.00	1,612,336	1,403,687	1,195,038	986,389	777,740	569,091	360,442
	250.00	1,545,433	1,336,784	1,128,135	919,486	710,837	502,188	293,538

TABLE 4

		BLV (£ per acre (n))		200,000				
Balance (RLV - BLV £ per acre (n))	2,693,435	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	2,793,435	2,768,435	2,743,435	2,718,435	2,693,435	2,668,435	2,643,435
	10.00	2,728,002	2,703,002	2,678,002	2,653,002	2,628,002	2,603,002	2,578,002
CIL £psm	20.00	2,662,569	2,637,569	2,612,569	2,587,569	2,562,569	2,537,569	2,512,569
0.00	30.00	2,595,678	2,570,678	2,545,678	2,520,678	2,495,678	2,470,678	2,445,678
(recommended CIL)	40.00	2,528,775	2,503,775	2,478,775	2,453,775	2,428,775	2,403,775	2,378,775
(100)	50.00	2,461,872	2,436,872	2,411,872	2,386,872	2,361,872	2,336,872	2,311,872
	60.00	2,394,969	2,369,969	2,344,969	2,319,969	2,294,969	2,269,969	2,244,969
	70.00	2,328,066	2,303,066	2,278,066	2,253,066	2,228,066	2,203,066	2,178,066
	80.00	2,261,163	2,236,163	2,211,163	2,186,163	2,161,163	2,136,163	2,111,163
	90.00	2,194,260	2,169,260	2,144,260	2,119,260	2,094,260	2,069,260	2,044,260
	100.00	2,127,357	2,102,357	2,077,357	2,052,357	2,027,357	2,002,357	1,977,357
	110.00	2,060,453	2,035,453	2,010,453	1,985,453	1,960,453	1,935,453	1,910,453
	120.00	1,993,550	1,968,550	1,943,550	1,918,550	1,893,550	1,868,550	1,843,550
	130.00	1,926,647	1,901,647	1,876,647	1,851,647	1,826,647	1,801,647	1,776,647
	140.00	1,859,744	1,834,744	1,809,744	1,784,744	1,759,744	1,734,744	1,709,744
	150.00	1,792,841	1,767,841	1,742,841	1,717,841	1,692,841	1,667,841	1,642,841
	160.00	1,725,938	1,700,938	1,675,938	1,650,938	1,625,938	1,600,938	1,575,938
	170.00	1,659,035	1,634,035	1,609,035	1,584,035	1,559,035	1,534,035	1,509,035
	180.00	1,592,132	1,567,132	1,542,132	1,517,132	1,492,132	1,467,132	1,442,132
	190.00	1,525,229	1,500,229	1,475,229	1,450,229	1,425,229	1,400,229	1,375,229
	200.00	1,458,326	1,433,326	1,408,326	1,383,326	1,358,326	1,333,326	1,308,326
	210.00	1,391,423	1,366,423	1,341,423	1,316,423	1,291,423	1,266,423	1,241,423
	220.00	1,324,519	1,299,519	1,274,519	1,249,519	1,224,519	1,199,519	1,174,519
	230.00	1,257,616	1,232,616	1,207,616	1,182,616	1,157,616	1,132,616	1,107,616
	240.00	1,190,713	1,165,713	1,140,713	1,115,713	1,090,713	1,065,713	1,040,713
	250.00	1,123,810	1,098,810	1,073,810	1,048,810	1,023,810	998,810	973,810

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Flats (Conversion) No Units: 5
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	2,693,435	Density (dph) (net) 30	35	250 40	45	50	55	60
	0.00	99,985	158,995	218,004	277,013	336,022	395,031	454,040
	10.00	91,957	149,628	207,299	264,970	322,641	380,312	437,983
CIL £psm	20.00	83,929	140,262	196,595	252,928	309,261	365,594	421,927
0.00	30.00	75,900	130,895	185,890	240,885	295,880	350,875	405,870
(recommended CIL)	40.00	67,872	121,529	175,186	228,843	282,499	336,156	389,813
(100)	50.00	59,844	112,162	164,481	216,800	269,119	321,438	373,757
	60.00	51,815	102,796	153,777	204,757	255,738	306,719	357,700
	70.00	43,787	93,429	143,072	192,715	242,358	292,000	341,643
	80.00	35,758	84,063	132,368	180,672	228,977	277,282	325,586
	90.00	27,730	74,697	121,663	168,630	215,596	262,563	309,530
	100.00	19,702	65,330	110,959	156,587	202,216	247,844	293,473
	110.00	11,673	55,964	100,254	144,545	188,835	233,126	277,416
	120.00	3,645	46,597	89,550	132,502	175,455	218,407	261,359
	130.00	(4,383)	37,231	78,845	120,460	162,074	203,688	245,303
	140.00	(12,412)	27,864	68,141	108,417	148,693	188,970	229,246
	150.00	(20,440)	18,498	57,436	96,374	135,313	174,251	213,189
	160.00	(28,469)	9,132	46,732	84,332	121,932	159,532	197,132
	170.00	(36,497)	(235)	36,027	72,289	108,551	144,814	181,076
	180.00	(44,525)	(9,601)	25,323	60,247	95,171	130,095	165,019
	190.00	(52,554)	(18,968)	14,618	48,204	81,790	115,376	148,962
	200.00	(60,582)	(28,334)	3,914	36,162	68,410	100,657	132,905
	210.00	(68,610)	(37,701)	(6,791)	24,119	55,029	85,939	116,849
	220.00	(76,639)	(47,067)	(17,495)	12,077	41,648	71,220	100,792
	230.00	(84,667)	(56,433)	(28,200)	34	28,268	56,501	84,735
	240.00	(92,696)	(65,800)	(38,904)	(12,009)	14,887	41,783	68,678
	250.00	(100,724)	(75,166)	(49,609)	(24,051)	1,506	27,064	52,622

TABLE 6

Balance (RLV - BLV £ per acre (n))	2,693,435	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	7,613,359	6,397,778	5,182,197	3,952,791	2,693,435	2,049,373	1,402,358
	10.00	7,550,512	6,334,931	5,119,350	3,887,751	2,628,002	1,982,470	1,335,455
CIL £psm	20.00	7,487,664	6,272,083	5,056,503	3,822,712	2,562,569	1,915,567	1,268,552
0.00	30.00	7,424,817	6,209,236	4,993,655	3,757,672	2,495,678	1,848,663	1,201,649
(recommended CIL)	40.00	7,361,970	6,146,389	4,930,808	3,692,633	2,428,775	1,781,760	1,134,746
(100)	50.00	7,299,123	6,083,542	4,867,961	3,627,593	2,361,872	1,714,857	1,067,842
	60.00	7,236,276	6,020,695	4,805,114	3,562,554	2,294,969	1,647,954	1,000,939
	70.00	7,173,428	5,957,848	4,742,267	3,497,514	2,228,066	1,581,051	934,036
	80.00	7,110,581	5,895,000	4,679,419	3,432,475	2,161,163	1,514,148	867,133
	90.00	7,047,734	5,832,153	4,616,572	3,367,435	2,094,260	1,447,245	800,230
	100.00	6,984,887	5,769,306	4,553,725	3,302,396	2,027,357	1,380,342	733,327
	110.00	6,922,040	5,706,459	4,490,878	3,237,356	1,960,453	1,313,439	666,424
	120.00	6,859,192	5,643,612	4,428,031	3,172,317	1,893,550	1,246,536	599,521
	130.00	6,796,345	5,580,764	4,365,183	3,107,277	1,826,647	1,179,633	532,618
	140.00	6,733,498	5,517,917	4,300,222	3,042,238	1,759,744	1,112,729	465,715
	150.00	6,670,651	5,455,070	4,235,183	2,977,198	1,692,841	1,045,826	398,812
	160.00	6,607,804	5,392,223	4,170,143	2,912,101	1,625,938	978,923	331,908
	170.00	6,544,957	5,329,376	4,105,104	2,846,668	1,559,035	912,020	265,005
	180.00	6,482,109	5,266,528	4,040,064	2,781,236	1,492,132	845,117	198,102
	190.00	6,419,262	5,203,681	3,975,025	2,715,803	1,425,229	778,214	131,199
	200.00	6,356,415	5,140,834	3,909,985	2,650,370	1,358,326	711,311	64,296
	210.00	6,293,568	5,077,987	3,844,946	2,584,938	1,291,423	644,408	(2,607)
	220.00	6,230,721	5,015,140	3,779,906	2,518,549	1,224,519	577,505	(69,510)
	230.00	6,167,873	4,952,292	3,714,867	2,451,646	1,157,616	510,602	(136,413)
	240.00	6,105,026	4,889,445	3,649,827	2,384,743	1,090,713	443,699	(203,644)
	250.00	6,042,179	4,826,598	3,584,788	2,317,840	1,023,810	376,795	(277,164)

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Scheme Typology: Flats (Conversion) No Units: 5
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	2,693,435	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	120%	130%
	0.00	1,014,873	1,855,630	2,693,435	3,513,064	4,331,322	5,913,740	7,495,093
	10.00	947,970	1,788,727	2,628,002	3,448,025	4,266,283	5,850,893	7,432,246
CIL £psm	20.00	881,067	1,721,824	2,562,569	3,382,985	4,201,243	5,788,046	7,369,399
0.00	30.00	814,163	1,654,921	2,495,678	3,317,946	4,136,204	5,725,199	7,306,551
(recommended CIL)	40.00	747,260	1,588,018	2,428,775	3,252,906	4,071,164	5,662,351	7,243,704
(100)	50.00	680,357	1,521,115	2,361,872	3,187,866	4,006,125	5,599,504	7,180,857
	60.00	613,454	1,454,212	2,294,969	3,122,827	3,941,085	5,536,657	7,118,010
	70.00	546,551	1,387,308	2,228,066	3,057,685	3,876,045	5,473,810	7,055,163
	80.00	479,648	1,320,405	2,161,163	2,992,252	3,811,006	5,410,963	6,992,315
	90.00	412,745	1,253,502	2,094,260	2,926,820	3,745,966	5,348,116	6,929,468
	100.00	345,842	1,186,599	2,027,357	2,861,387	3,680,927	5,285,268	6,866,621
	110.00	278,939	1,119,696	1,960,453	2,795,954	3,615,887	5,222,421	6,803,774
	120.00	212,036	1,052,793	1,893,550	2,730,522	3,550,848	5,159,574	6,740,927
	130.00	145,133	985,890	1,826,647	2,665,089	3,485,808	5,096,727	6,678,079
	140.00	78,229	918,987	1,759,744	2,599,656	3,420,769	5,033,880	6,615,232
	150.00	11,326	852,084	1,692,841	2,533,599	3,355,729	4,971,032	6,552,385
	160.00	(55,577)	785,181	1,625,938	2,466,695	3,290,690	4,908,185	6,489,538
	170.00	(122,480)	718,278	1,559,035	2,399,792	3,225,637	4,845,338	6,426,691
	180.00	(189,383)	651,374	1,492,132	2,332,889	3,160,205	4,782,491	6,363,843
	190.00	(261,853)	584,471	1,425,229	2,265,986	3,094,772	4,719,644	6,300,996
	200.00	(335,373)	517,568	1,358,326	2,199,083	3,029,339	4,656,796	6,238,149
	210.00	(408,893)	450,665	1,291,423	2,132,180	2,963,907	4,593,949	6,175,302
	220.00	(482,412)	383,762	1,224,519	2,065,277	2,898,474	4,531,102	6,112,455
	230.00	(555,932)	316,859	1,157,616	1,998,374	2,833,041	4,468,255	6,049,608
	240.00	(629,452)	249,956	1,090,713	1,931,471	2,767,609	4,405,408	5,986,760
	250.00	(702,972)	183,053	1,023,810	1,864,568	2,702,176	4,341,850	5,923,913

TABLE 8

Balance (RLV - BLV £ per acre (n))	2,693,435	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	2,693,435	3,614,495	4,528,412	5,417,100	6,305,789	7,194,477	11,624,345
	10.00	2,628,002	3,549,456	4,465,565	5,354,253	6,242,941	7,131,630	11,561,875
CIL £psm	20.00	2,562,569	3,484,416	4,402,717	5,291,406	6,180,094	7,068,783	11,499,406
0.00	30.00	2,495,678	3,419,377	4,339,066	5,228,559	6,117,247	7,005,935	11,436,936
(recommended CIL)	40.00	2,428,775	3,354,337	4,274,026	5,165,711	6,054,400	6,943,088	11,374,466
(100)	50.00	2,361,872	3,289,298	4,208,987	5,102,864	5,991,553	6,880,241	11,311,997
	60.00	2,294,969	3,224,258	4,143,947	5,040,017	5,928,706	6,817,394	11,249,527
	70.00	2,228,066	3,159,219	4,078,908	4,977,170	5,865,858	6,754,547	11,187,058
	80.00	2,161,163	3,094,179	4,013,868	4,914,323	5,803,011	6,691,700	11,124,588
	90.00	2,094,260	3,029,139	3,948,829	4,851,476	5,740,164	6,628,852	11,062,119
	100.00	2,027,357	2,964,100	3,883,789	4,788,628	5,677,317	6,566,005	10,999,649
	110.00	1,960,453	2,898,924	3,818,750	4,725,781	5,614,470	6,503,158	10,937,179
	120.00	1,893,550	2,833,491	3,753,710	4,662,934	5,551,622	6,440,311	10,874,710
	130.00	1,826,647	2,768,058	3,688,670	4,600,087	5,488,775	6,377,464	10,812,240
	140.00	1,759,744	2,702,626	3,623,631	4,537,240	5,425,928	6,314,616	10,749,771
	150.00	1,692,841	2,637,193	3,558,591	4,474,392	5,363,081	6,251,769	10,687,301
	160.00	1,625,938	2,571,760	3,493,552	4,411,545	5,300,234	6,188,922	10,624,832
	170.00	1,559,035	2,505,076	3,428,512	4,348,202	5,237,386	6,126,075	10,562,362
	180.00	1,492,132	2,438,173	3,363,473	4,283,162	5,174,539	6,063,228	10,499,892
	190.00	1,425,229	2,371,269	3,298,433	4,218,122	5,111,692	6,000,380	10,437,423
	200.00	1,358,326	2,304,366	3,233,394	4,153,083	5,048,845	5,937,533	10,374,953
	210.00	1,291,423	2,237,463	3,168,354	4,088,043	4,985,998	5,874,686	10,312,484
	220.00	1,224,519	2,170,560	3,103,315	4,023,004	4,923,150	5,811,839	10,250,014
	230.00	1,157,616	2,103,657	3,038,275	3,957,964	4,860,303	5,748,992	10,187,545
	240.00	1,090,713	2,036,754	2,973,236	3,892,925	4,797,456	5,686,144	10,125,075
	250.00	1,023,810	1,969,851	2,908,115	3,827,885	4,734,609	5,623,297	10,062,605

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Flats (Conversion) No Units: 5
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**G**	
Scheme Typology:	Flats (Conversion)	
No Units:	5	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	1,133,125	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	25.50%	
Developers Profit Total (£)	198,297	
Land Value KPI's		
RLV (£/acre (net))	2,893,435	
RLV (£/ha (net))	7,149,677	
RLV (% of GDV)	12.62%	
RLV Total (£)	142,994	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	9,884	
Surplus/Deficit (£/acre) [RLV-BLV]	2,693,435	
Surplus/Deficit (£/ha)	6,655,477	
Surplus/Deficit Total (£)	133,110	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	18,476	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	11,797	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	6,055	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Appraisal Ref:	H				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	7	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			7	Units	Carry on from here	
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	100%			
AH tenure split %		Affordable Rent:		70.0%		
		Social Rent:		0.0%	70.0%	% Rented
		First Homes:		0.0%		
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	2.9	50.0%	0.0	42%	2.9
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	2.8	43.0%	0.0	40%	2.8
4 bed House (with garage)	18.0%	1.3	7.0%	0.0	18%	1.3
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	7.0	100.0%	0.0	100%	7.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	221	2,373	0	0	221	2,373
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	297	3,195	0	0	297	3,195
4 bed House (with garage)	175	1,885	0	0	175	1,885
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	692	7,453	0	0	692	7,453
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	926,100
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	980,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	535,500
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						2,441,600

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	0	60%	0	40%	0	0%	0	70%
2 bed Flat	0	60%	0	40%	0	0%	0	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses**		No Units:	**7**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	2.9	@	315,000		926,100
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.8	@	350,000		980,000
4 bed House (with garage)	1.3	@	425,000		535,500
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	7.0				2,441,600
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**7**				**2,441,600**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	7	units @	0	per unit	-
Total GDV					**2,441,600**

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Scheme Typology:	**Houses**		No Units:	**7**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	4,116	£		(4,116)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	20,580	£		(20,580)
Building Safety Levy				692	sqm		15.11	£ psm			(10,463)
CIL (Mrkt only inc. garages)	Max			692	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				7	units @		0	per unit			-
	Sub-total									-	
S106 analysis:		-	£ per ha	0.00%	% of GDV		0	£ per unit (total units)			
AH Commuted Sum				692	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.08	ha @		123,500	£ per ha (if brownfield)			(9,606)
Strategic Site Infra. costs	Year 1			0							-
	Year 2			0							-
	Year 3			0							-
	Year 4			0							-
	Year 5			0							-
	Year 6			0							-
	Year 7			0							-
	Year 8			0							-
	Year 9			0							-
	Year 10			0							-
	Year 11			0							-
	Year 12			0							-
	Year 13			0							-
	Year 14			0							-
	Year 15			0							-
	Years 1-15			7	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				221	sqm @		1,892	psm			(417,186)
3 bed House				-	sqm @		1,892	psm			-
3 bed House (EXC. garage)				252	sqm @		1,892	psm			(476,784)
4 bed House (EXC. garage)				145	sqm @		1,892	psm			(274,151)
5 bed House (EXC. garage)				-	sqm @		1,892	psm			-
1 bed Flat				-	sqm @		2,064	psm			-
2 bed Flat				-	sqm @		2,064	psm			-
3 bed Flat				-	sqm @		2,064	psm			-
Garages for 3B House		2.8	16.0	45	sqm @		600	psm			(26,880)
Garages for 4B House		1.3	24.0	30	sqm @		600	psm			(18,144)
Garages for 5B House		-	-	0	sqm @		600	psm			-
Total GIA check:				692	£ per garage		£0				
External works				1,213,145	@		10.0%				(121,314)
Ext. Works analysis:							17,331	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				7	units @		0	£ per unit			-
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		7	units @		100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units		-	units @		10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units		7	units @		10%	@	0	£ per unit		-
Part L/FHS			7	units @				4,350	£ per unit		(30,450)
Part L/FHS analysis:							2.5%	% of BCIS costs			
Net Zero for Housing			692	sqm				0	£ psm		-
Net Zero for Flats			-	sqm				0	£ psm		-
Water Efficiency			7	units @				20	£ per unit		(140)
Urban Greening Factory	0.0	flats @	6		per storey = GIA		0	0	£ per unit		-
	Sub-total									(30,590)	
Policy Costs analysis:	(design costs only)						4,370	£ per unit (total units)			
							2.5%	% of BCIS costs			
Contingency (on construction)				1,374,655	@		5.0%				(68,733)

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Scheme Typology:	**Houses**		No Units:	**7**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		1,374,655	@	10.0%			(137,465)
Disposal Costs -							
OMS Marketing and Promotion		2,441,600	OMS @	1.00%	3,488	£ per unit	(24,416)
Residential Sales Agent Costs		2,441,600	OMS @	1.00%	3,488	£ per unit	(24,416)
Residential Sales Legal Costs		2,441,600	OMS @	0.50%	1,744	£ per unit	(12,208)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		7	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,720	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(40,834)
Developers Profit -							
Profit on OMS		2,441,600		17.50%			(427,280)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,441,600		17.50%	blended GDV	(427,280)	
		1,717,885		24.87%	on costs	(427,280)	
TOTAL COSTS							**(2,145,165)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							296,435
SDLT		296,435	@	HMRC formula			(4,322)
Acquisition Agent fees		296,435	@	1.0%			(2,964)
Acquisition Legal fees		296,435	@	0.5%			(1,482)
Interest on Land		296,435	@	7.50%			(22,233)
Residual Land Value							**265,434**
RLV analysis:	37,919 £ per plot	3,412,720	£ per ha (net)	1,381,109	£ per acre (net)		
		3,412,720	£ per ha (gross)	1,381,109	£ per acre (gross)		
				10.87%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		90.0	dph (net)				
Site Area (net)		0.08	ha (net)	0.19	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.08	ha (gross)	0.19	acres (gross)		
Density analysis:		8,903	sqm/ha (net)	38,781	sqft/ac (net)		
		90	dph (gross)				
Benchmark Land Value (net)	5,491 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)		**38,438**
BLV analysis:		494,200	£ per ha (net)	200,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**2,918,520**	£ per ha (net)	**1,181,109**	£ per acre (net)	**226,996**

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Scheme Typology: Houses — No Units: 7
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	1,181,109	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	1,181,109	1,118,917	1,056,725	994,533	930,912	866,551	802,189
	10.00	1,149,078	1,088,488	1,027,897	967,097	904,393	841,689	778,985
Max CIL £ psm	20.00	1,117,047	1,058,058	999,069	938,921	877,875	816,828	755,782
0.00	30.00	1,085,016	1,027,629	970,134	910,745	851,356	791,967	732,578
(recommended CIL)	40.00	1,052,985	997,199	940,300	882,569	824,837	767,105	709,374
(100)	50.00	1,020,954	966,541	910,467	854,393	798,318	742,244	686,170
	60.00	988,923	935,050	880,633	826,216	771,800	717,383	662,966
	70.00	956,318	903,559	850,800	798,040	745,281	692,522	639,762
	80.00	923,170	872,068	820,966	769,864	718,762	667,660	616,558
	90.00	890,022	840,577	791,133	741,688	692,244	642,799	593,354
	100.00	856,873	809,086	761,299	713,512	665,725	617,938	570,151
	110.00	823,725	777,595	731,466	685,336	639,206	593,076	546,947
	120.00	790,577	746,104	701,632	657,160	612,687	568,215	523,743
	130.00	757,428	714,613	671,798	628,984	586,169	543,354	500,321
	140.00	724,280	683,122	641,965	600,807	559,650	518,493	476,596
	150.00	691,131	651,631	612,131	572,631	533,131	493,258	452,870
	160.00	657,983	620,140	582,298	544,455	506,531	467,838	429,145
	170.00	624,835	588,649	552,464	516,279	479,416	442,418	405,420
	180.00	591,686	557,158	522,631	487,605	452,302	416,998	381,694
	190.00	558,538	525,667	492,405	458,796	425,187	391,578	357,969
	200.00	525,389	493,816	461,901	429,987	398,073	366,158	334,244
	210.00	491,837	461,617	431,397	401,178	370,958	340,738	310,518
	220.00	457,943	429,418	400,893	372,368	343,843	315,318	286,793
	230.00	424,050	397,220	370,389	343,559	316,729	289,898	263,068
	240.00	390,157	365,021	339,885	314,750	289,614	264,478	239,343
	250.00	356,263	332,822	309,381	285,940	262,499	239,058	215,617

TABLE 2

Balance (RLV - BLV £ per acre (n))	1,181,109	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	1,181,109	1,181,109	1,181,109	1,181,109	1,181,109	1,181,109	1,181,109
	10.00	1,149,078	1,149,078	1,149,078	1,149,078	1,149,078	1,149,078	1,149,078
CIL £psm	20.00	1,117,047	1,117,047	1,117,047	1,117,047	1,117,047	1,117,047	1,117,047
0.00	30.00	1,085,016	1,085,016	1,085,016	1,085,016	1,085,016	1,085,016	1,085,016
(recommended CIL)	40.00	1,052,985	1,052,985	1,052,985	1,052,985	1,052,985	1,052,985	1,052,985
(100)	50.00	1,020,954	1,020,954	1,020,954	1,020,954	1,020,954	1,020,954	1,020,954
	60.00	988,923	988,923	988,923	988,923	988,923	988,923	988,923
	70.00	956,318	956,318	956,318	956,318	956,318	956,318	956,318
	80.00	923,170	923,170	923,170	923,170	923,170	923,170	923,170
	90.00	890,022	890,022	890,022	890,022	890,022	890,022	890,022
	100.00	856,873	856,873	856,873	856,873	856,873	856,873	856,873
	110.00	823,725	823,725	823,725	823,725	823,725	823,725	823,725
	120.00	790,577	790,577	790,577	790,577	790,577	790,577	790,577
	130.00	757,428	757,428	757,428	757,428	757,428	757,428	757,428
	140.00	724,280	724,280	724,280	724,280	724,280	724,280	724,280
	150.00	691,131	691,131	691,131	691,131	691,131	691,131	691,131
	160.00	657,983	657,983	657,983	657,983	657,983	657,983	657,983
	170.00	624,835	624,835	624,835	624,835	624,835	624,835	624,835
	180.00	591,686	591,686	591,686	591,686	591,686	591,686	591,686
	190.00	558,538	558,538	558,538	558,538	558,538	558,538	558,538
	200.00	525,389	525,389	525,389	525,389	525,389	525,389	525,389
	210.00	491,837	491,837	491,837	491,837	491,837	491,837	491,837
	220.00	457,943	457,943	457,943	457,943	457,943	457,943	457,943
	230.00	424,050	424,050	424,050	424,050	424,050	424,050	424,050
	240.00	390,157	390,157	390,157	390,157	390,157	390,157	390,157
	250.00	356,263	356,263	356,263	356,263	356,263	356,263	356,263

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Scheme Typology: Houses | No Units: 7
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	1,181,109	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	1,454,249	1,344,993	1,235,737	1,126,481	1,017,225	905,689	792,622
	10.00	1,422,218	1,312,962	1,203,706	1,094,450	985,194	872,541	759,474
CIL £psm	20.00	1,390,187	1,280,931	1,171,675	1,062,419	952,460	839,393	726,326
0.00	30.00	1,358,155	1,248,900	1,139,644	1,030,388	919,311	806,244	693,177
(recommended CIL)	40.00	1,326,124	1,216,869	1,107,613	998,357	886,163	773,096	660,029
(100)	50.00	1,294,093	1,184,838	1,075,582	966,082	853,015	739,948	626,880
	60.00	1,262,062	1,152,807	1,043,551	932,933	819,866	706,799	593,732
	70.00	1,230,031	1,120,776	1,011,520	899,785	786,718	673,651	560,584
	80.00	1,198,000	1,088,744	979,489	866,637	753,569	640,502	527,435
	90.00	1,165,969	1,056,713	946,555	833,488	720,421	607,354	493,928
	100.00	1,133,938	1,024,682	913,407	800,340	687,273	574,206	460,035
	110.00	1,101,907	992,651	880,258	767,191	654,124	541,057	426,142
	120.00	1,069,876	960,177	847,110	734,043	620,976	507,856	392,249
	130.00	1,037,845	927,029	813,962	700,895	587,828	473,963	358,355
	140.00	1,005,814	893,880	780,813	667,746	554,679	440,070	324,462
	150.00	973,783	860,732	747,665	634,598	521,531	406,177	290,569
	160.00	940,651	827,584	714,517	601,449	487,891	372,283	256,675
	170.00	907,502	794,435	681,368	568,301	453,998	338,390	222,782
	180.00	874,354	761,287	648,220	535,153	420,105	304,497	188,889
	190.00	841,206	728,138	615,071	501,819	386,211	270,603	154,995
	200.00	808,057	694,990	581,923	467,926	352,318	236,710	121,102
	210.00	774,909	661,842	548,775	434,033	318,425	202,817	87,209
	220.00	741,760	628,693	515,626	400,139	284,531	168,923	53,316
	230.00	708,612	595,545	481,854	366,246	250,638	135,030	19,422
	240.00	675,464	562,397	447,961	332,353	216,745	101,137	(14,471)
	250.00	642,315	529,248	414,067	298,459	182,852	67,244	(48,364)

TABLE 4

Balance (RLV - BLV £ per acre (n))	1,181,109	BLV (£ per acre (n)) 100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	1,281,109	1,256,109	1,231,109	1,206,109	1,181,109	1,156,109	1,131,109
	10.00	1,249,078	1,224,078	1,199,078	1,174,078	1,149,078	1,124,078	1,099,078
CIL £psm	20.00	1,217,047	1,192,047	1,167,047	1,142,047	1,117,047	1,092,047	1,067,047
0.00	30.00	1,185,016	1,160,016	1,135,016	1,110,016	1,085,016	1,060,016	1,035,016
(recommended CIL)	40.00	1,152,985	1,127,985	1,102,985	1,077,985	1,052,985	1,027,985	1,002,985
(100)	50.00	1,120,954	1,095,954	1,070,954	1,045,954	1,020,954	995,954	970,954
	60.00	1,088,923	1,063,923	1,038,923	1,013,923	988,923	963,923	938,923
	70.00	1,056,318	1,031,318	1,006,318	981,318	956,318	931,318	906,318
	80.00	1,023,170	998,170	973,170	948,170	923,170	898,170	873,170
	90.00	990,022	965,022	940,022	915,022	890,022	865,022	840,022
	100.00	956,873	931,873	906,873	881,873	856,873	831,873	806,873
	110.00	923,725	898,725	873,725	848,725	823,725	798,725	773,725
	120.00	890,577	865,577	840,577	815,577	790,577	765,577	740,577
	130.00	857,428	832,428	807,428	782,428	757,428	732,428	707,428
	140.00	824,280	799,280	774,280	749,280	724,280	699,280	674,280
	150.00	791,131	766,131	741,131	716,131	691,131	666,131	641,131
	160.00	757,983	732,983	707,983	682,983	657,983	632,983	607,983
	170.00	724,835	699,835	674,835	649,835	624,835	599,835	574,835
	180.00	691,686	666,686	641,686	616,686	591,686	566,686	541,686
	190.00	658,538	633,538	608,538	583,538	558,538	533,538	508,538
	200.00	625,389	600,389	575,389	550,389	525,389	500,389	475,389
	210.00	591,837	566,837	541,837	516,837	491,837	466,837	441,837
	220.00	557,943	532,943	507,943	482,943	457,943	432,943	407,943
	230.00	524,050	499,050	474,050	449,050	424,050	399,050	374,050
	240.00	490,157	465,157	440,157	415,157	390,157	365,157	340,157
	250.00	456,263	431,263	406,263	381,263	356,263	331,263	306,263

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Houses — No Units: 7
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	1,181,109	Density (dph) (net) 30	35	90 40	45	50	55	60
	0.00	226,304	305,871	385,438	465,005	544,572	624,139	703,706
	10.00	215,627	293,414	371,202	448,990	526,777	604,565	682,352
CIL £psm	20.00	204,950	280,958	356,966	432,974	508,982	584,990	660,998
0.00	30.00	194,273	268,501	342,730	416,959	491,187	565,416	639,644
(recommended CIL)	40.00	183,334	256,036	328,494	400,943	473,392	545,841	618,290
(100)	50.00	172,284	243,145	314,006	384,867	455,597	526,267	596,936
	60.00	161,235	230,254	299,274	368,293	437,312	506,332	575,351
	70.00	150,185	217,363	284,541	351,719	418,896	486,074	553,252
	80.00	139,136	204,472	269,808	335,144	400,481	465,817	531,153
	90.00	128,086	191,581	255,076	318,570	382,065	445,560	509,054
	100.00	117,037	178,690	240,343	301,996	363,649	425,302	486,955
	110.00	105,988	165,799	225,610	285,422	345,233	405,045	464,856
	120.00	94,938	152,908	210,878	268,848	326,818	384,787	442,757
	130.00	83,889	140,017	196,145	252,274	308,402	364,530	420,658
	140.00	72,839	127,126	181,413	235,699	289,986	344,273	398,559
	150.00	61,790	114,235	166,680	219,125	271,570	324,015	376,461
	160.00	50,740	101,344	151,947	202,551	253,155	303,758	354,362
	170.00	39,691	88,453	137,215	185,977	234,739	283,501	332,263
	180.00	28,459	75,547	122,482	169,403	216,323	263,243	310,164
	190.00	17,161	62,367	107,572	152,777	197,907	242,986	288,065
	200.00	5,864	49,186	92,508	135,830	179,152	222,475	265,797
	210.00	(5,434)	36,005	77,444	118,884	160,323	201,762	243,201
	220.00	(16,732)	22,824	62,381	101,937	141,493	181,049	220,606
	230.00	(28,030)	9,644	47,317	84,990	122,664	160,337	198,010
	240.00	(39,327)	(3,537)	32,253	68,044	103,834	139,624	175,415
	250.00	(50,625)	(16,718)	17,190	51,097	85,004	118,912	152,819

TABLE 6

Balance (RLV - BLV £ per acre (n))	1,181,109	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	4,005,489	3,299,864	2,594,238	1,888,612	1,181,109	821,030	452,432
	10.00	3,973,651	3,268,025	2,562,399	1,856,773	1,149,078	787,881	418,538
CIL £psm	20.00	3,941,812	3,236,186	2,530,560	1,824,935	1,117,047	754,733	384,645
0.00	30.00	3,909,974	3,204,348	2,498,722	1,793,096	1,085,016	721,585	350,752
(recommended CIL)	40.00	3,878,135	3,172,509	2,466,883	1,761,257	1,052,985	688,436	316,859
(100)	50.00	3,846,297	3,140,671	2,435,045	1,729,419	1,020,954	655,288	282,965
	60.00	3,814,458	3,108,832	2,403,206	1,697,580	988,923	622,139	249,072
	70.00	3,782,619	3,076,994	2,371,368	1,665,742	956,318	588,991	215,179
	80.00	3,750,781	3,045,155	2,339,529	1,633,903	923,170	555,843	181,285
	90.00	3,718,942	3,013,316	2,307,691	1,602,065	890,022	522,694	147,392
	100.00	3,687,104	2,981,478	2,275,852	1,570,226	856,873	489,081	113,499
	110.00	3,655,265	2,949,639	2,244,013	1,538,387	823,725	455,188	79,605
	120.00	3,623,427	2,917,801	2,212,175	1,506,549	790,577	421,294	45,712
	130.00	3,591,588	2,885,962	2,180,336	1,474,597	757,428	387,401	11,819
	140.00	3,559,750	2,854,124	2,148,498	1,442,566	724,280	353,508	(22,074)
	150.00	3,527,911	2,822,285	2,116,659	1,410,535	691,131	319,614	(55,968)
	160.00	3,496,072	2,790,446	2,084,821	1,378,504	657,983	285,721	(89,861)
	170.00	3,464,234	2,758,608	2,052,982	1,346,473	624,835	251,828	(123,754)
	180.00	3,432,395	2,726,769	2,021,143	1,314,442	591,686	217,934	(157,648)
	190.00	3,400,557	2,694,931	1,989,305	1,282,411	558,538	184,041	(191,541)
	200.00	3,368,718	2,663,092	1,957,466	1,250,380	525,389	150,148	(227,950)
	210.00	3,336,880	2,631,254	1,925,628	1,218,349	491,837	116,255	(265,195)
	220.00	3,305,041	2,599,415	1,893,789	1,186,318	457,943	82,361	(302,440)
	230.00	3,273,202	2,567,577	1,861,951	1,154,287	424,050	48,468	(339,686)
	240.00	3,241,364	2,535,738	1,830,112	1,122,256	390,157	14,575	(376,931)
	250.00	3,209,525	2,503,899	1,798,273	1,090,225	356,263	(19,319)	(414,177)

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Houses — No Units: 7
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	1,181,109	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	120%	130%
	0.00	271,905	732,750	1,181,109	1,621,082	2,059,179	2,935,372	3,811,565
	10.00	238,012	699,602	1,149,078	1,589,244	2,027,340	2,903,534	3,779,727
CIL £psm	20.00	204,118	666,453	1,117,047	1,557,296	1,995,502	2,871,695	3,747,888
0.00	30.00	170,225	633,305	1,085,016	1,525,265	1,963,663	2,839,857	3,716,050
(recommended CIL)	40.00	136,332	600,157	1,052,985	1,493,234	1,931,825	2,808,018	3,684,211
(100)	50.00	102,438	567,008	1,020,954	1,461,203	1,899,986	2,776,179	3,652,373
	60.00	68,545	533,860	988,923	1,429,172	1,868,148	2,744,341	3,620,534
	70.00	34,652	500,497	956,318	1,397,141	1,836,309	2,712,502	3,588,695
	80.00	759	466,604	923,170	1,365,110	1,804,470	2,680,664	3,556,857
	90.00	(33,135)	432,711	890,022	1,333,079	1,772,632	2,648,825	3,525,018
	100.00	(67,028)	398,817	856,873	1,301,048	1,740,793	2,616,987	3,493,180
	110.00	(100,921)	364,924	823,725	1,269,017	1,708,955	2,585,148	3,461,341
	120.00	(134,815)	331,031	790,577	1,236,986	1,677,116	2,553,309	3,429,503
	130.00	(168,708)	297,138	757,428	1,204,955	1,645,205	2,521,471	3,397,664
	140.00	(202,858)	263,244	724,280	1,172,924	1,613,174	2,489,632	3,365,826
	150.00	(240,104)	229,351	691,131	1,140,893	1,581,143	2,457,794	3,333,987
	160.00	(277,349)	195,458	657,983	1,108,862	1,549,112	2,425,955	3,302,148
	170.00	(314,595)	161,564	624,835	1,076,831	1,517,081	2,394,117	3,270,310
	180.00	(351,840)	127,671	591,686	1,044,800	1,485,050	2,362,278	3,238,471
	190.00	(389,085)	93,778	558,538	1,012,769	1,453,018	2,330,439	3,206,633
	200.00	(426,331)	59,884	525,389	980,738	1,420,987	2,298,601	3,174,794
	210.00	(463,576)	25,991	491,837	947,848	1,388,956	2,266,762	3,142,956
	220.00	(500,822)	(7,902)	457,943	914,700	1,356,925	2,234,924	3,111,117
	230.00	(538,067)	(41,795)	424,050	881,551	1,324,894	2,203,085	3,079,278
	240.00	(575,312)	(75,689)	390,157	848,403	1,292,863	2,171,247	3,047,440
	250.00	(612,558)	(109,582)	356,263	815,255	1,260,832	2,139,408	3,015,601

TABLE 8

Balance (RLV - BLV £ per acre (n))	1,181,109	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	1,181,109	1,502,914	1,822,841	2,142,769	2,462,697	2,782,625	4,382,264
	10.00	1,149,078	1,470,940	1,791,003	2,110,931	2,430,859	2,750,786	4,350,426
CIL £psm	20.00	1,117,047	1,438,909	1,759,164	2,079,092	2,399,020	2,718,948	4,318,587
0.00	30.00	1,085,016	1,406,878	1,727,326	2,047,254	2,367,181	2,687,109	4,286,748
(recommended CIL)	40.00	1,052,985	1,374,847	1,695,487	2,015,415	2,335,343	2,655,271	4,254,910
(100)	50.00	1,020,954	1,342,816	1,663,649	1,983,576	2,303,504	2,623,432	4,223,071
	60.00	988,923	1,310,785	1,631,810	1,951,738	2,271,666	2,591,594	4,191,233
	70.00	956,318	1,278,754	1,599,971	1,919,899	2,239,827	2,559,755	4,159,394
	80.00	923,170	1,246,722	1,568,133	1,888,061	2,207,989	2,527,916	4,127,556
	90.00	890,022	1,214,691	1,536,294	1,856,222	2,176,150	2,496,078	4,095,717
	100.00	856,873	1,182,660	1,504,456	1,824,384	2,144,311	2,464,239	4,063,878
	110.00	823,725	1,150,629	1,472,491	1,792,545	2,112,473	2,432,401	4,032,040
	120.00	790,577	1,118,598	1,440,460	1,760,706	2,080,634	2,400,562	4,000,201
	130.00	757,428	1,086,567	1,408,429	1,728,868	2,048,796	2,368,724	3,968,363
	140.00	724,280	1,054,536	1,376,398	1,697,029	2,016,957	2,336,885	3,936,524
	150.00	691,131	1,022,505	1,344,367	1,665,191	1,985,119	2,305,046	3,904,686
	160.00	657,983	990,474	1,312,336	1,633,352	1,953,280	2,273,208	3,872,847
	170.00	624,835	957,924	1,280,305	1,601,514	1,921,441	2,241,369	3,841,008
	180.00	591,686	924,776	1,248,274	1,569,675	1,889,603	2,209,531	3,809,170
	190.00	558,538	891,627	1,216,243	1,537,837	1,857,764	2,177,692	3,777,331
	200.00	525,389	858,479	1,184,212	1,505,998	1,825,926	2,145,854	3,745,493
	210.00	491,837	825,331	1,152,181	1,474,043	1,794,087	2,114,015	3,713,654
	220.00	457,943	792,182	1,120,150	1,442,012	1,762,249	2,082,176	3,681,816
	230.00	424,050	759,034	1,088,119	1,409,981	1,730,410	2,050,338	3,649,977
	240.00	390,157	725,885	1,056,088	1,377,950	1,698,572	2,018,499	3,618,139
	250.00	356,263	692,737	1,024,057	1,345,919	1,666,733	1,986,661	3,586,300

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: **Houses** No Units: **7**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**H**	
Scheme Typology:	Houses	
No Units:	7	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	2,441,600	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	24.87%	
Developers Profit Total (£)	427,280	
Land Value KPI's		
RLV (£/acre (net))	1,381,109	
RLV (£/ha (net))	3,412,720	
RLV (% of GDV)	10.87%	
RLV Total (£)	265,434	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	38,438	
Surplus/Deficit (£/acre) [RLV-BLV]	1,181,109	
Surplus/Deficit (£/ha)	2,918,520	
Surplus/Deficit Total (£)	226,996	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	40,834	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	22,233	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	9,009	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Appraisal Ref:	I				(see Typologies Matrix)
Scheme Typology:	**Flats**		No Units:	**15**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			15	Units	
AH Policy requirement (% Target)			0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%		
AH tenure split %	Affordable Rent:			70.0%	
	Social Rent:			0.0%	70.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	5.3	46.0%	0.0	35%	5.3
2 bed Flat	65.0%	9.8	54.0%	0.0	65%	9.8
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	15.0	100.0%	0.0	100%	15.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	309	3,324	0	0	309	3,324
2 bed Flat	746	8,025	0	0	746	8,025
3 bed Flat	0	0	0	0	0	0
	1,054	11,350	0	0	1,054	11,350
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	0
4 bed House (with garage)	425,000	3,696	343	3,058	284	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	1,010,625
2 bed Flat	245,000	3,769	350	3,204	298	2,388,750
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,399,375

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Flats**		No Units:	**15**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	315,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	350,000		-
4 bed House (with garage)	0.0	@	425,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	5.3	@	192,500		1,010,625
2 bed Flat	9.8	@	245,000		2,388,750
3 bed Flat	0.0	@	0		-
	15.0				3,399,375
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	115,500		-
2 bed Flat	0.0	@	147,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	77,000		-
2 bed Flat	0.0	@	98,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	134,750		-
2 bed Flat	0.0	@	171,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**15**				**3,399,375**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	15	units @	0	per unit	-
Total GDV					**3,399,375**

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Scheme Typology:	**Flats**		No Units:	**15**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	9,525	£		(9,525)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	38,100	£		(38,100)
Building Safety Levy				1,054	sqm	15.11	£ psm			(15,932)
CIL (Mrkt only inc. garages)	Max			1,054	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				15	units @	2,500	per unit			(37,500)
	Sub-total								(37,500)	
S106 analysis:	375,000	£ per ha		1.10%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum				1,054	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.10	ha @	123,500	£ per ha (if brownfield)			(12,350)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			15	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	1,892	psm			-
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				-	sqm @	1,892	psm			-
4 bed House (EXC. garage)				-	sqm @	1,892	psm			-
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				309	sqm @	2,064	psm			(637,412)
2 bed Flat				746	sqm @	2,064	psm			(1,538,894)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	-	16.0		0	sqm @	600	psm			-
Garages for 4B House	-	24.0		0	sqm @	600	psm			-
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				1,054	£ per garage	£0				
External works				2,176,306	@	10.0%				(217,631)
Ext. Works analysis:						14,509	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				15	units @	0	£ per unit			-
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		15	units @	100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units		15	units @	10%	@	0	£ per unit		-
Part L/FHS			15	units @			4,350	£ per unit		(65,250)
Part L/FHS analysis:						3.0%	% of BCIS costs			
Net Zero for Housing			-	sqm			0	£ psm		-
Net Zero for Flats			1,054	sqm			0	£ psm		-
Water Efficiency			15	units @			20	£ per unit		(300)
Urban Greening Factory	15.0	flats @	6		per storey = GIA	422	0	£ per unit		-
	Sub-total								(65,550)	
Policy Costs analysis:	(design costs only)					4,370	£ per unit (total units)			
						3.0%	% of BCIS costs			
Contingency (on construction)				2,471,836	@	5.0%				(123,592)

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Scheme Typology:	**Flats**		No Units:	**15**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		2,471,836	@	10.0%			(247,184)
Disposal Costs -							
OMS Marketing and Promotion		3,399,375	OMS @	1.00%	2,266	£ per unit	(33,994)
Residential Sales Agent Costs		3,399,375	OMS @	1.00%	2,266	£ per unit	(33,994)
Residential Sales Legal Costs		3,399,375	OMS @	0.50%	1,133	£ per unit	(16,997)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		15	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,666	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(134,604)
Developers Profit -							
Profit on OMS		3,399,375		17.50%			(594,891)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		3,399,375		17.50%	blended GDV	(594,891)	
		3,163,257		18.81%	on costs	(594,891)	
TOTAL COSTS							**(3,758,148)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(358,773)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(358,773)**
RLV analysis:	(23,918) £ per plot	(3,587,728)	£ per ha (net)	(1,451,934)	£ per acre (net)		
		(3,587,728)	£ per ha (gross)	(1,451,934)	£ per acre (gross)		
				-10.55%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		150.0	dph (net)				
Site Area (net)		0.10	ha (net)	0.25	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.10	ha (gross)	0.25	acres (gross)		
Density analysis:		10,544	sqm/ha (net)	45,931	sqft/ac (net)		
		150	dph (gross)				
Benchmark Land Value (net)	3,295 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)		**49,420**
BLV analysis:		494,200	£ per ha (net)	200,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(4,081,928)**	£ per ha (net)	**(1,651,934)**	£ per acre (net)	**(408,193)**

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Scheme Typology: Flats — No Units: 15
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	1,651,934	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(1,651,934)	(1,769,414)	(1,886,894)	(2,004,374)	(2,121,854)	(2,239,981)	(2,358,745)
	10.00	(1,697,261)	(1,812,475)	(1,927,689)	(2,042,902)	(2,158,116)	(2,274,182)	(2,390,667)
Max CIL £ psm	20.00	(1,742,589)	(1,855,536)	(1,968,484)	(2,081,431)	(2,194,378)	(2,308,383)	(2,422,588)
0.00	30.00	(1,787,917)	(1,898,598)	(2,009,279)	(2,119,959)	(2,230,660)	(2,342,585)	(2,454,509)
(recommended CIL)	40.00	(1,833,245)	(1,941,659)	(2,050,074)	(2,158,488)	(2,267,142)	(2,376,786)	(2,486,430)
(100)	50.00	(1,878,572)	(1,984,720)	(2,090,868)	(2,197,017)	(2,303,623)	(2,410,987)	(2,518,351)
	60.00	(1,923,900)	(2,027,782)	(2,131,663)	(2,235,545)	(2,340,104)	(2,445,188)	(2,550,273)
	70.00	(1,969,228)	(2,070,843)	(2,172,458)	(2,274,074)	(2,376,586)	(2,479,390)	(2,582,194)
	80.00	(2,014,555)	(2,113,904)	(2,213,253)	(2,312,602)	(2,413,067)	(2,513,591)	(2,614,115)
	90.00	(2,059,883)	(2,156,966)	(2,254,048)	(2,351,305)	(2,449,548)	(2,547,792)	(2,646,036)
	100.00	(2,105,211)	(2,200,027)	(2,294,843)	(2,390,066)	(2,486,030)	(2,581,994)	(2,677,957)
	110.00	(2,150,539)	(2,243,088)	(2,335,638)	(2,428,827)	(2,522,511)	(2,616,195)	(2,709,879)
	120.00	(2,195,866)	(2,286,150)	(2,376,433)	(2,467,589)	(2,558,993)	(2,650,396)	(2,741,800)
	130.00	(2,241,194)	(2,329,211)	(2,417,228)	(2,506,350)	(2,595,474)	(2,684,597)	(2,773,721)
	140.00	(2,286,522)	(2,372,272)	(2,458,268)	(2,545,112)	(2,631,955)	(2,718,799)	(2,805,642)
	150.00	(2,331,849)	(2,415,334)	(2,499,310)	(2,583,873)	(2,668,437)	(2,753,000)	(2,837,563)
	160.00	(2,377,177)	(2,458,395)	(2,540,351)	(2,622,635)	(2,704,918)	(2,787,201)	(2,869,485)
	170.00	(2,422,505)	(2,501,456)	(2,581,393)	(2,661,396)	(2,741,399)	(2,821,403)	(2,901,406)
	180.00	(2,467,833)	(2,544,711)	(2,622,435)	(2,700,158)	(2,777,881)	(2,855,604)	(2,933,327)
	190.00	(2,513,160)	(2,588,033)	(2,663,476)	(2,738,919)	(2,814,362)	(2,889,805)	(2,965,248)
	200.00	(2,558,488)	(2,631,355)	(2,704,518)	(2,777,681)	(2,850,843)	(2,924,006)	(2,997,169)
	210.00	(2,603,816)	(2,674,676)	(2,745,559)	(2,816,442)	(2,887,325)	(2,958,208)	(3,029,091)
	220.00	(2,649,395)	(2,717,998)	(2,786,601)	(2,855,203)	(2,923,806)	(2,992,409)	(3,061,012)
	230.00	(2,694,997)	(2,761,320)	(2,827,642)	(2,893,965)	(2,960,288)	(3,026,610)	(3,092,933)
	240.00	(2,740,599)	(2,804,641)	(2,868,684)	(2,932,726)	(2,996,769)	(3,060,812)	(3,124,854)
	250.00	(2,786,200)	(2,847,963)	(2,909,725)	(2,971,488)	(3,033,250)	(3,095,013)	(3,156,775)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(1,651,934)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(1,490,726)	(1,531,028)	(1,571,330)	(1,611,632)	(1,651,934)	(1,692,236)	(1,732,537)
	10.00	(1,536,054)	(1,576,356)	(1,616,658)	(1,656,960)	(1,697,261)	(1,737,563)	(1,777,865)
CIL £psm	20.00	(1,581,382)	(1,621,684)	(1,661,986)	(1,702,287)	(1,742,589)	(1,782,891)	(1,823,193)
0.00	30.00	(1,626,710)	(1,667,011)	(1,707,313)	(1,747,615)	(1,787,917)	(1,828,219)	(1,868,521)
(recommended CIL)	40.00	(1,672,037)	(1,712,339)	(1,752,641)	(1,792,943)	(1,833,245)	(1,873,546)	(1,913,848)
(100)	50.00	(1,717,365)	(1,757,667)	(1,797,969)	(1,838,271)	(1,878,572)	(1,918,874)	(1,959,176)
	60.00	(1,762,693)	(1,802,995)	(1,843,296)	(1,883,598)	(1,923,900)	(1,964,202)	(2,004,504)
	70.00	(1,808,020)	(1,848,322)	(1,888,624)	(1,928,926)	(1,969,228)	(2,009,530)	(2,049,831)
	80.00	(1,853,348)	(1,893,650)	(1,933,952)	(1,974,254)	(2,014,555)	(2,054,857)	(2,095,159)
	90.00	(1,898,676)	(1,938,978)	(1,979,280)	(2,019,581)	(2,059,883)	(2,100,185)	(2,140,487)
	100.00	(1,944,004)	(1,984,305)	(2,024,607)	(2,064,909)	(2,105,211)	(2,145,513)	(2,185,815)
	110.00	(1,989,331)	(2,029,633)	(2,069,935)	(2,110,237)	(2,150,539)	(2,190,840)	(2,231,142)
	120.00	(2,034,659)	(2,074,961)	(2,115,263)	(2,155,564)	(2,195,866)	(2,236,168)	(2,276,470)
	130.00	(2,079,987)	(2,120,289)	(2,160,590)	(2,200,892)	(2,241,194)	(2,281,496)	(2,321,798)
	140.00	(2,125,314)	(2,165,616)	(2,205,918)	(2,246,220)	(2,286,522)	(2,326,824)	(2,367,125)
	150.00	(2,170,642)	(2,210,944)	(2,251,246)	(2,291,548)	(2,331,849)	(2,372,151)	(2,412,453)
	160.00	(2,215,970)	(2,256,272)	(2,296,573)	(2,336,875)	(2,377,177)	(2,417,479)	(2,457,781)
	170.00	(2,261,298)	(2,301,599)	(2,341,901)	(2,382,203)	(2,422,505)	(2,462,807)	(2,503,109)
	180.00	(2,306,625)	(2,346,927)	(2,387,229)	(2,427,531)	(2,467,833)	(2,508,134)	(2,548,436)
	190.00	(2,351,953)	(2,392,255)	(2,432,557)	(2,472,858)	(2,513,160)	(2,553,462)	(2,593,764)
	200.00	(2,397,281)	(2,437,583)	(2,477,884)	(2,518,186)	(2,558,488)	(2,598,790)	(2,639,283)
	210.00	(2,442,608)	(2,482,910)	(2,523,212)	(2,563,514)	(2,603,816)	(2,644,339)	(2,684,884)
	220.00	(2,487,936)	(2,528,238)	(2,568,540)	(2,608,850)	(2,649,395)	(2,689,941)	(2,730,486)
	230.00	(2,533,264)	(2,573,566)	(2,613,906)	(2,654,451)	(2,694,997)	(2,735,542)	(2,776,088)
	240.00	(2,578,592)	(2,618,962)	(2,659,508)	(2,700,053)	(2,740,599)	(2,781,144)	(2,821,690)
	250.00	(2,624,019)	(2,664,564)	(2,705,109)	(2,745,655)	(2,786,200)	(2,826,746)	(2,867,291)

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Scheme Typology: Flats | No Units: 15
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(1,651,934)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(1,308,007)	(1,445,578)	(1,583,148)	(1,720,719)	(1,858,290)	(1,995,861)	(2,133,432)
	10.00	(1,353,334)	(1,490,905)	(1,628,476)	(1,766,047)	(1,903,618)	(2,041,189)	(2,178,759)
CIL £psm	20.00	(1,398,662)	(1,536,233)	(1,673,804)	(1,811,375)	(1,948,945)	(2,086,516)	(2,224,087)
0.00	30.00	(1,443,990)	(1,581,561)	(1,719,132)	(1,856,702)	(1,994,273)	(2,131,844)	(2,269,415)
(recommended CIL)	40.00	(1,489,318)	(1,626,888)	(1,764,459)	(1,902,030)	(2,039,601)	(2,177,172)	(2,314,743)
(100)	50.00	(1,534,645)	(1,672,216)	(1,809,787)	(1,947,358)	(2,084,929)	(2,222,499)	(2,360,070)
	60.00	(1,579,973)	(1,717,544)	(1,855,115)	(1,992,685)	(2,130,256)	(2,267,827)	(2,405,398)
	70.00	(1,625,301)	(1,762,872)	(1,900,442)	(2,038,013)	(2,175,584)	(2,313,155)	(2,450,726)
	80.00	(1,670,628)	(1,808,199)	(1,945,770)	(2,083,341)	(2,220,912)	(2,358,483)	(2,496,053)
	90.00	(1,715,956)	(1,853,527)	(1,991,098)	(2,128,669)	(2,266,239)	(2,403,810)	(2,541,381)
	100.00	(1,761,284)	(1,898,855)	(2,036,425)	(2,173,996)	(2,311,567)	(2,449,138)	(2,586,709)
	110.00	(1,806,612)	(1,944,182)	(2,081,753)	(2,219,324)	(2,356,895)	(2,494,466)	(2,632,036)
	120.00	(1,851,939)	(1,989,510)	(2,127,081)	(2,264,652)	(2,402,223)	(2,539,793)	(2,677,364)
	130.00	(1,897,267)	(2,034,838)	(2,172,409)	(2,309,979)	(2,447,550)	(2,585,121)	(2,722,692)
	140.00	(1,942,595)	(2,080,166)	(2,217,736)	(2,355,307)	(2,492,878)	(2,630,449)	(2,768,020)
	150.00	(1,987,922)	(2,125,493)	(2,263,064)	(2,400,635)	(2,538,206)	(2,675,777)	(2,813,347)
	160.00	(2,033,250)	(2,170,821)	(2,308,392)	(2,445,963)	(2,583,533)	(2,721,104)	(2,858,675)
	170.00	(2,078,578)	(2,216,149)	(2,353,719)	(2,491,290)	(2,628,861)	(2,766,432)	(2,904,003)
	180.00	(2,123,906)	(2,261,476)	(2,399,047)	(2,536,618)	(2,674,189)	(2,811,760)	(2,949,330)
	190.00	(2,169,233)	(2,306,804)	(2,444,375)	(2,581,946)	(2,719,517)	(2,857,087)	(2,994,658)
	200.00	(2,214,561)	(2,352,132)	(2,489,703)	(2,627,273)	(2,764,844)	(2,902,415)	(3,039,986)
	210.00	(2,259,889)	(2,397,459)	(2,535,030)	(2,672,601)	(2,810,172)	(2,947,743)	(3,085,314)
	220.00	(2,305,468)	(2,443,039)	(2,580,610)	(2,718,181)	(2,855,751)	(2,993,322)	(3,130,893)
	230.00	(2,351,070)	(2,488,641)	(2,626,212)	(2,763,782)	(2,901,353)	(3,038,924)	(3,176,495)
	240.00	(2,396,672)	(2,534,242)	(2,671,813)	(2,809,384)	(2,946,955)	(3,084,526)	(3,222,097)
	250.00	(2,442,273)	(2,579,844)	(2,717,415)	(2,854,986)	(2,992,557)	(3,130,127)	(3,267,698)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(1,651,934)	BLV (£ per acre (n)) 100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(1,551,934)	(1,576,934)	(1,601,934)	(1,626,934)	(1,651,934)	(1,676,934)	(1,701,934)
	10.00	(1,597,261)	(1,622,261)	(1,647,261)	(1,672,261)	(1,697,261)	(1,722,261)	(1,747,261)
CIL £psm	20.00	(1,642,589)	(1,667,589)	(1,692,589)	(1,717,589)	(1,742,589)	(1,767,589)	(1,792,589)
0.00	30.00	(1,687,917)	(1,712,917)	(1,737,917)	(1,762,917)	(1,787,917)	(1,812,917)	(1,837,917)
(recommended CIL)	40.00	(1,733,245)	(1,758,245)	(1,783,245)	(1,808,245)	(1,833,245)	(1,858,245)	(1,883,245)
(100)	50.00	(1,778,572)	(1,803,572)	(1,828,572)	(1,853,572)	(1,878,572)	(1,903,572)	(1,928,572)
	60.00	(1,823,900)	(1,848,900)	(1,873,900)	(1,898,900)	(1,923,900)	(1,948,900)	(1,973,900)
	70.00	(1,869,228)	(1,894,228)	(1,919,228)	(1,944,228)	(1,969,228)	(1,994,228)	(2,019,228)
	80.00	(1,914,555)	(1,939,555)	(1,964,555)	(1,989,555)	(2,014,555)	(2,039,555)	(2,064,555)
	90.00	(1,959,883)	(1,984,883)	(2,009,883)	(2,034,883)	(2,059,883)	(2,084,883)	(2,109,883)
	100.00	(2,005,211)	(2,030,211)	(2,055,211)	(2,080,211)	(2,105,211)	(2,130,211)	(2,155,211)
	110.00	(2,050,539)	(2,075,539)	(2,100,539)	(2,125,539)	(2,150,539)	(2,175,539)	(2,200,539)
	120.00	(2,095,866)	(2,120,866)	(2,145,866)	(2,170,866)	(2,195,866)	(2,220,866)	(2,245,866)
	130.00	(2,141,194)	(2,166,194)	(2,191,194)	(2,216,194)	(2,241,194)	(2,266,194)	(2,291,194)
	140.00	(2,186,522)	(2,211,522)	(2,236,522)	(2,261,522)	(2,286,522)	(2,311,522)	(2,336,522)
	150.00	(2,231,849)	(2,256,849)	(2,281,849)	(2,306,849)	(2,331,849)	(2,356,849)	(2,381,849)
	160.00	(2,277,177)	(2,302,177)	(2,327,177)	(2,352,177)	(2,377,177)	(2,402,177)	(2,427,177)
	170.00	(2,322,505)	(2,347,505)	(2,372,505)	(2,397,505)	(2,422,505)	(2,447,505)	(2,472,505)
	180.00	(2,367,833)	(2,392,833)	(2,417,833)	(2,442,833)	(2,467,833)	(2,492,833)	(2,517,833)
	190.00	(2,413,160)	(2,438,160)	(2,463,160)	(2,488,160)	(2,513,160)	(2,538,160)	(2,563,160)
	200.00	(2,458,488)	(2,483,488)	(2,508,488)	(2,533,488)	(2,558,488)	(2,583,488)	(2,608,488)
	210.00	(2,503,816)	(2,528,816)	(2,553,816)	(2,578,816)	(2,603,816)	(2,628,816)	(2,653,816)
	220.00	(2,549,395)	(2,574,395)	(2,599,395)	(2,624,395)	(2,649,395)	(2,674,395)	(2,699,395)
	230.00	(2,594,997)	(2,619,997)	(2,644,997)	(2,669,997)	(2,694,997)	(2,719,997)	(2,744,997)
	240.00	(2,640,599)	(2,665,599)	(2,690,599)	(2,715,599)	(2,740,599)	(2,765,599)	(2,790,599)
	250.00	(2,686,200)	(2,711,200)	(2,736,200)	(2,761,200)	(2,786,200)	(2,811,200)	(2,836,200)

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Scheme Typology: Flats — No Units: 15
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(1,651,934)	Density (dph) (net) 30	35	150 40	45	50	55	60
	0.00	(539,230)	(585,593)	(631,956)	(678,318)	(724,681)	(771,044)	(817,406)
	10.00	(548,296)	(596,170)	(644,043)	(691,917)	(739,790)	(787,664)	(835,537)
CIL £psm	20.00	(557,362)	(606,746)	(656,130)	(705,515)	(754,899)	(804,284)	(853,668)
0.00	30.00	(566,427)	(617,322)	(668,218)	(719,113)	(770,009)	(820,904)	(871,800)
(recommended CIL)	40.00	(575,493)	(627,899)	(680,305)	(732,712)	(785,118)	(837,524)	(889,931)
(100)	50.00	(584,558)	(638,475)	(692,393)	(746,310)	(800,227)	(854,144)	(908,062)
	60.00	(593,624)	(649,052)	(704,480)	(759,908)	(815,336)	(870,765)	(926,193)
	70.00	(602,689)	(659,628)	(716,567)	(773,507)	(830,446)	(887,385)	(944,324)
	80.00	(611,755)	(670,205)	(728,655)	(787,105)	(845,555)	(904,005)	(962,455)
	90.00	(620,820)	(680,781)	(740,742)	(800,703)	(860,664)	(920,625)	(980,586)
	100.00	(629,886)	(691,358)	(752,830)	(814,301)	(875,773)	(937,245)	(998,717)
	110.00	(638,951)	(701,934)	(764,917)	(827,900)	(890,883)	(953,865)	(1,016,848)
	120.00	(648,017)	(712,511)	(777,004)	(841,498)	(905,992)	(970,486)	(1,034,979)
	130.00	(657,082)	(723,087)	(789,092)	(855,096)	(921,101)	(987,106)	(1,053,110)
	140.00	(666,148)	(733,664)	(801,179)	(868,695)	(936,210)	(1,003,726)	(1,071,241)
	150.00	(675,214)	(744,240)	(813,267)	(882,293)	(951,320)	(1,020,346)	(1,089,373)
	160.00	(684,296)	(754,817)	(825,354)	(895,891)	(966,429)	(1,036,966)	(1,107,504)
	170.00	(693,416)	(765,415)	(837,441)	(909,490)	(981,538)	(1,053,586)	(1,125,635)
	180.00	(702,537)	(776,055)	(849,574)	(923,093)	(996,647)	(1,070,207)	(1,143,766)
	190.00	(711,657)	(786,696)	(861,735)	(936,774)	(1,011,812)	(1,086,851)	(1,161,897)
	200.00	(720,777)	(797,336)	(873,895)	(950,454)	(1,027,013)	(1,103,572)	(1,180,131)
	210.00	(729,898)	(807,977)	(886,056)	(964,135)	(1,042,214)	(1,120,293)	(1,198,372)
	220.00	(739,018)	(818,617)	(898,216)	(977,815)	(1,057,414)	(1,137,013)	(1,216,612)
	230.00	(748,138)	(829,257)	(910,377)	(991,496)	(1,072,615)	(1,153,734)	(1,234,853)
	240.00	(757,259)	(839,898)	(922,537)	(1,005,176)	(1,087,815)	(1,170,454)	(1,253,094)
	250.00	(766,379)	(850,538)	(934,697)	(1,018,857)	(1,103,016)	(1,187,175)	(1,271,334)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(1,651,934)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	2,640,993	1,635,387	620,716	(468,445)	(1,651,934)	(2,243,678)	(2,836,800)
	10.00	2,602,478	1,596,750	580,617	(513,773)	(1,697,261)	(2,289,006)	(2,882,402)
CIL £psm	20.00	2,563,963	1,558,002	540,518	(559,101)	(1,742,589)	(2,334,333)	(2,928,003)
0.00	30.00	2,525,449	1,519,255	500,418	(604,428)	(1,787,917)	(2,379,661)	(2,973,605)
(recommended CIL)	40.00	2,486,934	1,480,507	460,319	(649,756)	(1,833,245)	(2,424,989)	(3,019,207)
(100)	50.00	2,448,419	1,441,759	420,220	(695,084)	(1,878,572)	(2,470,317)	(3,064,809)
	60.00	2,409,904	1,403,012	380,121	(740,412)	(1,923,900)	(2,515,644)	(3,110,410)
	70.00	2,371,389	1,364,264	339,743	(785,739)	(1,969,228)	(2,560,972)	(3,156,012)
	80.00	2,332,875	1,325,517	298,743	(831,067)	(2,014,555)	(2,606,300)	(3,201,614)
	90.00	2,294,360	1,286,769	257,742	(876,395)	(2,059,883)	(2,651,894)	(3,247,215)
	100.00	2,255,845	1,248,021	216,742	(921,722)	(2,105,211)	(2,697,496)	(3,292,817)
	110.00	2,217,330	1,209,274	175,742	(967,050)	(2,150,539)	(2,743,098)	(3,338,419)
	120.00	2,178,816	1,170,526	134,741	(1,012,378)	(2,195,866)	(2,788,699)	(3,384,021)
	130.00	2,140,301	1,131,779	93,741	(1,057,706)	(2,241,194)	(2,834,301)	(3,429,622)
	140.00	2,101,786	1,093,031	52,740	(1,103,033)	(2,286,522)	(2,879,903)	(3,475,224)
	150.00	2,063,271	1,054,283	11,740	(1,148,361)	(2,331,849)	(2,925,504)	(3,520,826)
	160.00	2,024,756	1,015,536	(29,260)	(1,193,689)	(2,377,177)	(2,971,106)	(3,566,427)
	170.00	1,986,242	976,788	(70,261)	(1,239,016)	(2,422,505)	(3,016,708)	(3,612,029)
	180.00	1,947,727	938,041	(111,261)	(1,284,344)	(2,467,833)	(3,062,310)	(3,657,631)
	190.00	1,909,212	899,293	(152,261)	(1,329,672)	(2,513,160)	(3,107,911)	(3,703,233)
	200.00	1,870,697	860,545	(193,262)	(1,375,000)	(2,558,488)	(3,153,513)	(3,748,834)
	210.00	1,832,182	821,798	(237,651)	(1,420,327)	(2,603,816)	(3,199,115)	(3,794,436)
	220.00	1,793,668	783,050	(282,706)	(1,465,655)	(2,649,395)	(3,244,716)	(3,840,038)
	230.00	1,755,153	744,303	(327,761)	(1,510,983)	(2,694,997)	(3,290,318)	(3,885,639)
	240.00	1,716,638	705,310	(372,822)	(1,556,310)	(2,740,599)	(3,335,920)	(3,931,241)
	250.00	1,678,123	665,210	(418,150)	(1,601,638)	(2,786,200)	(3,381,522)	(3,976,843)

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Scheme Typology: Flats — No Units: 15
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(1,651,934)	90%	95%	100%	105%	110%	120%	130%
	0.00	(2,775,390)	(2,212,434)	(1,651,934)	(1,091,433)	(530,933)	509,973	1,474,982
	10.00	(2,820,992)	(2,257,762)	(1,697,261)	(1,136,761)	(576,260)	469,874	1,436,235
CIL £psm	20.00	(2,866,594)	(2,303,090)	(1,742,589)	(1,182,089)	(621,588)	429,775	1,397,487
0.00	30.00	(2,912,195)	(2,348,417)	(1,787,917)	(1,227,416)	(666,916)	389,675	1,358,739
(recommended CIL)	40.00	(2,957,797)	(2,393,745)	(1,833,245)	(1,272,744)	(712,244)	349,512	1,319,992
(100)	50.00	(3,003,399)	(2,439,073)	(1,878,572)	(1,318,072)	(757,571)	308,512	1,281,244
	60.00	(3,049,001)	(2,484,401)	(1,923,900)	(1,363,400)	(802,899)	267,512	1,242,497
	70.00	(3,094,602)	(2,529,986)	(1,969,228)	(1,408,727)	(848,227)	226,511	1,203,749
	80.00	(3,140,204)	(2,575,588)	(2,014,555)	(1,454,055)	(893,554)	185,511	1,165,001
	90.00	(3,185,806)	(2,621,189)	(2,059,883)	(1,499,383)	(938,882)	144,511	1,126,254
	100.00	(3,231,407)	(2,666,791)	(2,105,211)	(1,544,710)	(984,210)	103,510	1,087,506
	110.00	(3,277,009)	(2,712,393)	(2,150,539)	(1,590,038)	(1,029,538)	62,510	1,048,758
	120.00	(3,322,611)	(2,757,994)	(2,195,866)	(1,635,366)	(1,074,865)	21,509	1,010,011
	130.00	(3,368,213)	(2,803,596)	(2,241,194)	(1,680,694)	(1,120,193)	(19,491)	971,263
	140.00	(3,413,814)	(2,849,198)	(2,286,522)	(1,726,021)	(1,165,521)	(60,491)	932,516
	150.00	(3,459,416)	(2,894,800)	(2,331,849)	(1,771,349)	(1,210,848)	(101,492)	893,768
	160.00	(3,505,018)	(2,940,401)	(2,377,177)	(1,816,677)	(1,256,176)	(142,492)	855,020
	170.00	(3,550,619)	(2,986,003)	(2,422,505)	(1,862,004)	(1,301,504)	(183,492)	816,273
	180.00	(3,596,221)	(3,031,605)	(2,467,833)	(1,907,332)	(1,346,832)	(226,915)	777,525
	190.00	(3,641,823)	(3,077,206)	(2,513,160)	(1,952,660)	(1,392,159)	(271,971)	738,778
	200.00	(3,687,425)	(3,122,808)	(2,558,488)	(1,997,987)	(1,437,487)	(317,026)	699,592
	210.00	(3,733,026)	(3,168,410)	(2,603,816)	(2,043,315)	(1,482,815)	(362,081)	659,493
	220.00	(3,778,628)	(3,214,012)	(2,649,395)	(2,088,643)	(1,528,142)	(407,141)	619,393
	230.00	(3,824,230)	(3,259,613)	(2,694,997)	(2,133,971)	(1,573,470)	(452,469)	579,294
	240.00	(3,869,831)	(3,305,215)	(2,740,599)	(2,179,298)	(1,618,798)	(497,797)	539,195
	250.00	(3,915,433)	(3,350,817)	(2,786,200)	(2,224,626)	(1,664,126)	(543,124)	499,096

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(1,651,934)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(1,651,934)	(1,010,979)	(370,036)	225,032	792,080	1,339,990	4,061,585
	10.00	(1,697,261)	(1,056,307)	(415,352)	184,031	753,333	1,301,242	4,023,302
CIL £psm	20.00	(1,742,589)	(1,101,634)	(460,679)	143,031	714,585	1,262,494	3,985,018
0.00	30.00	(1,787,917)	(1,146,962)	(506,007)	102,031	674,556	1,223,747	3,946,735
(recommended CIL)	40.00	(1,833,245)	(1,192,290)	(551,335)	61,030	634,456	1,184,999	3,908,451
(100)	50.00	(1,878,572)	(1,237,617)	(596,663)	20,030	594,357	1,146,251	3,870,168
	60.00	(1,923,900)	(1,282,945)	(641,990)	(20,970)	554,258	1,107,504	3,831,885
	70.00	(1,969,228)	(1,328,273)	(687,318)	(61,971)	514,159	1,068,756	3,793,601
	80.00	(2,014,555)	(1,373,601)	(732,646)	(102,971)	474,059	1,030,009	3,755,318
	90.00	(2,059,883)	(1,418,928)	(777,973)	(143,972)	433,960	991,261	3,717,035
	100.00	(2,105,211)	(1,464,256)	(823,301)	(184,972)	393,861	952,513	3,678,751
	110.00	(2,150,539)	(1,509,584)	(868,629)	(228,541)	353,762	913,766	3,640,468
	120.00	(2,195,866)	(1,554,911)	(913,957)	(273,596)	312,792	875,018	3,602,185
	130.00	(2,241,194)	(1,600,239)	(959,284)	(318,652)	271,791	836,271	3,563,901
	140.00	(2,286,522)	(1,645,567)	(1,004,612)	(363,707)	230,791	797,523	3,525,533
	150.00	(2,331,849)	(1,690,895)	(1,049,940)	(408,985)	189,790	758,775	3,487,018
	160.00	(2,377,177)	(1,736,222)	(1,095,267)	(454,313)	148,790	720,028	3,448,503
	170.00	(2,422,505)	(1,781,550)	(1,140,595)	(499,640)	107,790	680,188	3,409,988
	180.00	(2,467,833)	(1,826,878)	(1,185,923)	(544,968)	66,789	640,089	3,371,473
	190.00	(2,513,160)	(1,872,205)	(1,231,251)	(590,296)	25,789	599,990	3,332,959
	200.00	(2,558,488)	(1,917,533)	(1,276,578)	(635,623)	(15,211)	559,890	3,294,444
	210.00	(2,603,816)	(1,962,861)	(1,321,906)	(680,951)	(56,212)	519,791	3,255,929
	220.00	(2,649,395)	(2,008,189)	(1,367,234)	(726,279)	(97,212)	479,692	3,217,414
	230.00	(2,694,997)	(2,053,516)	(1,412,561)	(771,607)	(138,213)	439,593	3,178,900
	240.00	(2,740,599)	(2,098,844)	(1,457,889)	(816,934)	(179,213)	399,493	3,140,385
	250.00	(2,786,200)	(2,144,172)	(1,503,217)	(862,262)	(222,212)	359,394	3,101,870

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

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Scheme Typology:	**Flats**		No Units:	**15**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	I	
Scheme Typology:	Flats	
No Units:	15	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	3,399,375	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	18.81%	
Developers Profit Total (£)	594,891	
Land Value KPI's		
RLV (£/acre (net))	(1,451,934)	
RLV (£/ha (net))	(3,587,728)	
RLV (% of GDV)	-10.55%	
RLV Total (£)	(358,773)	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	49,420	
Surplus/Deficit (£/acre) [RLV-BLV]	(1,651,934)	
Surplus/Deficit (£/ha)	(4,081,928)	
Surplus/Deficit Total (£)	(408,193)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	134,604	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	8,974	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	J				(see Typologies Matrix)
Scheme Typology:	**Houses and Flats**	No Units:	**20**		
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			20	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	3.4	17.5%	0.0	17%	3.4
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	6.6	30.0%	0.0	33%	6.6
4 bed House (with garage)	15.0%	3.0	5.0%	0.0	15%	3.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	3.6	30.0%	0.0	18%	3.6
2 bed Flat	17.0%	3.4	17.5%	0.0	17%	3.4
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	20.0	100.0%	0.0	100%	20.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	255	2,745	0	0	255	2,745
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	700	7,530	0	0	700	7,530
4 bed House (with garage)	417	4,489	0	0	417	4,489
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	212	2,279	0	0	212	2,279
2 bed Flat	260	2,799	0	0	260	2,799
3 bed Flat	0	0	0	0	0	0
	1,843	19,842	0	0	1,843	19,842
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	1,071,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	2,310,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	1,275,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	693,000
2 bed Flat	245,000	3,769	350	3,204	298	833,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						6,182,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses and Flats**		No Units:	**20**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.4	@	315,000		1,071,000
3 bed House	0.0	@	0		-
3 bed House (with garage)	6.6	@	350,000		2,310,000
4 bed House (with garage)	3.0	@	425,000		1,275,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	3.6	@	192,500		693,000
2 bed Flat	3.4	@	245,000		833,000
3 bed Flat	0.0	@	0		-
	20.0				6,182,000
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	115,500		-
2 bed Flat	0.0	@	147,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	77,000		-
2 bed Flat	0.0	@	98,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	134,750		-
2 bed Flat	0.0	@	171,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**20**				**6,182,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	20	units @	0	per unit	-
Total GDV					**6,182,000**

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Scheme Typology:	**Houses and Flats**		No Units:	**20**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	12,700	£		(12,700)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	50,800	£		(50,800)
Building Safety Levy					1,843	sqm	15.11	£ psm			(27,853)
CIL (Mrkt only inc. garages)	Max				1,843	sqm	0.00	£ psm			-
CIL analysis:					0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)					20	units @	2,500	per unit			(50,000)
	Sub-total									(50,000)	
S106 analysis:	212,500	£ per ha			0.81%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum					1,843	sqm (total)	0	£ psm			-
Comm. Sum analysis:					0.00%	% of GDV					
Construction Costs -											
Site Clearance, Demolition & Remediation					0.24	ha @	123,500	£ per ha (if brownfield)			(29,059)
Strategic Site Infra. costs	Year 1			0							-
	Year 2			0							-
	Year 3			0							-
	Year 4			0							-
	Year 5			0							-
	Year 6			0							-
	Year 7			0							-
	Year 8			0							-
	Year 9			0							-
	Year 10			0							-
	Year 11			0							-
	Year 12			0							-
	Year 13			0							-
	Year 14			0							-
	Year 15			0							-
	Years 1-15				20	units @	0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha			0.00%	% of GDV	0	£ per unit (total units)			
2 bed House					255	sqm @	1,892	psm			(482,460)
3 bed House					-	sqm @	1,892	psm			-
3 bed House (EXC. garage)					594	sqm @	1,892	psm			(1,123,848)
4 bed House (EXC. garage)					345	sqm @	1,892	psm			(652,740)
5 bed House (EXC. garage)					-	sqm @	1,892	psm			-
1 bed Flat					212	sqm @	2,064	psm			(437,082)
2 bed Flat					260	sqm @	2,064	psm			(536,640)
3 bed Flat					-	sqm @	2,064	psm			-
Garages for 3B House	6.6		16.0		106	sqm @	600	psm			(63,360)
Garages for 4B House	3.0		24.0		72	sqm @	600	psm			(43,200)
Garages for 5B House	-		-		0	sqm @	600	psm			-
Total GIA check:					1,843	£ per garage	£0				
External works					3,339,330	@	10.0%				(333,933)
Ext. Works analysis:							16,697	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs					20	units @	400	£ per unit			(8,000)
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		20	units @		100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units		-	units @		10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units		20	units @		10%	@	0	£ per unit		-
Part L/FHS			20	units @				4,350	£ per unit		(87,000)
Part L/FHS analysis:							2.6%	% of BCIS costs			
Net Zero for Housing			1,372	sqm				0	£ psm		-
Net Zero for Flats			472	sqm				0	£ psm		-
Water Efficiency			20	units @				20	£ per unit		(400)
Urban Greening Factory	7.0	flats @		6		per storey = GIA	404	0	£ per unit		-
	Sub-total									(95,400)	
Policy Costs analysis:	(design costs only)						4,770	£ per unit (total units)			
							2.9%	% of BCIS costs			
Contingency (on construction)					3,797,722	@	5.0%				(189,886)

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Scheme Typology:	**Houses and Flats**		No Units:	**20**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		3,797,722	@	10.0%			(379,772)
Disposal Costs -							
OMS Marketing and Promotion		6,182,000	OMS @	1.00%	3,091	£ per unit	(61,820)
Residential Sales Agent Costs		6,182,000	OMS @	1.00%	3,091	£ per unit	(61,820)
Residential Sales Legal Costs		6,182,000	OMS @	0.50%	1,546	£ per unit	(30,910)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	20	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,728	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(184,600)
Developers Profit -							
Profit on OMS		6,182,000		17.50%			(1,081,850)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		6,182,000		17.50%	blended GDV	(1,081,850)	
		4,847,884		22.32%	on costs	(1,081,850)	
TOTAL COSTS							**(5,929,734)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							252,266
SDLT		252,266	@	HMRC formula			(2,113)
Acquisition Agent fees		252,266	@	1.0%			(2,523)
Acquisition Legal fees		252,266	@	0.5%			(1,261)
Interest on Land		252,266	@	7.50%			(18,920)
Residual Land Value							**227,449**
RLV analysis:	11,372 £ per plot	966,658	£ per ha (net)	391,201	£ per acre (net)		
		966,658	£ per ha (gross)	391,201	£ per acre (gross)		
				3.68%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		85.0	dph (net)				
Site Area (net)		0.24	ha (net)	0.58	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.24	ha (gross)	0.58	acres (gross)		
Density analysis:		7,834	sqm/ha (net)	34,127	sqft/ac (net)		
		85	dph (gross)				
Benchmark Land Value (net)	5,814 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)		**116,282**
BLV analysis:		494,200	£ per ha (net)	200,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**472,458**	£ per ha (net)	**191,201**	£ per acre (net)	**111,167**

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Scheme Typology:	**Houses and Flats**	No Units:	**20**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	191,201	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	191,201	129,017	66,716	3,733	(59,968)	(123,669)	(187,370)
	10.00	161,251	100,453	39,656	(22,398)	(84,562)	(146,726)	(209,769)
Max CIL £ psm	20.00	131,184	71,889	12,097	(48,530)	(109,156)	(169,783)	(233,417)
0.00	30.00	101,116	43,326	(15,572)	(74,661)	(133,751)	(192,840)	(257,066)
(recommended CIL)	40.00	71,049	14,312	(43,240)	(100,793)	(158,345)	(217,470)	(280,714)
(100)	50.00	40,982	(14,894)	(70,909)	(126,924)	(182,940)	(242,807)	(304,363)
	60.00	10,378	(44,100)	(98,578)	(153,056)	(208,279)	(268,145)	(328,011)
	70.00	(20,365)	(73,305)	(126,246)	(179,187)	(235,306)	(293,483)	(351,659)
	80.00	(51,107)	(102,511)	(153,915)	(205,845)	(262,332)	(318,820)	(375,308)
	90.00	(81,850)	(131,717)	(181,584)	(234,561)	(289,359)	(344,158)	(398,956)
	100.00	(112,593)	(160,923)	(210,167)	(263,277)	(316,386)	(369,495)	(422,605)
	110.00	(143,336)	(190,129)	(240,572)	(291,993)	(343,413)	(394,833)	(446,253)
	120.00	(174,079)	(221,247)	(270,978)	(320,708)	(370,439)	(420,170)	(469,901)
	130.00	(205,299)	(253,341)	(301,383)	(349,424)	(397,466)	(445,508)	(493,550)
	140.00	(239,082)	(285,435)	(331,788)	(378,140)	(424,493)	(470,846)	(517,198)
	150.00	(272,866)	(317,529)	(362,193)	(406,856)	(451,520)	(496,183)	(540,847)
	160.00	(306,649)	(349,624)	(392,598)	(435,572)	(478,546)	(521,521)	(564,495)
	170.00	(340,433)	(381,718)	(423,003)	(464,288)	(505,573)	(546,858)	(588,143)
	180.00	(374,216)	(413,812)	(453,408)	(493,004)	(532,600)	(572,196)	(611,792)
	190.00	(408,000)	(445,906)	(483,813)	(521,720)	(559,627)	(597,533)	(635,440)
	200.00	(441,783)	(478,001)	(514,218)	(550,436)	(586,653)	(622,871)	(659,089)
	210.00	(475,566)	(510,095)	(544,623)	(579,152)	(613,680)	(648,209)	(682,737)
	220.00	(509,350)	(542,189)	(575,028)	(607,868)	(640,707)	(673,546)	(706,385)
	230.00	(543,133)	(574,283)	(605,434)	(636,584)	(667,734)	(698,884)	(730,034)
	240.00	(576,917)	(606,378)	(635,839)	(665,300)	(694,760)	(724,221)	(753,682)
	250.00	(610,700)	(638,472)	(666,244)	(694,015)	(721,787)	(749,559)	(777,331)

TABLE 2

Balance (RLV - BLV £ per acre (n))	191,201	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	269,581	249,998	230,415	210,832	191,201	170,929	150,540
	10.00	240,702	221,119	201,536	181,640	161,251	140,862	120,473
CIL £psm	20.00	211,823	192,198	171,961	151,572	131,184	110,795	90,406
0.00	30.00	182,672	162,283	141,894	121,505	101,116	80,728	60,339
(recommended CIL)	40.00	152,604	132,216	111,827	91,438	71,049	50,660	30,170
(100)	50.00	122,537	102,148	81,760	61,371	40,982	20,274	(573)
	60.00	92,470	72,081	51,692	31,225	10,378	(10,469)	(31,316)
	70.00	62,403	42,014	21,330	483	(20,365)	(41,212)	(62,059)
	80.00	32,281	11,434	(9,413)	(30,260)	(51,107)	(71,954)	(92,801)
	90.00	1,538	(19,309)	(40,156)	(61,003)	(81,850)	(102,697)	(123,544)
	100.00	(29,205)	(50,052)	(70,899)	(91,746)	(112,593)	(133,440)	(154,287)
	110.00	(59,948)	(80,795)	(101,642)	(122,489)	(143,336)	(164,183)	(185,030)
	120.00	(90,691)	(111,538)	(132,385)	(153,232)	(174,079)	(194,926)	(217,333)
	130.00	(121,434)	(142,281)	(163,128)	(183,975)	(205,299)	(228,208)	(251,117)
	140.00	(152,177)	(173,024)	(193,871)	(216,174)	(239,082)	(261,991)	(284,900)
	150.00	(182,920)	(204,139)	(227,048)	(249,957)	(272,866)	(295,775)	(318,683)
	160.00	(215,014)	(237,923)	(260,832)	(283,740)	(306,649)	(329,558)	(352,467)
	170.00	(248,797)	(271,706)	(294,615)	(317,524)	(340,433)	(363,342)	(386,250)
	180.00	(282,581)	(305,490)	(328,399)	(351,307)	(374,216)	(397,125)	(420,034)
	190.00	(316,364)	(339,273)	(362,182)	(385,091)	(408,000)	(430,908)	(453,817)
	200.00	(350,148)	(373,057)	(395,965)	(418,874)	(441,783)	(464,692)	(487,601)
	210.00	(383,931)	(406,840)	(429,749)	(452,658)	(475,566)	(498,475)	(521,384)
	220.00	(417,715)	(440,623)	(463,532)	(486,441)	(509,350)	(532,259)	(555,168)
	230.00	(451,498)	(474,407)	(497,316)	(520,225)	(543,133)	(566,042)	(588,951)
	240.00	(485,282)	(508,190)	(531,099)	(554,008)	(576,917)	(599,826)	(622,734)
	250.00	(519,065)	(541,974)	(564,883)	(587,791)	(610,700)	(633,609)	(656,518)

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Scheme Typology: Houses and Flats — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	191,201	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	419,805	328,364	236,922	144,002	49,371	(47,059)	(143,817)
	10.00	390,751	299,310	207,868	113,935	18,956	(77,802)	(174,560)
CIL £psm	20.00	361,698	270,256	178,499	83,868	(11,787)	(108,545)	(205,827)
0.00	30.00	332,644	241,202	148,432	53,801	(42,530)	(139,288)	(239,610)
(recommended CIL)	40.00	303,590	212,149	118,365	23,485	(73,273)	(170,031)	(273,394)
(100)	50.00	274,536	182,929	88,298	(7,258)	(104,016)	(200,850)	(307,177)
	60.00	245,483	152,862	58,230	(38,001)	(134,758)	(234,633)	(340,961)
	70.00	216,429	122,794	28,014	(68,743)	(165,501)	(268,417)	(374,744)
	80.00	187,359	92,727	(2,728)	(99,486)	(196,244)	(302,200)	(408,528)
	90.00	157,291	62,660	(33,471)	(130,229)	(229,656)	(335,984)	(442,311)
	100.00	127,224	32,544	(64,214)	(160,972)	(263,440)	(369,767)	(476,095)
	110.00	97,157	1,801	(94,957)	(191,715)	(297,223)	(403,551)	(509,878)
	120.00	67,089	(28,942)	(125,700)	(224,679)	(331,007)	(437,334)	(543,661)
	130.00	37,022	(59,685)	(156,443)	(258,463)	(364,790)	(471,117)	(577,445)
	140.00	6,330	(90,428)	(187,186)	(292,246)	(398,574)	(504,901)	(611,228)
	150.00	(24,413)	(121,171)	(219,702)	(326,030)	(432,357)	(538,684)	(645,012)
	160.00	(55,156)	(151,914)	(253,486)	(359,813)	(466,140)	(572,468)	(678,795)
	170.00	(85,899)	(182,657)	(287,269)	(393,596)	(499,924)	(606,251)	(712,579)
	180.00	(116,642)	(214,725)	(321,052)	(427,380)	(533,707)	(640,035)	(746,362)
	190.00	(147,385)	(248,509)	(354,836)	(461,163)	(567,491)	(673,818)	(780,145)
	200.00	(178,128)	(282,292)	(388,619)	(494,947)	(601,274)	(707,602)	(813,929)
	210.00	(209,748)	(316,075)	(422,403)	(528,730)	(635,058)	(741,385)	(847,712)
	220.00	(243,531)	(349,859)	(456,186)	(562,514)	(668,841)	(775,168)	(881,496)
	230.00	(277,315)	(383,642)	(489,970)	(596,297)	(702,624)	(808,952)	(915,279)
	240.00	(311,098)	(417,426)	(523,753)	(630,080)	(736,408)	(842,735)	(949,063)
	250.00	(344,882)	(451,209)	(557,537)	(663,864)	(770,191)	(876,519)	(982,846)

TABLE 4

Balance (RLV - BLV £ per acre (n))	191,201	BLV (£ per acre (n)) 100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	291,201	266,201	241,201	216,201	191,201	166,201	141,201
	10.00	261,251	236,251	211,251	186,251	161,251	136,251	111,251
CIL £psm	20.00	231,184	206,184	181,184	156,184	131,184	106,184	81,184
0.00	30.00	201,116	176,116	151,116	126,116	101,116	76,116	51,116
(recommended CIL)	40.00	171,049	146,049	121,049	96,049	71,049	46,049	21,049
(100)	50.00	140,982	115,982	90,982	65,982	40,982	15,982	(9,018)
	60.00	110,378	85,378	60,378	35,378	10,378	(14,622)	(39,622)
	70.00	79,635	54,635	29,635	4,635	(20,365)	(45,365)	(70,365)
	80.00	48,893	23,893	(1,107)	(26,107)	(51,107)	(76,107)	(101,107)
	90.00	18,150	(6,850)	(31,850)	(56,850)	(81,850)	(106,850)	(131,850)
	100.00	(12,593)	(37,593)	(62,593)	(87,593)	(112,593)	(137,593)	(162,593)
	110.00	(43,336)	(68,336)	(93,336)	(118,336)	(143,336)	(168,336)	(193,336)
	120.00	(74,079)	(99,079)	(124,079)	(149,079)	(174,079)	(199,079)	(224,079)
	130.00	(105,299)	(130,299)	(155,299)	(180,299)	(205,299)	(230,299)	(255,299)
	140.00	(139,082)	(164,082)	(189,082)	(214,082)	(239,082)	(264,082)	(289,082)
	150.00	(172,866)	(197,866)	(222,866)	(247,866)	(272,866)	(297,866)	(322,866)
	160.00	(206,649)	(231,649)	(256,649)	(281,649)	(306,649)	(331,649)	(356,649)
	170.00	(240,433)	(265,433)	(290,433)	(315,433)	(340,433)	(365,433)	(390,433)
	180.00	(274,216)	(299,216)	(324,216)	(349,216)	(374,216)	(399,216)	(424,216)
	190.00	(308,000)	(333,000)	(358,000)	(383,000)	(408,000)	(433,000)	(458,000)
	200.00	(341,783)	(366,783)	(391,783)	(416,783)	(441,783)	(466,783)	(491,783)
	210.00	(375,566)	(400,566)	(425,566)	(450,566)	(475,566)	(500,566)	(525,566)
	220.00	(409,350)	(434,350)	(459,350)	(484,350)	(509,350)	(534,350)	(559,350)
	230.00	(443,133)	(468,133)	(493,133)	(518,133)	(543,133)	(568,133)	(593,133)
	240.00	(476,917)	(501,917)	(526,917)	(551,917)	(576,917)	(601,917)	(626,917)
	250.00	(510,700)	(535,700)	(560,700)	(585,700)	(610,700)	(635,700)	(660,700)

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Scheme Typology: Houses and Flats — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	191,201	Density (dph) (net) 30	35	85 40	45	50	55	60
	0.00	(97,157)	(70,932)	(44,707)	(18,482)	7,743	33,968	60,193
	10.00	(107,769)	(83,313)	(58,857)	(34,400)	(9,944)	14,513	38,969
CIL £psm	20.00	(118,409)	(95,694)	(73,006)	(50,318)	(27,630)	(4,943)	17,745
0.00	30.00	(129,260)	(108,181)	(87,155)	(66,236)	(45,317)	(24,398)	(3,479)
(recommended CIL)	40.00	(140,110)	(120,840)	(101,569)	(82,299)	(63,029)	(43,853)	(24,703)
(100)	50.00	(150,961)	(133,499)	(116,037)	(98,575)	(81,113)	(63,651)	(46,189)
	60.00	(161,811)	(146,158)	(130,504)	(114,850)	(99,197)	(83,543)	(67,890)
	70.00	(172,662)	(158,816)	(144,971)	(131,126)	(117,281)	(103,436)	(89,590)
	80.00	(183,512)	(171,475)	(159,438)	(147,402)	(135,365)	(123,328)	(111,291)
	90.00	(194,362)	(184,134)	(173,906)	(163,677)	(153,449)	(143,221)	(132,992)
	100.00	(205,728)	(196,793)	(188,373)	(179,953)	(171,533)	(163,113)	(154,693)
	110.00	(217,652)	(210,387)	(203,121)	(196,229)	(189,617)	(183,006)	(176,394)
	120.00	(229,576)	(224,297)	(219,019)	(213,741)	(208,463)	(203,185)	(198,095)
	130.00	(241,499)	(238,208)	(234,917)	(231,626)	(228,335)	(225,045)	(221,754)
	140.00	(253,423)	(252,119)	(250,815)	(249,512)	(248,208)	(246,904)	(245,601)
	150.00	(265,346)	(266,030)	(266,713)	(267,397)	(268,081)	(268,764)	(269,448)
	160.00	(277,270)	(279,941)	(282,612)	(285,282)	(287,953)	(290,624)	(293,295)
	170.00	(289,193)	(293,852)	(298,510)	(303,168)	(307,826)	(312,484)	(317,142)
	180.00	(301,117)	(307,762)	(314,408)	(321,053)	(327,699)	(334,344)	(340,989)
	190.00	(313,041)	(321,673)	(330,306)	(338,938)	(347,571)	(356,204)	(364,836)
	200.00	(324,964)	(335,584)	(346,204)	(356,824)	(367,444)	(378,064)	(388,684)
	210.00	(336,888)	(349,495)	(362,102)	(374,709)	(387,316)	(399,923)	(412,531)
	220.00	(348,811)	(363,406)	(378,000)	(392,595)	(407,189)	(421,783)	(436,378)
	230.00	(360,735)	(377,316)	(393,898)	(410,480)	(427,062)	(443,643)	(460,225)
	240.00	(372,658)	(391,227)	(409,796)	(428,365)	(446,934)	(465,503)	(484,072)
	250.00	(384,582)	(405,138)	(425,694)	(446,251)	(466,807)	(487,363)	(507,919)

TABLE 6

Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	191,201	60%	70%	80%	90%	100%	105%	110%
	0.00	2,824,627	2,170,704	1,512,885	853,044	191,201	(157,416)	(540,295)
	10.00	2,796,094	2,141,998	1,484,179	824,164	161,251	(188,159)	(574,079)
CIL £psm	20.00	2,767,561	2,113,292	1,455,474	795,285	131,184	(220,772)	(607,862)
0.00	30.00	2,739,028	2,084,587	1,426,768	766,406	101,116	(254,555)	(641,646)
(recommended CIL)	40.00	2,710,495	2,055,881	1,398,062	737,527	71,049	(288,339)	(675,429)
(100)	50.00	2,681,962	2,027,175	1,369,357	708,648	40,982	(322,122)	(709,212)
	60.00	2,653,428	1,998,470	1,340,651	679,768	10,378	(355,905)	(742,996)
	70.00	2,624,895	1,969,764	1,311,945	650,889	(20,365)	(389,689)	(776,779)
	80.00	2,596,362	1,941,058	1,283,240	622,010	(51,107)	(423,472)	(810,563)
	90.00	2,567,829	1,912,353	1,254,534	593,131	(81,850)	(457,256)	(844,346)
	100.00	2,539,296	1,883,647	1,225,828	564,252	(112,593)	(491,039)	(878,130)
	110.00	2,510,762	1,854,941	1,197,123	535,373	(143,336)	(524,823)	(911,932)
	120.00	2,482,229	1,826,236	1,168,288	506,493	(174,079)	(558,606)	(945,919)
	130.00	2,453,696	1,797,530	1,139,409	477,614	(205,299)	(592,389)	(979,907)
	140.00	2,425,163	1,768,824	1,110,530	448,735	(239,082)	(626,173)	(1,013,895)
	150.00	2,396,630	1,740,119	1,081,651	419,856	(272,866)	(659,956)	(1,047,882)
	160.00	2,368,097	1,711,413	1,052,772	390,977	(306,649)	(693,740)	(1,081,870)
	170.00	2,339,563	1,682,707	1,023,893	362,097	(340,433)	(727,523)	(1,115,858)
	180.00	2,311,030	1,654,002	995,013	333,218	(374,216)	(761,307)	(1,149,845)
	190.00	2,282,497	1,625,296	966,134	304,339	(408,000)	(795,090)	(1,183,833)
	200.00	2,253,964	1,596,590	937,255	275,460	(441,783)	(828,874)	(1,217,820)
	210.00	2,225,431	1,567,885	908,376	246,581	(475,566)	(862,657)	(1,251,808)
	220.00	2,196,897	1,539,179	879,497	217,702	(509,350)	(896,440)	(1,285,796)
	230.00	2,168,292	1,510,473	850,617	188,760	(543,133)	(930,353)	(1,319,783)
	240.00	2,139,586	1,481,768	821,738	158,725	(576,917)	(964,341)	(1,353,771)
	250.00	2,110,881	1,453,062	792,859	128,658	(610,700)	(998,328)	(1,387,759)

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Scheme Typology: Houses and Flats — No Units: 20
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	191,201	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	120%	130%
	0.00	(636,467)	(201,291)	191,201	563,366	935,484	1,678,423	2,419,010
	10.00	(670,251)	(235,074)	161,251	534,487	906,604	1,649,717	2,390,305
CIL £psm	20.00	(704,034)	(268,858)	131,184	505,608	877,725	1,621,011	2,361,599
0.00	30.00	(737,818)	(302,641)	101,116	476,728	848,846	1,592,306	2,332,893
(recommended CIL)	40.00	(771,601)	(336,425)	71,049	447,849	819,967	1,563,600	2,304,188
(100)	50.00	(805,385)	(370,208)	40,982	418,970	791,088	1,534,894	2,275,482
	60.00	(839,175)	(403,991)	10,378	390,091	762,209	1,506,189	2,246,776
	70.00	(873,163)	(437,775)	(20,365)	361,212	733,329	1,477,483	2,218,071
	80.00	(907,151)	(471,558)	(51,107)	332,333	704,450	1,448,685	2,189,365
	90.00	(941,138)	(505,342)	(81,850)	303,453	675,571	1,419,806	2,160,659
	100.00	(975,126)	(539,125)	(112,593)	274,574	646,692	1,390,927	2,131,954
	110.00	(1,009,114)	(572,909)	(143,336)	245,695	617,813	1,362,048	2,103,248
	120.00	(1,043,101)	(606,692)	(174,079)	216,808	588,933	1,333,169	2,074,542
	130.00	(1,077,089)	(640,476)	(205,299)	187,751	560,054	1,304,289	2,045,837
	140.00	(1,111,077)	(674,259)	(239,082)	157,684	531,175	1,275,410	2,017,131
	150.00	(1,145,064)	(708,042)	(272,866)	127,616	502,296	1,246,531	1,988,425
	160.00	(1,179,052)	(741,826)	(306,649)	97,549	473,417	1,217,652	1,959,720
	170.00	(1,213,040)	(775,609)	(340,433)	67,482	444,538	1,188,773	1,931,014
	180.00	(1,247,027)	(809,393)	(374,216)	37,415	415,658	1,159,893	1,902,308
	190.00	(1,281,015)	(843,176)	(408,000)	6,731	386,779	1,131,014	1,873,603
	200.00	(1,315,003)	(876,981)	(441,783)	(24,012)	357,900	1,102,135	1,844,897
	210.00	(1,348,990)	(910,969)	(475,566)	(54,755)	329,021	1,073,256	1,816,191
	220.00	(1,382,978)	(944,956)	(509,350)	(85,498)	300,142	1,044,377	1,787,486
	230.00	(1,416,965)	(978,944)	(543,133)	(116,241)	271,262	1,015,498	1,758,780
	240.00	(1,450,953)	(1,012,932)	(576,917)	(146,984)	242,383	986,618	1,730,074
	250.00	(1,484,941)	(1,046,919)	(610,700)	(177,727)	213,361	957,739	1,701,369

TABLE 8

Balance (RLV - BLV £ per acre (n))	191,201	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	191,201	502,697	814,146	1,125,594	1,435,556	1,745,133	3,285,640
	10.00	161,251	473,818	785,266	1,096,715	1,406,851	1,716,428	3,257,278
CIL £psm	20.00	131,184	444,939	756,387	1,067,836	1,378,145	1,687,722	3,228,916
0.00	30.00	101,116	416,059	727,508	1,038,956	1,349,439	1,659,016	3,200,555
(recommended CIL)	40.00	71,049	387,180	698,629	1,010,077	1,320,734	1,630,311	3,172,193
(100)	50.00	40,982	358,301	669,750	981,198	1,292,028	1,601,605	3,143,667
	60.00	10,378	329,422	640,870	952,319	1,263,322	1,572,899	3,115,134
	70.00	(20,365)	300,543	611,991	923,440	1,234,617	1,544,194	3,086,601
	80.00	(51,107)	271,664	583,112	894,561	1,205,911	1,515,488	3,058,068
	90.00	(81,850)	242,784	554,233	865,681	1,177,130	1,486,782	3,029,535
	100.00	(112,593)	213,905	525,354	836,802	1,148,251	1,458,077	3,001,002
	110.00	(143,336)	184,840	496,474	807,923	1,119,372	1,429,371	2,972,468
	120.00	(174,079)	154,772	467,595	779,044	1,090,492	1,400,665	2,943,935
	130.00	(205,299)	124,705	438,716	750,165	1,061,613	1,371,960	2,915,402
	140.00	(239,082)	94,638	409,837	721,285	1,032,734	1,343,254	2,886,869
	150.00	(272,866)	64,571	380,958	692,406	1,003,855	1,314,549	2,858,336
	160.00	(306,649)	34,497	352,079	663,527	974,976	1,285,843	2,829,802
	170.00	(340,433)	3,754	323,199	634,648	946,096	1,257,137	2,801,269
	180.00	(374,216)	(26,989)	294,320	605,769	917,217	1,228,432	2,772,736
	190.00	(408,000)	(57,732)	265,441	576,890	888,338	1,199,726	2,744,203
	200.00	(441,783)	(88,474)	236,562	548,010	859,459	1,170,907	2,715,670
	210.00	(475,566)	(119,217)	207,683	519,131	830,580	1,142,028	2,687,137
	220.00	(509,350)	(149,960)	178,361	490,252	801,701	1,113,149	2,658,603
	230.00	(543,133)	(180,703)	148,294	461,373	772,821	1,084,270	2,630,070
	240.00	(576,917)	(212,578)	118,227	432,494	743,942	1,055,391	2,601,537
	250.00	(610,700)	(246,362)	88,159	403,614	715,063	1,026,511	2,573,004

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Houses and Flats | No Units: 20
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Brownfield
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**J**	
Scheme Typology:	Houses and Flats	
No Units:	20	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	6,182,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	22.32%	
Developers Profit Total (£)	1,081,850	
Land Value KPI's		
RLV (£/acre (net))	391,201	
RLV (£/ha (net))	966,658	
RLV (% of GDV)	3.68%	
RLV Total (£)	227,449	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	116,282	
Surplus/Deficit (£/acre) [RLV-BLV]	191,201	
Surplus/Deficit (£/ha)	472,458	
Surplus/Deficit Total (£)	111,167	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	184,600	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	18,920	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	10,176	Put into summary table for ease of checking. Don't print this row in the summary table

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Appraisal Ref:	K			(see Typologies Matrix)
Scheme Typology:	Flats (Conversions)	No Units:	40	
Site Typology:	Location / Value Zone: Lower	Greenfield/Brownfield:	Brownfield	
Notes/Comments:				

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			40	Units	
AH Policy requirement (% Target)			0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%		
AH tenure split %	Affordable Rent:			70.0%	
	Social Rent:			0.0%	70.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	14.0	46.0%	0.0	35%	14.0
2 bed Flat	65.0%	26.0	54.0%	0.0	65%	26.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	40.0	100.0%	0.0	100%	40.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	824	8,864	0	0	824	8,864
2 bed Flat	1,988	21,401	0	0	1,988	21,401
3 bed Flat	0	0	0	0	0	0
	2,812	30,266	0	0	2,812	30,266
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	0
4 bed House (with garage)	425,000	3,696	343	3,058	284	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	2,695,000
2 bed Flat	245,000	3,769	350	3,204	298	6,370,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						9,065,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Flats (Conversions)**	No Units:	**40**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	0.0	@	315,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	350,000	-
4 bed House (with garage)	0.0	@	425,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	14.0	@	192,500	2,695,000
2 bed Flat	26.0	@	245,000	6,370,000
3 bed Flat	0.0	@	0	-
	40.0			9,065,000
Affordable Rent GDV -				
2 bed House	0.0	@	189,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	210,000	-
4 bed House (with garage)	0.0	@	255,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	115,500	-
2 bed Flat	0.0	@	147,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	126,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	140,000	-
4 bed House (with garage)	0.0	@	170,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	77,000	-
2 bed Flat	0.0	@	98,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	220,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	245,000	-
4 bed House (with garage)	0.0	@	297,500	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	134,750	-
2 bed Flat	0.0	@	171,500	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**40**			**9,065,000**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	40	units @	0 per unit	-
Total GDV				**9,065,000**

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Scheme Typology:	**Flats (Conversions)**	No Units:	**40**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	25,400	£		(25,400)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	101,600	£		(101,600)
Building Safety Levy				2,812	sqm	15.11	£ psm			(42,486)
CIL (Mrkt only inc. garages)	Max			2,812	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				40	units @	2,500	per unit			(100,000)
	Sub-total								(100,000)	
S106 analysis:	1,078,950	£ per ha		1.10%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum				2,812	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.09	ha @	123,500	£ per ha (if brownfield)			(11,446)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			40	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	1,892	psm			-
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				-	sqm @	1,892	psm			-
4 bed House (EXC. garage)				-	sqm @	1,892	psm			-
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat	Conversion			824	sqm @	1,529	psm			(1,259,176)
2 bed Flat	Conversion			1,988	sqm @	1,529	psm			(3,040,012)
3 bed Flat	Conversion			-	sqm @	1,529	psm			-
Garages for 3B House	-	16.0		0	sqm @	600	psm			-
Garages for 4B House	-	24.0		0	sqm @	600	psm			-
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				2,812	£ per garage	£0				
External works				4,299,188	@	10.0%				(429,919)
Ext. Works analysis:						10,748	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				40	units @	0	£ per unit			-
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	40	units @		100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units	40	units @		10%	@	0	£ per unit		-
Part L/FHS		40	units @				4,350	£ per unit		(174,000)
Part L/FHS analysis:						4.0%	% of BCIS costs			
Net Zero for Housing		-	sqm				0	£ psm		-
Net Zero for Flats		2,812	sqm				0	£ psm		-
Water Efficiency		40	units @				20	£ per unit		(800)
Urban Greening Factory	40.0	flats @	6		per storey = GIA	422	0	£ per unit		-
	Sub-total								(174,800)	
Policy Costs analysis:	(design costs only)					4,370	£ per unit (total units)			
						4.1%	% of BCIS costs			
Contingency (on construction)				4,915,353	@	5.0%				(245,768)

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Scheme Typology:	**Flats (Conversions)**	No Units:	**40**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

Professional Fees		4,915,353	@	10.0%			(491,535)
Disposal Costs -							
OMS Marketing and Promotion		9,065,000	OMS @	1.00%	2,266	£ per unit	(90,650)
Residential Sales Agent Costs		9,065,000	OMS @	1.00%	2,266	£ per unit	(90,650)
Residential Sales Legal Costs		9,065,000	OMS @	0.50%	1,133	£ per unit	(45,325)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	40	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,666	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(509,898)
Developers Profit -							
Profit on OMS		9,065,000		17.50%			(1,586,375)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		9,065,000		17.50%	blended GDV	(1,586,375)	
		6,658,666		23.82%	on costs	(1,586,375)	
TOTAL COSTS							**(8,245,041)**

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						819,959
SDLT		819,959	@	HMRC formula		(30,498)
Acquisition Agent fees		819,959	@	1.0%		(8,200)
Acquisition Legal fees		819,959	@	0.5%		(4,100)
Interest on Land		819,959	@	7.50%		(61,497)
Residual Land Value						**715,665**
RLV analysis:	17,892 £ per plot	7,721,669	£ per ha (net)	3,124,917	£ per acre (net)	
		7,335,586	£ per ha (gross)	2,968,671	£ per acre (gross)	
				7.89%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)						
Residential Density		431.6	dph (net)			
Site Area (net)		0.09	ha (net)	0.23	acres (net)	
Net to Gross ratio		95%				
Site Area (gross)		0.10	ha (gross)	0.24	acres (gross)	
Density analysis:		30,338	sqm/ha (net)	132,153	sqft/ac (net)	
		410	dph (gross)			
Benchmark Land Value (net)	1,205 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)	**48,215**
BLV analysis:		520,211	£ per ha (net)	210,526	£ per acre (net)	

BALANCE				
Surplus/(Deficit)	**7,201,459**	£ per ha (net)	**2,914,390**	£ per acre (net)	**667,451**

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Scheme Typology: Flats (Conversions) No Units: 40
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	2,914,390	0%	5%	10%	15%	20%	25%	30%
	0.00	2,914,390	2,661,519	2,408,648	2,155,777	1,902,906	1,650,034	1,397,163
	10.00	2,797,003	2,550,001	2,302,999	2,055,997	1,808,996	1,561,994	1,314,992
Max CIL £ psm	20.00	2,679,615	2,438,483	2,197,350	1,956,218	1,715,085	1,473,953	1,232,821
0.00	30.00	2,562,227	2,326,964	2,091,701	1,856,438	1,621,175	1,385,912	1,150,649
(recommended CIL)	40.00	2,444,840	2,215,446	1,986,053	1,756,659	1,527,265	1,297,872	1,068,304
(100)	50.00	2,327,452	2,103,928	1,880,404	1,656,879	1,433,214	1,209,425	985,635
	60.00	2,210,065	1,992,389	1,774,504	1,556,620	1,338,736	1,120,852	902,967
	70.00	2,092,176	1,880,196	1,668,217	1,456,238	1,244,258	1,032,279	820,299
	80.00	1,974,079	1,768,004	1,561,929	1,355,855	1,149,780	943,706	736,359
	90.00	1,855,981	1,655,812	1,455,642	1,255,472	1,055,303	855,133	650,807
	100.00	1,737,884	1,543,619	1,349,354	1,155,090	960,825	766,297	565,255
	110.00	1,619,787	1,431,427	1,243,067	1,054,707	866,347	674,634	479,703
	120.00	1,501,690	1,319,235	1,136,780	954,324	771,791	582,971	394,152
	130.00	1,383,592	1,207,042	1,030,492	853,942	674,018	491,309	306,872
	140.00	1,265,495	1,094,850	924,205	752,842	576,244	399,646	219,397
	150.00	1,147,398	982,658	817,917	648,958	478,471	306,242	131,923
	160.00	1,029,301	870,465	709,450	545,074	380,589	212,519	44,449
	170.00	911,204	757,720	599,455	441,189	280,619	118,797	(43,026)
	180.00	793,106	641,614	489,460	336,222	180,648	25,074	(130,500)
	190.00	671,552	525,508	379,329	230,003	80,677	(68,648)	(218,711)
	200.00	549,335	409,402	266,862	123,784	(19,293)	(162,371)	(314,836)
	210.00	427,118	291,224	154,395	17,565	(119,264)	(260,600)	(410,962)
	220.00	303,091	172,509	41,928	(88,653)	(220,096)	(363,592)	(507,088)
	230.00	178,127	53,794	(70,539)	(194,872)	(329,954)	(466,584)	(603,213)
	240.00	53,164	(64,921)	(183,006)	(310,048)	(439,812)	(569,575)	(699,339)
	250.00	(71,799)	(183,636)	(303,874)	(426,772)	(549,670)	(672,567)	(795,465)

TABLE 2

		Site Specific S106		100%	(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))	2,914,390	0%	25%	50%	75%	100%	125%	150%
	0.00	3,331,878	3,227,506	3,123,134	3,018,762	2,914,390	2,810,019	2,705,647
	10.00	3,214,490	3,110,118	3,005,746	2,901,375	2,797,003	2,692,631	2,588,259
CIL £psm	20.00	3,097,102	2,992,731	2,888,359	2,783,987	2,679,615	2,575,243	2,470,871
0.00	30.00	2,979,715	2,875,343	2,770,971	2,666,599	2,562,227	2,457,856	2,353,484
(recommended CIL)	40.00	2,862,327	2,757,955	2,653,584	2,549,212	2,444,840	2,340,468	2,236,096
(100)	50.00	2,744,940	2,640,568	2,536,196	2,431,824	2,327,452	2,223,080	2,118,365
	60.00	2,627,552	2,523,180	2,418,808	2,314,436	2,210,065	2,105,270	2,000,267
	70.00	2,510,164	2,405,793	2,301,421	2,197,049	2,092,176	1,987,173	1,882,170
	80.00	2,392,777	2,288,405	2,184,033	2,079,081	1,974,079	1,869,076	1,764,073
	90.00	2,275,389	2,170,990	2,065,987	1,960,984	1,855,981	1,750,979	1,645,976
	100.00	2,157,895	2,052,892	1,947,890	1,842,887	1,737,884	1,632,881	1,527,879
	110.00	2,039,798	1,934,795	1,829,792	1,724,790	1,619,787	1,514,784	1,409,781
	120.00	1,921,701	1,816,698	1,711,695	1,606,692	1,501,690	1,396,687	1,291,684
	130.00	1,803,603	1,698,601	1,593,598	1,488,595	1,383,592	1,278,590	1,173,587
	140.00	1,685,506	1,580,504	1,475,501	1,370,498	1,265,495	1,160,493	1,055,490
	150.00	1,567,409	1,462,406	1,357,404	1,252,401	1,147,398	1,042,395	937,393
	160.00	1,449,312	1,344,309	1,239,306	1,134,304	1,029,301	924,298	819,295
	170.00	1,331,215	1,226,212	1,121,209	1,016,206	911,204	806,201	698,655
	180.00	1,213,117	1,108,115	1,003,112	898,109	793,106	685,103	576,438
	190.00	1,095,020	990,017	885,015	780,012	671,552	562,887	454,221
	200.00	976,923	871,920	766,667	658,001	549,335	440,670	330,802
	210.00	858,826	753,115	644,450	535,784	427,118	316,946	205,839
	220.00	739,564	630,899	522,233	413,567	303,091	191,983	80,875
	230.00	617,347	508,682	400,016	289,235	178,127	67,020	(44,088)
	240.00	495,130	386,465	275,379	164,271	53,164	(57,944)	(169,051)
	250.00	372,631	261,523	150,416	39,308	(71,799)	(182,907)	(302,272)

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Scheme Typology: **Flats (Conversions)** No Units: **40**
Site Typology: Location / Value Zone: **Lower** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	2,914,390	Profit 18%						
		15%	16%	17%	18%	19%	20%	21%
	0.00	3,765,401	3,424,997	3,084,592	2,744,188	2,403,784	2,063,380	1,722,976
	10.00	3,648,013	3,307,609	2,967,205	2,626,801	2,286,397	1,945,992	1,605,588
CIL £psm	20.00	3,530,625	3,190,221	2,849,817	2,509,413	2,169,009	1,828,605	1,488,201
0.00	30.00	3,413,238	3,072,834	2,732,430	2,392,025	2,051,621	1,711,217	1,370,813
(recommended CIL)	40.00	3,295,850	2,955,446	2,615,042	2,274,638	1,934,234	1,593,830	1,253,425
(100)	50.00	3,178,463	2,838,058	2,497,654	2,157,250	1,816,846	1,476,442	1,136,038
	60.00	3,061,075	2,720,671	2,380,267	2,039,863	1,699,458	1,359,054	1,018,650
	70.00	2,943,186	2,602,782	2,262,378	1,921,974	1,581,570	1,241,165	900,761
	80.00	2,825,089	2,484,685	2,144,281	1,803,876	1,463,472	1,123,068	782,664
	90.00	2,706,992	2,366,588	2,026,183	1,685,779	1,345,375	1,004,971	660,746
	100.00	2,588,894	2,248,490	1,908,086	1,567,682	1,227,278	886,874	538,529
	110.00	2,470,797	2,130,393	1,789,989	1,449,585	1,109,181	768,591	416,312
	120.00	2,352,700	2,012,296	1,671,892	1,331,488	991,083	646,374	292,041
	130.00	2,234,603	1,894,199	1,553,795	1,213,390	872,986	524,157	167,078
	140.00	2,116,506	1,776,101	1,435,697	1,095,293	754,219	401,940	42,114
	150.00	1,998,408	1,658,004	1,317,600	977,196	632,002	277,346	(82,849)
	160.00	1,880,311	1,539,907	1,199,503	859,099	509,785	152,383	(207,812)
	170.00	1,762,214	1,421,810	1,081,406	739,847	387,568	27,419	(344,866)
	180.00	1,644,117	1,303,713	963,308	617,630	262,651	(97,544)	(482,189)
	190.00	1,526,020	1,185,615	845,211	495,413	137,688	(223,692)	(619,511)
	200.00	1,407,922	1,067,518	725,475	372,920	12,725	(361,014)	(756,833)
	210.00	1,289,825	949,421	603,258	247,956	(112,239)	(498,337)	(894,156)
	220.00	1,171,728	831,324	481,041	122,993	(239,840)	(635,659)	(1,031,478)
	230.00	1,053,631	711,103	358,225	(1,970)	(377,163)	(772,981)	(1,168,800)
	240.00	935,533	588,886	233,261	(126,934)	(514,485)	(910,304)	(1,306,123)
	250.00	817,436	466,669	108,298	(255,989)	(651,807)	(1,047,626)	(1,443,445)

TABLE 4

Balance (RLV - BLV £ per acre (n))	2,914,390	BLV (£ per acre (n))		200,000				
		100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	3,019,654	2,993,338	2,967,022	2,940,706	2,914,390	2,888,075	2,861,759
	10.00	2,902,266	2,875,950	2,849,634	2,823,319	2,797,003	2,770,687	2,744,371
CIL £psm	20.00	2,784,878	2,758,562	2,732,247	2,705,931	2,679,615	2,653,299	2,626,984
0.00	30.00	2,667,491	2,641,175	2,614,859	2,588,543	2,562,227	2,535,912	2,509,596
(recommended CIL)	40.00	2,550,103	2,523,787	2,497,471	2,471,156	2,444,840	2,418,524	2,392,208
(100)	50.00	2,432,715	2,406,400	2,380,084	2,353,768	2,327,452	2,301,136	2,274,821
	60.00	2,315,328	2,289,012	2,262,696	2,236,380	2,210,065	2,183,749	2,157,433
	70.00	2,197,439	2,171,123	2,144,807	2,118,492	2,092,176	2,065,860	2,039,544
	80.00	2,079,342	2,053,026	2,026,710	2,000,394	1,974,079	1,947,763	1,921,447
	90.00	1,961,244	1,934,929	1,908,613	1,882,297	1,855,981	1,829,666	1,803,350
	100.00	1,843,147	1,816,831	1,790,516	1,764,200	1,737,884	1,711,568	1,685,253
	110.00	1,725,050	1,698,734	1,672,418	1,646,103	1,619,787	1,593,471	1,567,155
	120.00	1,606,953	1,580,637	1,554,321	1,528,005	1,501,690	1,475,374	1,449,058
	130.00	1,488,856	1,462,540	1,436,224	1,409,908	1,383,592	1,357,277	1,330,961
	140.00	1,370,758	1,344,443	1,318,127	1,291,811	1,265,495	1,239,179	1,212,864
	150.00	1,252,661	1,226,345	1,200,030	1,173,714	1,147,398	1,121,082	1,094,766
	160.00	1,134,564	1,108,248	1,081,932	1,055,617	1,029,301	1,002,985	976,669
	170.00	1,016,467	990,151	963,835	937,519	911,204	884,888	858,572
	180.00	898,370	872,054	845,738	819,422	793,106	766,791	740,475
	190.00	776,815	750,500	724,184	697,868	671,552	645,236	618,921
	200.00	654,599	628,283	601,967	575,651	549,335	523,020	496,704
	210.00	532,382	506,066	479,750	453,434	427,118	400,803	374,487
	220.00	408,354	382,038	355,722	329,406	303,091	276,775	250,459
	230.00	283,390	257,075	230,759	204,443	178,127	151,811	125,496
	240.00	158,427	132,111	105,795	79,480	53,164	26,848	532
	250.00	33,464	7,148	(19,168)	(45,484)	(71,799)	(98,115)	(124,431)

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Flats (Conversions) No Units: 40
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	2,914,390	Density (dph) (net) 30	35	432 40	45	50	55	60
	0.00	(44,442)	(7,602)	29,238	66,078	102,918	139,757	176,597
	10.00	(52,650)	(17,123)	18,358	53,838	89,318	124,798	160,278
CIL £psm	20.00	(60,859)	(26,700)	7,459	41,598	75,718	109,838	143,958
0.00	30.00	(69,068)	(36,277)	(3,486)	29,305	62,095	94,878	127,638
(recommended CIL)	40.00	(77,277)	(45,855)	(14,432)	16,991	48,413	79,836	111,259
(100)	50.00	(85,486)	(55,432)	(25,378)	4,677	34,731	64,786	94,840
	60.00	(93,696)	(65,009)	(36,323)	(7,637)	21,050	49,736	78,422
	70.00	(101,905)	(74,587)	(47,269)	(19,951)	7,368	34,686	62,004
	80.00	(110,114)	(84,164)	(58,214)	(32,264)	(6,314)	19,635	45,585
	90.00	(118,323)	(93,741)	(69,160)	(44,578)	(19,996)	4,585	29,167
	100.00	(126,532)	(103,319)	(80,105)	(56,892)	(33,678)	(10,465)	12,749
	110.00	(134,742)	(112,896)	(91,051)	(69,206)	(47,360)	(25,515)	(3,670)
	120.00	(142,981)	(122,474)	(101,996)	(81,519)	(61,042)	(40,565)	(20,088)
	130.00	(151,477)	(132,099)	(112,942)	(93,833)	(74,724)	(55,615)	(36,506)
	140.00	(159,972)	(142,010)	(124,049)	(106,147)	(88,406)	(70,665)	(52,925)
	150.00	(168,468)	(151,922)	(135,376)	(118,830)	(102,285)	(85,739)	(69,343)
	160.00	(177,140)	(161,833)	(146,704)	(131,574)	(116,444)	(101,314)	(86,184)
	170.00	(185,826)	(171,960)	(158,093)	(144,317)	(130,603)	(116,889)	(103,175)
	180.00	(194,513)	(182,094)	(169,675)	(157,255)	(144,836)	(132,464)	(120,166)
	190.00	(203,199)	(192,228)	(181,257)	(170,285)	(159,314)	(148,342)	(137,371)
	200.00	(212,020)	(202,362)	(192,838)	(183,315)	(173,791)	(164,267)	(154,744)
	210.00	(221,566)	(212,691)	(204,420)	(196,344)	(188,269)	(180,193)	(172,117)
	220.00	(231,111)	(223,828)	(216,544)	(209,374)	(202,746)	(196,118)	(189,490)
	230.00	(240,657)	(234,964)	(229,271)	(223,579)	(217,886)	(212,193)	(206,863)
	240.00	(250,234)	(246,101)	(241,999)	(237,897)	(233,795)	(229,693)	(225,591)
	250.00	(259,838)	(257,277)	(254,726)	(252,215)	(249,704)	(247,193)	(244,682)

TABLE 6

Balance (RLV - BLV £ per acre (n))	2,914,390	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	110%
	0.00	11,919,712	9,685,166	7,440,272	5,183,421	2,914,390	1,776,747	629,772
	10.00	11,804,427	9,569,185	7,323,590	5,066,739	2,797,003	1,658,650	507,556
CIL £psm	20.00	11,689,143	9,453,204	7,206,908	4,950,056	2,679,615	1,540,553	385,335
0.00	30.00	11,573,859	9,337,223	7,090,225	4,832,721	2,562,227	1,422,455	260,372
(recommended CIL)	40.00	11,458,574	9,221,242	6,973,543	4,715,334	2,444,840	1,304,358	135,408
(100)	50.00	11,343,290	9,105,261	6,856,861	4,597,946	2,327,452	1,186,261	10,445
	60.00	11,228,006	8,989,279	6,740,178	4,480,558	2,210,065	1,068,164	(114,518)
	70.00	11,112,721	8,873,298	6,623,496	4,363,171	2,092,176	950,066	(242,345)
	80.00	10,997,437	8,757,317	6,506,814	4,245,783	1,974,079	831,969	(379,668)
	90.00	10,882,153	8,641,336	6,390,132	4,128,395	1,855,981	711,771	(516,990)
	100.00	10,766,869	8,525,355	6,273,449	4,011,008	1,737,884	589,554	(654,312)
	110.00	10,651,584	8,409,373	6,156,767	3,893,620	1,619,787	467,337	(792,156)
	120.00	10,536,300	8,293,392	6,040,085	3,776,233	1,501,690	344,213	(930,309)
	130.00	10,420,702	8,177,411	5,923,402	3,658,845	1,383,592	219,249	(1,068,461)
	140.00	10,304,721	8,061,430	5,806,720	3,541,457	1,265,495	94,286	(1,206,614)
	150.00	10,188,739	7,945,449	5,690,038	3,424,070	1,147,398	(30,677)	(1,344,766)
	160.00	10,072,758	7,829,467	5,573,356	3,306,682	1,029,301	(155,641)	(1,482,919)
	170.00	9,956,777	7,713,486	5,456,673	3,189,295	911,204	(287,535)	(1,621,071)
	180.00	9,840,796	7,596,842	5,339,991	3,071,907	793,106	(424,857)	(1,759,224)
	190.00	9,724,815	7,480,160	5,223,309	2,954,519	671,552	(562,179)	(1,897,376)
	200.00	9,608,833	7,363,478	5,106,626	2,837,132	549,335	(699,502)	(2,035,528)
	210.00	9,492,852	7,246,795	4,989,944	2,719,744	427,118	(837,619)	(2,173,681)
	220.00	9,376,871	7,130,113	4,872,850	2,602,356	303,091	(975,771)	(2,311,833)
	230.00	9,260,890	7,013,431	4,755,463	2,484,969	178,127	(1,113,924)	(2,449,986)
	240.00	9,144,909	6,896,749	4,638,075	2,367,581	53,164	(1,252,076)	(2,588,138)
	250.00	9,028,928	6,780,066	4,520,687	2,250,194	(71,799)	(1,390,229)	(2,726,291)

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Scheme Typology: Flats (Conversions) No Units: 40
Site Typology: Location / Value Zone: Lower Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	2,914,390	90%	95%	100%	105%	110%	120%	130%
	0.00	89,817	1,519,009	2,914,390	4,306,529	5,697,186	8,467,803	11,231,391
	10.00	(35,146)	1,400,912	2,797,003	4,189,142	5,580,504	8,351,120	11,115,410
CIL £psm	20.00	(160,110)	1,282,815	2,679,615	4,071,754	5,463,822	8,234,438	10,999,428
0.00	30.00	(292,446)	1,164,718	2,562,227	3,954,366	5,346,505	8,117,756	10,883,447
(recommended CIL)	40.00	(429,768)	1,046,620	2,444,840	3,836,979	5,229,118	8,001,073	10,767,466
(100)	50.00	(567,091)	928,523	2,327,452	3,719,591	5,111,730	7,884,391	10,651,485
	60.00	(704,707)	810,426	2,210,065	3,602,204	4,994,343	7,767,709	10,535,504
	70.00	(842,859)	689,476	2,092,176	3,484,816	4,876,955	7,651,027	10,419,522
	80.00	(981,012)	567,259	1,974,079	3,367,428	4,759,567	7,534,344	10,303,541
	90.00	(1,119,164)	445,042	1,855,981	3,250,041	4,642,180	7,417,662	10,187,560
	100.00	(1,257,316)	321,417	1,737,884	3,132,653	4,524,792	7,300,980	10,071,579
	110.00	(1,395,469)	196,454	1,619,787	3,015,266	4,407,405	7,184,297	9,954,914
	120.00	(1,533,621)	71,490	1,501,690	2,897,878	4,290,017	7,067,615	9,838,232
	130.00	(1,671,774)	(53,473)	1,383,592	2,780,490	4,172,629	6,950,933	9,721,549
	140.00	(1,809,926)	(178,436)	1,265,495	2,663,103	4,055,242	6,834,251	9,604,867
	150.00	(1,948,079)	(312,585)	1,147,398	2,545,715	3,937,854	6,717,568	9,488,185
	160.00	(2,086,231)	(449,907)	1,029,301	2,428,327	3,820,466	6,600,886	9,371,502
	170.00	(2,224,384)	(587,230)	911,204	2,310,940	3,703,079	6,484,204	9,254,820
	180.00	(2,362,536)	(724,818)	793,106	2,192,953	3,585,691	6,367,521	9,138,138
	190.00	(2,500,688)	(862,970)	671,552	2,074,856	3,468,304	6,250,839	9,021,456
	200.00	(2,638,841)	(1,001,123)	549,335	1,956,759	3,350,916	6,134,157	8,904,773
	210.00	(2,776,993)	(1,139,275)	427,118	1,838,662	3,233,528	6,017,475	8,788,091
	220.00	(2,915,146)	(1,277,428)	303,091	1,720,565	3,116,141	5,900,419	8,671,409
	230.00	(3,053,298)	(1,415,580)	178,127	1,602,467	2,998,753	5,783,031	8,554,726
	240.00	(3,191,451)	(1,553,733)	53,164	1,484,370	2,881,366	5,665,644	8,438,044
	250.00	(3,329,603)	(1,691,885)	(71,799)	1,366,273	2,763,978	5,548,256	8,321,362

TABLE 8

Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	2,914,390	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	2,914,390	4,574,306	6,226,453	7,875,378	9,515,405	11,151,332	19,243,312
	10.00	2,797,003	4,456,918	6,109,771	7,759,396	9,399,424	11,036,048	19,130,093
CIL £psm	20.00	2,679,615	4,339,530	5,993,088	7,643,030	9,283,443	10,920,764	19,016,874
0.00	30.00	2,562,227	4,222,143	5,876,406	7,526,347	9,167,462	10,805,479	18,903,656
(recommended CIL)	40.00	2,444,840	4,104,755	5,759,724	7,409,665	9,051,480	10,690,195	18,790,437
(100)	50.00	2,327,452	3,987,368	5,643,041	7,292,983	8,935,499	10,574,911	18,676,656
	60.00	2,210,065	3,869,980	5,526,359	7,176,301	8,819,518	10,459,546	18,562,752
	70.00	2,092,176	3,752,592	5,409,677	7,059,618	8,703,537	10,343,565	18,448,849
	80.00	1,974,079	3,635,205	5,292,995	6,942,936	8,587,556	10,227,583	18,334,946
	90.00	1,855,981	3,517,817	5,176,312	6,826,254	8,471,575	10,111,602	18,221,043
	100.00	1,737,884	3,400,429	5,059,630	6,709,572	8,355,593	9,995,621	18,107,140
	110.00	1,619,787	3,283,042	4,942,948	6,592,889	8,239,612	9,879,640	17,993,237
	120.00	1,501,690	3,165,654	4,825,570	6,476,207	8,123,631	9,763,659	17,879,334
	130.00	1,383,592	3,048,267	4,708,182	6,359,525	8,007,650	9,647,678	17,765,431
	140.00	1,265,495	2,930,879	4,590,794	6,242,842	7,891,669	9,531,696	17,651,528
	150.00	1,147,398	2,813,491	4,473,407	6,126,160	7,775,687	9,415,715	17,537,625
	160.00	1,029,301	2,696,104	4,356,019	6,009,478	7,659,419	9,299,734	17,423,722
	170.00	911,204	2,578,716	4,238,631	5,892,796	7,542,737	9,183,753	17,309,819
	180.00	793,106	2,461,329	4,121,244	5,776,113	7,426,055	9,067,772	17,195,916
	190.00	671,552	2,343,941	4,003,856	5,659,431	7,309,373	8,951,790	17,082,013
	200.00	549,335	2,226,553	3,886,469	5,542,749	7,192,690	8,835,809	16,968,110
	210.00	427,118	2,108,764	3,769,081	5,426,066	7,076,008	8,719,828	16,854,206
	220.00	303,091	1,990,667	3,651,693	5,309,384	6,959,326	8,603,847	16,740,303
	230.00	178,127	1,872,570	3,534,306	5,192,702	6,842,643	8,487,866	16,626,400
	240.00	53,164	1,754,472	3,416,918	5,076,020	6,725,961	8,371,885	16,512,497
	250.00	(71,799)	1,636,375	3,299,531	4,959,337	6,609,279	8,255,903	16,398,594

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Flats (Conversions)**	No Units:	**40**
Site Typology:	Location / Value Zone: **Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**K**	
Scheme Typology:	Flats (Conversions)	
No Units:	40	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	9,065,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	23.82%	
Developers Profit Total (£)	1,586,375	
Land Value KPI's		
RLV (£/acre (net))	3,124,917	
RLV (£/ha (net))	7,721,669	
RLV (% of GDV)	7.89%	
RLV Total (£)	715,665	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	48,215	
Surplus/Deficit (£/acre) [RLV-BLV]	2,914,390	
Surplus/Deficit (£/ha)	7,201,459	
Surplus/Deficit Total (£)	667,451	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	509,898	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	61,497	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	14,285	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Appraisal Ref:	L				(see Typologies Matrix)
Scheme Typology:	Houses and Flats		No Units:	100	
Site Typology:	Location / Value Zone:	Lower	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		100	Units		
AH Policy requirement (% Target)		0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)	100%			
AH tenure split %	Affordable Rent:		70.0%		
	Social Rent:		0.0%	70.0%	% Rented
	First Homes:		0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):		30.0%	0.0%	% of total (>10% First Homes PPG 023)
		100%	100.0%		
CIL Rate (£ psm)		0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	17.0	17.5%	0.0	17%	17.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	33.0	30.0%	0.0	33%	33.0
4 bed House (with garage)	15.0%	15.0	5.0%	0.0	15%	15.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	18.0	30.0%	0.0	18%	18.0
2 bed Flat	17.0%	17.0	17.5%	0.0	17%	17.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	100.0	100.0%	0.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,275	13,724	0	0	1,275	13,724
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	3,498	37,652	0	0	3,498	37,652
4 bed House (with garage)	2,085	22,443	0	0	2,085	22,443
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,059	11,397	0	0	1,059	11,397
2 bed Flat	1,300	13,993	0	0	1,300	13,993
3 bed Flat	0	0	0	0	0	0
	9,217	99,209	0	0	9,217	99,209
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	315,000	4,200	390	4,200	390	5,355,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	350,000	3,889	361	3,302	307	11,550,000
4 bed House (with garage)	425,000	3,696	343	3,058	284	6,375,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	192,500	3,850	358	3,273	304	3,465,000
2 bed Flat	245,000	3,769	350	3,204	298	4,165,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						30,910,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	189,000	60%	126,000	40%	0	0%	220,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	210,000	60%	140,000	40%	0	0%	245,000	70%
4 bed House (with garage)	255,000	60%	170,000	40%	0	0%	297,500	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	115,500	60%	77,000	40%	0	0%	134,750	70%
2 bed Flat	147,000	60%	98,000	40%	0	0%	171,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	17.0	@	315,000		5,355,000
3 bed House	0.0	@	0		-
3 bed House (with garage)	33.0	@	350,000		11,550,000
4 bed House (with garage)	15.0	@	425,000		6,375,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	18.0	@	192,500		3,465,000
2 bed Flat	17.0	@	245,000		4,165,000
3 bed Flat	0.0	@	0		-
	100.0				30,910,000
Affordable Rent GDV -					
2 bed House	0.0	@	189,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	210,000		-
4 bed House (with garage)	0.0	@	255,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	115,500		-
2 bed Flat	0.0	@	147,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	126,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	140,000		-
4 bed House (with garage)	0.0	@	170,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	77,000		-
2 bed Flat	0.0	@	98,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	220,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	245,000		-
4 bed House (with garage)	0.0	@	297,500		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	134,750		-
2 bed Flat	0.0	@	171,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**100**				**30,910,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**30,910,000**

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Scheme Typology:	**Houses and Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	122,505	£		(122,505)
Building Safety Levy				9,217	sqm	15.11	£ psm			(139,266)
CIL (Mrkt only inc. garages)	Max			9,217	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				100	units @	2,500	per unit			(250,000)
	Sub-total								(250,000)	
S106 analysis:	236,100	£ per ha		0.81%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum				9,217	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.06	ha @	123,500	£ per ha (if brownfield)			(130,771)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			100	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				1,275	sqm @	1,892	psm			(2,412,300)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				2,970	sqm @	1,892	psm			(5,619,240)
4 bed House (EXC. garage)				1,725	sqm @	1,892	psm			(3,263,700)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				1,059	sqm @	2,064	psm			(2,185,412)
2 bed Flat				1,300	sqm @	2,064	psm			(2,683,200)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	33.0		16.0	528	sqm @	600	psm			(316,800)
Garages for 4B House	15.0		24.0	360	sqm @	600	psm			(216,000)
Garages for 5B House	-		-	0	sqm @	600	psm			-
Total GIA check:				9,217	£ per garage	£0				
External works				16,696,652	@	10.0%				(1,669,665)
Ext. Works analysis:						16,697	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				100	units @	400	£ per unit			(40,000)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		100	units @	100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units		100	units @	10%	@	0	£ per unit		-
Part L/FHS			100	units @			4,350	£ per unit		(435,000)
Part L/FHS analysis:						2.6%	% of BCIS costs			
Net Zero for Housing			6,858	sqm			0	£ psm		-
Net Zero for Flats			2,359	sqm			0	£ psm		-
Water Efficiency			100	units @			20	£ per unit		(2,000)
Urban Greening Factory	35.0	flats @	6		per storey = GIA	404	0	£ per unit		-
	Sub-total								(477,000)	
Policy Costs analysis:	(design costs only)					4,770	£ per unit (total units)			
						2.9%	% of BCIS costs			
Contingency (on construction)				18,974,088	@	5.0%				(948,704)

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Scheme Typology:	**Houses and Flats**	No Units:	**100**	
Site Typology:	Location / Value Zone:	**Lower**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:				

Professional Fees		18,974,088	@	10.0%			(1,897,409)
Disposal Costs -							
OMS Marketing and Promotion		30,910,000	OMS @	1.00%	3,091	£ per unit	(309,100)
Residential Sales Agent Costs		30,910,000	OMS @	1.00%	3,091	£ per unit	(309,100)
Residential Sales Legal Costs		30,910,000	OMS @	0.50%	1,546	£ per unit	(154,550)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	100	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					7,728	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(2,277,727)
Developers Profit -							
Profit on OMS		30,910,000		17.50%			(5,409,250)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		30,910,000		17.50%	blended GDV	(5,409,250)	
		25,423,284		21.28%	on costs	(5,409,250)	
TOTAL COSTS							**(30,832,534)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							77,466
SDLT		77,466	@	HMRC formula			-
Acquisition Agent fees		77,466	@	1.0%			(775)
Acquisition Legal fees		77,466	@	0.5%			(387)
Interest on Land		77,466	@	7.50%			(5,810)
Residual Land Value							**70,494**
RLV analysis:	705 £ per plot	66,575	£ per ha (net)	26,942	£ per acre (net)		
		59,917	£ per ha (gross)	24,248	£ per acre (gross)		
				0.23%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		94.4	dph (net)				
Site Area (net)		1.06	ha (net)	2.62	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		1.18	ha (gross)	2.91	acres (gross)		
Density analysis:		8,704	sqm/ha (net)	37,917	sqft/ac (net)		
		85	dph (gross)				
Benchmark Land Value (net)	5,814 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)		**581,439**
BLV analysis:		549,111	£ per ha (net)	222,222	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(482,536)**	£ per ha (net)	**(195,280)**	£ per acre (net)	**(510,945)**

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Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	195,280	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(195,280)	(247,166)	(301,716)	(356,266)	(410,817)	(465,552)	(520,354)
	10.00	(233,749)	(286,243)	(338,736)	(391,230)	(443,856)	(496,589)	(549,321)
Max CIL £ psm	20.00	(274,883)	(325,320)	(375,757)	(426,299)	(476,962)	(527,626)	(578,289)
0.00	30.00	(316,016)	(364,397)	(412,879)	(461,474)	(510,068)	(558,662)	(607,257)
(recommended CIL)	40.00	(357,150)	(403,598)	(450,123)	(496,649)	(543,174)	(589,699)	(636,224)
(100)	50.00	(398,455)	(442,912)	(487,368)	(531,824)	(576,280)	(620,736)	(665,192)
	60.00	(439,838)	(482,225)	(524,612)	(566,999)	(609,386)	(651,773)	(694,160)
	70.00	(481,220)	(521,538)	(561,856)	(602,174)	(642,492)	(682,809)	(723,127)
	80.00	(522,603)	(560,851)	(599,100)	(637,349)	(675,598)	(713,846)	(752,095)
	90.00	(563,985)	(600,165)	(636,344)	(672,524)	(708,703)	(744,883)	(781,063)
	100.00	(605,367)	(639,478)	(673,588)	(707,699)	(741,809)	(775,920)	(810,189)
	110.00	(646,750)	(678,791)	(710,833)	(742,874)	(774,915)	(807,030)	(839,332)
	120.00	(688,132)	(718,104)	(748,077)	(778,049)	(808,035)	(838,255)	(868,475)
	130.00	(729,515)	(757,418)	(785,321)	(813,224)	(841,341)	(869,479)	(897,618)
	140.00	(770,897)	(796,731)	(822,565)	(848,590)	(874,647)	(900,704)	(926,760)
	150.00	(812,279)	(836,044)	(860,003)	(883,978)	(907,953)	(931,928)	(955,903)
	160.00	(853,685)	(875,578)	(897,472)	(919,365)	(941,259)	(963,152)	(985,046)
	170.00	(895,318)	(915,129)	(934,941)	(954,753)	(974,565)	(994,377)	(1,014,189)
	180.00	(936,950)	(954,680)	(972,411)	(990,141)	(1,007,871)	(1,025,601)	(1,043,331)
	190.00	(978,583)	(994,231)	(1,009,880)	(1,025,528)	(1,041,177)	(1,056,826)	(1,072,474)
	200.00	(1,020,215)	(1,033,782)	(1,047,349)	(1,060,916)	(1,074,483)	(1,088,050)	(1,101,617)
	210.00	(1,061,848)	(1,073,333)	(1,084,818)	(1,096,304)	(1,107,789)	(1,119,274)	(1,130,827)
	220.00	(1,103,480)	(1,112,884)	(1,122,288)	(1,131,691)	(1,141,095)	(1,150,499)	(1,160,145)
	230.00	(1,145,113)	(1,152,435)	(1,159,757)	(1,167,079)	(1,174,401)	(1,181,886)	(1,189,464)
	240.00	(1,186,745)	(1,191,986)	(1,197,226)	(1,202,467)	(1,207,816)	(1,213,300)	(1,218,783)
	250.00	(1,228,378)	(1,231,537)	(1,234,696)	(1,237,934)	(1,241,323)	(1,244,713)	(1,248,102)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(195,280)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(96,795)	(120,783)	(145,076)	(169,900)	(195,280)	(220,663)	(248,401)
	10.00	(132,170)	(156,860)	(181,946)	(207,329)	(233,749)	(261,642)	(289,535)
CIL £psm	20.00	(168,644)	(193,995)	(219,378)	(246,990)	(274,883)	(302,776)	(330,669)
0.00	30.00	(206,044)	(232,337)	(260,230)	(288,123)	(316,016)	(343,909)	(371,814)
(recommended CIL)	40.00	(245,578)	(273,471)	(301,364)	(329,257)	(357,150)	(385,135)	(413,197)
(100)	50.00	(286,711)	(314,605)	(342,498)	(370,394)	(398,455)	(426,517)	(454,579)
	60.00	(327,845)	(355,738)	(383,714)	(411,776)	(439,838)	(467,900)	(495,961)
	70.00	(368,979)	(397,035)	(425,097)	(453,159)	(481,220)	(509,282)	(537,344)
	80.00	(410,356)	(438,417)	(466,479)	(494,541)	(522,603)	(550,664)	(578,726)
	90.00	(451,738)	(479,800)	(507,862)	(535,923)	(563,985)	(592,047)	(620,108)
	100.00	(493,121)	(521,182)	(549,244)	(577,306)	(605,367)	(633,429)	(661,491)
	110.00	(534,503)	(562,565)	(590,626)	(618,688)	(646,750)	(674,812)	(702,873)
	120.00	(575,885)	(603,947)	(632,009)	(660,070)	(688,132)	(716,194)	(744,256)
	130.00	(617,268)	(645,329)	(673,391)	(701,453)	(729,515)	(757,576)	(785,638)
	140.00	(658,650)	(686,712)	(714,774)	(742,835)	(770,897)	(798,959)	(827,020)
	150.00	(700,032)	(728,094)	(756,156)	(784,218)	(812,279)	(840,341)	(868,515)
	160.00	(741,415)	(769,477)	(797,538)	(825,600)	(853,685)	(881,916)	(910,148)
	170.00	(782,797)	(810,859)	(838,921)	(867,086)	(895,318)	(923,549)	(951,780)
	180.00	(824,180)	(852,256)	(880,487)	(908,719)	(936,950)	(965,181)	(993,413)
	190.00	(865,657)	(893,889)	(922,120)	(950,351)	(978,583)	(1,006,814)	(1,035,045)
	200.00	(907,290)	(935,521)	(963,752)	(991,984)	(1,020,215)	(1,048,447)	(1,076,678)
	210.00	(948,922)	(977,154)	(1,005,385)	(1,033,616)	(1,061,848)	(1,090,079)	(1,118,310)
	220.00	(990,555)	(1,018,786)	(1,047,018)	(1,075,249)	(1,103,480)	(1,131,712)	(1,159,943)
	230.00	(1,032,187)	(1,060,419)	(1,088,650)	(1,116,881)	(1,145,113)	(1,173,344)	(1,201,575)
	240.00	(1,073,820)	(1,102,051)	(1,130,283)	(1,158,514)	(1,186,745)	(1,214,977)	(1,243,208)
	250.00	(1,115,452)	(1,143,684)	(1,171,915)	(1,200,147)	(1,228,378)	(1,256,609)	(1,284,841)

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Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3 — Profit 18%

Balance (RLV - BLV £ per acre (n))	(195,280)	15%	16%	17%	18%	19%	20%	21%
	0.00	61,245	(40,352)	(142,155)	(251,683)	(369,819)	(487,955)	(606,091)
	10.00	25,870	(75,727)	(178,960)	(292,817)	(410,953)	(529,089)	(647,225)
CIL £psm	20.00	(9,505)	(111,102)	(216,391)	(333,951)	(452,087)	(570,223)	(688,359)
0.00	30.00	(44,880)	(146,841)	(256,948)	(375,084)	(493,220)	(611,356)	(729,492)
(recommended CIL)	40.00	(80,255)	(183,751)	(298,082)	(416,218)	(534,354)	(652,490)	(770,626)
(100)	50.00	(115,777)	(221,339)	(339,387)	(457,523)	(575,659)	(693,795)	(811,931)
	60.00	(151,901)	(262,634)	(380,770)	(498,906)	(617,042)	(735,178)	(853,314)
	70.00	(189,151)	(304,016)	(422,152)	(540,288)	(658,424)	(776,560)	(894,696)
	80.00	(227,263)	(345,399)	(463,535)	(581,671)	(699,807)	(817,943)	(936,079)
	90.00	(268,645)	(386,781)	(504,917)	(623,053)	(741,189)	(859,325)	(977,461)
	100.00	(310,027)	(428,163)	(546,299)	(664,435)	(782,571)	(900,707)	(1,018,843)
	110.00	(351,410)	(469,546)	(587,682)	(705,818)	(823,954)	(942,090)	(1,060,226)
	120.00	(392,792)	(510,928)	(629,064)	(747,200)	(865,336)	(983,472)	(1,101,608)
	130.00	(434,175)	(552,311)	(670,447)	(788,583)	(906,719)	(1,024,855)	(1,142,991)
	140.00	(475,557)	(593,693)	(711,829)	(829,965)	(948,101)	(1,066,237)	(1,184,373)
	150.00	(516,939)	(635,075)	(753,211)	(871,347)	(989,483)	(1,107,619)	(1,225,755)
	160.00	(558,345)	(676,481)	(794,617)	(912,753)	(1,030,889)	(1,149,025)	(1,267,161)
	170.00	(599,978)	(718,114)	(836,250)	(954,386)	(1,072,522)	(1,190,658)	(1,308,794)
	180.00	(641,610)	(759,746)	(877,882)	(996,018)	(1,114,154)	(1,232,290)	(1,350,426)
	190.00	(683,243)	(801,379)	(919,515)	(1,037,651)	(1,155,787)	(1,273,923)	(1,392,059)
	200.00	(724,875)	(843,011)	(961,147)	(1,079,283)	(1,197,419)	(1,315,555)	(1,433,691)
	210.00	(766,508)	(884,644)	(1,002,780)	(1,120,916)	(1,239,052)	(1,357,188)	(1,475,324)
	220.00	(808,140)	(926,276)	(1,044,412)	(1,162,548)	(1,280,684)	(1,398,820)	(1,516,956)
	230.00	(849,773)	(967,909)	(1,086,045)	(1,204,181)	(1,322,317)	(1,440,453)	(1,558,589)
	240.00	(891,405)	(1,009,541)	(1,127,677)	(1,245,813)	(1,363,949)	(1,482,085)	(1,600,221)
	250.00	(933,038)	(1,051,174)	(1,169,310)	(1,287,446)	(1,405,582)	(1,523,718)	(1,641,854)

TABLE 4 — BLV (£ per acre (n)) 200,000

Balance (RLV - BLV £ per acre (n))	(195,280)	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(84,169)	(111,946)	(139,724)	(167,502)	(195,280)	(223,058)	(250,835)
	10.00	(122,638)	(150,416)	(178,193)	(205,971)	(233,749)	(261,527)	(289,304)
CIL £psm	20.00	(163,772)	(191,549)	(219,327)	(247,105)	(274,883)	(302,660)	(330,438)
0.00	30.00	(204,905)	(232,683)	(260,461)	(288,239)	(316,016)	(343,794)	(371,572)
(recommended CIL)	40.00	(246,039)	(273,817)	(301,595)	(329,372)	(357,150)	(384,928)	(412,706)
(100)	50.00	(287,344)	(315,122)	(342,900)	(370,678)	(398,455)	(426,233)	(454,011)
	60.00	(328,727)	(356,505)	(384,282)	(412,060)	(439,838)	(467,616)	(495,393)
	70.00	(370,109)	(397,887)	(425,665)	(453,442)	(481,220)	(508,998)	(536,776)
	80.00	(411,492)	(439,269)	(467,047)	(494,825)	(522,603)	(550,380)	(578,158)
	90.00	(452,874)	(480,652)	(508,429)	(536,207)	(563,985)	(591,763)	(619,541)
	100.00	(494,256)	(522,034)	(549,812)	(577,590)	(605,367)	(633,145)	(660,923)
	110.00	(535,639)	(563,416)	(591,194)	(618,972)	(646,750)	(674,528)	(702,305)
	120.00	(577,021)	(604,799)	(632,577)	(660,354)	(688,132)	(715,910)	(743,688)
	130.00	(618,403)	(646,181)	(673,959)	(701,737)	(729,515)	(757,292)	(785,070)
	140.00	(659,786)	(687,564)	(715,341)	(743,119)	(770,897)	(798,675)	(826,453)
	150.00	(701,168)	(728,946)	(756,724)	(784,502)	(812,279)	(840,057)	(867,835)
	160.00	(742,574)	(770,352)	(798,129)	(825,907)	(853,685)	(881,463)	(909,241)
	170.00	(784,206)	(811,984)	(839,762)	(867,540)	(895,318)	(923,095)	(950,873)
	180.00	(825,839)	(853,617)	(881,395)	(909,172)	(936,950)	(964,728)	(992,506)
	190.00	(867,472)	(895,249)	(923,027)	(950,805)	(978,583)	(1,006,360)	(1,034,138)
	200.00	(909,104)	(936,882)	(964,660)	(992,437)	(1,020,215)	(1,047,993)	(1,075,771)
	210.00	(950,737)	(978,514)	(1,006,292)	(1,034,070)	(1,061,848)	(1,089,625)	(1,117,403)
	220.00	(992,369)	(1,020,147)	(1,047,925)	(1,075,702)	(1,103,480)	(1,131,258)	(1,159,036)
	230.00	(1,034,002)	(1,061,779)	(1,089,557)	(1,117,335)	(1,145,113)	(1,172,891)	(1,200,668)
	240.00	(1,075,634)	(1,103,412)	(1,131,190)	(1,158,968)	(1,186,745)	(1,214,523)	(1,242,301)
	250.00	(1,117,267)	(1,145,045)	(1,172,822)	(1,200,600)	(1,228,378)	(1,256,156)	(1,283,933)

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Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(195,280)	Density (dph) (net) 30	35	94 40	45	50	55	60
	0.00	(258,613)	(253,492)	(248,371)	(243,250)	(238,129)	(233,009)	(227,888)
	10.00	(271,695)	(268,736)	(265,793)	(262,850)	(259,907)	(256,964)	(254,021)
CIL £psm	20.00	(284,841)	(284,023)	(283,216)	(282,450)	(281,685)	(280,920)	(280,154)
0.00	30.00	(297,986)	(299,360)	(300,734)	(302,107)	(303,481)	(304,875)	(306,287)
(recommended CIL)	40.00	(311,132)	(314,696)	(318,261)	(321,826)	(325,390)	(328,955)	(332,520)
(100)	50.00	(324,277)	(330,033)	(335,789)	(341,544)	(347,300)	(353,055)	(358,811)
	60.00	(337,423)	(345,370)	(353,316)	(361,263)	(369,209)	(377,156)	(385,102)
	70.00	(350,569)	(360,706)	(370,844)	(380,981)	(391,118)	(401,256)	(411,393)
	80.00	(363,714)	(376,043)	(388,371)	(400,699)	(413,028)	(425,356)	(437,685)
	90.00	(376,860)	(391,379)	(405,899)	(420,418)	(434,937)	(449,457)	(463,976)
	100.00	(390,005)	(406,716)	(423,426)	(440,136)	(456,847)	(473,557)	(490,267)
	110.00	(403,151)	(422,052)	(440,954)	(459,855)	(478,756)	(497,657)	(516,558)
	120.00	(416,297)	(437,389)	(458,481)	(479,573)	(500,665)	(521,757)	(542,850)
	130.00	(429,490)	(452,725)	(476,008)	(499,292)	(522,575)	(545,858)	(569,141)
	140.00	(442,715)	(468,142)	(493,569)	(519,010)	(544,484)	(569,958)	(595,432)
	150.00	(455,940)	(483,571)	(511,203)	(538,834)	(566,465)	(594,097)	(621,728)
	160.00	(469,165)	(499,001)	(528,836)	(558,672)	(588,507)	(618,343)	(648,178)
	170.00	(482,390)	(514,430)	(546,469)	(578,509)	(610,549)	(642,589)	(674,628)
	180.00	(495,615)	(529,859)	(564,103)	(598,347)	(632,591)	(666,835)	(701,078)
	190.00	(508,840)	(545,288)	(581,736)	(618,184)	(654,632)	(691,080)	(727,529)
	200.00	(522,065)	(560,718)	(599,370)	(638,022)	(676,674)	(715,326)	(753,979)
	210.00	(535,290)	(576,147)	(617,003)	(657,860)	(698,716)	(739,572)	(780,429)
	220.00	(548,516)	(591,576)	(634,637)	(677,697)	(720,758)	(763,818)	(806,879)
	230.00	(561,741)	(607,005)	(652,270)	(697,535)	(742,800)	(788,064)	(833,329)
	240.00	(574,971)	(622,435)	(669,904)	(717,372)	(764,841)	(812,310)	(859,779)
	250.00	(588,276)	(637,895)	(687,537)	(737,210)	(786,883)	(836,556)	(886,229)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(195,280)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	110%
	0.00	2,978,100	2,198,991	1,410,963	613,792	(195,280)	(665,703)	(1,141,615)
	10.00	2,944,316	2,164,872	1,376,430	578,841	(233,749)	(707,085)	(1,183,248)
CIL £psm	20.00	2,910,402	2,130,750	1,341,898	543,890	(274,883)	(748,468)	(1,224,880)
0.00	30.00	2,876,488	2,096,426	1,307,365	508,939	(316,016)	(789,850)	(1,266,513)
(recommended CIL)	40.00	2,842,575	2,062,101	1,272,634	473,950	(357,150)	(831,232)	(1,308,145)
(100)	50.00	2,808,661	2,027,776	1,237,893	438,787	(398,455)	(872,753)	(1,349,899)
	60.00	2,774,747	1,993,451	1,203,152	403,625	(439,838)	(914,385)	(1,391,783)
	70.00	2,740,833	1,959,126	1,168,410	368,462	(481,220)	(956,018)	(1,433,668)
	80.00	2,706,920	1,924,801	1,133,669	333,300	(522,603)	(997,650)	(1,475,552)
	90.00	2,673,006	1,890,476	1,098,928	298,137	(563,985)	(1,039,283)	(1,517,436)
	100.00	2,639,092	1,856,151	1,064,187	262,975	(605,367)	(1,080,915)	(1,559,320)
	110.00	2,605,179	1,821,826	1,029,446	227,812	(646,750)	(1,122,548)	(1,601,204)
	120.00	2,571,265	1,787,501	994,704	192,650	(688,132)	(1,164,180)	(1,643,089)
	130.00	2,537,311	1,753,176	959,963	157,487	(729,515)	(1,205,813)	(1,684,973)
	140.00	2,503,193	1,718,851	925,222	122,325	(770,897)	(1,247,445)	(1,726,857)
	150.00	2,469,074	1,684,321	890,466	87,163	(812,279)	(1,289,078)	(1,768,741)
	160.00	2,434,955	1,649,789	855,514	51,906	(853,685)	(1,330,716)	(1,810,631)
	170.00	2,400,837	1,615,256	820,563	16,531	(895,318)	(1,372,601)	(1,852,769)
	180.00	2,366,718	1,580,724	785,612	(18,844)	(936,950)	(1,414,485)	(1,894,906)
	190.00	2,332,599	1,546,191	750,661	(54,219)	(978,583)	(1,456,369)	(1,937,043)
	200.00	2,298,480	1,511,659	715,710	(89,594)	(1,020,215)	(1,498,253)	(1,979,181)
	210.00	2,264,362	1,477,126	680,759	(124,969)	(1,061,848)	(1,540,137)	(2,021,318)
	220.00	2,230,243	1,442,594	645,807	(161,192)	(1,103,480)	(1,582,022)	(2,063,456)
	230.00	2,196,124	1,408,062	610,856	(198,424)	(1,145,113)	(1,623,906)	(2,105,593)
	240.00	2,162,006	1,373,529	575,905	(237,204)	(1,186,745)	(1,665,790)	(2,147,730)
	250.00	2,127,867	1,338,997	540,954	(278,338)	(1,228,378)	(1,707,674)	(2,189,868)

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Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Lower — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(195,280)	90%	95%	100%	105%	110%	120%	130%
	0.00	(1,202,448)	(695,748)	(195,280)	237,285	665,059	1,514,851	2,358,645
	10.00	(1,244,232)	(737,130)	(233,749)	202,123	630,108	1,480,110	2,324,320
CIL £psm	20.00	(1,286,117)	(778,513)	(274,883)	166,960	595,157	1,445,369	2,289,938
0.00	30.00	(1,328,001)	(819,904)	(316,016)	131,798	560,205	1,410,628	2,255,405
(recommended CIL)	40.00	(1,369,885)	(861,536)	(357,150)	96,635	525,104	1,375,886	2,220,873
(100)	50.00	(1,411,769)	(903,169)	(398,455)	61,350	489,941	1,341,145	2,186,341
	60.00	(1,453,653)	(944,801)	(439,838)	25,975	454,779	1,306,404	2,151,808
	70.00	(1,495,538)	(986,434)	(481,220)	(9,400)	419,617	1,271,663	2,117,276
	80.00	(1,537,422)	(1,028,067)	(522,603)	(44,775)	384,454	1,236,922	2,082,743
	90.00	(1,579,306)	(1,069,699)	(563,985)	(80,150)	349,292	1,202,180	2,048,211
	100.00	(1,621,190)	(1,111,332)	(605,367)	(115,525)	314,129	1,167,439	2,013,678
	110.00	(1,663,148)	(1,152,964)	(646,750)	(151,419)	278,967	1,132,698	1,979,146
	120.00	(1,705,285)	(1,194,597)	(688,132)	(188,432)	243,804	1,097,852	1,944,613
	130.00	(1,747,423)	(1,236,229)	(729,515)	(226,223)	208,642	1,062,901	1,910,081
	140.00	(1,789,560)	(1,277,883)	(770,897)	(267,357)	173,479	1,027,950	1,875,549
	150.00	(1,831,697)	(1,319,767)	(812,279)	(308,491)	138,317	992,999	1,841,016
	160.00	(1,873,835)	(1,361,651)	(853,685)	(349,625)	103,154	958,048	1,806,484
	170.00	(1,915,972)	(1,403,536)	(895,318)	(390,840)	67,822	923,096	1,771,951
	180.00	(1,958,110)	(1,445,420)	(936,950)	(432,222)	32,447	888,145	1,737,265
	190.00	(2,000,247)	(1,487,304)	(978,583)	(473,605)	(2,928)	853,194	1,702,523
	200.00	(2,042,384)	(1,529,188)	(1,020,215)	(514,987)	(38,303)	818,243	1,667,782
	210.00	(2,084,532)	(1,571,072)	(1,061,848)	(556,369)	(73,678)	783,292	1,633,041
	220.00	(2,126,924)	(1,612,957)	(1,103,480)	(597,752)	(109,053)	748,341	1,598,300
	230.00	(2,169,316)	(1,654,841)	(1,145,113)	(639,134)	(144,721)	713,389	1,563,559
	240.00	(2,211,708)	(1,696,725)	(1,186,745)	(680,517)	(181,583)	678,438	1,528,818
	250.00	(2,254,100)	(1,738,659)	(1,228,378)	(721,899)	(219,015)	643,487	1,494,076

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(195,280)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(195,280)	188,028	566,716	943,344	1,317,937	1,690,354	3,522,646
	10.00	(233,749)	152,865	531,765	908,603	1,283,270	1,655,821	3,489,139
CIL £psm	20.00	(274,883)	117,703	496,813	873,746	1,248,529	1,621,289	3,455,632
0.00	30.00	(316,016)	82,540	461,751	838,794	1,213,788	1,586,756	3,422,124
(recommended CIL)	40.00	(357,150)	47,256	426,588	803,843	1,179,046	1,552,224	3,388,617
(100)	50.00	(398,455)	11,881	391,426	768,892	1,144,305	1,517,691	3,355,023
	60.00	(439,838)	(23,494)	356,264	733,941	1,109,564	1,483,159	3,321,313
	70.00	(481,220)	(58,869)	321,101	698,990	1,074,823	1,448,627	3,287,603
	80.00	(522,603)	(94,244)	285,939	664,039	1,040,082	1,414,094	3,253,893
	90.00	(563,985)	(129,619)	250,776	629,087	1,005,340	1,379,562	3,220,183
	100.00	(605,367)	(166,004)	215,614	594,136	970,599	1,345,029	3,186,473
	110.00	(646,750)	(203,345)	180,451	559,185	935,858	1,310,497	3,152,763
	120.00	(688,132)	(242,612)	145,289	524,234	901,117	1,275,784	3,119,053
	130.00	(729,515)	(283,746)	110,126	489,283	866,215	1,241,043	3,085,344
	140.00	(770,897)	(324,879)	74,964	454,175	831,264	1,206,302	3,051,634
	150.00	(812,279)	(366,013)	39,634	419,012	796,312	1,171,561	3,017,924
	160.00	(853,685)	(407,372)	4,259	383,850	761,361	1,136,820	2,984,214
	170.00	(895,318)	(448,754)	(31,116)	348,687	726,410	1,102,078	2,950,466
	180.00	(936,950)	(490,137)	(66,491)	313,525	691,459	1,067,337	2,916,553
	190.00	(978,583)	(531,519)	(101,866)	278,362	656,508	1,032,596	2,882,639
	200.00	(1,020,215)	(572,902)	(137,283)	243,200	621,556	997,855	2,848,725
	210.00	(1,061,848)	(614,284)	(173,979)	208,037	586,605	963,114	2,814,812
	220.00	(1,103,480)	(655,666)	(211,410)	172,875	551,654	928,373	2,780,898
	230.00	(1,145,113)	(697,049)	(251,475)	137,712	516,703	893,631	2,746,984
	240.00	(1,186,745)	(738,431)	(292,609)	102,550	481,752	858,684	2,713,071
	250.00	(1,228,378)	(779,814)	(333,742)	67,387	446,598	823,733	2,679,157

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

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield LV_v0.4

Scheme Typology: Houses and Flats | No Units: 100
Site Typology: Location / Value Zone: Lower | Greenfield/Brownfield: Brownfield
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**L**	
Scheme Typology:	Houses and Flats	
No Units:	100	
Location / Value Zone:	Lower	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	30,910,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	21.28%	
Developers Profit Total (£)	5,409,250	
Land Value KPI's		
RLV (£/acre (net))	26,942	
RLV (£/ha (net))	66,575	
RLV (% of GDV)	0.23%	
RLV Total (£)	70,494	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	581,439	
Surplus/Deficit (£/acre) [RLV-BLV]	(195,280)	
Surplus/Deficit (£/ha)	(482,536)	
Surplus/Deficit Total (£)	(510,945)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	2,277,727	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	5,810	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	22,835	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Appraisal Ref:	M				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	6	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			6	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	2.5	50.0%	0.0	42%	2.5
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	2.4	43.0%	0.0	40%	2.4
4 bed House (with garage)	18.0%	1.1	7.0%	0.0	18%	1.1
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	6.0	100.0%	0.0	100%	6.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	189	2,034	0	0	189	2,034
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	254	2,738	0	0	254	2,738
4 bed House (with garage)	150	1,616	0	0	150	1,616
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	594	6,389	0	0	594	6,389
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	819,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	876,000
4 bed House (with garage)	440,000	3,826	355	3,165	294	475,200
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	0
2 bed Flat	255,000	3,923	364	3,335	310	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						2,170,200

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses**		No Units:	**6**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	2.5	@	325,000		819,000
3 bed House	0.0	@	0		-
3 bed House (with garage)	2.4	@	365,000		876,000
4 bed House (with garage)	1.1	@	440,000		475,200
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	200,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	6.0				2,170,200
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**6**				**2,170,200**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	6	units @	0	per unit	-
Total GDV					**2,170,200**

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses**	No Units:	**6**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	3,528	£		(3,528)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	17,640	£		(17,640)
Building Safety Levy				594	sqm		30.21	£ psm			(17,930)
CIL (Mrkt only inc. garages)	Max			594	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				6	units @		0	per unit			-
	Sub-total									-	
S106 analysis:		-	£ per ha	0.00%	% of GDV		0	£ per unit (total units)			
AH Commuted Sum				594	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				0.20	ha @		0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1			0							-
	Year 2			0							-
	Year 3			0							-
	Year 4			0							-
	Year 5			0							-
	Year 6			0							-
	Year 7			0							-
	Year 8			0							-
	Year 9			0							-
	Year 10			0							-
	Year 11			0							-
	Year 12			0							-
	Year 13			0							-
	Year 14			0							-
	Year 15			0							-
	Years 1-15			6	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				189	sqm @		1,892	psm			(357,588)
3 bed House				-	sqm @		1,892	psm			-
3 bed House (EXC. garage)				216	sqm @		1,892	psm			(408,672)
4 bed House (EXC. garage)				124	sqm @		1,892	psm			(234,986)
5 bed House (EXC. garage)				-	sqm @		1,892	psm			-
1 bed Flat				-	sqm @		2,064	psm			-
2 bed Flat				-	sqm @		2,064	psm			-
3 bed Flat				-	sqm @		2,064	psm			-
Garages for 3B House		2.4	16.0	38	sqm @		600	psm			(23,040)
Garages for 4B House		1.1	24.0	26	sqm @		600	psm			(15,552)
Garages for 5B House		-	-	0	sqm @		600	psm			-
Total GIA check:				594	£ per garage		£0				
External works				1,039,838	@		15.0%				(155,976)
Ext. Works analysis:							25,996	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				6	units @		1,000	£ per unit			(6,000)
M4(2) Category 2 Housing	Aff units		-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		6	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units		-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units		6	units @		10%	@	0	£ per unit		-
Part L/FHS			6	units @				4,350	£ per unit		(26,100)
Part L/FHS analysis:							2.5%	% of BCIS costs			
Net Zero for Housing			594	sqm				0	£ psm		-
Net Zero for Flats			-	sqm				0	£ psm		-
Water Efficiency			6	units @				20	£ per unit		(120)
Urban Greening Factor	0.0		flats @	6		per storey = GIA	0	0	£ per unit		-
	Sub-total									(32,220)	
Policy Costs analysis:	(design costs only)						5,370	£ per unit (total units)			
							3.1%	% of BCIS costs			
Contingency (on construction)				1,228,034	@		3.0%				(36,841)

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Scheme Typology:	**Houses**		No Units:	**6**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		1,228,034	@	10.0%			(122,803)
Disposal Costs -							
OMS Marketing and Promotion		2,170,200	OMS @	1.00%	3,617	£ per unit	(21,702)
Residential Sales Agent Costs		2,170,200	OMS @	1.00%	3,617	£ per unit	(21,702)
Residential Sales Legal Costs		2,170,200	OMS @	0.50%	1,809	£ per unit	(10,851)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	6	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,043	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(35,948)
Developers Profit -							
Profit on OMS		2,170,200		17.50%			(379,785)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,170,200		17.50%	blended GDV	(379,785)	
		1,516,980		25.04%	on costs	(379,785)	
TOTAL COSTS							**(1,896,765)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							273,435
SDLT		273,435	@	HMRC formula			(3,172)
Acquisition Agent fees		273,435	@	1.0%			(2,734)
Acquisition Legal fees		273,435	@	0.5%			(1,367)
Interest on Land		273,435	@	7.50%			(20,508)
Residual Land Value							**245,654**
RLV analysis:	40,942 £ per plot	1,228,270	£ per ha (net)	497,074	£ per acre (net)		
		1,166,857	£ per ha (gross)	472,221	£ per acre (gross)		
				11.32%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		30.0	dph (net)				
Site Area (net)		0.20	ha (net)	0.49	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		0.21	ha (gross)	0.52	acres (gross)		
Density analysis:		2,968	sqm/ha (net)	12,927	sqft/ac (net)		
		29	dph (gross)				
Benchmark Land Value (net)	11,705 £ per plot	333,585	£ per ha (gross)	135,000	£ per acre (gross)		**70,228**
BLV analysis:		351,142	£ per ha (net)	142,105	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**877,128**	£ per ha (net)	**354,969**	£ per acre (net)	**175,426**

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Scheme Typology: Houses — No Units: 6
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	354,969	0%	5%	10%	15%	20%	25%	30%
	0.00	354,969	334,085	313,167	291,555	269,942	248,330	226,718
	10.00	344,292	323,942	303,223	282,163	261,103	240,043	218,983
Max CIL £ psm	20.00	333,615	313,785	293,278	272,771	252,263	231,756	211,249
0.00	30.00	322,938	303,288	283,333	263,379	243,424	223,469	203,514
(recommended CIL)	40.00	312,194	292,791	273,389	253,987	234,584	215,182	195,779
(100)	50.00	301,144	282,294	263,444	244,595	225,745	206,895	188,045
	60.00	290,095	271,797	253,500	235,203	216,905	198,608	180,310
	70.00	279,045	261,300	243,555	225,810	208,066	190,321	172,576
	80.00	267,996	250,803	233,611	216,418	199,226	182,033	164,841
	90.00	256,946	240,306	223,666	207,026	190,386	173,746	157,106
	100.00	245,897	229,809	213,722	197,634	181,547	165,459	149,372
	110.00	234,847	219,312	203,777	188,242	172,707	157,172	141,637
	120.00	223,798	208,815	193,833	178,850	163,868	148,885	133,898
	130.00	212,749	198,318	183,888	169,458	155,028	140,598	125,990
	140.00	201,699	187,821	173,944	160,066	146,189	132,271	118,081
	150.00	190,650	177,324	163,999	150,674	137,349	123,797	110,173
	160.00	179,600	166,827	154,055	141,282	128,384	115,324	102,264
	170.00	168,551	156,330	144,110	131,840	119,346	106,851	94,356
	180.00	157,501	145,833	134,166	122,237	110,307	98,377	86,447
	190.00	146,452	135,336	123,999	112,634	101,269	89,904	78,539
	200.00	135,402	124,631	113,831	103,031	92,231	81,431	70,631
	210.00	124,134	113,899	103,663	93,428	83,193	72,957	62,722
	220.00	112,836	103,166	93,495	83,825	74,154	64,484	54,814
	230.00	101,538	92,433	83,327	74,222	65,116	56,011	46,905
	240.00	90,241	81,700	73,159	64,619	56,078	47,537	38,997
	250.00	78,943	70,967	62,991	55,016	47,040	39,064	31,088

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV £ per acre (n))	354,969	0%	25%	50%	75%	100%	125%	150%
	0.00	354,969	354,969	354,969	354,969	354,969	354,969	354,969
	10.00	344,292	344,292	344,292	344,292	344,292	344,292	344,292
CIL £psm	20.00	333,615	333,615	333,615	333,615	333,615	333,615	333,615
0.00	30.00	322,938	322,938	322,938	322,938	322,938	322,938	322,938
(recommended CIL)	40.00	312,194	312,194	312,194	312,194	312,194	312,194	312,194
(100)	50.00	301,144	301,144	301,144	301,144	301,144	301,144	301,144
	60.00	290,095	290,095	290,095	290,095	290,095	290,095	290,095
	70.00	279,045	279,045	279,045	279,045	279,045	279,045	279,045
	80.00	267,996	267,996	267,996	267,996	267,996	267,996	267,996
	90.00	256,946	256,946	256,946	256,946	256,946	256,946	256,946
	100.00	245,897	245,897	245,897	245,897	245,897	245,897	245,897
	110.00	234,847	234,847	234,847	234,847	234,847	234,847	234,847
	120.00	223,798	223,798	223,798	223,798	223,798	223,798	223,798
	130.00	212,749	212,749	212,749	212,749	212,749	212,749	212,749
	140.00	201,699	201,699	201,699	201,699	201,699	201,699	201,699
	150.00	190,650	190,650	190,650	190,650	190,650	190,650	190,650
	160.00	179,600	179,600	179,600	179,600	179,600	179,600	179,600
	170.00	168,551	168,551	168,551	168,551	168,551	168,551	168,551
	180.00	157,501	157,501	157,501	157,501	157,501	157,501	157,501
	190.00	146,452	146,452	146,452	146,452	146,452	146,452	146,452
	200.00	135,402	135,402	135,402	135,402	135,402	135,402	135,402
	210.00	124,134	124,134	124,134	124,134	124,134	124,134	124,134
	220.00	112,836	112,836	112,836	112,836	112,836	112,836	112,836
	230.00	101,538	101,538	101,538	101,538	101,538	101,538	101,538
	240.00	90,241	90,241	90,241	90,241	90,241	90,241	90,241
	250.00	78,943	78,943	78,943	78,943	78,943	78,943	78,943

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Scheme Typology: Houses | No Units: 6
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	354,969	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	449,383	411,617	373,852	336,086	297,767	258,684	219,601
	10.00	438,706	400,940	363,175	325,409	286,718	247,635	208,552
CIL £psm	20.00	428,029	390,263	352,498	314,732	275,668	236,585	197,502
0.00	30.00	417,352	379,586	341,821	303,702	264,619	225,536	186,453
(recommended CIL)	40.00	406,675	368,909	331,144	292,652	253,569	214,486	175,403
(100)	50.00	395,998	358,232	320,467	281,603	242,520	203,437	164,354
	60.00	385,321	347,555	309,636	270,553	231,470	192,387	153,305
	70.00	374,644	336,878	298,587	259,504	220,421	181,338	142,255
	80.00	363,967	326,201	287,537	248,454	209,371	170,289	131,141
	90.00	353,290	315,524	276,488	237,405	198,322	159,239	119,843
	100.00	342,613	304,521	265,438	226,355	187,273	148,190	108,545
	110.00	331,936	293,472	254,389	215,306	176,223	137,140	97,247
	120.00	321,259	282,422	243,339	204,257	165,174	125,911	85,950
	130.00	310,456	271,373	232,290	193,207	154,124	114,613	74,652
	140.00	299,406	260,323	221,241	182,158	143,075	103,315	63,354
	150.00	288,357	249,274	210,191	171,108	131,979	92,017	52,056
	160.00	277,307	238,225	199,142	160,059	120,681	80,720	40,759
	170.00	266,258	227,175	188,092	149,009	109,383	69,422	29,461
	180.00	255,209	216,126	177,043	137,960	98,085	58,124	18,163
	190.00	244,159	205,076	165,993	126,749	86,788	46,826	6,865
	200.00	233,110	194,027	154,944	115,451	75,490	35,529	(4,433)
	210.00	222,060	182,977	143,894	104,153	64,192	24,231	(15,730)
	220.00	211,011	171,928	132,817	92,855	52,894	12,933	(27,028)
	230.00	199,961	160,878	121,519	81,558	41,597	1,635	(38,326)
	240.00	188,912	149,829	110,221	70,260	30,299	(9,662)	(49,624)
	250.00	177,862	138,779	98,923	58,962	19,001	(20,960)	(60,921)

TABLE 4

Balance (RLV - BLV £ per acre (n))	354,969	BLV (£ per acre (n)) 100,000	125,000	135,000 150,000	175,000	200,000	225,000	250,000
	0.00	391,811	365,495	339,180	312,864	286,548	260,232	233,916
	10.00	381,134	354,818	328,502	302,187	275,871	249,555	223,239
CIL £psm	20.00	370,457	344,141	317,825	291,510	265,194	238,878	212,562
0.00	30.00	359,780	333,464	307,148	280,833	254,517	228,201	201,885
(recommended CIL)	40.00	349,036	322,720	296,404	270,088	243,773	217,457	191,141
(100)	50.00	337,986	311,671	285,355	259,039	232,723	206,407	180,092
	60.00	326,937	300,621	274,305	247,990	221,674	195,358	169,042
	70.00	315,887	289,572	263,256	236,940	210,624	184,308	157,993
	80.00	304,838	278,522	252,206	225,891	199,575	173,259	146,943
	90.00	293,789	267,473	241,157	214,841	188,525	162,210	135,894
	100.00	282,739	256,423	230,107	203,792	177,476	151,160	124,844
	110.00	271,690	245,374	219,058	192,742	166,426	140,111	113,795
	120.00	260,640	234,324	208,009	181,693	155,377	129,061	102,745
	130.00	249,591	223,275	196,959	170,643	144,328	118,012	91,696
	140.00	238,541	212,225	185,910	159,594	133,278	106,962	80,646
	150.00	227,492	201,176	174,860	148,544	122,229	95,913	69,597
	160.00	216,442	190,126	163,811	137,495	111,179	84,863	58,548
	170.00	205,393	179,077	152,761	126,445	100,130	73,814	47,498
	180.00	194,343	168,028	141,712	115,396	89,080	62,764	36,449
	190.00	183,294	156,978	130,662	104,347	78,031	51,715	25,399
	200.00	172,244	145,929	119,613	93,297	66,981	40,665	14,350
	210.00	160,976	134,660	108,344	82,029	55,713	29,397	3,081
	220.00	149,678	123,362	97,047	70,731	44,415	18,099	(8,217)
	230.00	138,380	112,065	85,749	59,433	33,117	6,801	(19,514)
	240.00	127,083	100,767	74,451	48,135	21,819	(4,496)	(30,812)
	250.00	115,785	89,469	63,153	36,838	10,522	(15,794)	(42,110)

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Scheme Typology: Houses — No Units: 6
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	354,969	Density (dph) (net) 30	35	40	45	50	55	60
	0.00	354,969	437,815	520,660	603,506	686,352	769,198	852,043
	10.00	344,292	425,358	506,424	587,491	668,557	749,623	830,689
CIL £psm	20.00	333,615	412,902	492,188	571,475	650,762	730,048	809,335
0.00	30.00	322,938	400,445	477,952	555,460	632,967	710,474	787,981
(recommended CIL)	40.00	312,194	387,910	463,627	539,343	615,060	690,776	766,493
(100)	50.00	301,144	375,019	448,894	522,769	596,644	670,519	744,394
	60.00	290,095	362,128	434,161	506,195	578,228	650,262	722,295
	70.00	279,045	349,237	419,429	489,621	559,812	630,004	700,196
	80.00	267,996	336,346	404,696	473,046	541,397	609,747	678,097
	90.00	256,946	323,455	389,964	456,472	522,981	589,489	655,998
	100.00	245,897	310,564	375,231	439,898	504,565	569,232	633,899
	110.00	234,847	297,673	360,498	423,324	486,149	548,975	611,800
	120.00	223,798	284,782	345,766	406,750	467,734	528,717	589,701
	130.00	212,749	271,891	331,033	390,175	449,318	508,460	567,602
	140.00	201,699	259,000	316,301	373,601	430,902	488,203	545,503
	150.00	190,650	246,109	301,568	357,027	412,486	467,945	523,405
	160.00	179,600	233,218	286,835	340,453	394,070	447,688	501,306
	170.00	168,551	220,327	272,103	323,879	375,655	427,431	479,207
	180.00	157,501	207,436	257,370	307,304	357,239	407,173	457,108
	190.00	146,452	194,545	242,637	290,730	338,823	386,916	435,009
	200.00	135,402	181,654	227,905	274,156	320,407	366,659	412,910
	210.00	124,134	168,507	212,880	257,253	301,627	346,000	390,373
	220.00	112,836	155,326	197,817	240,307	282,797	325,287	367,777
	230.00	101,538	142,146	182,753	223,360	263,967	304,575	345,182
	240.00	90,241	128,965	167,689	206,413	245,138	283,862	322,586
	250.00	78,943	115,784	152,625	189,467	226,308	263,149	299,991

TABLE 6

Balance (RLV - BLV £ per acre (n))	354,969	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	120%
	0.00	1,080,384	838,761	597,137	354,969	230,610	104,170	(154,129)
	10.00	1,069,771	828,148	586,524	344,292	219,560	92,872	(166,544)
CIL £psm	20.00	1,059,158	817,535	575,911	333,615	208,511	81,575	(178,959)
0.00	30.00	1,048,545	806,922	565,299	322,938	197,461	70,277	(191,374)
(recommended CIL)	40.00	1,037,933	796,309	554,686	312,194	186,412	58,979	(203,789)
(100)	50.00	1,027,320	785,696	544,073	301,144	175,362	47,681	(216,204)
	60.00	1,016,707	775,083	533,460	290,095	164,313	36,384	(228,620)
	70.00	1,006,094	764,471	522,847	279,045	153,263	25,086	(241,035)
	80.00	995,481	753,858	512,234	267,996	142,214	13,788	(253,450)
	90.00	984,868	743,245	501,621	256,946	131,099	2,490	(265,865)
	100.00	974,255	732,632	491,009	245,897	119,801	(8,808)	(278,280)
	110.00	963,643	722,019	480,396	234,847	108,503	(20,105)	(290,695)
	120.00	953,030	711,406	469,783	223,798	97,205	(31,403)	(303,110)
	130.00	942,417	700,793	459,170	212,749	85,908	(42,701)	(315,525)
	140.00	931,804	690,181	448,557	201,699	74,610	(53,999)	(327,941)
	150.00	921,191	679,568	437,898	190,650	63,312	(65,296)	(340,356)
	160.00	910,578	668,955	427,221	179,600	52,014	(76,594)	(352,771)
	170.00	899,965	658,342	416,544	168,551	40,717	(87,892)	(365,186)
	180.00	889,353	647,729	405,867	157,501	29,419	(99,190)	(377,601)
	190.00	878,740	637,116	395,190	146,452	18,121	(110,487)	(390,016)
	200.00	868,127	626,503	384,513	135,402	6,823	(121,785)	(402,431)
	210.00	857,514	615,891	373,836	124,134	(4,475)	(133,083)	(414,846)
	220.00	846,901	605,278	363,159	112,836	(15,772)	(144,606)	(427,262)
	230.00	836,288	594,665	352,482	101,538	(27,070)	(157,021)	(439,677)
	240.00	825,675	584,052	341,805	90,241	(38,368)	(169,436)	(452,092)
	250.00	815,063	573,439	331,128	78,943	(49,666)	(181,851)	(464,507)

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses | No Units: 6
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	354,969	Market Values 100% 90%	95%	100%	105%	110%	115%	120%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	39,337	198,906	354,969	506,947	658,380	809,813	961,246
	10.00	28,040	187,856	344,292	496,334	647,767	799,200	950,633
CIL £psm	20.00	16,742	176,807	333,615	485,721	637,154	788,587	940,020
0.00	30.00	5,444	165,757	322,938	475,108	626,541	777,974	929,407
(recommended CIL)	40.00	(5,854)	154,708	312,194	464,438	615,928	767,361	918,794
(100)	50.00	(17,151)	143,659	301,144	453,761	605,316	756,749	908,182
	60.00	(28,449)	132,576	290,095	443,084	594,703	746,136	897,569
	70.00	(39,747)	121,278	279,045	432,407	584,090	735,523	886,956
	80.00	(51,045)	109,980	267,996	421,730	573,477	724,910	876,343
	90.00	(62,342)	98,682	256,946	411,053	562,864	714,297	865,730
	100.00	(73,640)	87,385	245,897	400,376	552,251	703,684	855,117
	110.00	(84,938)	76,087	234,847	389,699	541,638	693,071	844,504
	120.00	(96,236)	64,789	223,798	379,022	531,026	682,459	833,892
	130.00	(107,534)	53,491	212,749	368,345	520,413	671,846	823,279
	140.00	(118,831)	42,193	201,699	357,668	509,800	661,233	812,666
	150.00	(130,129)	30,896	190,650	346,991	499,168	650,620	802,053
	160.00	(141,427)	19,598	179,600	336,314	488,491	640,007	791,440
	170.00	(153,775)	8,300	168,551	325,637	477,814	629,394	780,827
	180.00	(166,190)	(2,998)	157,501	314,960	467,137	618,781	770,214
	190.00	(178,605)	(14,295)	146,452	303,938	456,460	608,169	759,602
	200.00	(191,020)	(25,593)	135,402	292,888	445,783	597,556	748,989
	210.00	(203,435)	(36,891)	124,134	281,839	435,106	586,943	738,376
	220.00	(215,850)	(48,189)	112,836	270,789	424,429	576,330	727,763
	230.00	(228,266)	(59,486)	101,538	259,740	413,752	565,717	717,150
	240.00	(240,681)	(70,784)	90,241	248,690	403,075	555,104	706,537
	250.00	(253,096)	(82,082)	78,943	237,641	392,398	544,491	695,925

TABLE 8

Balance (RLV - BLV £ per acre (n))	354,969	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	354,969	462,156	568,799	675,442	782,084	888,727	1,421,940
	10.00	344,292	451,543	558,186	664,829	771,471	878,114	1,411,327
CIL £psm	20.00	333,615	440,902	547,573	654,216	760,858	867,501	1,400,714
0.00	30.00	322,938	430,225	536,960	643,603	750,246	856,888	1,390,101
(recommended CIL)	40.00	312,194	419,548	526,347	632,990	739,633	846,275	1,379,488
(100)	50.00	301,144	408,871	515,735	622,377	729,020	835,662	1,368,876
	60.00	290,095	398,194	505,122	611,764	718,407	825,050	1,358,263
	70.00	279,045	387,517	494,509	601,152	707,794	814,437	1,347,650
	80.00	267,996	376,840	483,896	590,539	697,181	803,824	1,337,037
	90.00	256,946	366,163	473,283	579,926	686,568	793,211	1,326,424
	100.00	245,897	355,486	462,670	569,313	675,956	782,598	1,315,811
	110.00	234,847	344,809	452,057	558,700	665,343	771,985	1,305,198
	120.00	223,798	334,132	441,419	548,087	654,730	761,372	1,294,586
	130.00	212,749	323,455	430,742	537,474	644,117	750,760	1,283,973
	140.00	201,699	312,729	420,065	526,862	633,504	740,147	1,273,360
	150.00	190,650	301,679	409,388	516,249	622,891	729,534	1,262,747
	160.00	179,600	290,630	398,711	505,636	612,278	718,921	1,252,134
	170.00	168,551	279,581	388,034	495,023	601,666	708,308	1,241,521
	180.00	157,501	268,531	377,357	484,410	591,053	697,695	1,230,908
	190.00	146,452	257,482	366,680	473,797	580,440	687,082	1,220,296
	200.00	135,402	246,432	356,003	463,184	569,827	676,470	1,209,683
	210.00	124,134	235,383	345,326	452,572	559,214	665,857	1,199,070
	220.00	112,836	224,333	334,649	441,937	548,601	655,244	1,188,457
	230.00	101,538	213,284	323,972	431,260	537,988	644,631	1,177,844
	240.00	90,241	202,234	313,264	420,583	527,376	634,018	1,167,231
	250.00	78,943	191,185	302,215	409,906	516,763	623,405	1,156,618

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses | No Units: 6
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Greenfield
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**M**	
Scheme Typology:	Houses	
No Units:	6	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	2,170,200	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	25.04%	
Developers Profit Total (£)	379,785	
Land Value KPI's		
RLV (£/acre (net))	497,074	
RLV (£/ha (net))	1,228,270	
RLV (% of GDV)	11.32%	
RLV Total (£)	245,654	
BLV (£/acre (net))	135,000	
BLV (£/ha (net))	333,585	
BLV Total (£)	70,228	
Surplus/Deficit (£/acre) [RLV-BLV]	354,969	
Surplus/Deficit (£/ha)	877,128	
Surplus/Deficit Total (£)	175,426	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	35,948	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	20,508	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	9,409	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Appraisal Ref:	N				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	22		
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			22	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	3.7	17.5%	0.0	17%	3.7
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	7.3	30.0%	0.0	33%	7.3
4 bed House (with garage)	15.0%	3.3	5.0%	0.0	15%	3.3
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	4.0	30.0%	0.0	18%	4.0
2 bed Flat	17.0%	3.7	17.5%	0.0	17%	3.7
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	22.0	100.0%	0.0	100%	22.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	281	3,019	0	0	281	3,019
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	770	8,283	0	0	770	8,283
4 bed House (with garage)	459	4,937	0	0	459	4,937
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	233	2,507	0	0	233	2,507
2 bed Flat	286	3,078	0	0	286	3,078
3 bed Flat	0	0	0	0	0	0
	2,028	21,826	0	0	2,028	21,826
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	1,215,500
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	2,649,900
4 bed House (with garage)	440,000	3,826	355	3,165	294	1,452,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	792,000
2 bed Flat	255,000	3,923	364	3,335	310	953,700
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						7,063,100

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**22**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.7	@	325,000		1,215,500
3 bed House	0.0	@	0		-
3 bed House (with garage)	7.3	@	365,000		2,649,900
4 bed House (with garage)	3.3	@	440,000		1,452,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	4.0	@	200,000		792,000
2 bed Flat	3.7	@	255,000		953,700
3 bed Flat	0.0	@	0		-
	22.0				7,063,100
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**22**				**7,063,100**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	22	units @	0	per unit	-
Total GDV					**7,063,100**

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**22**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	13,970	£		(13,970)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	55,880	£		(55,880)
Building Safety Levy				2,028	sqm	30.21	£ psm			(61,257)
CIL (Mrkt only inc. garages)	Max			2,028	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				22	units @	2,500	per unit			(55,000)
	Sub-total								(55,000)	
S106 analysis:	152,775	£ per ha		0.78%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum				2,028	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.36	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			22	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				281	sqm @	1,892	psm			(530,706)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				653	sqm @	1,892	psm			(1,236,233)
4 bed House (EXC. garage)				380	sqm @	1,892	psm			(718,014)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				233	sqm @	2,064	psm			(480,791)
2 bed Flat				286	sqm @	2,064	psm			(590,304)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	7.3	16.0		116	sqm @	600	psm			(69,696)
Garages for 4B House	3.3	24.0		79	sqm @	600	psm			(47,520)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				2,028	£ per garage	£0				
External works				3,673,263	@	15.0%				(550,990)
Ext. Works analysis:						25,045	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				22	units @	1,000	£ per unit			(22,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	22	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	22	units @		10%	@	0	£ per unit		-
Part L/FHS		22	units @				4,350	£ per unit		(95,700)
Part L/FHS analysis:						2.6%	% of BCIS costs			
Net Zero for Housing		1,509	sqm				0	£ psm		-
Net Zero for Flats		519	sqm				0	£ psm		-
Water Efficiency		22	units @				20	£ per unit		(440)
Urban Greening Factor	7.7	flats @	6		per storey = GIA	404	0	£ per unit		-
	Sub-total								(118,140)	
Policy Costs analysis:	(design costs only)					5,370	£ per unit (total units)			
						3.2%	% of BCIS costs			
Contingency (on construction)				4,342,393	@	3.0%				(130,272)

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Scheme Typology:	**Houses and Flats**		No Units:	**22**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		4,342,393	@	10.0%			(434,239)
Disposal Costs -							
OMS Marketing and Promotion		7,063,100	OMS @	1.00%	3,211	£ per unit	(70,631)
Residential Sales Agent Costs		7,063,100	OMS @	1.00%	3,211	£ per unit	(70,631)
Residential Sales Legal Costs		7,063,100	OMS @	0.50%	1,605	£ per unit	(35,316)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	22	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,026	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(207,264)
Developers Profit -							
Profit on OMS		7,063,100		17.50%			(1,236,043)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		7,063,100		17.50%	blended GDV	(1,236,043)	
		5,476,852		22.57%	on costs	(1,236,043)	
TOTAL COSTS							**(6,712,895)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							350,205
SDLT		350,205	@	HMRC formula			(7,010)
Acquisition Agent fees		350,205	@	1.0%			(3,502)
Acquisition Legal fees		350,205	@	0.5%			(1,751)
Interest on Land		350,205	@	7.50%			(26,265)
Residual Land Value							**311,676**
RLV analysis:	14,167 £ per plot	865,752	£ per ha (net)	350,365	£ per acre (net)		
		779,177	£ per ha (gross)	315,329	£ per acre (gross)		
				4.41%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		61.1	dph (net)				
Site Area (net)		0.36	ha (net)	0.89	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		0.40	ha (gross)	0.99	acres (gross)		
Density analysis:		5,632	sqm/ha (net)	24,535	sqft/ac (net)		
		55	dph (gross)				
Benchmark Land Value (net)	6,065 £ per plot	333,585	£ per ha (gross)	135,000	£ per acre (gross)		**133,436**
BLV analysis:		370,650	£ per ha (net)	150,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**495,102**	£ per ha (net)	**200,365**	£ per acre (net)	**178,240**

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Scheme Typology:	**Houses and Flats**	No Units:	**22**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	200,365	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	200,365	156,710	113,054	68,210	22,928	(22,941)	(69,247)
	10.00	179,603	136,985	94,050	49,842	5,634	(39,518)	(84,719)
Max CIL £ psm	20.00	158,840	117,243	74,595	31,468	(11,998)	(56,094)	(100,191)
0.00	30.00	138,028	97,187	55,140	13,094	(29,680)	(72,671)	(115,662)
(recommended CIL)	40.00	117,140	76,651	35,685	(5,476)	(47,362)	(89,248)	(131,134)
(100)	50.00	96,000	56,115	16,230	(24,263)	(65,044)	(105,825)	(146,605)
	60.00	74,383	35,579	(3,374)	(43,050)	(82,726)	(122,401)	(163,272)
	70.00	52,766	15,043	(23,266)	(61,837)	(100,408)	(138,978)	(180,273)
	80.00	31,150	(5,693)	(43,159)	(80,624)	(118,089)	(156,104)	(197,275)
	90.00	9,533	(26,690)	(63,051)	(99,411)	(135,771)	(174,321)	(214,277)
	100.00	(12,432)	(47,688)	(82,943)	(118,198)	(153,795)	(192,537)	(231,279)
	110.00	(34,535)	(68,685)	(102,835)	(136,985)	(173,225)	(210,753)	(248,281)
	120.00	(56,637)	(89,682)	(122,727)	(156,343)	(192,656)	(228,969)	(265,282)
	130.00	(78,739)	(110,679)	(142,619)	(176,988)	(212,087)	(247,185)	(282,284)
	140.00	(100,842)	(131,677)	(163,749)	(197,633)	(231,517)	(265,402)	(299,286)
	150.00	(122,944)	(152,938)	(185,608)	(218,278)	(250,948)	(283,618)	(316,288)
	160.00	(145,046)	(176,012)	(207,468)	(238,923)	(270,379)	(301,834)	(333,290)
	170.00	(168,845)	(199,086)	(229,327)	(259,568)	(289,809)	(320,050)	(350,292)
	180.00	(193,133)	(222,160)	(251,187)	(280,213)	(309,240)	(338,267)	(367,293)
	190.00	(217,421)	(245,234)	(273,046)	(300,858)	(328,671)	(356,483)	(384,295)
	200.00	(241,710)	(268,308)	(294,906)	(321,503)	(348,101)	(374,699)	(401,297)
	210.00	(265,998)	(291,382)	(316,765)	(342,148)	(367,532)	(392,915)	(418,299)
	220.00	(290,286)	(314,455)	(338,624)	(362,793)	(386,963)	(411,132)	(435,301)
	230.00	(314,575)	(337,529)	(360,484)	(383,439)	(406,393)	(429,348)	(452,302)
	240.00	(338,863)	(360,603)	(382,343)	(404,084)	(425,824)	(447,564)	(469,304)
	250.00	(363,151)	(383,677)	(404,203)	(424,729)	(445,254)	(465,780)	(486,306)

TABLE 2

Balance (RLV - BLV £ per acre (n))	200,365	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	256,682	242,603	228,523	214,444	200,365	186,286	172,207
	10.00	235,919	221,840	207,761	193,682	179,603	165,523	151,444
CIL £psm	20.00	215,157	201,078	186,999	172,919	158,840	144,752	130,587
0.00	30.00	194,394	180,315	166,236	152,157	138,028	123,864	109,699
(recommended CIL)	40.00	173,632	159,553	145,469	131,304	117,140	102,958	88,299
(100)	50.00	152,870	138,745	124,581	110,416	96,000	81,341	66,683
	60.00	132,021	117,857	103,693	89,041	74,383	59,725	45,066
	70.00	111,133	96,742	82,083	67,425	52,766	38,108	23,450
	80.00	89,783	75,125	60,467	45,808	31,150	16,491	1,797
	90.00	68,167	53,508	38,850	24,192	9,533	(5,318)	(20,306)
	100.00	46,550	31,892	17,233	2,555	(12,432)	(27,420)	(42,408)
	110.00	24,934	10,275	(4,559)	(19,547)	(34,535)	(49,522)	(64,510)
	120.00	3,314	(11,674)	(26,661)	(41,649)	(56,637)	(71,625)	(86,613)
	130.00	(18,788)	(33,776)	(48,764)	(63,752)	(78,739)	(93,727)	(108,715)
	140.00	(40,891)	(55,878)	(70,866)	(85,854)	(100,842)	(115,830)	(130,817)
	150.00	(62,993)	(77,981)	(92,969)	(107,956)	(122,944)	(137,932)	(153,208)
	160.00	(85,095)	(100,083)	(115,071)	(130,059)	(145,046)	(161,027)	(177,497)
	170.00	(107,198)	(122,185)	(137,173)	(152,375)	(168,845)	(185,315)	(201,785)
	180.00	(129,300)	(144,288)	(160,193)	(176,663)	(193,133)	(209,603)	(226,073)
	190.00	(151,541)	(168,011)	(184,481)	(200,951)	(217,421)	(233,892)	(250,362)
	200.00	(175,829)	(192,300)	(208,770)	(225,240)	(241,710)	(258,180)	(274,650)
	210.00	(200,118)	(216,588)	(233,058)	(249,528)	(265,998)	(282,468)	(298,938)
	220.00	(224,406)	(240,876)	(257,346)	(273,816)	(290,286)	(306,756)	(323,227)
	230.00	(248,694)	(265,164)	(281,635)	(298,105)	(314,575)	(331,045)	(347,515)
	240.00	(272,983)	(289,453)	(305,923)	(322,393)	(338,863)	(355,333)	(371,803)
	250.00	(297,271)	(313,741)	(330,211)	(346,681)	(363,151)	(379,621)	(396,091)

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Scheme Typology: Houses and Flats — No Units: 22
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	200,365	Profit 18% 15%	16%	17%	18%	19%	20%	21%
	0.00	371,072	302,789	234,506	166,224	97,747	27,083	(44,639)
	10.00	350,309	282,027	213,744	145,461	76,261	5,596	(66,608)
CIL £psm	20.00	329,547	261,264	192,982	124,699	54,774	(16,325)	(88,578)
0.00	30.00	308,735	240,452	172,169	103,887	33,236	(38,347)	(110,600)
(recommended CIL)	40.00	287,847	219,564	151,281	82,284	11,619	(60,450)	(132,702)
(100)	50.00	266,959	198,676	130,393	60,667	(10,299)	(82,552)	(155,280)
	60.00	246,071	177,788	109,505	39,051	(32,402)	(104,654)	(179,568)
	70.00	225,183	156,900	88,099	17,434	(54,504)	(126,757)	(203,857)
	80.00	204,295	136,012	66,482	(4,354)	(76,607)	(148,859)	(228,145)
	90.00	183,407	115,124	44,866	(26,456)	(98,709)	(173,035)	(252,433)
	100.00	162,519	93,914	23,249	(48,559)	(120,811)	(197,323)	(276,721)
	110.00	141,631	72,297	1,592	(70,661)	(142,914)	(221,611)	(301,010)
	120.00	120,743	50,680	(20,511)	(92,763)	(166,501)	(245,900)	(325,298)
	130.00	99,728	29,064	(42,613)	(114,866)	(190,789)	(270,188)	(349,586)
	140.00	78,112	7,447	(64,715)	(136,968)	(215,078)	(294,476)	(373,875)
	150.00	56,495	(14,565)	(86,818)	(159,968)	(239,366)	(318,764)	(398,163)
	160.00	34,879	(36,668)	(108,920)	(184,256)	(263,654)	(343,053)	(422,451)
	170.00	13,262	(58,770)	(131,023)	(208,544)	(287,943)	(367,341)	(446,740)
	180.00	(8,620)	(80,872)	(153,434)	(232,832)	(312,231)	(391,629)	(471,028)
	190.00	(30,722)	(102,975)	(177,722)	(257,121)	(336,519)	(415,918)	(495,316)
	200.00	(52,824)	(125,077)	(202,011)	(281,409)	(360,808)	(440,206)	(519,604)
	210.00	(74,927)	(147,179)	(226,299)	(305,697)	(385,096)	(464,494)	(543,893)
	220.00	(97,029)	(171,189)	(250,587)	(329,986)	(409,384)	(488,783)	(568,181)
	230.00	(119,131)	(195,477)	(274,875)	(354,274)	(433,672)	(513,071)	(592,469)
	240.00	(141,234)	(219,765)	(299,164)	(378,562)	(457,961)	(537,359)	(616,758)
	250.00	(164,655)	(244,054)	(323,452)	(402,851)	(482,249)	(561,648)	(641,046)

TABLE 4

Balance (RLV - BLV £ per acre (n))	200,365	BLV (£ per acre (n)) 100,000	125,000	135,000 150,000	175,000	200,000	225,000	250,000
	0.00	239,254	211,476	183,698	155,921	128,143	100,365	72,587
	10.00	218,492	190,714	162,936	135,158	107,380	79,603	51,825
CIL £psm	20.00	197,729	169,951	142,174	114,396	86,618	58,840	31,062
0.00	30.00	176,917	149,139	121,361	93,584	65,806	38,028	10,250
(recommended CIL)	40.00	156,029	128,251	100,473	72,696	44,918	17,140	(10,638)
(100)	50.00	134,888	107,111	79,333	51,555	23,777	(4,000)	(31,778)
	60.00	113,272	85,494	57,716	29,939	2,161	(25,617)	(53,395)
	70.00	91,655	63,877	36,100	8,322	(19,456)	(47,234)	(75,011)
	80.00	70,039	42,261	14,483	(13,295)	(41,072)	(68,850)	(96,628)
	90.00	48,422	20,644	(7,133)	(34,911)	(62,689)	(90,467)	(118,245)
	100.00	26,457	(1,321)	(29,099)	(56,877)	(84,655)	(112,432)	(140,210)
	110.00	4,354	(23,424)	(51,201)	(78,979)	(106,757)	(134,535)	(162,312)
	120.00	(17,748)	(45,526)	(73,304)	(101,081)	(128,859)	(156,637)	(184,415)
	130.00	(39,851)	(67,628)	(95,406)	(123,184)	(150,962)	(178,739)	(206,517)
	140.00	(61,953)	(89,731)	(117,508)	(145,286)	(173,064)	(200,842)	(228,620)
	150.00	(84,055)	(111,833)	(139,611)	(167,389)	(195,166)	(222,944)	(250,722)
	160.00	(106,158)	(133,935)	(161,713)	(189,491)	(217,269)	(245,046)	(272,824)
	170.00	(129,956)	(157,734)	(185,512)	(213,289)	(241,067)	(268,845)	(296,623)
	180.00	(154,244)	(182,022)	(209,800)	(237,578)	(265,355)	(293,133)	(320,911)
	190.00	(178,533)	(206,310)	(234,088)	(261,866)	(289,644)	(317,421)	(345,199)
	200.00	(202,821)	(230,599)	(258,376)	(286,154)	(313,932)	(341,710)	(369,488)
	210.00	(227,109)	(254,887)	(282,665)	(310,443)	(338,220)	(365,998)	(393,776)
	220.00	(251,398)	(279,175)	(306,953)	(334,731)	(362,509)	(390,286)	(418,064)
	230.00	(275,686)	(303,464)	(331,241)	(359,019)	(386,797)	(414,575)	(442,352)
	240.00	(299,974)	(327,752)	(355,530)	(383,307)	(411,085)	(438,863)	(466,641)
	250.00	(324,262)	(352,040)	(379,818)	(407,596)	(435,374)	(463,151)	(490,929)

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Scheme Typology: Houses and Flats — No Units: 22
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	200,365	Density (dph) (net) 30	35	40 (61)	45	50	55	60
	0.00	22,001	50,667	79,334	108,001	136,668	165,334	194,001
	10.00	11,808	38,776	65,744	92,712	119,680	146,648	173,616
CIL £psm	20.00	1,615	26,884	52,154	77,423	102,692	127,961	153,230
0.00	30.00	(8,602)	14,964	38,531	62,097	85,664	109,230	132,796
(recommended CIL)	40.00	(18,856)	3,001	24,858	46,716	68,573	90,430	112,288
(100)	50.00	(29,234)	(9,107)	11,021	31,148	51,276	71,404	91,531
	60.00	(39,846)	(21,487)	(3,128)	15,230	33,589	51,948	70,307
	70.00	(50,458)	(33,868)	(17,278)	(688)	15,903	32,493	49,083
	80.00	(61,070)	(46,249)	(31,427)	(16,605)	(1,784)	13,038	27,859
	90.00	(71,682)	(58,629)	(45,576)	(32,523)	(19,470)	(6,418)	6,635
	100.00	(82,466)	(71,210)	(59,954)	(48,698)	(37,443)	(26,187)	(14,931)
	110.00	(93,316)	(83,869)	(74,421)	(64,974)	(55,527)	(46,079)	(36,632)
	120.00	(104,166)	(96,528)	(88,889)	(81,250)	(73,611)	(65,972)	(58,333)
	130.00	(115,017)	(109,186)	(103,356)	(97,525)	(91,695)	(85,864)	(80,034)
	140.00	(125,867)	(121,845)	(117,823)	(113,801)	(109,779)	(105,757)	(101,735)
	150.00	(136,718)	(134,504)	(132,290)	(130,077)	(127,863)	(125,649)	(123,436)
	160.00	(147,568)	(147,163)	(146,758)	(146,352)	(145,947)	(145,542)	(145,136)
	170.00	(159,251)	(160,793)	(162,335)	(163,877)	(165,419)	(166,961)	(168,503)
	180.00	(171,175)	(174,704)	(178,233)	(181,762)	(185,291)	(188,821)	(192,350)
	190.00	(183,098)	(188,615)	(194,131)	(199,648)	(205,164)	(210,680)	(216,197)
	200.00	(195,022)	(202,526)	(210,029)	(217,533)	(225,037)	(232,540)	(240,044)
	210.00	(206,946)	(216,436)	(225,927)	(235,418)	(244,909)	(254,400)	(263,891)
	220.00	(218,869)	(230,347)	(241,825)	(253,304)	(264,782)	(276,260)	(287,738)
	230.00	(230,793)	(244,258)	(257,724)	(271,189)	(284,654)	(298,120)	(311,585)
	240.00	(242,716)	(258,169)	(273,622)	(289,074)	(304,527)	(319,980)	(335,433)
	250.00	(254,640)	(272,080)	(289,520)	(306,960)	(324,400)	(341,840)	(359,280)

TABLE 6

Balance (RLV - BLV £ per acre (n))	200,365	Build cost 70%	80%	90%	100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)	105%	110%	120%
	0.00	1,661,761	1,176,147	689,133	200,365	(51,564)	(327,714)	(900,815)
	10.00	1,641,247	1,155,510	668,371	179,603	(73,667)	(352,002)	(925,250)
CIL £psm	20.00	1,620,703	1,134,872	647,608	158,840	(95,769)	(376,291)	(949,685)
0.00	30.00	1,600,065	1,114,234	626,846	138,028	(117,871)	(400,579)	(974,121)
(recommended CIL)	40.00	1,579,428	1,093,596	606,083	117,140	(139,974)	(424,867)	(998,556)
(100)	50.00	1,558,790	1,072,959	585,321	96,000	(163,270)	(449,156)	(1,022,991)
	60.00	1,538,152	1,052,321	564,558	74,383	(187,559)	(473,444)	(1,047,426)
	70.00	1,517,515	1,031,683	543,796	52,766	(211,847)	(497,732)	(1,071,861)
	80.00	1,496,877	1,011,046	523,033	31,150	(236,135)	(522,020)	(1,096,296)
	90.00	1,476,239	990,408	502,271	9,533	(260,424)	(546,309)	(1,120,731)
	100.00	1,455,602	969,770	481,509	(12,432)	(284,712)	(570,597)	(1,145,166)
	110.00	1,434,964	949,133	460,746	(34,535)	(309,000)	(594,885)	(1,169,602)
	120.00	1,414,326	928,495	439,984	(56,637)	(333,289)	(619,174)	(1,194,037)
	130.00	1,393,688	907,857	419,221	(78,739)	(357,577)	(643,462)	(1,218,472)
	140.00	1,373,051	887,220	398,459	(100,842)	(381,865)	(667,750)	(1,242,907)
	150.00	1,352,413	866,464	377,696	(122,944)	(406,153)	(692,115)	(1,267,342)
	160.00	1,331,775	845,702	356,934	(145,046)	(430,442)	(716,551)	(1,291,777)
	170.00	1,311,138	824,939	336,172	(168,845)	(454,730)	(740,986)	(1,316,212)
	180.00	1,290,500	804,177	315,409	(193,133)	(479,018)	(765,421)	(1,340,647)
	190.00	1,269,862	783,415	294,647	(217,421)	(503,307)	(789,856)	(1,365,083)
	200.00	1,249,225	762,652	273,884	(241,710)	(527,595)	(814,291)	(1,389,518)
	210.00	1,228,587	741,890	253,122	(265,998)	(551,883)	(838,726)	(1,413,953)
	220.00	1,207,949	721,127	232,359	(290,286)	(576,172)	(863,161)	(1,438,388)
	230.00	1,187,312	700,365	211,597	(314,575)	(600,460)	(887,596)	(1,462,823)
	240.00	1,166,674	679,602	190,835	(338,863)	(624,748)	(912,032)	(1,487,258)
	250.00	1,146,036	658,840	170,072	(363,151)	(649,036)	(936,467)	(1,511,693)

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 22
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	200,365	90%	95%	100%	105%	110%	115%	120%
	0.00	(405,868)	(87,124)	200,365	478,239	756,112	1,033,986	1,310,532
	10.00	(430,156)	(109,227)	179,603	457,476	735,350	1,013,223	1,289,894
CIL £psm	20.00	(454,444)	(131,329)	158,840	436,714	714,587	992,461	1,269,256
0.00	30.00	(478,733)	(153,771)	138,028	415,951	693,825	971,698	1,248,619
(recommended CIL)	40.00	(503,021)	(178,059)	117,140	395,189	673,062	950,936	1,227,981
(100)	50.00	(527,309)	(202,347)	96,000	374,426	652,300	930,174	1,207,343
	60.00	(551,597)	(226,635)	74,383	353,664	631,538	909,411	1,186,706
	70.00	(575,886)	(250,924)	52,766	332,902	610,775	888,649	1,166,068
	80.00	(600,174)	(275,212)	31,150	312,139	590,013	867,886	1,145,430
	90.00	(624,462)	(299,500)	9,533	291,377	569,250	847,124	1,124,792
	100.00	(648,886)	(323,789)	(12,432)	270,614	548,488	826,361	1,104,155
	110.00	(673,321)	(348,077)	(34,535)	249,852	527,725	805,599	1,083,473
	120.00	(697,756)	(372,365)	(56,637)	229,089	506,963	784,837	1,062,710
	130.00	(722,191)	(396,654)	(78,739)	208,327	486,201	764,074	1,041,948
	140.00	(746,626)	(420,942)	(100,842)	187,565	465,438	743,312	1,021,185
	150.00	(771,061)	(445,230)	(122,944)	166,802	444,676	722,549	1,000,423
	160.00	(795,497)	(469,519)	(145,046)	145,952	423,913	701,787	979,660
	170.00	(819,932)	(493,807)	(168,845)	125,064	403,151	681,024	958,898
	180.00	(844,367)	(518,095)	(193,133)	104,176	382,388	660,262	938,135
	190.00	(868,802)	(542,383)	(217,421)	82,583	361,626	639,499	917,373
	200.00	(893,237)	(566,672)	(241,710)	60,967	340,863	618,737	896,611
	210.00	(917,672)	(590,960)	(265,998)	39,350	320,101	597,975	875,848
	220.00	(942,107)	(615,248)	(290,286)	17,734	299,339	577,212	855,086
	230.00	(966,542)	(639,537)	(314,575)	(4,048)	278,576	556,450	834,323
	240.00	(990,978)	(663,891)	(338,863)	(26,150)	257,814	535,687	813,561
	250.00	(1,015,413)	(688,326)	(363,151)	(48,252)	237,051	514,925	792,798

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	200,365	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	200,365	424,278	648,191	872,105	1,094,756	1,317,324	2,424,970
	10.00	179,603	403,516	627,429	851,342	1,074,118	1,296,686	2,404,580
CIL £psm	20.00	158,840	382,753	606,667	830,580	1,053,481	1,276,048	2,384,189
0.00	30.00	138,028	361,991	585,904	809,817	1,032,843	1,255,411	2,363,788
(recommended CIL)	40.00	117,140	341,228	565,142	789,055	1,012,205	1,234,773	2,343,275
(100)	50.00	96,000	320,466	544,379	768,292	991,568	1,214,135	2,322,761
	60.00	74,383	299,704	523,617	747,530	970,930	1,193,498	2,302,247
	70.00	52,766	278,941	502,854	726,768	950,292	1,172,860	2,281,734
	80.00	31,150	258,179	482,092	706,005	929,655	1,152,222	2,261,220
	90.00	9,533	237,416	461,329	685,243	909,017	1,131,585	2,240,706
	100.00	(12,432)	216,654	440,567	664,480	888,379	1,110,947	2,220,193
	110.00	(34,535)	195,891	419,805	643,718	867,631	1,090,309	2,199,679
	120.00	(56,637)	175,129	399,042	622,955	846,869	1,069,672	2,179,165
	130.00	(78,739)	154,367	378,280	602,193	826,106	1,049,034	2,158,652
	140.00	(100,842)	133,527	357,517	581,430	805,344	1,028,396	2,138,138
	150.00	(122,944)	112,639	336,755	560,668	784,581	1,007,759	2,117,624
	160.00	(145,046)	91,342	315,992	539,906	763,819	987,121	2,097,111
	170.00	(168,845)	69,725	295,230	519,143	743,056	966,483	2,076,597
	180.00	(193,133)	48,109	274,468	498,381	722,294	945,846	2,056,083
	190.00	(217,421)	26,492	253,705	477,618	701,531	925,208	2,035,570
	200.00	(241,710)	4,876	232,943	456,856	680,769	904,570	2,015,056
	210.00	(265,998)	(17,195)	212,180	436,093	660,007	883,920	1,994,542
	220.00	(290,286)	(39,297)	191,418	415,331	639,244	863,157	1,974,029
	230.00	(314,575)	(61,399)	170,655	394,569	618,482	842,395	1,953,515
	240.00	(338,863)	(83,502)	149,893	373,806	597,719	821,632	1,933,001
	250.00	(363,151)	(105,604)	129,027	353,044	576,957	800,870	1,912,487

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**22**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**N**	
Scheme Typology:	Houses and Flats	
No Units:	22	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	7,063,100	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	22.57%	
Developers Profit Total (£)	1,236,043	
Land Value KPI's		
RLV (£/acre (net))	350,365	
RLV (£/ha (net))	865,752	
RLV (% of GDV)	4.41%	
RLV Total (£)	311,676	
BLV (£/acre (net))	135,000	
BLV (£/ha (net))	333,585	
BLV Total (£)	133,436	
Surplus/Deficit (£/acre) [RLV-BLV]	200,365	
Surplus/Deficit (£/ha)	495,102	
Surplus/Deficit Total (£)	178,240	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	207,264	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	26,265	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	10,615	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Appraisal Ref:	O				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	50		
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	8.5	17.5%	0.0	17%	8.5
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	16.5	30.0%	0.0	33%	16.5
4 bed House (with garage)	15.0%	7.5	5.0%	0.0	15%	7.5
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	9.0	30.0%	0.0	18%	9.0
2 bed Flat	17.0%	8.5	17.5%	0.0	17%	8.5
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	50.0	100.0%	0.0	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	638	6,862	0	0	638	6,862
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	1,749	18,826	0	0	1,749	18,826
4 bed House (with garage)	1,043	11,221	0	0	1,043	11,221
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	529	5,699	0	0	529	5,699
2 bed Flat	650	6,997	0	0	650	6,997
3 bed Flat	0	0	0	0	0	0
	4,608	49,605	0	0	4,608	49,605
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	2,762,500
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	6,022,500
4 bed House (with garage)	440,000	3,826	355	3,165	294	3,300,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	1,800,000
2 bed Flat	255,000	3,923	364	3,335	310	2,167,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						16,052,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	8.5	@	325,000	2,762,500
3 bed House	0.0	@	0	-
3 bed House (with garage)	16.5	@	365,000	6,022,500
4 bed House (with garage)	7.5	@	440,000	3,300,000
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	9.0	@	200,000	1,800,000
2 bed Flat	8.5	@	255,000	2,167,500
3 bed Flat	0.0	@	0	-
	50.0			16,052,500
Affordable Rent GDV -				
2 bed House	0.0	@	195,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	219,000	-
4 bed House (with garage)	0.0	@	264,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	120,000	-
2 bed Flat	0.0	@	153,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	130,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	146,000	-
4 bed House (with garage)	0.0	@	176,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	80,000	-
2 bed Flat	0.0	@	102,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	227,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	255,500	-
4 bed House (with garage)	0.0	@	308,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**50**			**16,052,500**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	50	units @	0 per unit	-
Total GDV				**16,052,500**

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	127,000	£		(127,000)
Building Safety Levy				4,608	sqm	30.21	£ psm			(139,220)
CIL (Mrkt only inc. garages)	Max			4,608	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				50	units @	2,500	per unit			(125,000)
	Sub-total								(125,000)	
S106 analysis:	125,000	£ per ha		0.78%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum				4,608	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.00	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			50	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				638	sqm @	1,892	psm			(1,206,150)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				1,485	sqm @	1,892	psm			(2,809,620)
4 bed House (EXC. garage)				863	sqm @	1,892	psm			(1,631,850)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				529	sqm @	2,064	psm			(1,092,706)
2 bed Flat				650	sqm @	2,064	psm			(1,341,600)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	16.5	16.0		264	sqm @	600	psm			(158,400)
Garages for 4B House	7.5	24.0		180	sqm @	600	psm			(108,000)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				4,608	£ per garage	£0				
External works				8,348,326	@	15.0%				(1,252,249)
Ext. Works analysis:						25,045	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				50	units @	1,000	£ per unit			(50,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	50	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	50	units @		10%	@	0	£ per unit		-
Part L/FHS		50	units @				4,350	£ per unit		(217,500)
Part L/FHS analysis:						2.6%	% of BCIS costs			
Net Zero for Housing		3,429	sqm				0	£ psm		-
Net Zero for Flats		1,179	sqm				0	£ psm		-
Water Efficiency		50	units @				20	£ per unit		(1,000)
Urban Greening Factor	17.5	flats @	6		per storey = GIA	404	0	£ per unit		-
	Sub-total								(268,500)	
Policy Costs analysis:	(design costs only)					5,370	£ per unit (total units)			
						3.2%	% of BCIS costs			
Contingency (on construction)				9,869,075	@	3.0%				(296,072)

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		9,869,075	@	10.0%			(986,907)
Disposal Costs -							
OMS Marketing and Promotion		16,052,500	OMS @	1.00%	3,211	£ per unit	(160,525)
Residential Sales Agent Costs		16,052,500	OMS @	1.00%	3,211	£ per unit	(160,525)
Residential Sales Legal Costs		16,052,500	OMS @	0.50%	1,605	£ per unit	(80,263)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	50	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,026	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(882,146)
Developers Profit -							
Profit on OMS		16,052,500		17.50%			(2,809,188)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		16,052,500		17.50%	blended GDV	(2,809,188)	
		12,858,484		21.85%	on costs	(2,809,188)	
TOTAL COSTS							**(15,667,671)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							384,829
SDLT		384,829	@	HMRC formula			(8,741)
Acquisition Agent fees		384,829	@	1.0%			(3,848)
Acquisition Legal fees		384,829	@	0.5%			(1,924)
Interest on Land		384,829	@	7.50%			(28,862)
Residual Land Value							**341,453**
RLV analysis:	6,829 £ per plot	341,453	£ per ha (net)	138,184	£ per acre (net)		
		290,235	£ per ha (gross)	117,456	£ per acre (gross)		
				2.13%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		50.0	dph (net)				
Site Area (net)		1.00	ha (net)	2.47	acres (net)		
Net to Gross ratio		85%					
Site Area (gross)		1.18	ha (gross)	2.91	acres (gross)		
Density analysis:		4,608	sqm/ha (net)	20,075	sqft/ac (net)		
		43	dph (gross)				
Benchmark Land Value (net)	7,849 £ per plot	333,585	£ per ha (gross)	135,000	£ per acre (gross)		**392,453**
BLV analysis:		392,453	£ per ha (net)	158,824	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(51,000)**	£ per ha (net)	**(20,639)**	£ per acre (net)	**(51,000)**

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	20,639	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(20,639)	(49,870)	(79,540)	(110,020)	(141,040)	(173,369)	(207,456)
	10.00	(38,471)	(66,863)	(96,249)	(126,155)	(156,226)	(189,013)	(222,058)
Max CIL £ psm	20.00	(56,384)	(84,476)	(113,168)	(142,290)	(172,657)	(204,658)	(236,660)
0.00	30.00	(74,560)	(102,113)	(130,252)	(158,425)	(189,344)	(220,303)	(251,262)
(recommended CIL)	40.00	(93,125)	(120,113)	(147,337)	(176,117)	(206,032)	(235,948)	(265,864)
(100)	50.00	(111,872)	(138,147)	(164,975)	(193,847)	(222,720)	(251,593)	(280,466)
	60.00	(130,855)	(156,180)	(183,748)	(211,578)	(239,408)	(267,238)	(295,068)
	70.00	(149,837)	(175,736)	(202,522)	(229,309)	(256,096)	(282,883)	(309,670)
	80.00	(169,809)	(195,552)	(221,296)	(247,040)	(272,784)	(298,528)	(324,272)
	90.00	(190,668)	(215,369)	(240,070)	(264,771)	(289,472)	(314,173)	(338,874)
	100.00	(211,528)	(235,186)	(258,844)	(282,502)	(306,160)	(329,818)	(353,476)
	110.00	(232,388)	(255,003)	(277,618)	(300,233)	(322,848)	(345,463)	(368,078)
	120.00	(253,248)	(274,820)	(296,392)	(317,964)	(339,536)	(361,108)	(382,680)
	130.00	(274,108)	(294,637)	(315,166)	(335,695)	(356,224)	(376,753)	(397,281)
	140.00	(294,968)	(314,454)	(333,940)	(353,426)	(372,912)	(392,397)	(411,883)
	150.00	(315,828)	(334,271)	(352,714)	(371,157)	(389,599)	(408,042)	(426,485)
	160.00	(336,688)	(354,088)	(371,488)	(388,887)	(406,287)	(423,687)	(441,150)
	170.00	(357,548)	(373,905)	(390,261)	(406,618)	(422,975)	(439,364)	(455,840)
	180.00	(378,408)	(393,721)	(409,035)	(424,349)	(439,676)	(455,103)	(470,530)
	190.00	(399,267)	(413,538)	(427,809)	(442,087)	(456,465)	(470,843)	(485,221)
	200.00	(420,127)	(433,355)	(446,597)	(459,925)	(473,254)	(486,582)	(499,911)
	210.00	(440,987)	(453,205)	(465,484)	(477,763)	(490,043)	(502,322)	(514,601)
	220.00	(461,912)	(473,142)	(484,372)	(495,601)	(506,831)	(518,061)	(529,291)
	230.00	(482,898)	(493,078)	(503,259)	(513,440)	(523,620)	(533,801)	(543,981)
	240.00	(503,884)	(513,015)	(522,146)	(531,278)	(540,409)	(549,540)	(558,672)
	250.00	(524,870)	(532,952)	(541,034)	(549,116)	(557,198)	(565,280)	(573,362)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(20,639)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	27,728	15,636	3,544	(8,548)	(20,639)	(32,731)	(44,835)
	10.00	9,896	(2,196)	(14,287)	(26,379)	(38,471)	(50,610)	(62,775)
CIL £psm	20.00	(7,936)	(20,027)	(32,119)	(44,219)	(56,384)	(68,584)	(81,173)
0.00	30.00	(25,767)	(37,859)	(49,994)	(62,159)	(74,560)	(87,149)	(99,738)
(recommended CIL)	40.00	(43,604)	(55,769)	(67,946)	(80,536)	(93,125)	(105,762)	(118,634)
(100)	50.00	(61,543)	(73,922)	(86,512)	(99,101)	(111,872)	(124,745)	(137,617)
	60.00	(79,898)	(92,488)	(105,111)	(117,983)	(130,855)	(143,727)	(156,599)
	70.00	(98,464)	(111,221)	(124,093)	(136,965)	(149,837)	(163,094)	(177,239)
	80.00	(117,331)	(130,203)	(143,076)	(155,948)	(169,809)	(183,954)	(198,099)
	90.00	(136,314)	(149,186)	(162,378)	(176,523)	(190,668)	(204,814)	(218,959)
	100.00	(155,296)	(169,093)	(183,238)	(197,383)	(211,528)	(225,674)	(239,819)
	110.00	(175,807)	(189,952)	(204,098)	(218,243)	(232,388)	(246,534)	(260,679)
	120.00	(196,667)	(210,812)	(224,958)	(239,103)	(253,248)	(267,393)	(281,539)
	130.00	(217,527)	(231,672)	(245,818)	(259,963)	(274,108)	(288,253)	(302,399)
	140.00	(238,387)	(252,532)	(266,677)	(280,823)	(294,968)	(309,113)	(323,258)
	150.00	(259,247)	(273,392)	(287,537)	(301,683)	(315,828)	(329,973)	(344,118)
	160.00	(280,107)	(294,252)	(308,397)	(322,542)	(336,688)	(350,833)	(364,978)
	170.00	(300,967)	(315,112)	(329,257)	(343,402)	(357,548)	(371,693)	(385,838)
	180.00	(321,826)	(335,972)	(350,117)	(364,262)	(378,408)	(392,553)	(406,698)
	190.00	(342,686)	(356,832)	(370,977)	(385,122)	(399,267)	(413,413)	(427,558)
	200.00	(363,546)	(377,692)	(391,837)	(405,982)	(420,127)	(434,273)	(448,418)
	210.00	(384,406)	(398,551)	(412,697)	(426,842)	(440,987)	(455,157)	(469,387)
	220.00	(405,266)	(419,411)	(433,557)	(447,702)	(461,912)	(476,142)	(490,373)
	230.00	(426,126)	(440,271)	(454,436)	(468,667)	(482,898)	(497,128)	(511,359)
	240.00	(446,986)	(461,191)	(475,422)	(489,653)	(503,884)	(518,114)	(532,345)
	250.00	(467,947)	(482,177)	(496,408)	(510,639)	(524,870)	(539,100)	(553,331)

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Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(20,639)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	119,032	63,164	7,295	(48,574)	(105,777)	(165,494)	(230,458)
	10.00	101,201	45,332	(10,537)	(66,405)	(124,646)	(186,229)	(251,192)
CIL £psm	20.00	83,287	27,419	(28,450)	(84,903)	(143,600)	(207,058)	(272,022)
0.00	30.00	65,348	9,479	(46,389)	(103,468)	(162,954)	(227,918)	(292,882)
(recommended CIL)	40.00	47,408	(8,460)	(64,329)	(122,448)	(183,814)	(248,778)	(313,741)
(100)	50.00	29,469	(26,400)	(82,781)	(141,431)	(204,674)	(269,638)	(334,601)
	60.00	11,529	(44,339)	(101,347)	(160,571)	(225,534)	(290,498)	(355,461)
	70.00	(6,410)	(62,279)	(120,279)	(181,430)	(246,394)	(311,358)	(376,321)
	80.00	(24,350)	(80,660)	(139,261)	(202,290)	(267,254)	(332,217)	(397,181)
	90.00	(42,289)	(99,225)	(158,244)	(223,150)	(288,114)	(353,077)	(418,041)
	100.00	(60,229)	(118,110)	(179,047)	(244,010)	(308,974)	(373,937)	(438,901)
	110.00	(78,538)	(137,092)	(199,906)	(264,870)	(329,834)	(394,797)	(459,761)
	120.00	(97,103)	(156,075)	(220,766)	(285,730)	(350,694)	(415,657)	(480,621)
	130.00	(115,940)	(176,663)	(241,626)	(306,590)	(371,553)	(436,517)	(501,481)
	140.00	(134,923)	(197,523)	(262,486)	(327,450)	(392,413)	(457,377)	(522,340)
	150.00	(153,905)	(218,382)	(283,346)	(348,310)	(413,273)	(478,237)	(543,200)
	160.00	(174,279)	(239,242)	(304,206)	(369,170)	(434,133)	(499,097)	(564,060)
	170.00	(195,139)	(260,102)	(325,066)	(390,029)	(454,993)	(519,957)	(584,920)
	180.00	(215,999)	(280,962)	(345,926)	(410,889)	(475,853)	(540,816)	(605,780)
	190.00	(236,858)	(301,822)	(366,786)	(431,749)	(496,713)	(561,676)	(626,640)
	200.00	(257,718)	(322,682)	(387,646)	(452,609)	(517,573)	(582,536)	(647,500)
	210.00	(278,578)	(343,542)	(408,505)	(473,469)	(538,433)	(603,396)	(668,360)
	220.00	(299,503)	(364,466)	(429,430)	(494,394)	(559,357)	(624,321)	(689,284)
	230.00	(320,489)	(385,452)	(450,416)	(515,380)	(580,343)	(645,307)	(710,270)
	240.00	(341,475)	(406,438)	(471,402)	(536,366)	(601,329)	(666,293)	(731,256)
	250.00	(362,461)	(427,424)	(492,388)	(557,352)	(622,315)	(687,279)	(752,242)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(20,639)	BLV (£ per acre (n)) 100,000	125,000	135,000 150,000	175,000	200,000	225,000	250,000
	0.00	20,537	(8,875)	(38,286)	(67,698)	(97,110)	(126,522)	(155,934)
	10.00	2,705	(26,706)	(56,118)	(85,530)	(114,942)	(144,354)	(173,765)
CIL £psm	20.00	(15,208)	(44,620)	(74,031)	(103,443)	(132,855)	(162,267)	(191,678)
0.00	30.00	(33,383)	(62,795)	(92,207)	(121,618)	(151,030)	(180,442)	(209,854)
(recommended CIL)	40.00	(51,948)	(81,360)	(110,772)	(140,184)	(169,595)	(199,007)	(228,419)
(100)	50.00	(70,696)	(100,108)	(129,519)	(158,931)	(188,343)	(217,755)	(247,166)
	60.00	(89,678)	(119,090)	(148,502)	(177,914)	(207,325)	(236,737)	(266,149)
	70.00	(108,661)	(138,073)	(167,484)	(196,896)	(226,308)	(255,720)	(285,132)
	80.00	(128,632)	(158,044)	(187,456)	(216,867)	(246,279)	(275,691)	(305,103)
	90.00	(149,492)	(178,904)	(208,316)	(237,727)	(267,139)	(296,551)	(325,963)
	100.00	(170,352)	(199,764)	(229,175)	(258,587)	(287,999)	(317,411)	(346,822)
	110.00	(191,212)	(220,624)	(250,035)	(279,447)	(308,859)	(338,271)	(367,682)
	120.00	(212,072)	(241,483)	(270,895)	(300,307)	(329,719)	(359,130)	(388,542)
	130.00	(232,932)	(262,343)	(291,755)	(321,167)	(350,579)	(379,990)	(409,402)
	140.00	(253,791)	(283,203)	(312,615)	(342,027)	(371,439)	(400,850)	(430,262)
	150.00	(274,651)	(304,063)	(333,475)	(362,887)	(392,298)	(421,710)	(451,122)
	160.00	(295,511)	(324,923)	(354,335)	(383,747)	(413,158)	(442,570)	(471,982)
	170.00	(316,371)	(345,783)	(375,195)	(404,606)	(434,018)	(463,430)	(492,842)
	180.00	(337,231)	(366,643)	(396,055)	(425,466)	(454,878)	(484,290)	(513,702)
	190.00	(358,091)	(387,503)	(416,914)	(446,326)	(475,738)	(505,150)	(534,562)
	200.00	(378,951)	(408,363)	(437,774)	(467,186)	(496,598)	(526,010)	(555,421)
	210.00	(399,811)	(429,223)	(458,634)	(488,046)	(517,458)	(546,870)	(576,281)
	220.00	(420,735)	(450,147)	(479,559)	(508,971)	(538,382)	(567,794)	(597,206)
	230.00	(441,721)	(471,133)	(500,545)	(529,957)	(559,368)	(588,780)	(618,192)
	240.00	(462,707)	(492,119)	(521,531)	(550,943)	(580,354)	(609,766)	(639,178)
	250.00	(483,693)	(513,105)	(542,517)	(571,929)	(601,340)	(630,752)	(660,164)

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Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(20,639)	Density (dph) (net) 30	35	40	45	50	55	60
	0.00	(75,913)	(62,095)	(48,276)	(34,458)	(20,639)	(6,821)	6,997
	10.00	(86,612)	(74,577)	(62,542)	(50,506)	(38,471)	(26,436)	(14,401)
CIL £psm	20.00	(97,360)	(87,116)	(76,872)	(66,628)	(56,384)	(46,140)	(35,896)
0.00	30.00	(108,265)	(99,839)	(91,412)	(82,986)	(74,560)	(66,133)	(57,707)
(recommended CIL)	40.00	(119,404)	(112,834)	(106,265)	(99,695)	(93,125)	(86,555)	(79,985)
(100)	50.00	(130,653)	(125,958)	(121,263)	(116,567)	(111,872)	(107,177)	(102,482)
	60.00	(142,042)	(139,245)	(136,449)	(133,652)	(130,855)	(128,058)	(125,261)
	70.00	(153,432)	(152,533)	(151,635)	(150,736)	(149,837)	(148,939)	(148,040)
	80.00	(165,415)	(166,513)	(167,612)	(168,710)	(169,809)	(170,907)	(172,006)
	90.00	(177,930)	(181,115)	(184,299)	(187,484)	(190,668)	(193,853)	(197,037)
	100.00	(190,446)	(195,717)	(200,987)	(206,258)	(211,528)	(216,799)	(222,069)
	110.00	(202,962)	(210,319)	(217,675)	(225,032)	(232,388)	(239,745)	(247,101)
	120.00	(215,478)	(224,921)	(234,363)	(243,806)	(253,248)	(262,691)	(272,133)
	130.00	(227,994)	(239,523)	(251,051)	(262,580)	(274,108)	(285,636)	(297,165)
	140.00	(240,510)	(254,125)	(267,739)	(281,353)	(294,968)	(308,582)	(322,197)
	150.00	(253,026)	(268,727)	(284,427)	(300,127)	(315,828)	(331,528)	(347,229)
	160.00	(265,542)	(283,328)	(301,115)	(318,901)	(336,688)	(354,474)	(372,261)
	170.00	(278,058)	(297,930)	(317,803)	(337,675)	(357,548)	(377,420)	(397,292)
	180.00	(290,574)	(312,532)	(334,491)	(356,449)	(378,408)	(400,366)	(422,324)
	190.00	(303,090)	(327,134)	(351,179)	(375,223)	(399,267)	(423,312)	(447,356)
	200.00	(315,606)	(341,736)	(367,867)	(393,997)	(420,127)	(446,258)	(472,388)
	210.00	(328,122)	(356,338)	(384,554)	(412,771)	(440,987)	(469,204)	(497,420)
	220.00	(340,676)	(370,985)	(401,294)	(431,603)	(461,912)	(492,221)	(522,529)
	230.00	(353,268)	(385,675)	(418,083)	(450,490)	(482,898)	(515,305)	(547,713)
	240.00	(365,860)	(400,366)	(434,872)	(469,378)	(503,884)	(538,390)	(572,896)
	250.00	(378,451)	(415,056)	(451,660)	(488,265)	(524,870)	(561,474)	(598,079)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(20,639)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	120%
	0.00	1,228,766	815,121	398,663	(20,639)	(248,461)	(494,251)	(988,976)
	10.00	1,211,254	797,503	380,938	(38,471)	(269,320)	(515,237)	(1,010,088)
CIL £psm	20.00	1,193,742	779,885	363,214	(56,384)	(290,180)	(536,223)	(1,031,201)
0.00	30.00	1,176,230	762,267	345,489	(74,560)	(311,040)	(557,209)	(1,052,314)
(recommended CIL)	40.00	1,158,718	744,649	327,765	(93,125)	(331,900)	(578,195)	(1,073,427)
(100)	50.00	1,141,205	727,030	309,978	(111,872)	(352,760)	(599,181)	(1,094,540)
	60.00	1,123,693	709,412	292,146	(130,855)	(373,620)	(620,167)	(1,115,653)
	70.00	1,106,181	691,794	274,315	(149,837)	(394,480)	(641,153)	(1,136,766)
	80.00	1,088,669	674,120	256,483	(169,809)	(415,340)	(662,139)	(1,157,878)
	90.00	1,071,156	656,396	238,651	(190,668)	(436,200)	(683,125)	(1,178,991)
	100.00	1,053,644	638,671	220,819	(211,528)	(457,095)	(704,111)	(1,200,104)
	110.00	1,036,069	620,946	202,988	(232,388)	(478,081)	(725,097)	(1,221,217)
	120.00	1,018,451	603,222	185,156	(253,248)	(499,067)	(746,083)	(1,242,330)
	130.00	1,000,833	585,497	167,324	(274,108)	(520,053)	(767,069)	(1,263,443)
	140.00	983,214	567,773	149,493	(294,968)	(541,039)	(788,054)	(1,284,556)
	150.00	965,596	550,048	131,661	(315,828)	(562,025)	(809,040)	(1,305,729)
	160.00	947,978	532,324	113,829	(336,688)	(583,011)	(830,026)	(1,326,969)
	170.00	930,360	514,599	95,997	(357,548)	(603,997)	(851,012)	(1,348,210)
	180.00	912,742	496,874	78,166	(378,408)	(624,983)	(871,998)	(1,369,450)
	190.00	895,124	479,150	60,334	(399,267)	(645,969)	(893,103)	(1,390,691)
	200.00	877,506	461,425	42,502	(420,127)	(666,955)	(914,216)	(1,411,931)
	210.00	859,888	443,701	24,670	(440,987)	(687,941)	(935,328)	(1,433,172)
	220.00	842,270	425,976	6,839	(461,912)	(708,927)	(956,441)	(1,454,412)
	230.00	824,652	408,251	(10,993)	(482,898)	(729,913)	(977,554)	(1,475,653)
	240.00	807,034	390,527	(28,825)	(503,884)	(750,899)	(998,667)	(1,496,893)
	250.00	789,416	372,802	(46,679)	(524,870)	(771,885)	(1,019,780)	(1,518,134)

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(20,639)	90%	95%	100%	105%	110%	115%	120%
	0.00	(543,728)	(272,963)	(20,639)	210,227	440,654	670,276	899,605
	10.00	(564,714)	(293,823)	(38,471)	192,396	422,929	652,551	881,987
CIL £psm	20.00	(585,700)	(314,682)	(56,384)	174,564	405,205	634,827	864,369
0.00	30.00	(606,686)	(335,542)	(74,560)	156,732	387,480	617,102	846,725
(recommended CIL)	40.00	(627,672)	(356,402)	(93,125)	138,900	369,755	599,378	829,000
(100)	50.00	(648,658)	(377,262)	(111,872)	121,069	351,936	581,653	811,275
	60.00	(669,644)	(398,122)	(130,855)	103,237	334,104	563,929	793,551
	70.00	(690,630)	(418,982)	(149,837)	85,405	316,272	546,204	775,826
	80.00	(711,616)	(439,862)	(169,809)	67,574	298,440	528,479	758,102
	90.00	(732,602)	(460,848)	(190,668)	49,742	280,609	510,755	740,377
	100.00	(753,588)	(481,834)	(211,528)	31,910	262,777	493,030	722,653
	110.00	(774,574)	(502,820)	(232,388)	14,078	244,945	475,306	704,928
	120.00	(795,560)	(523,806)	(253,248)	(3,753)	227,114	457,581	687,203
	130.00	(816,634)	(544,792)	(274,108)	(21,585)	209,282	439,857	669,479
	140.00	(837,747)	(565,778)	(294,968)	(39,430)	191,450	422,132	651,754
	150.00	(858,860)	(586,764)	(315,828)	(57,369)	173,618	404,407	634,030
	160.00	(879,972)	(607,750)	(336,688)	(75,579)	155,787	386,653	616,305
	170.00	(901,085)	(628,736)	(357,548)	(94,144)	137,955	368,822	598,581
	180.00	(922,198)	(649,722)	(378,408)	(112,915)	120,123	350,990	580,856
	190.00	(943,311)	(670,708)	(399,267)	(131,897)	102,291	333,158	563,131
	200.00	(964,424)	(691,694)	(420,127)	(150,880)	84,460	315,327	545,407
	210.00	(985,537)	(712,680)	(440,987)	(170,954)	66,628	297,495	527,682
	220.00	(1,006,650)	(733,666)	(461,912)	(191,814)	48,796	279,663	509,958
	230.00	(1,027,762)	(754,652)	(482,898)	(212,674)	30,965	261,831	492,233
	240.00	(1,048,875)	(775,638)	(503,884)	(233,534)	13,133	244,000	474,508
	250.00	(1,069,988)	(796,624)	(524,870)	(254,394)	(4,699)	226,168	456,784

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(20,639)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(20,639)	171,667	363,712	554,863	745,638	935,641	1,877,154
	10.00	(38,471)	153,836	345,987	537,139	728,020	918,023	1,859,852
CIL £psm	20.00	(56,384)	136,004	328,263	519,414	710,402	900,405	1,842,549
0.00	30.00	(74,560)	118,172	310,479	501,689	692,784	882,787	1,825,247
(recommended CIL)	40.00	(93,125)	100,340	292,647	483,965	675,116	865,169	1,807,944
(100)	50.00	(111,872)	82,509	274,816	466,240	657,391	847,551	1,790,642
	60.00	(130,855)	64,677	256,984	448,516	639,667	829,933	1,773,340
	70.00	(149,837)	46,845	239,152	430,791	621,942	812,315	1,755,935
	80.00	(169,809)	29,014	221,320	413,066	604,218	794,697	1,738,528
	90.00	(190,668)	11,182	203,489	395,342	586,493	777,079	1,721,121
	100.00	(211,528)	(6,650)	185,657	377,617	568,769	759,460	1,703,714
	110.00	(232,388)	(24,482)	167,825	359,893	551,044	741,842	1,686,307
	120.00	(253,248)	(42,313)	149,993	342,168	533,319	724,224	1,668,900
	130.00	(274,108)	(60,250)	132,162	324,444	515,595	706,606	1,651,493
	140.00	(294,968)	(78,560)	114,330	306,637	497,870	688,988	1,634,086
	150.00	(315,828)	(97,125)	96,498	288,805	480,146	671,297	1,616,679
	160.00	(336,688)	(115,962)	78,667	270,973	462,421	653,572	1,599,272
	170.00	(357,548)	(134,945)	60,835	253,142	444,697	635,848	1,581,865
	180.00	(378,408)	(153,927)	43,003	235,310	426,972	618,123	1,564,458
	190.00	(399,267)	(174,303)	25,171	217,478	409,247	600,399	1,547,051
	200.00	(420,127)	(195,163)	7,340	199,647	391,523	582,674	1,529,644
	210.00	(440,987)	(216,023)	(10,492)	181,815	373,798	564,950	1,512,237
	220.00	(461,912)	(236,883)	(28,324)	163,983	356,074	547,225	1,494,830
	230.00	(482,898)	(257,743)	(46,175)	146,151	338,349	529,500	1,477,423
	240.00	(503,884)	(278,603)	(64,115)	128,320	320,625	511,776	1,460,016
	250.00	(524,870)	(299,463)	(82,560)	110,488	302,795	494,051	1,442,609

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

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**O**	
Scheme Typology:	Houses and Flats	
No Units:	50	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	16,052,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	21.85%	
Developers Profit Total (£)	2,809,188	
Land Value KPI's		
RLV (£/acre (net))	138,184	
RLV (£/ha (net))	341,453	
RLV (% of GDV)	2.13%	
RLV Total (£)	341,453	
BLV (£/acre (net))	135,000	
BLV (£/ha (net))	333,585	
BLV Total (£)	392,453	
Surplus/Deficit (£/acre) [RLV-BLV]	(20,639)	
Surplus/Deficit (£/ha)	(51,000)	
Surplus/Deficit Total (£)	(51,000)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	882,146	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	28,862	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	18,220	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Appraisal Ref:	P				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	100		
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	100%			
AH tenure split %		Affordable Rent:		70.0%		
		Social Rent:		0.0%	70.0%	% Rented
		First Homes:		0.0%		
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	17.0	17.5%	0.0	17%	17.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	33.0	30.0%	0.0	33%	33.0
4 bed House (with garage)	15.0%	15.0	5.0%	0.0	15%	15.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	18.0	30.0%	0.0	18%	18.0
2 bed Flat	17.0%	17.0	17.5%	0.0	17%	17.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	100.0	100.0%	0.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,275	13,724	0	0	1,275	13,724
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	3,498	37,652	0	0	3,498	37,652
4 bed House (with garage)	2,085	22,443	0	0	2,085	22,443
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,059	11,397	0	0	1,059	11,397
2 bed Flat	1,300	13,993	0	0	1,300	13,993
3 bed Flat	0	0	0	0	0	0
	9,217	99,209	0	0	9,217	99,209
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	5,525,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	12,045,000
4 bed House (with garage)	440,000	3,826	355	3,165	294	6,600,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	3,600,000
2 bed Flat	255,000	3,923	364	3,335	310	4,335,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						32,105,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	17.0	@	325,000		5,525,000
3 bed House	0.0	@	0		-
3 bed House (with garage)	33.0	@	365,000		12,045,000
4 bed House (with garage)	15.0	@	440,000		6,600,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	18.0	@	200,000		3,600,000
2 bed Flat	17.0	@	255,000		4,335,000
3 bed Flat	0.0	@	0		-
	100.0				32,105,000
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**100**				**32,105,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	100	units @	0	per unit	-
Total GDV					**32,105,000**

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	122,505	£		(122,505)
Building Safety Levy				9,217	sqm	30.21	£ psm			(278,440)
CIL (Mrkt only inc. garages)	Max			9,217	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				100	units @	2,500	per unit			(250,000)
	Sub-total								(250,000)	
S106 analysis:	133,325	£ per ha		0.78%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum				9,217	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.88	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			100	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				1,275	sqm @	1,892	psm			(2,412,300)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				2,970	sqm @	1,892	psm			(5,619,240)
4 bed House (EXC. garage)				1,725	sqm @	1,892	psm			(3,263,700)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				1,059	sqm @	2,064	psm			(2,185,412)
2 bed Flat				1,300	sqm @	2,064	psm			(2,683,200)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	33.0	16.0		528	sqm @	600	psm			(316,800)
Garages for 4B House	15.0	24.0		360	sqm @	600	psm			(216,000)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				9,217	£ per garage	£0				
External works				16,696,652	@	15.0%				(2,504,498)
Ext. Works analysis:						25,045	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				100	units @	1,000	£ per unit			(100,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	100	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	100	units @		10%	@	0	£ per unit		-
Part L/FHS		100	units @				4,350	£ per unit		(435,000)
Part L/FHS analysis:						2.6%	% of BCIS costs			
Net Zero for Housing		6,858	sqm				0	£ psm		-
Net Zero for Flats		2,359	sqm				0	£ psm		-
Water Efficiency		100	units @				20	£ per unit		(2,000)
Urban Greening Factor	35.0	flats @	6		per storey = GIA	404	0	£ per unit		-
	Sub-total								(537,000)	
Policy Costs analysis:	(design costs only)					5,370	£ per unit (total units)			
						3.2%	% of BCIS costs			
Contingency (on construction)				19,738,150	@	3.0%				(592,144)

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Scheme Typology:	**Houses and Flats**		No Units:	**100**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		19,738,150	@	10.0%			(1,973,815)
Disposal Costs -							
OMS Marketing and Promotion		32,105,000	OMS @	1.00%	3,211	£ per unit	(321,050)
Residential Sales Agent Costs		32,105,000	OMS @	1.00%	3,211	£ per unit	(321,050)
Residential Sales Legal Costs		32,105,000	OMS @	0.50%	1,605	£ per unit	(160,525)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	100	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,026	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(2,324,388)
Developers Profit -							
Profit on OMS		32,105,000		17.50%			(5,618,375)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		32,105,000		17.50%	blended GDV	(5,618,375)	
		26,122,903		21.51%	on costs	(5,618,375)	
TOTAL COSTS							**(31,741,278)**

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						363,722
SDLT		363,722	@	HMRC formula		(7,686)
Acquisition Agent fees		363,722	@	1.0%		(3,637)
Acquisition Legal fees		363,722	@	0.5%		(1,819)
Interest on Land		363,722	@	7.50%		(27,279)
Residual Land Value						**323,301**
RLV analysis:	3,233 £ per plot	172,417	£ per ha (net)	69,776	£ per acre (net)	
		129,312	£ per ha (gross)	52,332	£ per acre (gross)	
				1.01%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)						
Residential Density		53.3	dph (net)			
Site Area (net)		1.88	ha (net)	4.63	acres (net)	
Net to Gross ratio		75%				
Site Area (gross)		2.50	ha (gross)	6.18	acres (gross)	
Density analysis:		4,915	sqm/ha (net)	21,412	sqft/ac (net)	
		40	dph (gross)			
Benchmark Land Value (net)	8,340 £ per plot	333,585	£ per ha (gross)	135,000	£ per acre (gross)	**834,015**
BLV analysis:		444,780	£ per ha (net)	180,000	£ per acre (net)	

BALANCE				
Surplus/(Deficit)	**(272,363)**	£ per ha (net)	**(110,224)**	£ per acre (net)	**(510,713)**

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats | No Units: 100
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	110,224	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(110,224)	(136,783)	(164,383)	(193,508)	(224,178)	(254,847)	(285,517)
	10.00	(130,200)	(156,555)	(183,744)	(213,252)	(242,760)	(272,268)	(301,776)
Max CIL £ psm	20.00	(150,840)	(176,636)	(204,650)	(232,996)	(261,343)	(289,689)	(318,070)
0.00	30.00	(171,978)	(198,370)	(225,555)	(252,740)	(279,925)	(307,125)	(334,428)
(recommended CIL)	40.00	(194,413)	(220,436)	(246,460)	(272,484)	(298,516)	(324,651)	(350,786)
(100)	50.00	(217,641)	(242,503)	(267,365)	(292,244)	(317,211)	(342,178)	(367,144)
	60.00	(240,869)	(264,570)	(288,310)	(312,108)	(335,906)	(359,704)	(383,502)
	70.00	(264,097)	(286,711)	(309,341)	(331,971)	(354,601)	(377,230)	(399,860)
	80.00	(287,450)	(308,912)	(330,373)	(351,834)	(373,295)	(394,757)	(416,218)
	90.00	(310,819)	(331,112)	(351,405)	(371,697)	(391,990)	(412,283)	(432,576)
	100.00	(334,187)	(353,312)	(372,436)	(391,561)	(410,685)	(429,810)	(448,934)
	110.00	(357,556)	(375,512)	(393,468)	(411,424)	(429,380)	(447,336)	(465,292)
	120.00	(380,924)	(397,712)	(414,500)	(431,287)	(448,075)	(464,862)	(481,650)
	130.00	(404,293)	(419,912)	(435,531)	(451,150)	(466,770)	(482,389)	(498,008)
	140.00	(427,661)	(442,112)	(456,563)	(471,014)	(485,464)	(499,915)	(514,396)
	150.00	(451,030)	(464,312)	(477,595)	(490,877)	(504,159)	(517,451)	(530,853)
	160.00	(474,398)	(486,512)	(498,626)	(510,740)	(522,857)	(535,084)	(547,310)
	170.00	(497,767)	(508,712)	(519,658)	(530,615)	(541,665)	(552,716)	(563,767)
	180.00	(521,135)	(530,912)	(540,723)	(550,598)	(560,473)	(570,348)	(580,223)
	190.00	(544,504)	(553,182)	(561,882)	(570,581)	(579,281)	(587,981)	(596,680)
	200.00	(567,992)	(575,516)	(583,040)	(590,564)	(598,089)	(605,613)	(613,137)
	210.00	(591,502)	(597,850)	(604,199)	(610,548)	(616,897)	(623,245)	(629,594)
	220.00	(615,011)	(620,185)	(625,358)	(630,531)	(635,704)	(640,878)	(646,051)
	230.00	(638,521)	(642,519)	(646,517)	(650,514)	(654,512)	(658,510)	(662,508)
	240.00	(662,031)	(664,853)	(667,676)	(670,498)	(673,320)	(676,142)	(678,964)
	250.00	(685,541)	(687,188)	(688,834)	(690,481)	(692,128)	(693,775)	(695,421)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(110,224)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(56,040)	(69,586)	(83,132)	(96,678)	(110,224)	(123,770)	(137,525)
	10.00	(76,016)	(89,562)	(103,108)	(116,654)	(130,200)	(144,179)	(158,370)
CIL £psm	20.00	(95,992)	(109,538)	(123,084)	(136,815)	(150,840)	(165,174)	(179,507)
0.00	30.00	(115,969)	(129,515)	(143,470)	(157,644)	(171,978)	(186,936)	(202,687)
(recommended CIL)	40.00	(136,106)	(150,124)	(164,448)	(178,782)	(194,413)	(210,164)	(225,915)
(100)	50.00	(156,919)	(171,252)	(186,138)	(201,890)	(217,641)	(233,392)	(249,143)
	60.00	(178,056)	(193,615)	(209,366)	(225,118)	(240,869)	(256,620)	(272,406)
	70.00	(201,092)	(216,843)	(232,595)	(248,346)	(264,097)	(279,928)	(295,774)
	80.00	(224,320)	(240,072)	(255,823)	(271,604)	(287,450)	(303,297)	(319,143)
	90.00	(247,548)	(263,300)	(279,126)	(294,972)	(310,819)	(326,665)	(342,511)
	100.00	(270,802)	(286,648)	(302,494)	(318,341)	(334,187)	(350,034)	(365,880)
	110.00	(294,170)	(310,017)	(325,863)	(341,709)	(357,556)	(373,402)	(389,249)
	120.00	(317,539)	(333,385)	(349,232)	(365,078)	(380,924)	(396,771)	(412,617)
	130.00	(340,907)	(356,754)	(372,600)	(388,446)	(404,293)	(420,139)	(435,986)
	140.00	(364,276)	(380,122)	(395,969)	(411,815)	(427,661)	(443,508)	(459,354)
	150.00	(387,644)	(403,491)	(419,337)	(435,183)	(451,030)	(466,876)	(482,723)
	160.00	(411,013)	(426,859)	(442,706)	(458,552)	(474,398)	(490,245)	(506,091)
	170.00	(434,381)	(450,228)	(466,074)	(481,920)	(497,767)	(513,613)	(529,460)
	180.00	(457,750)	(473,596)	(489,443)	(505,289)	(521,135)	(536,982)	(552,857)
	190.00	(481,118)	(496,965)	(512,811)	(528,658)	(544,504)	(560,424)	(576,366)
	200.00	(504,487)	(520,333)	(536,180)	(552,050)	(567,992)	(583,934)	(599,876)
	210.00	(527,855)	(543,702)	(559,617)	(575,560)	(591,502)	(607,444)	(623,386)
	220.00	(551,243)	(567,185)	(583,127)	(599,069)	(615,011)	(630,954)	(646,896)
	230.00	(574,753)	(590,695)	(606,637)	(622,579)	(638,521)	(654,463)	(670,406)
	240.00	(598,262)	(614,205)	(630,147)	(646,089)	(662,031)	(677,973)	(693,915)
	250.00	(621,772)	(637,714)	(653,656)	(669,599)	(685,541)	(701,483)	(717,425)

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats | No Units: 100
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(110,224)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	38,750	(20,840)	(80,429)	(140,322)	(205,435)	(274,726)	(344,016)
	10.00	18,774	(40,816)	(100,405)	(161,230)	(228,663)	(297,954)	(367,244)
CIL £psm	20.00	(1,202)	(60,792)	(120,382)	(182,601)	(251,892)	(321,182)	(390,472)
0.00	30.00	(21,179)	(80,768)	(140,673)	(205,830)	(275,120)	(344,410)	(413,700)
(recommended CIL)	40.00	(41,155)	(100,744)	(161,588)	(229,058)	(298,348)	(367,638)	(436,928)
(100)	50.00	(61,131)	(120,721)	(182,996)	(252,286)	(321,576)	(390,866)	(460,156)
	60.00	(81,107)	(141,023)	(206,224)	(275,514)	(344,804)	(414,094)	(483,384)
	70.00	(101,083)	(161,947)	(229,452)	(298,742)	(368,032)	(437,322)	(506,612)
	80.00	(121,167)	(183,515)	(252,805)	(322,095)	(391,385)	(460,676)	(529,966)
	90.00	(141,611)	(206,883)	(276,174)	(345,464)	(414,754)	(484,044)	(553,334)
	100.00	(162,675)	(230,252)	(299,542)	(368,832)	(438,122)	(507,413)	(576,703)
	110.00	(184,330)	(253,621)	(322,911)	(392,201)	(461,491)	(530,781)	(600,071)
	120.00	(207,699)	(276,989)	(346,279)	(415,569)	(484,860)	(554,150)	(623,440)
	130.00	(231,067)	(300,358)	(369,648)	(438,938)	(508,228)	(577,518)	(646,808)
	140.00	(254,436)	(323,726)	(393,016)	(462,306)	(531,597)	(600,887)	(670,177)
	150.00	(277,804)	(347,095)	(416,385)	(485,675)	(554,965)	(624,255)	(693,545)
	160.00	(301,173)	(370,463)	(439,753)	(509,043)	(578,334)	(647,624)	(716,914)
	170.00	(324,541)	(393,832)	(463,122)	(532,412)	(601,702)	(670,992)	(740,282)
	180.00	(347,910)	(417,200)	(486,490)	(555,780)	(625,071)	(694,361)	(763,651)
	190.00	(371,279)	(440,569)	(509,859)	(579,149)	(648,439)	(717,729)	(787,019)
	200.00	(394,767)	(464,057)	(533,347)	(602,637)	(671,927)	(741,217)	(810,507)
	210.00	(418,276)	(487,566)	(556,857)	(626,147)	(695,437)	(764,727)	(834,017)
	220.00	(441,786)	(511,076)	(580,366)	(649,657)	(718,947)	(788,237)	(857,527)
	230.00	(465,296)	(534,586)	(603,876)	(673,166)	(742,456)	(811,747)	(881,037)
	240.00	(488,806)	(558,096)	(627,386)	(696,676)	(765,966)	(835,256)	(904,547)
	250.00	(512,315)	(581,606)	(650,896)	(720,186)	(789,476)	(858,766)	(928,056)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(110,224)	BLV (£ per acre (n)) 100,000	125,000	135,000 150,000	175,000	200,000	225,000	250,000
	0.00	(63,557)	(96,891)	(130,224)	(163,557)	(196,891)	(230,224)	(263,557)
	10.00	(83,533)	(116,867)	(150,200)	(183,533)	(216,867)	(250,200)	(283,533)
CIL £psm	20.00	(104,174)	(137,507)	(170,840)	(204,174)	(237,507)	(270,840)	(304,174)
0.00	30.00	(125,311)	(158,645)	(191,978)	(225,311)	(258,645)	(291,978)	(325,311)
(recommended CIL)	40.00	(147,746)	(181,079)	(214,413)	(247,746)	(281,079)	(314,413)	(347,746)
(100)	50.00	(170,974)	(204,307)	(237,641)	(270,974)	(304,307)	(337,641)	(370,974)
	60.00	(194,202)	(227,535)	(260,869)	(294,202)	(327,535)	(360,869)	(394,202)
	70.00	(217,430)	(250,764)	(284,097)	(317,430)	(350,764)	(384,097)	(417,430)
	80.00	(240,784)	(274,117)	(307,450)	(340,784)	(374,117)	(407,450)	(440,784)
	90.00	(264,152)	(297,485)	(330,819)	(364,152)	(397,485)	(430,819)	(464,152)
	100.00	(287,521)	(320,854)	(354,187)	(387,521)	(420,854)	(454,187)	(487,521)
	110.00	(310,889)	(344,222)	(377,556)	(410,889)	(444,222)	(477,556)	(510,889)
	120.00	(334,258)	(367,591)	(400,924)	(434,258)	(467,591)	(500,924)	(534,258)
	130.00	(357,626)	(390,959)	(424,293)	(457,626)	(490,959)	(524,293)	(557,626)
	140.00	(380,995)	(414,328)	(447,661)	(480,995)	(514,328)	(547,661)	(580,995)
	150.00	(404,363)	(437,697)	(471,030)	(504,363)	(537,697)	(571,030)	(604,363)
	160.00	(427,732)	(461,065)	(494,398)	(527,732)	(561,065)	(594,398)	(627,732)
	170.00	(451,100)	(484,434)	(517,767)	(551,100)	(584,434)	(617,767)	(651,100)
	180.00	(474,469)	(507,802)	(541,135)	(574,469)	(607,802)	(641,135)	(674,469)
	190.00	(497,837)	(531,171)	(564,504)	(597,837)	(631,171)	(664,504)	(697,837)
	200.00	(521,325)	(554,659)	(587,992)	(621,325)	(654,659)	(687,992)	(721,325)
	210.00	(544,835)	(578,168)	(611,502)	(644,835)	(678,168)	(711,502)	(744,835)
	220.00	(568,345)	(601,678)	(635,011)	(668,345)	(701,678)	(735,011)	(768,345)
	230.00	(591,855)	(625,188)	(658,521)	(691,855)	(725,188)	(758,521)	(791,855)
	240.00	(615,364)	(648,698)	(682,031)	(715,364)	(748,698)	(782,031)	(815,364)
	250.00	(638,874)	(672,207)	(705,541)	(738,874)	(772,207)	(805,541)	(838,874)

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Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(110,224)	Density (dph) (net) 30	35	53 40	45	50	55	60
	0.00	(140,749)	(134,207)	(127,665)	(121,123)	(114,581)	(108,039)	(101,497)
	10.00	(151,986)	(147,317)	(142,648)	(137,979)	(133,310)	(128,641)	(123,972)
CIL £psm	20.00	(163,597)	(160,863)	(158,129)	(155,395)	(152,661)	(149,927)	(147,193)
0.00	30.00	(175,487)	(174,735)	(173,983)	(173,231)	(172,479)	(171,727)	(170,975)
(recommended CIL)	40.00	(188,108)	(189,459)	(190,810)	(192,161)	(193,513)	(194,864)	(196,215)
(100)	50.00	(201,174)	(204,703)	(208,232)	(211,761)	(215,290)	(218,819)	(222,348)
	60.00	(214,241)	(219,948)	(225,654)	(231,361)	(237,068)	(242,775)	(248,482)
	70.00	(227,307)	(235,192)	(243,077)	(250,961)	(258,846)	(266,730)	(274,615)
	80.00	(240,445)	(250,519)	(260,593)	(270,667)	(280,741)	(290,815)	(300,889)
	90.00	(253,590)	(265,855)	(278,120)	(290,385)	(302,650)	(314,915)	(327,180)
	100.00	(266,736)	(281,192)	(295,648)	(310,104)	(324,560)	(339,016)	(353,471)
	110.00	(279,881)	(296,528)	(313,175)	(329,822)	(346,469)	(363,116)	(379,763)
	120.00	(293,027)	(311,865)	(330,703)	(349,540)	(368,378)	(387,216)	(406,054)
	130.00	(306,173)	(327,201)	(348,230)	(369,259)	(390,288)	(411,316)	(432,345)
	140.00	(319,318)	(342,538)	(365,758)	(388,977)	(412,197)	(435,417)	(458,636)
	150.00	(332,464)	(357,874)	(383,285)	(408,696)	(434,106)	(459,517)	(484,928)
	160.00	(345,609)	(373,211)	(400,813)	(428,414)	(456,016)	(483,617)	(511,219)
	170.00	(358,755)	(388,548)	(418,340)	(448,133)	(477,925)	(507,718)	(537,510)
	180.00	(371,901)	(403,884)	(435,868)	(467,851)	(499,834)	(531,818)	(563,801)
	190.00	(385,046)	(419,221)	(453,395)	(487,569)	(521,744)	(555,918)	(590,093)
	200.00	(398,259)	(434,636)	(471,012)	(507,389)	(543,765)	(580,142)	(616,518)
	210.00	(411,484)	(450,065)	(488,646)	(527,226)	(565,807)	(604,388)	(642,968)
	220.00	(424,709)	(465,494)	(506,279)	(547,064)	(587,849)	(628,634)	(669,419)
	230.00	(437,934)	(480,923)	(523,912)	(566,902)	(609,891)	(652,880)	(695,869)
	240.00	(451,159)	(496,353)	(541,546)	(586,739)	(631,932)	(677,126)	(722,319)
	250.00	(464,384)	(511,782)	(559,179)	(606,577)	(653,974)	(701,372)	(748,769)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(110,224)	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	120%
	0.00	1,275,648	818,968	357,054	(110,224)	(375,561)	(651,239)	(1,207,529)
	10.00	1,256,381	799,467	337,317	(130,200)	(398,929)	(674,749)	(1,231,324)
CIL £psm	20.00	1,237,114	779,967	317,580	(150,840)	(422,298)	(698,259)	(1,255,119)
0.00	30.00	1,217,848	760,467	297,844	(171,978)	(445,666)	(721,769)	(1,278,914)
(recommended CIL)	40.00	1,198,571	740,966	278,107	(194,413)	(469,035)	(745,279)	(1,302,709)
(100)	50.00	1,179,188	721,466	258,370	(217,641)	(492,403)	(768,788)	(1,326,504)
	60.00	1,159,804	701,880	238,633	(240,869)	(515,772)	(792,298)	(1,350,299)
	70.00	1,140,421	682,262	218,817	(264,097)	(539,141)	(815,808)	(1,374,093)
	80.00	1,121,038	662,643	198,961	(287,450)	(562,596)	(839,376)	(1,397,920)
	90.00	1,101,655	643,025	179,105	(310,819)	(586,106)	(863,028)	(1,421,859)
	100.00	1,082,272	623,407	159,249	(334,187)	(609,616)	(886,680)	(1,445,798)
	110.00	1,062,888	603,789	139,393	(357,556)	(633,125)	(910,332)	(1,469,737)
	120.00	1,043,505	584,170	119,537	(380,924)	(656,635)	(933,984)	(1,493,675)
	130.00	1,024,122	564,552	99,680	(404,293)	(680,145)	(957,636)	(1,517,614)
	140.00	1,004,739	544,934	79,824	(427,661)	(703,655)	(981,288)	(1,541,553)
	150.00	985,356	525,316	59,968	(451,030)	(727,165)	(1,004,940)	(1,565,491)
	160.00	965,972	505,698	40,112	(474,398)	(750,674)	(1,028,592)	(1,589,430)
	170.00	946,519	486,079	20,256	(497,767)	(774,184)	(1,052,243)	(1,613,369)
	180.00	927,019	466,415	400	(521,135)	(797,694)	(1,075,895)	(1,637,307)
	190.00	907,518	446,678	(19,513)	(544,504)	(821,204)	(1,099,547)	(1,661,246)
	200.00	888,018	426,942	(39,489)	(567,992)	(844,805)	(1,123,272)	(1,685,185)
	210.00	868,518	407,205	(59,465)	(591,502)	(868,457)	(1,147,067)	(1,709,124)
	220.00	849,017	387,468	(79,441)	(615,011)	(892,109)	(1,170,862)	(1,733,062)
	230.00	829,517	367,731	(99,417)	(638,521)	(915,761)	(1,194,657)	(1,757,001)
	240.00	810,016	347,994	(119,394)	(662,031)	(939,412)	(1,218,452)	(1,780,940)
	250.00	790,516	328,257	(139,650)	(685,541)	(963,064)	(1,242,247)	(1,804,878)

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(110,224)	90%	95%	100%	105%	110%	115%	120%
	0.00	(693,055)	(396,232)	(110,224)	141,686	392,274	641,773	890,389
	10.00	(716,565)	(419,601)	(130,200)	121,830	372,537	622,155	870,771
CIL £psm	20.00	(740,074)	(442,969)	(150,840)	101,974	352,800	602,537	851,153
0.00	30.00	(763,584)	(466,338)	(171,978)	82,118	333,063	582,918	831,535
(recommended CIL)	40.00	(787,230)	(489,706)	(194,413)	62,262	313,327	563,249	811,916
(100)	50.00	(810,882)	(513,075)	(217,641)	42,406	293,590	543,512	792,298
	60.00	(834,534)	(536,484)	(240,869)	22,550	273,853	523,775	772,680
	70.00	(858,185)	(559,994)	(264,097)	2,693	254,003	504,038	753,062
	80.00	(881,837)	(583,504)	(287,450)	(17,256)	234,146	484,301	733,443
	90.00	(905,489)	(607,014)	(310,819)	(37,232)	214,290	464,565	713,825
	100.00	(929,141)	(630,523)	(334,187)	(57,208)	194,434	444,828	694,207
	110.00	(952,793)	(654,033)	(357,556)	(77,184)	174,578	425,091	674,589
	120.00	(976,445)	(677,543)	(380,924)	(97,160)	154,722	405,354	654,970
	130.00	(1,000,097)	(701,053)	(404,293)	(117,137)	134,866	385,617	635,352
	140.00	(1,023,784)	(724,563)	(427,661)	(137,314)	115,010	365,880	615,734
	150.00	(1,047,578)	(748,072)	(451,030)	(158,155)	95,153	346,144	596,066
	160.00	(1,071,373)	(771,582)	(474,398)	(179,292)	75,297	326,407	576,329
	170.00	(1,095,168)	(795,092)	(497,767)	(202,451)	55,441	306,670	556,592
	180.00	(1,118,963)	(818,732)	(521,135)	(225,679)	35,585	286,894	536,855
	190.00	(1,142,758)	(842,383)	(544,504)	(248,907)	15,729	267,038	517,118
	200.00	(1,166,553)	(866,035)	(567,992)	(272,142)	(4,192)	247,182	497,382
	210.00	(1,190,348)	(889,687)	(591,502)	(295,511)	(24,168)	227,326	477,645
	220.00	(1,214,143)	(913,339)	(615,011)	(318,879)	(44,145)	207,469	457,908
	230.00	(1,237,937)	(936,991)	(638,521)	(342,248)	(64,121)	187,613	438,171
	240.00	(1,261,732)	(960,643)	(662,031)	(365,616)	(84,097)	167,757	418,434
	250.00	(1,285,613)	(984,295)	(685,541)	(388,985)	(104,073)	147,901	398,697

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(110,224)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(110,224)	104,517	318,135	530,645	742,062	952,364	1,987,294
	10.00	(130,200)	84,660	298,398	511,027	722,562	932,864	1,968,373
CIL £psm	20.00	(150,840)	64,804	278,661	491,409	702,982	913,363	1,949,451
0.00	30.00	(171,978)	44,948	258,924	471,777	683,364	893,863	1,930,530
(recommended CIL)	40.00	(194,413)	25,092	239,188	452,040	663,746	874,363	1,911,518
(100)	50.00	(217,641)	5,236	219,375	432,303	644,128	854,862	1,892,482
	60.00	(240,869)	(14,647)	199,519	412,566	624,509	835,362	1,873,446
	70.00	(264,097)	(34,623)	179,663	392,830	604,891	815,862	1,854,411
	80.00	(287,450)	(54,600)	159,807	373,093	585,273	796,361	1,835,375
	90.00	(310,819)	(74,576)	139,951	353,356	565,655	776,861	1,816,339
	100.00	(334,187)	(94,552)	120,094	333,619	546,036	757,361	1,797,303
	110.00	(357,556)	(114,528)	100,238	313,882	526,418	737,860	1,778,267
	120.00	(380,924)	(134,615)	80,382	294,145	506,800	718,360	1,759,231
	130.00	(404,293)	(155,395)	60,526	274,409	487,182	698,755	1,740,195
	140.00	(427,661)	(176,532)	40,670	254,672	467,524	679,137	1,721,159
	150.00	(451,030)	(199,417)	20,814	234,935	447,787	659,519	1,702,123
	160.00	(474,398)	(222,646)	958	215,097	428,051	639,900	1,683,079
	170.00	(497,767)	(245,874)	(18,952)	195,241	408,314	620,282	1,663,928
	180.00	(521,135)	(269,117)	(38,928)	175,385	388,577	600,664	1,644,777
	190.00	(544,504)	(292,485)	(58,904)	155,528	368,840	581,046	1,625,626
	200.00	(567,992)	(315,854)	(78,880)	135,672	349,103	561,427	1,606,475
	210.00	(591,502)	(339,222)	(98,856)	115,816	329,366	541,809	1,587,324
	220.00	(615,011)	(362,591)	(118,832)	95,960	309,630	522,191	1,568,173
	230.00	(638,521)	(385,959)	(139,069)	76,104	289,893	502,573	1,549,023
	240.00	(662,031)	(409,328)	(159,949)	56,248	270,156	482,955	1,529,872
	250.00	(685,541)	(432,696)	(181,194)	36,392	250,419	463,272	1,510,721

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

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**P**	
Scheme Typology:	Houses and Flats	
No Units:	100	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	32,105,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	21.51%	
Developers Profit Total (£)	5,618,375	
Land Value KPI's		
RLV (£/acre (net))	69,776	
RLV (£/ha (net))	172,417	
RLV (% of GDV)	1.01%	
RLV Total (£)	323,301	
BLV (£/acre (net))	135,000	
BLV (£/ha (net))	333,585	
BLV Total (£)	834,015	
Surplus/Deficit (£/acre) [RLV-BLV]	(110,224)	
Surplus/Deficit (£/ha)	(272,363)	
Surplus/Deficit Total (£)	(510,713)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	2,324,388	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	27,279	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	23,517	Put into summary table for ease of checking. Don't print this row in the summary table

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	Q				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	9	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9	Units	
AH Policy requirement (% Target)			0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%		
AH tenure split %	Affordable Rent:			70.0%	
	Social Rent:			0.0%	70.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	3.8	50.0%	0.0	42%	3.8
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	3.6	43.0%	0.0	40%	3.6
4 bed House (with garage)	18.0%	1.6	7.0%	0.0	18%	1.6
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	100%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	284	3,052	0	0	284	3,052
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	382	4,108	0	0	382	4,108
4 bed House (with garage)	225	2,424	0	0	225	2,424
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	890	9,583	0	0	890	9,583
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	1,228,500
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	1,314,000
4 bed House (with garage)	440,000	3,826	355	3,165	294	712,800
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	0
2 bed Flat	255,000	3,923	364	3,335	310	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,255,300

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.8	@	325,000		1,228,500
3 bed House	0.0	@	0		-
3 bed House (with garage)	3.6	@	365,000		1,314,000
4 bed House (with garage)	1.6	@	440,000		712,800
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	200,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	9.0				3,255,300
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**3,255,300**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0	per unit	-
Total GDV					**3,255,300**

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	26,460	£		(26,460)
Building Safety Levy				890	sqm	15.11	£ psm			(13,452)
CIL (Mrkt only inc. garages)	Max			890	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				9	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				890	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.18	ha @	123,500	£ per ha (if brownfield)			(22,230)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			9	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				284	sqm @	1,892	psm			(536,382)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				324	sqm @	1,892	psm			(613,008)
4 bed House (EXC. garage)				186	sqm @	1,892	psm			(352,480)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				-	sqm @	2,064	psm			-
2 bed Flat				-	sqm @	2,064	psm			-
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	3.6	16.0		58	sqm @	600	psm			(34,560)
Garages for 4B House	1.6	24.0		39	sqm @	600	psm			(23,328)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				890	£ per garage	£0				
External works				1,559,758	@	10.0%				(155,976)
Ext. Works analysis:						17,331	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				9	units @	0	£ per unit			-
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		9	units @	100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units		9	units @	10%	@	0	£ per unit		-
Part L/FHS			9	units @			4,350	£ per unit		(39,150)
Part L/FHS analysis:						2.5%	% of BCIS costs			
Net Zero for Housing			890	sqm			0	£ psm		-
Net Zero for Flats			-	sqm			0	£ psm		-
Water Efficiency			-	units @			20	£ per unit		-
Urban Greening Factor	0.0		flats @	6	per storey = GIA	0	0	£ per unit		-
	Sub-total								(39,150)	
Policy Costs analysis:	(design costs only)					4,350	£ per unit (total units)			
						2.5%	% of BCIS costs			
Contingency (on construction)				1,777,113	@	5.0%				(88,856)

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Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		1,777,113	@	10.0%			(177,711)
Disposal Costs -							
OMS Marketing and Promotion		3,255,300	OMS @	1.00%	3,617	£ per unit	(32,553)
Residential Sales Agent Costs		3,255,300	OMS @	1.00%	3,617	£ per unit	(32,553)
Residential Sales Legal Costs		3,255,300	OMS @	0.50%	1,809	£ per unit	(16,277)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	9	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,043	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(65,442)
Developers Profit -							
Profit on OMS		3,255,300		17.50%			(569,678)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		3,255,300		17.50%	blended GDV	(569,678)	
		2,235,709		25.48%	on costs	(569,678)	
TOTAL COSTS							**(2,805,386)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							449,914
SDLT		449,914	@	HMRC formula			(11,996)
Acquisition Agent fees		449,914	@	1.0%			(4,499)
Acquisition Legal fees		449,914	@	0.5%			(2,250)
Interest on Land		449,914	@	7.50%			(33,744)
Residual Land Value							**397,426**
RLV analysis:	44,158 £ per plot	2,207,921	£ per ha (net)	893,533	£ per acre (net)		
		2,207,921	£ per ha (gross)	893,533	£ per acre (gross)		
				12.21%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		50.0	dph (net)				
Site Area (net)		0.18	ha (net)	0.44	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.18	ha (gross)	0.44	acres (gross)		
Density analysis:		4,946	sqm/ha (net)	21,545	sqft/ac (net)		
		50	dph (gross)				
Benchmark Land Value (net)	9,884 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)		**88,956**
BLV analysis:		494,200	£ per ha (net)	200,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**1,713,721**	£ per ha (net)	**693,533**	£ per acre (net)	**308,470**

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Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	693,533	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	693,533	658,125	622,716	587,308	551,785	516,236	480,687
	10.00	675,523	641,014	606,506	571,998	537,463	502,809	468,155
Max CIL £ psm	20.00	657,512	623,904	590,297	556,689	523,082	489,382	455,624
0.00	30.00	639,501	606,794	574,087	541,380	508,673	475,955	443,092
(recommended CIL)	40.00	621,490	589,684	557,877	526,071	494,265	462,458	430,560
(100)	50.00	603,479	572,573	541,668	510,762	479,856	448,950	418,028
	60.00	585,468	555,463	525,458	495,453	465,447	435,442	405,437
	70.00	567,458	538,353	509,248	480,143	451,039	421,934	392,829
	80.00	549,447	521,243	493,038	464,834	436,630	408,426	380,222
	90.00	531,436	504,132	476,829	449,525	422,221	394,918	367,614
	100.00	513,425	487,022	460,619	434,216	407,813	381,410	355,006
	110.00	495,414	469,912	444,409	418,907	393,404	367,901	342,399
	120.00	477,404	452,802	428,200	403,597	378,995	354,393	329,791
	130.00	459,393	435,691	411,990	388,288	364,587	340,885	317,184
	140.00	441,382	418,581	395,780	372,979	350,178	327,377	304,492
	150.00	423,371	401,471	379,570	357,670	335,769	313,869	291,444
	160.00	405,360	384,361	363,361	342,361	321,361	300,130	278,397
	170.00	387,350	367,250	347,151	327,052	306,951	286,150	265,350
	180.00	369,339	350,140	330,941	311,742	292,040	272,171	252,302
	190.00	351,328	333,030	314,731	296,065	277,128	258,192	239,255
	200.00	333,317	315,919	298,226	280,222	262,217	244,212	226,208
	210.00	315,306	298,524	281,451	264,378	247,306	230,233	213,160
	220.00	296,957	280,817	264,676	248,535	232,394	216,254	200,113
	230.00	278,318	263,109	247,901	232,692	217,483	202,274	187,066
	240.00	259,679	245,402	231,126	216,849	202,572	188,295	174,018
	250.00	241,040	227,695	214,350	201,005	187,661	174,316	160,971

TABLE 2

Balance (RLV - BLV £ per acre (n))	693,533	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	693,533	693,533	693,533	693,533	693,533	693,533	693,533
	10.00	675,523	675,523	675,523	675,523	675,523	675,523	675,523
CIL £psm	20.00	657,512	657,512	657,512	657,512	657,512	657,512	657,512
0.00	30.00	639,501	639,501	639,501	639,501	639,501	639,501	639,501
(recommended CIL)	40.00	621,490	621,490	621,490	621,490	621,490	621,490	621,490
(100)	50.00	603,479	603,479	603,479	603,479	603,479	603,479	603,479
	60.00	585,468	585,468	585,468	585,468	585,468	585,468	585,468
	70.00	567,458	567,458	567,458	567,458	567,458	567,458	567,458
	80.00	549,447	549,447	549,447	549,447	549,447	549,447	549,447
	90.00	531,436	531,436	531,436	531,436	531,436	531,436	531,436
	100.00	513,425	513,425	513,425	513,425	513,425	513,425	513,425
	110.00	495,414	495,414	495,414	495,414	495,414	495,414	495,414
	120.00	477,404	477,404	477,404	477,404	477,404	477,404	477,404
	130.00	459,393	459,393	459,393	459,393	459,393	459,393	459,393
	140.00	441,382	441,382	441,382	441,382	441,382	441,382	441,382
	150.00	423,371	423,371	423,371	423,371	423,371	423,371	423,371
	160.00	405,360	405,360	405,360	405,360	405,360	405,360	405,360
	170.00	387,350	387,350	387,350	387,350	387,350	387,350	387,350
	180.00	369,339	369,339	369,339	369,339	369,339	369,339	369,339
	190.00	351,328	351,328	351,328	351,328	351,328	351,328	351,328
	200.00	333,317	333,317	333,317	333,317	333,317	333,317	333,317
	210.00	315,306	315,306	315,306	315,306	315,306	315,306	315,306
	220.00	296,957	296,957	296,957	296,957	296,957	296,957	296,957
	230.00	278,318	278,318	278,318	278,318	278,318	278,318	278,318
	240.00	259,679	259,679	259,679	259,679	259,679	259,679	259,679
	250.00	241,040	241,040	241,040	241,040	241,040	241,040	241,040

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Scheme Typology: **Houses** No Units: **9**
Site Typology: Location / Value Zone: **Mid** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

TABLE 3

		Profit	18%					
Balance (RLV - BLV £ per acre (n))	693,533	15%	16%	17%	18%	19%	20%	21%
	0.00	850,890	787,947	725,005	662,062	599,120	536,177	473,234
	10.00	832,879	769,936	706,994	644,051	581,109	518,166	455,224
CIL £psm	20.00	814,868	751,926	688,983	626,040	563,098	500,155	437,213
0.00	30.00	796,857	733,915	670,972	608,030	545,087	482,145	419,202
(recommended CIL)	40.00	778,846	715,904	652,961	590,019	527,076	464,134	401,191
(100)	50.00	760,836	697,893	634,951	572,008	509,065	446,123	383,180
	60.00	742,825	679,882	616,940	553,997	491,055	428,112	365,170
	70.00	724,814	661,871	598,929	535,986	473,044	410,101	347,159
	80.00	706,803	643,861	580,918	517,976	455,033	392,091	329,148
	90.00	688,792	625,850	562,907	499,965	437,022	374,080	311,137
	100.00	670,782	607,839	544,897	481,954	419,011	356,069	292,643
	110.00	652,771	589,828	526,886	463,943	401,001	338,058	274,004
	120.00	634,760	571,817	508,875	445,932	382,990	320,047	255,365
	130.00	616,749	553,807	490,864	427,922	364,979	301,864	236,725
	140.00	598,738	535,796	472,853	409,911	346,968	283,225	218,086
	150.00	580,728	517,785	454,843	391,900	328,957	264,585	199,447
	160.00	562,717	499,774	436,832	373,889	310,947	245,946	180,808
	170.00	544,706	481,763	418,821	355,878	292,445	227,307	162,169
	180.00	526,695	463,753	400,810	337,868	273,806	208,668	143,530
	190.00	508,684	445,742	382,799	319,857	255,167	190,029	124,891
	200.00	490,674	427,731	364,788	301,666	236,528	171,390	106,237
	210.00	472,663	409,720	346,778	283,027	217,889	152,751	87,179
	220.00	454,652	391,709	328,767	264,388	199,250	134,112	68,122
	230.00	436,641	373,699	310,756	245,749	180,611	115,473	49,064
	240.00	418,630	355,688	292,248	227,110	161,972	96,608	30,006
	250.00	400,620	337,677	273,609	208,471	143,333	77,550	10,948

TABLE 4

		BLV (£ per acre (n))		200,000				
Balance (RLV - BLV £ per acre (n))	693,533	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	793,533	768,533	743,533	718,533	693,533	668,533	643,533
	10.00	775,523	750,523	725,523	700,523	675,523	650,523	625,523
CIL £psm	20.00	757,512	732,512	707,512	682,512	657,512	632,512	607,512
0.00	30.00	739,501	714,501	689,501	664,501	639,501	614,501	589,501
(recommended CIL)	40.00	721,490	696,490	671,490	646,490	621,490	596,490	571,490
(100)	50.00	703,479	678,479	653,479	628,479	603,479	578,479	553,479
	60.00	685,468	660,468	635,468	610,468	585,468	560,468	535,468
	70.00	667,458	642,458	617,458	592,458	567,458	542,458	517,458
	80.00	649,447	624,447	599,447	574,447	549,447	524,447	499,447
	90.00	631,436	606,436	581,436	556,436	531,436	506,436	481,436
	100.00	613,425	588,425	563,425	538,425	513,425	488,425	463,425
	110.00	595,414	570,414	545,414	520,414	495,414	470,414	445,414
	120.00	577,404	552,404	527,404	502,404	477,404	452,404	427,404
	130.00	559,393	534,393	509,393	484,393	459,393	434,393	409,393
	140.00	541,382	516,382	491,382	466,382	441,382	416,382	391,382
	150.00	523,371	498,371	473,371	448,371	423,371	398,371	373,371
	160.00	505,360	480,360	455,360	430,360	405,360	380,360	355,360
	170.00	487,350	462,350	437,350	412,350	387,350	362,350	337,350
	180.00	469,339	444,339	419,339	394,339	369,339	344,339	319,339
	190.00	451,328	426,328	401,328	376,328	351,328	326,328	301,328
	200.00	433,317	408,317	383,317	358,317	333,317	308,317	283,317
	210.00	415,306	390,306	365,306	340,306	315,306	290,306	265,306
	220.00	396,957	371,957	346,957	321,957	296,957	271,957	246,957
	230.00	378,318	353,318	328,318	303,318	278,318	253,318	228,318
	240.00	359,679	334,679	309,679	284,679	259,679	234,679	209,679
	250.00	341,040	316,040	291,040	266,040	241,040	216,040	191,040

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Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	693,533	Density (dph) (net) 30	35	40 (50)	45	50	55	60
	0.00	315,433	409,958	504,483	599,008	693,533	788,058	882,584
	10.00	304,626	397,350	490,074	582,798	675,523	768,247	860,971
CIL £psm	20.00	293,820	384,743	475,666	566,589	657,512	748,435	839,358
0.00	30.00	283,013	372,135	461,257	550,379	639,501	728,623	817,745
(recommended CIL)	40.00	272,207	359,528	446,848	534,169	621,490	708,811	796,132
(100)	50.00	261,400	346,920	432,440	517,960	603,479	688,999	774,519
	60.00	250,594	334,312	418,031	501,750	585,468	669,187	752,906
	70.00	239,787	321,705	403,622	485,540	567,458	649,375	731,293
	80.00	228,981	309,097	389,214	469,330	549,447	629,563	709,680
	90.00	218,174	296,490	374,805	453,121	531,436	609,752	688,067
	100.00	207,368	283,882	360,397	436,911	513,425	589,940	666,454
	110.00	196,561	271,275	345,988	420,701	495,414	570,128	644,841
	120.00	185,755	258,667	331,579	404,491	477,404	550,316	623,228
	130.00	174,948	246,060	317,171	388,282	459,393	530,504	601,615
	140.00	164,142	233,452	302,762	372,072	441,382	510,692	580,002
	150.00	153,335	220,844	288,353	355,862	423,371	490,880	558,389
	160.00	142,529	208,237	273,945	339,653	405,360	471,068	536,776
	170.00	131,722	195,629	259,536	323,443	387,350	451,256	515,163
	180.00	120,916	183,022	245,127	307,233	369,339	431,445	493,550
	190.00	110,110	170,414	230,719	291,023	351,328	411,633	471,937
	200.00	99,132	157,807	216,310	274,814	333,317	391,821	450,324
	210.00	87,949	144,861	201,773	258,604	315,306	372,009	428,711
	220.00	76,765	131,813	186,861	241,909	296,957	352,005	407,053
	230.00	65,582	118,766	171,950	225,134	278,318	331,502	384,686
	240.00	54,399	105,719	157,039	208,359	259,679	310,999	362,319
	250.00	43,215	92,671	142,128	191,584	241,040	290,496	339,953

TABLE 6

Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	693,533	60%	70%	80%	90%	100%	105%	120%
	0.00	2,278,105	1,883,720	1,487,515	1,090,747	693,533	493,950	(124,245)
	10.00	2,260,309	1,865,925	1,469,613	1,072,845	675,523	475,939	(143,303)
CIL £psm	20.00	2,242,514	1,848,130	1,451,710	1,054,942	657,512	457,928	(162,360)
0.00	30.00	2,224,719	1,830,335	1,433,808	1,037,040	639,501	439,918	(181,418)
(recommended CIL)	40.00	2,206,924	1,812,540	1,415,905	1,019,137	621,490	421,907	(200,523)
(100)	50.00	2,189,129	1,794,745	1,398,003	1,001,234	603,479	403,896	(221,466)
	60.00	2,171,334	1,776,868	1,380,100	983,332	585,468	385,885	(242,409)
	70.00	2,153,539	1,758,965	1,362,197	965,429	567,458	367,874	(263,352)
	80.00	2,135,744	1,741,063	1,344,295	947,527	549,447	349,864	(284,295)
	90.00	2,117,949	1,723,160	1,326,392	929,624	531,436	331,853	(305,321)
	100.00	2,100,154	1,705,258	1,308,490	911,721	513,425	313,842	(326,390)
	110.00	2,082,359	1,687,355	1,290,587	893,819	495,414	295,442	(347,459)
	120.00	2,064,564	1,669,453	1,272,684	875,916	477,404	276,803	(368,529)
	130.00	2,046,769	1,651,550	1,254,782	858,014	459,393	258,164	(389,598)
	140.00	2,028,974	1,633,647	1,236,879	840,111	441,382	239,525	(410,668)
	150.00	2,011,179	1,615,745	1,218,977	822,209	423,371	220,885	(431,737)
	160.00	1,993,384	1,597,842	1,201,074	804,306	405,360	202,246	(452,806)
	170.00	1,975,589	1,579,940	1,183,171	786,403	387,350	183,607	(473,876)
	180.00	1,957,794	1,562,037	1,165,269	768,501	369,339	164,968	(494,945)
	190.00	1,939,999	1,544,134	1,147,366	750,495	351,328	146,329	(516,014)
	200.00	1,922,204	1,526,232	1,129,464	732,484	333,317	127,690	(537,084)
	210.00	1,904,409	1,508,329	1,111,561	714,473	315,306	109,051	(558,153)
	220.00	1,886,614	1,490,427	1,093,659	696,462	296,957	90,042	(579,223)
	230.00	1,868,819	1,472,524	1,075,756	678,451	278,318	70,984	(600,292)
	240.00	1,851,024	1,454,622	1,057,853	660,441	259,679	51,926	(621,361)
	250.00	1,833,229	1,436,719	1,039,951	642,430	241,040	32,868	(642,431)

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	693,533	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	179,474	438,653	693,533	947,612	1,201,244	1,454,877	1,708,509
	10.00	160,835	420,642	675,523	929,709	1,183,342	1,436,974	1,690,607
CIL £psm	20.00	142,196	402,631	657,512	911,807	1,165,439	1,419,071	1,672,704
0.00	30.00	123,557	384,621	639,501	893,904	1,147,536	1,401,169	1,654,801
(recommended CIL)	40.00	104,874	366,610	621,490	876,001	1,129,634	1,383,266	1,636,899
(100)	50.00	85,816	348,599	603,479	858,099	1,111,731	1,365,364	1,618,996
	60.00	66,758	330,588	585,468	840,196	1,093,829	1,347,461	1,601,094
	70.00	47,700	312,577	567,458	822,294	1,075,926	1,329,559	1,583,191
	80.00	28,642	294,133	549,447	804,327	1,058,023	1,311,656	1,565,288
	90.00	9,584	275,494	531,436	786,316	1,040,121	1,293,753	1,547,386
	100.00	(9,474)	256,855	513,425	768,306	1,022,218	1,275,851	1,529,483
	110.00	(28,532)	238,216	495,414	750,295	1,004,316	1,257,948	1,511,581
	120.00	(47,590)	219,577	477,404	732,284	986,413	1,240,046	1,493,678
	130.00	(66,648)	200,938	459,393	714,273	968,511	1,222,143	1,475,776
	140.00	(85,706)	182,299	441,382	696,262	950,608	1,204,240	1,457,873
	150.00	(104,764)	163,660	423,371	678,252	932,705	1,186,338	1,439,970
	160.00	(123,822)	145,020	405,360	660,241	914,803	1,168,435	1,422,068
	170.00	(142,880)	126,381	387,350	642,230	896,900	1,150,533	1,404,165
	180.00	(161,938)	107,742	369,339	624,219	878,998	1,132,630	1,386,263
	190.00	(180,996)	88,703	351,328	606,208	861,089	1,114,728	1,368,360
	200.00	(200,059)	69,645	333,317	588,198	843,078	1,096,825	1,350,457
	210.00	(221,002)	50,587	315,306	570,187	825,067	1,078,922	1,332,555
	220.00	(241,944)	31,530	296,957	552,176	807,056	1,061,020	1,314,652
	230.00	(262,887)	12,472	278,318	534,165	789,045	1,043,117	1,296,750
	240.00	(283,839)	(6,586)	259,679	516,154	771,035	1,025,215	1,278,847
	250.00	(304,908)	(25,644)	241,040	498,143	753,024	1,007,312	1,260,944

TABLE 8

Balance (RLV - BLV £ per acre (n))	693,533	Grant (£ per unit) 0	- 1,000	20,000	30,000	40,000	50,000	100,000
	0.00	693,533	711,631	1,053,765	1,233,658	1,413,551	1,593,444	2,488,689
	10.00	675,523	693,621	1,035,863	1,215,756	1,395,649	1,575,542	2,470,894
CIL £psm	20.00	657,512	675,610	1,017,960	1,197,853	1,377,746	1,557,639	2,453,099
0.00	30.00	639,501	657,599	1,000,057	1,179,950	1,359,843	1,539,736	2,435,304
(recommended CIL)	40.00	621,490	639,588	982,155	1,162,048	1,341,941	1,521,834	2,417,509
(100)	50.00	603,479	621,577	964,252	1,144,145	1,324,038	1,503,931	2,399,714
	60.00	585,468	603,567	946,350	1,126,243	1,306,136	1,486,029	2,381,919
	70.00	567,458	585,556	928,447	1,108,340	1,288,233	1,468,126	2,364,124
	80.00	549,447	567,545	910,545	1,090,438	1,270,331	1,450,224	2,346,329
	90.00	531,436	549,534	892,642	1,072,535	1,252,428	1,432,321	2,328,534
	100.00	513,425	531,523	874,739	1,054,632	1,234,525	1,414,418	2,310,739
	110.00	495,414	513,513	856,837	1,036,730	1,216,623	1,396,516	2,292,944
	120.00	477,404	495,502	838,934	1,018,827	1,198,720	1,378,613	2,275,149
	130.00	459,393	477,491	821,032	1,000,925	1,180,818	1,360,711	2,257,354
	140.00	441,382	459,480	803,129	983,022	1,162,915	1,342,808	2,239,559
	150.00	423,371	441,469	785,226	965,119	1,145,012	1,324,905	2,221,764
	160.00	405,360	423,458	767,321	947,217	1,127,110	1,307,003	2,203,969
	170.00	387,350	405,448	749,311	929,314	1,109,207	1,289,100	2,186,174
	180.00	369,339	387,437	731,300	911,412	1,091,305	1,271,198	2,168,379
	190.00	351,328	369,426	713,289	893,509	1,073,402	1,253,295	2,150,584
	200.00	333,317	351,415	695,278	875,607	1,055,500	1,235,393	2,132,789
	210.00	315,306	333,404	677,267	857,704	1,037,597	1,217,490	2,114,994
	220.00	296,957	315,394	659,256	839,801	1,019,694	1,199,587	2,097,199
	230.00	278,318	297,048	641,246	821,899	1,001,792	1,181,685	2,079,404
	240.00	259,679	278,409	623,235	803,996	983,889	1,163,782	2,061,609
	250.00	241,040	259,769	605,224	786,094	965,987	1,145,880	2,043,814

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**Q**	
Scheme Typology:	Houses	
No Units:	9	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	3,255,300	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	25.48%	
Developers Profit Total (£)	569,678	
Land Value KPI's		
RLV (£/acre (net))	893,533	
RLV (£/ha (net))	2,207,921	
RLV (% of GDV)	12.21%	
RLV Total (£)	397,426	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	88,956	
Surplus/Deficit (£/acre) [RLV-BLV]	693,533	
Surplus/Deficit (£/ha)	1,713,721	
Surplus/Deficit Total (£)	308,470	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	65,442	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	33,744	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	11,021	Put into summary table for ease of checking. Don't print this row in the summary table

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	R				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	13	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			13	Units	Carry on from here	
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	100%			
AH tenure split %		Affordable Rent:		70.0%		
		Social Rent:		0.0%	70.0%	% Rented
		First Homes:		0.0%		
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	5.5	50%	0.0	42%	5.5
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	5.2	43%	0.0	40%	5.2
4 bed House (with garage)	18.0%	2.3	7%	0.0	18%	2.3
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	13.0	100.0%	0.0	100%	13.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	410	4,408	0	0	410	4,408
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	551	5,933	0	0	551	5,933
4 bed House (with garage)	325	3,501	0	0	325	3,501
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	1,286	13,842	0	0	1,286	13,842
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	1,774,500
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	1,898,000
4 bed House (with garage)	440,000	3,826	355	3,165	294	1,029,600
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	0
2 bed Flat	255,000	3,923	364	3,335	310	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						4,702,100

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**		No Units:	**13**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	5.5	@	325,000		1,774,500
3 bed House	0.0	@	0		-
3 bed House (with garage)	5.2	@	365,000		1,898,000
4 bed House (with garage)	2.3	@	440,000		1,029,600
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	200,000		-
2 bed Flat	0.0	@	255,000		-
3 bed Flat	0.0	@	0		-
	13.0				4,702,100
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**13**				**4,702,100**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	13	units @	0	per unit	-
Total GDV					**4,702,100**

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**	No Units:	**13**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	8,255	£		(8,255)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	33,020	£		(33,020)
Building Safety Levy				1,286	sqm	15.11	£ psm			(19,431)
CIL (Mrkt only inc. garages)	Max			1,286	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				13	units @	0	per unit			-
	Sub-total								-	
S106 analysis:		-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				1,286	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.24	ha @	123,500	£ per ha (if brownfield)			(29,191)
Strategic Site Infra. costs	Year 1			0						-
	Year 2			0						-
	Year 3			0						-
	Year 4			0						-
	Year 5			0						-
	Year 6			0						-
	Year 7			0						-
	Year 8			0						-
	Year 9			0						-
	Year 10			0						-
	Year 11			0						-
	Year 12			0						-
	Year 13			0						-
	Year 14			0						-
	Year 15			0						-
	Years 1-15			13	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:		-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				410	sqm @	1,892	psm			(774,774)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				468	sqm @	1,892	psm			(885,456)
4 bed House (EXC. garage)				269	sqm @	1,892	psm			(509,137)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				-	sqm @	2,064	psm			-
2 bed Flat				-	sqm @	2,064	psm			-
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House		5.2	16.0	83	sqm @	600	psm			(49,920)
Garages for 4B House		2.3	24.0	56	sqm @	600	psm			(33,696)
Garages for 5B House		-	-	0	sqm @	600	psm			-
Total GIA check:				1,286	£ per garage	£0				
External works				2,252,983	@	10.0%				(225,298)
Ext. Works analysis:						17,331	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				13	units @	400	£ per unit			(5,200)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		13	units @	100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units		13	units @	10%	@	0	£ per unit		-
Part L/FHS			13	units @			4,350	£ per unit		(56,550)
Part L/FHS analysis:						2.5%	% of BCIS costs			
Net Zero for Housing			1,286	sqm			0	£ psm		-
Net Zero for Flats			-	sqm			0	£ psm		-
Water Efficiency			-	units @			20	£ per unit		-
Urban Greening Factor	0.0		flats @	6	per storey = GIA	0	0	£ per unit		-
	Sub-total								(61,750)	
Policy Costs analysis:	(design costs only)					4,750	£ per unit (total units)			
						2.7%	% of BCIS costs			
Contingency (on construction)				2,569,222	@	5.0%				(128,461)

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Scheme Typology:	**Houses**		No Units:	**13**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		2,569,222	@	10.0%			(256,922)
Disposal Costs -							
OMS Marketing and Promotion		4,702,100	OMS @	1.00%	3,617	£ per unit	(47,021)
Residential Sales Agent Costs		4,702,100	OMS @	1.00%	3,617	£ per unit	(47,021)
Residential Sales Legal Costs		4,702,100	OMS @	0.50%	1,809	£ per unit	(23,511)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	13	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,043	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(94,304)
Developers Profit -							
Profit on OMS		4,702,100		17.50%			(822,868)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		4,702,100		17.50%	blended GDV	(822,868)	
		3,227,168		25.50%	on costs	(822,868)	
TOTAL COSTS							**(4,050,036)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							652,064
SDLT		652,064	@	HMRC formula			(22,103)
Acquisition Agent fees		652,064	@	1.0%			(6,521)
Acquisition Legal fees		652,064	@	0.5%			(3,260)
Interest on Land		652,064	@	7.50%			(48,905)
Residual Land Value							**571,275**
RLV analysis:	43,944 £ per plot	2,416,933	£ per ha (net)	978,119	£ per acre (net)		
		2,416,933	£ per ha (gross)	978,119	£ per acre (gross)		
				12.15%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		55.0	dph (net)				
Site Area (net)		0.24	ha (net)	0.58	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.24	ha (gross)	0.58	acres (gross)		
Density analysis:		5,441	sqm/ha (net)	23,700	sqft/ac (net)		
		55	dph (gross)				
Benchmark Land Value (net)	8,985 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)		**116,811**
BLV analysis:		494,200	£ per ha (net)	200,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**1,922,733**	£ per ha (net)	**778,119**	£ per acre (net)	**454,464**

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Scheme Typology: Houses | No Units: 13
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	778,119	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	778,119	739,170	700,221	661,271	622,176	583,073	543,969
	10.00	758,308	720,349	682,390	644,431	606,422	568,303	530,184
Max CIL £ psm	20.00	738,496	701,527	664,559	627,591	590,623	553,534	516,399
0.00	30.00	718,684	682,706	646,728	610,751	574,773	538,764	502,614
(recommended CIL)	40.00	698,872	663,885	628,898	593,911	558,924	523,937	488,829
(100)	50.00	679,060	645,064	611,067	577,071	543,074	509,078	475,044
	60.00	659,248	626,242	593,236	560,231	527,225	494,219	461,213
	70.00	639,436	607,421	575,406	543,390	511,375	479,360	447,345
	80.00	619,624	588,600	557,575	526,550	495,526	464,501	433,476
	90.00	599,812	569,778	539,744	509,710	479,676	449,642	419,608
	100.00	580,001	550,957	521,914	492,870	463,827	434,783	405,740
	110.00	560,189	532,136	504,083	476,030	447,977	419,924	391,871
	120.00	540,377	513,315	486,252	459,190	432,128	405,065	378,003
	130.00	520,565	494,493	468,422	442,350	416,278	390,206	364,135
	140.00	500,753	475,672	450,591	425,510	400,429	375,348	350,267
	150.00	480,941	456,851	432,760	408,670	384,579	360,489	336,398
	160.00	461,129	438,029	414,929	391,830	368,730	345,630	322,530
	170.00	441,317	419,208	397,099	374,989	352,880	330,771	308,662
	180.00	421,505	400,387	379,268	358,149	337,031	315,912	294,793
	190.00	401,694	381,565	361,437	341,309	321,181	301,053	280,925
	200.00	381,882	362,744	343,607	324,469	305,332	286,194	267,057
	210.00	362,070	343,923	325,776	307,629	289,482	271,335	253,188
	220.00	342,258	325,102	307,945	290,789	273,633	256,476	239,320
	230.00	322,446	306,280	290,115	273,949	257,783	241,617	225,452
	240.00	302,634	287,459	272,284	257,109	241,934	226,758	211,583
	250.00	282,822	268,638	254,453	240,269	226,084	211,900	197,715

TABLE 2

Balance (RLV - BLV £ per acre (n))	778,119	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	778,119	778,119	778,119	778,119	778,119	778,119	778,119
	10.00	758,308	758,308	758,308	758,308	758,308	758,308	758,308
CIL £psm	20.00	738,496	738,496	738,496	738,496	738,496	738,496	738,496
0.00	30.00	718,684	718,684	718,684	718,684	718,684	718,684	718,684
(recommended CIL)	40.00	698,872	698,872	698,872	698,872	698,872	698,872	698,872
(100)	50.00	679,060	679,060	679,060	679,060	679,060	679,060	679,060
	60.00	659,248	659,248	659,248	659,248	659,248	659,248	659,248
	70.00	639,436	639,436	639,436	639,436	639,436	639,436	639,436
	80.00	619,624	619,624	619,624	619,624	619,624	619,624	619,624
	90.00	599,812	599,812	599,812	599,812	599,812	599,812	599,812
	100.00	580,001	580,001	580,001	580,001	580,001	580,001	580,001
	110.00	560,189	560,189	560,189	560,189	560,189	560,189	560,189
	120.00	540,377	540,377	540,377	540,377	540,377	540,377	540,377
	130.00	520,565	520,565	520,565	520,565	520,565	520,565	520,565
	140.00	500,753	500,753	500,753	500,753	500,753	500,753	500,753
	150.00	480,941	480,941	480,941	480,941	480,941	480,941	480,941
	160.00	461,129	461,129	461,129	461,129	461,129	461,129	461,129
	170.00	441,317	441,317	441,317	441,317	441,317	441,317	441,317
	180.00	421,505	421,505	421,505	421,505	421,505	421,505	421,505
	190.00	401,694	401,694	401,694	401,694	401,694	401,694	401,694
	200.00	381,882	381,882	381,882	381,882	381,882	381,882	381,882
	210.00	362,070	362,070	362,070	362,070	362,070	362,070	362,070
	220.00	342,258	342,258	342,258	342,258	342,258	342,258	342,258
	230.00	322,446	322,446	322,446	322,446	322,446	322,446	322,446
	240.00	302,634	302,634	302,634	302,634	302,634	302,634	302,634
	250.00	282,822	282,822	282,822	282,822	282,822	282,822	282,822

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Scheme Typology: Houses | No Units: 13
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	778,119	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	951,211	881,975	812,738	743,501	674,264	605,027	535,791
	10.00	931,399	862,163	792,926	723,689	654,452	585,216	515,979
CIL £psm	20.00	911,588	842,351	773,114	703,877	634,640	565,404	496,167
0.00	30.00	891,776	822,539	753,302	684,065	614,829	545,592	476,355
(recommended CIL)	40.00	871,964	802,727	733,490	664,253	595,017	525,780	456,543
(100)	50.00	852,152	782,915	713,678	644,442	575,205	505,968	436,731
	60.00	832,340	763,103	693,866	624,630	555,393	486,156	416,919
	70.00	812,528	743,291	674,055	604,818	535,581	466,344	397,107
	80.00	792,716	723,479	654,243	585,006	515,769	446,532	377,296
	90.00	772,904	703,668	634,431	565,194	495,957	426,720	357,484
	100.00	753,093	683,856	614,619	545,382	476,145	406,909	337,672
	110.00	733,281	664,044	594,807	525,570	456,333	387,097	317,860
	120.00	713,469	644,232	574,995	505,758	436,522	367,285	298,048
	130.00	693,657	624,420	555,183	485,946	416,710	347,473	278,236
	140.00	673,845	604,608	535,371	466,135	396,898	327,661	258,424
	150.00	654,033	584,796	515,560	446,323	377,086	307,849	238,612
	160.00	634,221	564,984	495,748	426,511	357,274	288,037	218,800
	170.00	614,409	545,173	475,936	406,699	337,462	268,225	198,989
	180.00	594,597	525,361	456,124	386,887	317,650	248,413	178,935
	190.00	574,786	505,549	436,312	367,075	297,838	228,602	158,432
	200.00	554,974	485,737	416,500	347,263	278,027	208,790	137,929
	210.00	535,162	465,925	396,688	327,451	258,215	188,978	117,426
	220.00	515,350	446,113	376,876	307,640	238,403	168,575	96,923
	230.00	495,538	426,301	357,064	287,828	218,591	148,072	76,420
	240.00	475,726	406,489	337,253	268,016	198,779	127,569	55,917
	250.00	455,914	386,677	317,441	248,204	178,718	107,066	35,414

TABLE 4

Balance (RLV - BLV £ per acre (n))	778,119	BLV (£ per acre (n)) 100,000	125,000	200,000 150,000	175,000	200,000	225,000	250,000
	0.00	878,119	853,119	828,119	803,119	778,119	753,119	728,119
	10.00	858,308	833,308	808,308	783,308	758,308	733,308	708,308
CIL £psm	20.00	838,496	813,496	788,496	763,496	738,496	713,496	688,496
0.00	30.00	818,684	793,684	768,684	743,684	718,684	693,684	668,684
(recommended CIL)	40.00	798,872	773,872	748,872	723,872	698,872	673,872	648,872
(100)	50.00	779,060	754,060	729,060	704,060	679,060	654,060	629,060
	60.00	759,248	734,248	709,248	684,248	659,248	634,248	609,248
	70.00	739,436	714,436	689,436	664,436	639,436	614,436	589,436
	80.00	719,624	694,624	669,624	644,624	619,624	594,624	569,624
	90.00	699,812	674,812	649,812	624,812	599,812	574,812	549,812
	100.00	680,001	655,001	630,001	605,001	580,001	555,001	530,001
	110.00	660,189	635,189	610,189	585,189	560,189	535,189	510,189
	120.00	640,377	615,377	590,377	565,377	540,377	515,377	490,377
	130.00	620,565	595,565	570,565	545,565	520,565	495,565	470,565
	140.00	600,753	575,753	550,753	525,753	500,753	475,753	450,753
	150.00	580,941	555,941	530,941	505,941	480,941	455,941	430,941
	160.00	561,129	536,129	511,129	486,129	461,129	436,129	411,129
	170.00	541,317	516,317	491,317	466,317	441,317	416,317	391,317
	180.00	521,505	496,505	471,505	446,505	421,505	396,505	371,505
	190.00	501,694	476,694	451,694	426,694	401,694	376,694	351,694
	200.00	481,882	456,882	431,882	406,882	381,882	356,882	331,882
	210.00	462,070	437,070	412,070	387,070	362,070	337,070	312,070
	220.00	442,258	417,258	392,258	367,258	342,258	317,258	292,258
	230.00	422,446	397,446	372,446	347,446	322,446	297,446	272,446
	240.00	402,634	377,634	352,634	327,634	302,634	277,634	252,634
	250.00	382,822	357,822	332,822	307,822	282,822	257,822	232,822

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Scheme Typology: Houses | No Units: 13
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	778,119	Density (dph) (net) 30	35	40 (55)	45	50	55	60
	0.00	310,011	403,633	497,255	590,876	684,498	778,119	871,741
	10.00	299,205	391,025	482,846	574,666	666,487	758,308	850,128
CIL £psm	20.00	288,398	378,418	468,437	558,457	648,476	738,496	828,515
0.00	30.00	277,592	365,810	454,029	542,247	630,465	718,684	806,902
(recommended CIL)	40.00	266,785	353,203	439,620	526,037	612,455	698,872	785,289
(100)	50.00	255,979	340,595	425,211	509,828	594,444	679,060	763,676
	60.00	245,172	327,988	410,803	493,618	576,433	659,248	742,063
	70.00	234,366	315,380	396,394	477,408	558,422	639,436	720,450
	80.00	223,560	302,772	381,985	461,198	540,411	619,624	698,837
	90.00	212,753	290,165	367,577	444,989	522,401	599,812	677,224
	100.00	201,947	277,557	353,168	428,779	504,390	580,001	655,611
	110.00	191,140	264,950	338,760	412,569	486,379	560,189	633,998
	120.00	180,334	252,342	324,351	396,359	468,368	540,377	612,385
	130.00	169,527	239,735	309,942	380,150	450,357	520,565	590,772
	140.00	158,721	227,127	295,534	363,940	432,347	500,753	569,159
	150.00	147,914	214,520	281,125	347,730	414,336	480,941	547,547
	160.00	137,108	201,912	266,716	331,521	396,325	461,129	525,934
	170.00	126,301	189,304	252,308	315,311	378,314	441,317	504,321
	180.00	115,495	176,697	237,899	299,101	360,303	421,505	482,708
	190.00	104,688	164,089	223,490	282,891	342,293	401,694	461,095
	200.00	93,882	151,482	209,082	266,682	324,282	381,882	439,482
	210.00	83,075	138,874	194,673	250,472	306,271	362,070	417,869
	220.00	72,269	126,267	180,264	234,262	288,260	342,258	396,256
	230.00	61,462	113,659	165,856	218,053	270,249	322,446	374,643
	240.00	50,656	101,051	151,447	201,843	252,238	302,634	353,030
	250.00	39,849	88,444	137,038	185,633	234,228	282,822	331,417

TABLE 6

Balance (RLV - BLV £ per acre (n))	778,119	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 60%	70%	80%	90%	100%	105%	120%
	0.00	2,521,109	2,087,287	1,651,480	1,215,035	778,119	558,578	(113,259)
	10.00	2,501,535	2,067,712	1,631,788	1,195,343	758,308	538,766	(134,223)
CIL £psm	20.00	2,481,960	2,048,138	1,612,095	1,175,650	738,496	518,954	(155,186)
0.00	30.00	2,462,386	2,028,563	1,592,402	1,155,957	718,684	499,142	(176,150)
(recommended CIL)	40.00	2,442,811	2,008,989	1,572,709	1,136,264	698,872	479,330	(197,114)
(100)	50.00	2,423,237	1,989,414	1,553,016	1,116,571	679,060	459,518	(219,865)
	60.00	2,403,662	1,969,768	1,533,323	1,096,878	659,248	439,706	(242,902)
	70.00	2,384,087	1,950,075	1,513,630	1,077,186	639,436	419,895	(265,939)
	80.00	2,364,513	1,930,383	1,493,938	1,057,493	619,624	400,083	(288,977)
	90.00	2,344,938	1,910,690	1,474,245	1,037,800	599,812	380,271	(312,082)
	100.00	2,325,364	1,890,997	1,454,552	1,018,107	580,001	360,459	(335,259)
	110.00	2,305,789	1,871,304	1,434,859	998,414	560,189	340,647	(358,435)
	120.00	2,286,215	1,851,611	1,415,166	978,721	540,377	320,835	(381,611)
	130.00	2,266,640	1,831,918	1,395,473	959,028	520,565	301,023	(404,788)
	140.00	2,247,066	1,812,225	1,375,781	939,336	500,753	281,211	(427,964)
	150.00	2,227,491	1,792,533	1,356,088	919,643	480,941	261,400	(451,140)
	160.00	2,207,917	1,772,840	1,336,395	899,950	461,129	241,588	(474,317)
	170.00	2,188,342	1,753,147	1,316,702	880,257	441,317	221,776	(497,493)
	180.00	2,168,768	1,733,454	1,297,009	860,564	421,505	201,964	(520,669)
	190.00	2,149,193	1,713,761	1,277,316	840,777	401,694	182,014	(543,846)
	200.00	2,129,619	1,694,068	1,257,624	820,965	381,882	161,511	(567,022)
	210.00	2,110,044	1,674,376	1,237,931	801,153	362,070	141,008	(590,198)
	220.00	2,090,470	1,654,683	1,218,238	781,341	342,258	120,505	(613,375)
	230.00	2,070,895	1,634,990	1,198,545	761,529	322,446	100,002	(636,551)
	240.00	2,051,321	1,615,297	1,178,852	741,717	302,634	79,499	(659,727)
	250.00	2,031,746	1,595,604	1,159,159	721,905	282,822	58,996	(682,904)

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses | No Units: 13
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	778,119	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	217,383	497,751	778,119	1,057,586	1,336,582	1,615,578	1,894,573
	10.00	197,571	477,939	758,308	1,037,893	1,316,889	1,595,885	1,874,881
CIL £psm	20.00	177,468	458,127	738,496	1,018,201	1,297,196	1,576,192	1,855,188
0.00	30.00	156,965	438,315	718,684	998,508	1,277,503	1,556,499	1,835,495
(recommended CIL)	40.00	136,462	418,504	698,872	978,815	1,257,811	1,536,806	1,815,802
(100)	50.00	115,959	398,692	679,060	959,122	1,238,118	1,517,113	1,796,109
	60.00	95,456	378,880	659,248	939,429	1,218,425	1,497,421	1,776,416
	70.00	74,953	359,068	639,436	919,736	1,198,732	1,477,728	1,756,724
	80.00	54,450	339,256	619,624	899,993	1,179,039	1,458,035	1,737,031
	90.00	33,947	319,444	599,812	880,181	1,159,346	1,438,342	1,717,338
	100.00	12,989	299,632	580,001	860,369	1,139,654	1,418,649	1,697,645
	110.00	(7,975)	279,820	560,189	840,557	1,119,961	1,398,956	1,677,952
	120.00	(28,939)	260,008	540,377	820,745	1,100,268	1,379,264	1,658,259
	130.00	(49,902)	240,197	520,565	800,933	1,080,575	1,359,571	1,638,566
	140.00	(70,866)	220,385	500,753	781,121	1,060,882	1,339,878	1,618,874
	150.00	(91,830)	200,573	480,941	761,309	1,041,189	1,320,185	1,599,181
	160.00	(112,794)	180,575	461,129	741,498	1,021,496	1,300,492	1,579,488
	170.00	(133,757)	160,072	441,317	721,686	1,001,804	1,280,799	1,559,795
	180.00	(154,721)	139,569	421,505	701,874	982,111	1,261,107	1,540,102
	190.00	(175,685)	119,066	401,694	682,062	962,418	1,241,414	1,520,409
	200.00	(196,649)	98,563	381,882	662,250	942,618	1,221,721	1,500,717
	210.00	(219,354)	78,060	362,070	642,438	922,806	1,202,028	1,481,024
	220.00	(242,391)	57,557	342,258	622,626	902,995	1,182,335	1,461,331
	230.00	(265,428)	37,054	322,446	602,814	883,183	1,162,642	1,441,638
	240.00	(288,465)	16,165	302,634	583,002	863,371	1,142,949	1,421,945
	250.00	(311,629)	(4,798)	282,822	563,191	843,559	1,123,257	1,402,252

TABLE 8

Balance (RLV - BLV £ per acre (n))	778,119	Grant (£ per unit) 0	- 1,000	20,000	30,000	40,000	50,000	100,000
	0.00	778,119	798,027	1,174,355	1,372,237	1,570,120	1,768,002	2,752,752
	10.00	758,308	778,215	1,154,662	1,352,545	1,550,427	1,748,309	2,733,178
CIL £psm	20.00	738,496	758,403	1,134,969	1,332,852	1,530,734	1,728,616	2,713,603
0.00	30.00	718,684	738,592	1,115,277	1,313,159	1,511,041	1,708,923	2,694,029
(recommended CIL)	40.00	698,872	718,780	1,095,584	1,293,466	1,491,348	1,689,231	2,674,454
(100)	50.00	679,060	698,968	1,075,891	1,273,773	1,471,656	1,669,538	2,654,880
	60.00	659,248	679,156	1,056,198	1,254,080	1,451,963	1,649,845	2,635,305
	70.00	639,436	659,344	1,036,505	1,234,388	1,432,270	1,630,152	2,615,731
	80.00	619,624	639,532	1,016,812	1,214,695	1,412,577	1,610,459	2,596,156
	90.00	599,812	619,720	997,120	1,195,002	1,392,884	1,590,766	2,576,581
	100.00	580,001	599,908	977,427	1,175,309	1,373,191	1,571,074	2,557,007
	110.00	560,189	580,097	957,734	1,155,616	1,353,498	1,551,381	2,537,432
	120.00	540,377	560,285	938,041	1,135,923	1,333,806	1,531,688	2,517,858
	130.00	520,565	540,473	918,348	1,116,230	1,314,113	1,511,995	2,498,283
	140.00	500,753	520,661	898,655	1,096,538	1,294,420	1,492,302	2,478,709
	150.00	480,941	500,849	878,962	1,076,845	1,274,727	1,472,609	2,459,134
	160.00	461,129	481,037	859,270	1,057,152	1,255,034	1,452,917	2,439,560
	170.00	441,317	461,225	839,474	1,037,459	1,235,341	1,433,224	2,419,985
	180.00	421,505	441,413	819,662	1,017,766	1,215,649	1,413,531	2,400,411
	190.00	401,694	421,601	799,851	998,073	1,195,956	1,393,838	2,380,836
	200.00	381,882	401,790	780,039	978,381	1,176,263	1,374,145	2,361,262
	210.00	362,070	381,978	760,227	958,688	1,156,570	1,354,452	2,341,687
	220.00	342,258	362,166	740,415	938,995	1,136,877	1,334,759	2,322,113
	230.00	322,446	342,354	720,603	919,302	1,117,184	1,315,067	2,302,538
	240.00	302,634	322,542	700,791	899,609	1,097,491	1,295,374	2,282,964
	250.00	282,822	302,730	680,979	879,916	1,077,799	1,275,681	2,263,389

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses**	No Units:	**13**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**R**	
Scheme Typology:	Houses	
No Units:	13	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	4,702,100	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	25.50%	
Developers Profit Total (£)	822,868	
Land Value KPI's		
RLV (£/acre (net))	978,119	
RLV (£/ha (net))	2,416,933	
RLV (% of GDV)	12.15%	
RLV Total (£)	571,275	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	116,811	
Surplus/Deficit (£/acre) [RLV-BLV]	778,119	
Surplus/Deficit (£/ha)	1,922,733	
Surplus/Deficit Total (£)	454,464	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	94,304	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	48,905	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	11,016	Put into summary table for ease of checking. Don't print this row in the summary table

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	**S**				(see Typologies Matrix)
Scheme Typology:	**Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	17.5	46.0%	0.0	35%	17.5
2 bed Flat	65.0%	32.5	54.0%	0.0	65%	32.5
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	50.0	100.0%	0.0	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,029	11,080	0	0	1,029	11,080
2 bed Flat	2,485	26,751	0	0	2,485	26,751
3 bed Flat	0	0	0	0	0	0
	3,515	37,832	0	0	3,515	37,832
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	0
4 bed House (with garage)	440,000	3,826	355	3,165	294	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	3,500,000
2 bed Flat	255,000	3,923	364	3,335	310	8,287,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						11,787,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	0.0	@	325,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	365,000	-
4 bed House (with garage)	0.0	@	440,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	17.5	@	200,000	3,500,000
2 bed Flat	32.5	@	255,000	8,287,500
3 bed Flat	0.0	@	0	-
	50.0			11,787,500
Affordable Rent GDV -				
2 bed House	0.0	@	195,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	219,000	-
4 bed House (with garage)	0.0	@	264,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	120,000	-
2 bed Flat	0.0	@	153,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	130,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	146,000	-
4 bed House (with garage)	0.0	@	176,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	80,000	-
2 bed Flat	0.0	@	102,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	227,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	255,500	-
4 bed House (with garage)	0.0	@	308,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**50**			**11,787,500**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	50	units @	0 per unit	-
Total GDV				**11,787,500**

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	127,000	£		(127,000)
Building Safety Levy				3,515	sqm	15.11	£ psm			(53,107)
CIL (Mrkt only inc. garages)	Max			3,515	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				50	units @	2,500	per unit			(125,000)
	Sub-total								(125,000)	
S106 analysis:	175,000	£ per ha		1.06%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum				3,515	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.71	ha @	123,500	£ per ha (if brownfield)			(88,214)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			50	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	1,892	psm			-
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				-	sqm @	1,892	psm			-
4 bed House (EXC. garage)				-	sqm @	1,892	psm			-
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				1,029	sqm @	2,064	psm			(2,124,706)
2 bed Flat				2,485	sqm @	2,064	psm			(5,129,647)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	-	16.0		0	sqm @	600	psm			-
Garages for 4B House	-	24.0		0	sqm @	600	psm			-
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				3,515	£ per garage	£0				
External works				7,254,353	@	10.0%				(725,435)
Ext. Works analysis:						14,509	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				50	units @	400	£ per unit			(20,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	50	units @		100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units	50	units @		10%	@	0	£ per unit		-
Part L/FHS		50	units @				4,350	£ per unit		(217,500)
Part L/FHS analysis:						3.0%	% of BCIS costs			
Net Zero for Housing		-	sqm				0	£ psm		-
Net Zero for Flats		3,515	sqm				0	£ psm		-
Water Efficiency		-	units @				20	£ per unit		-
Urban Greening Factor	50.0	flats @	6		per storey = GIA	422	0	£ / psm		-
	Sub-total								(237,500)	
Policy Costs analysis:	(design costs only)					4,750	£ per unit (total units)			
						3.3%	% of BCIS costs			
Contingency (on construction)				8,305,503	@	5.0%				(415,275)

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		8,305,503	@	10.0%			(830,550)
Disposal Costs -							
OMS Marketing and Promotion		11,787,500	OMS @	1.00%	2,358	£ per unit	(117,875)
Residential Sales Agent Costs		11,787,500	OMS @	1.00%	2,358	£ per unit	(117,875)
Residential Sales Legal Costs		11,787,500	OMS @	0.50%	1,179	£ per unit	(58,938)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	50	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,894	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(820,028)
Developers Profit -							
Profit on OMS		11,787,500		17.50%			(2,062,813)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		11,787,500		17.50%	blended GDV	(2,062,813)	
		11,002,900		18.75%	on costs	(2,062,813)	
TOTAL COSTS							**(13,065,713)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(1,278,213)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(1,278,213)**
RLV analysis:	(25,564) £ per plot	(1,789,498)	£ per ha (net)	(724,200)	£ per acre (net)		
		(1,700,023)	£ per ha (gross)	(687,990)	£ per acre (gross)		
				-10.84%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		70.0	dph (net)				
Site Area (net)		0.71	ha (net)	1.77	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		0.75	ha (gross)	1.86	acres (gross)		
Density analysis:		4,921	sqm/ha (net)	21,435	sqft/ac (net)		
		67	dph (gross)				
Benchmark Land Value (net)	7,432 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)		**371,579**
BLV analysis:		520,211	£ per ha (net)	210,526	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(2,309,708)**	£ per ha (net)	**(934,726)**	£ per acre (net)	**(1,649,792)**

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	934,726	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(934,726)	(986,373)	(1,038,083)	(1,089,793)	(1,141,503)	(1,193,482)	(1,245,784)
	10.00	(957,206)	(1,007,789)	(1,058,372)	(1,108,954)	(1,159,537)	(1,210,492)	(1,261,659)
Max CIL £ psm	20.00	(979,749)	(1,029,205)	(1,078,660)	(1,128,116)	(1,177,571)	(1,227,501)	(1,277,535)
0.00	30.00	(1,002,292)	(1,050,621)	(1,098,949)	(1,147,278)	(1,195,611)	(1,244,511)	(1,293,410)
(recommended CIL)	40.00	(1,024,835)	(1,072,037)	(1,119,238)	(1,166,439)	(1,213,755)	(1,261,520)	(1,309,286)
(100)	50.00	(1,047,378)	(1,093,453)	(1,139,527)	(1,185,601)	(1,231,898)	(1,278,530)	(1,325,161)
	60.00	(1,069,921)	(1,114,868)	(1,159,815)	(1,204,762)	(1,250,042)	(1,295,539)	(1,341,037)
	70.00	(1,092,465)	(1,136,284)	(1,180,104)	(1,223,924)	(1,268,185)	(1,312,549)	(1,356,912)
	80.00	(1,115,008)	(1,157,700)	(1,200,393)	(1,243,099)	(1,286,329)	(1,329,558)	(1,372,788)
	90.00	(1,137,551)	(1,179,116)	(1,220,682)	(1,262,376)	(1,304,472)	(1,346,568)	(1,388,663)
	100.00	(1,160,094)	(1,200,532)	(1,240,970)	(1,281,654)	(1,322,616)	(1,363,577)	(1,404,539)
	110.00	(1,182,637)	(1,221,948)	(1,261,259)	(1,300,931)	(1,340,759)	(1,380,587)	(1,420,414)
	120.00	(1,205,180)	(1,243,364)	(1,281,548)	(1,320,209)	(1,358,902)	(1,397,596)	(1,436,290)
	130.00	(1,227,723)	(1,264,780)	(1,301,926)	(1,339,486)	(1,377,046)	(1,414,606)	(1,452,166)
	140.00	(1,250,266)	(1,286,196)	(1,322,338)	(1,358,764)	(1,395,189)	(1,431,615)	(1,468,041)
	150.00	(1,272,809)	(1,307,611)	(1,342,749)	(1,378,041)	(1,413,333)	(1,448,625)	(1,483,917)
	160.00	(1,295,352)	(1,329,027)	(1,363,161)	(1,397,318)	(1,431,476)	(1,465,634)	(1,499,792)
	170.00	(1,317,895)	(1,350,548)	(1,383,572)	(1,416,596)	(1,449,620)	(1,482,644)	(1,515,668)
	180.00	(1,340,438)	(1,372,093)	(1,403,983)	(1,435,873)	(1,467,763)	(1,499,653)	(1,531,543)
	190.00	(1,362,981)	(1,393,639)	(1,424,395)	(1,455,151)	(1,485,907)	(1,516,663)	(1,547,419)
	200.00	(1,385,562)	(1,415,184)	(1,444,806)	(1,474,428)	(1,504,050)	(1,533,672)	(1,563,294)
	210.00	(1,408,241)	(1,436,729)	(1,465,217)	(1,493,706)	(1,522,194)	(1,550,682)	(1,579,170)
	220.00	(1,430,921)	(1,458,275)	(1,485,629)	(1,512,983)	(1,540,337)	(1,567,691)	(1,595,045)
	230.00	(1,453,600)	(1,479,820)	(1,506,040)	(1,532,260)	(1,558,481)	(1,584,701)	(1,610,921)
	240.00	(1,476,279)	(1,501,365)	(1,526,452)	(1,551,538)	(1,576,624)	(1,601,710)	(1,626,796)
	250.00	(1,498,959)	(1,522,911)	(1,546,863)	(1,570,815)	(1,594,767)	(1,618,720)	(1,642,672)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(934,726)	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	(855,034)	(874,957)	(894,880)	(914,803)	(934,726)	(954,707)	(974,750)
	10.00	(877,442)	(897,365)	(917,288)	(937,211)	(957,206)	(977,250)	(997,293)
CIL £psm	20.00	(899,849)	(919,772)	(939,695)	(959,706)	(979,749)	(999,793)	(1,019,836)
0.00	30.00	(922,257)	(942,180)	(962,205)	(982,249)	(1,002,292)	(1,022,336)	(1,042,379)
(recommended CIL)	40.00	(944,664)	(964,705)	(984,748)	(1,004,792)	(1,024,835)	(1,044,879)	(1,064,922)
(100)	50.00	(967,204)	(987,248)	(1,007,291)	(1,027,335)	(1,047,378)	(1,067,422)	(1,087,465)
	60.00	(989,747)	(1,009,791)	(1,029,834)	(1,049,878)	(1,069,921)	(1,089,965)	(1,110,008)
	70.00	(1,012,290)	(1,032,334)	(1,052,377)	(1,072,421)	(1,092,465)	(1,112,508)	(1,132,552)
	80.00	(1,034,834)	(1,054,877)	(1,074,921)	(1,094,964)	(1,115,008)	(1,135,051)	(1,155,095)
	90.00	(1,057,377)	(1,077,420)	(1,097,464)	(1,117,507)	(1,137,551)	(1,157,594)	(1,177,638)
	100.00	(1,079,920)	(1,099,963)	(1,120,007)	(1,140,050)	(1,160,094)	(1,180,137)	(1,200,181)
	110.00	(1,102,463)	(1,122,506)	(1,142,550)	(1,162,593)	(1,182,637)	(1,202,680)	(1,222,724)
	120.00	(1,125,006)	(1,145,049)	(1,165,093)	(1,185,136)	(1,205,180)	(1,225,223)	(1,245,267)
	130.00	(1,147,549)	(1,167,592)	(1,187,636)	(1,207,679)	(1,227,723)	(1,247,766)	(1,267,810)
	140.00	(1,170,092)	(1,190,135)	(1,210,179)	(1,230,222)	(1,250,266)	(1,270,309)	(1,290,353)
	150.00	(1,192,635)	(1,212,678)	(1,232,722)	(1,252,765)	(1,272,809)	(1,292,852)	(1,312,896)
	160.00	(1,215,178)	(1,235,221)	(1,255,265)	(1,275,308)	(1,295,352)	(1,315,395)	(1,335,439)
	170.00	(1,237,721)	(1,257,764)	(1,277,808)	(1,297,852)	(1,317,895)	(1,337,939)	(1,357,982)
	180.00	(1,260,264)	(1,280,308)	(1,300,351)	(1,320,395)	(1,340,438)	(1,360,482)	(1,380,533)
	190.00	(1,282,807)	(1,302,851)	(1,322,894)	(1,342,938)	(1,362,981)	(1,383,047)	(1,403,212)
	200.00	(1,305,350)	(1,325,394)	(1,345,437)	(1,365,481)	(1,385,562)	(1,405,727)	(1,425,891)
	210.00	(1,327,893)	(1,347,937)	(1,367,980)	(1,388,077)	(1,408,241)	(1,428,406)	(1,448,571)
	220.00	(1,350,436)	(1,370,480)	(1,390,591)	(1,410,756)	(1,430,921)	(1,451,085)	(1,471,250)
	230.00	(1,372,979)	(1,393,106)	(1,413,271)	(1,433,435)	(1,453,600)	(1,473,765)	(1,493,929)
	240.00	(1,395,621)	(1,415,785)	(1,435,950)	(1,456,115)	(1,476,279)	(1,496,444)	(1,516,609)
	250.00	(1,418,300)	(1,438,465)	(1,458,629)	(1,478,794)	(1,498,959)	(1,519,123)	(1,539,288)

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 50
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n)) (934,726)	Profit 18%						
	15%	16%	17%	18%	19%	20%	21%
0.00	(767,764)	(834,549)	(901,334)	(968,119)	(1,034,903)	(1,101,688)	(1,168,473)
10.00	(790,244)	(857,029)	(923,814)	(990,599)	(1,057,383)	(1,124,168)	(1,190,953)
CIL £psm 20.00	(812,788)	(879,572)	(946,357)	(1,013,142)	(1,079,926)	(1,146,711)	(1,213,496)
0.00 30.00	(835,331)	(902,115)	(968,900)	(1,035,685)	(1,102,469)	(1,169,254)	(1,236,039)
(recommended CIL) 40.00	(857,874)	(924,658)	(991,443)	(1,058,228)	(1,125,012)	(1,191,797)	(1,258,582)
(100) 50.00	(880,417)	(947,201)	(1,013,986)	(1,080,771)	(1,147,555)	(1,214,340)	(1,281,125)
60.00	(902,960)	(969,744)	(1,036,529)	(1,103,314)	(1,170,099)	(1,236,883)	(1,303,668)
70.00	(925,503)	(992,287)	(1,059,072)	(1,125,857)	(1,192,642)	(1,259,426)	(1,326,211)
80.00	(948,046)	(1,014,831)	(1,081,615)	(1,148,400)	(1,215,185)	(1,281,969)	(1,348,754)
90.00	(970,589)	(1,037,374)	(1,104,158)	(1,170,943)	(1,237,728)	(1,304,512)	(1,371,297)
100.00	(993,132)	(1,059,917)	(1,126,701)	(1,193,486)	(1,260,271)	(1,327,055)	(1,393,840)
110.00	(1,015,675)	(1,082,460)	(1,149,244)	(1,216,029)	(1,282,814)	(1,349,598)	(1,416,383)
120.00	(1,038,218)	(1,105,003)	(1,171,787)	(1,238,572)	(1,305,357)	(1,372,142)	(1,438,926)
130.00	(1,060,761)	(1,127,546)	(1,194,330)	(1,261,115)	(1,327,900)	(1,394,685)	(1,461,469)
140.00	(1,083,304)	(1,150,089)	(1,216,874)	(1,283,658)	(1,350,443)	(1,417,228)	(1,484,012)
150.00	(1,105,847)	(1,172,632)	(1,239,417)	(1,306,201)	(1,372,986)	(1,439,771)	(1,506,555)
160.00	(1,128,390)	(1,195,175)	(1,261,960)	(1,328,744)	(1,395,529)	(1,462,314)	(1,529,098)
170.00	(1,150,933)	(1,217,718)	(1,284,503)	(1,351,287)	(1,418,072)	(1,484,857)	(1,551,641)
180.00	(1,173,476)	(1,240,261)	(1,307,046)	(1,373,830)	(1,440,615)	(1,507,400)	(1,574,185)
190.00	(1,196,019)	(1,262,804)	(1,329,589)	(1,396,373)	(1,463,158)	(1,529,943)	(1,596,728)
200.00	(1,218,600)	(1,285,385)	(1,352,170)	(1,418,954)	(1,485,739)	(1,552,524)	(1,619,308)
210.00	(1,241,280)	(1,308,064)	(1,374,849)	(1,441,634)	(1,508,418)	(1,575,203)	(1,641,988)
220.00	(1,263,959)	(1,330,744)	(1,397,528)	(1,464,313)	(1,531,098)	(1,597,882)	(1,664,667)
230.00	(1,286,638)	(1,353,423)	(1,420,208)	(1,486,992)	(1,553,777)	(1,620,562)	(1,687,346)
240.00	(1,309,318)	(1,376,102)	(1,442,887)	(1,509,672)	(1,576,456)	(1,643,241)	(1,710,026)
250.00	(1,331,997)	(1,398,782)	(1,465,566)	(1,532,351)	(1,599,136)	(1,665,920)	(1,732,705)

TABLE 4

Balance (RLV - BLV £ per acre (n)) (934,726)	BLV (£ per acre (n))		200,000				
	100,000	125,000	150,000	175,000	200,000	225,000	250,000
0.00	(829,463)	(855,779)	(882,095)	(908,410)	(934,726)	(961,042)	(987,358)
10.00	(851,943)	(878,259)	(904,575)	(930,890)	(957,206)	(983,522)	(1,009,838)
CIL £psm 20.00	(874,486)	(900,802)	(927,118)	(953,433)	(979,749)	(1,006,065)	(1,032,381)
0.00 30.00	(897,029)	(923,345)	(949,661)	(975,977)	(1,002,292)	(1,028,608)	(1,054,924)
(recommended CIL) 40.00	(919,572)	(945,888)	(972,204)	(998,520)	(1,024,835)	(1,051,151)	(1,077,467)
(100) 50.00	(942,115)	(968,431)	(994,747)	(1,021,063)	(1,047,378)	(1,073,694)	(1,100,010)
60.00	(964,658)	(990,974)	(1,017,290)	(1,043,606)	(1,069,921)	(1,096,237)	(1,122,553)
70.00	(987,201)	(1,013,517)	(1,039,833)	(1,066,149)	(1,092,465)	(1,118,780)	(1,145,096)
80.00	(1,009,744)	(1,036,060)	(1,062,376)	(1,088,692)	(1,115,008)	(1,141,323)	(1,167,639)
90.00	(1,032,287)	(1,058,603)	(1,084,919)	(1,111,235)	(1,137,551)	(1,163,866)	(1,190,182)
100.00	(1,054,831)	(1,081,146)	(1,107,462)	(1,133,778)	(1,160,094)	(1,186,409)	(1,212,725)
110.00	(1,077,374)	(1,103,689)	(1,130,005)	(1,156,321)	(1,182,637)	(1,208,952)	(1,235,268)
120.00	(1,099,917)	(1,126,232)	(1,152,548)	(1,178,864)	(1,205,180)	(1,231,496)	(1,257,811)
130.00	(1,122,460)	(1,148,775)	(1,175,091)	(1,201,407)	(1,227,723)	(1,254,039)	(1,280,354)
140.00	(1,145,003)	(1,171,318)	(1,197,634)	(1,223,950)	(1,250,266)	(1,276,582)	(1,302,897)
150.00	(1,167,546)	(1,193,862)	(1,220,177)	(1,246,493)	(1,272,809)	(1,299,125)	(1,325,440)
160.00	(1,190,089)	(1,216,405)	(1,242,720)	(1,269,036)	(1,295,352)	(1,321,668)	(1,347,984)
170.00	(1,212,632)	(1,238,948)	(1,265,263)	(1,291,579)	(1,317,895)	(1,344,211)	(1,370,527)
180.00	(1,235,175)	(1,261,491)	(1,287,806)	(1,314,122)	(1,340,438)	(1,366,754)	(1,393,070)
190.00	(1,257,718)	(1,284,034)	(1,310,350)	(1,336,665)	(1,362,981)	(1,389,297)	(1,415,613)
200.00	(1,280,299)	(1,306,615)	(1,332,930)	(1,359,246)	(1,385,562)	(1,411,878)	(1,438,194)
210.00	(1,302,978)	(1,329,294)	(1,355,610)	(1,381,926)	(1,408,241)	(1,434,557)	(1,460,873)
220.00	(1,325,658)	(1,351,973)	(1,378,289)	(1,404,605)	(1,430,921)	(1,457,236)	(1,483,552)
230.00	(1,348,337)	(1,374,653)	(1,400,968)	(1,427,284)	(1,453,600)	(1,479,916)	(1,506,232)
240.00	(1,371,016)	(1,397,332)	(1,423,648)	(1,449,964)	(1,476,279)	(1,502,595)	(1,528,911)
250.00	(1,393,695)	(1,420,011)	(1,446,327)	(1,472,643)	(1,498,959)	(1,525,274)	(1,551,590)

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 50
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(934,726)	Density (dph) (net) 30	35	70 40	45	50	55	60
	0.00	(558,052)	(605,128)	(652,205)	(699,281)	(746,357)	(793,434)	(840,510)
	10.00	(567,713)	(616,400)	(665,086)	(713,773)	(762,460)	(811,146)	(859,833)
CIL £psm	20.00	(577,374)	(627,671)	(677,968)	(728,265)	(778,562)	(828,859)	(879,156)
0.00	30.00	(587,036)	(638,943)	(690,850)	(742,757)	(794,664)	(846,571)	(898,478)
(recommended CIL)	40.00	(596,697)	(650,214)	(703,732)	(757,249)	(810,766)	(864,283)	(917,801)
(100)	50.00	(606,358)	(661,486)	(716,613)	(771,741)	(826,868)	(881,996)	(937,123)
	60.00	(616,020)	(672,757)	(729,495)	(786,233)	(842,971)	(899,708)	(956,446)
	70.00	(625,681)	(684,029)	(742,377)	(800,725)	(859,073)	(917,421)	(975,769)
	80.00	(635,342)	(695,300)	(755,259)	(815,217)	(875,175)	(935,133)	(995,091)
	90.00	(645,004)	(706,572)	(768,140)	(829,709)	(891,277)	(952,845)	(1,014,414)
	100.00	(654,665)	(717,843)	(781,022)	(844,201)	(907,379)	(970,558)	(1,033,736)
	110.00	(664,326)	(729,115)	(793,904)	(858,693)	(923,481)	(988,270)	(1,053,059)
	120.00	(673,987)	(740,387)	(806,786)	(873,185)	(939,584)	(1,005,983)	(1,072,382)
	130.00	(683,649)	(751,658)	(819,667)	(887,677)	(955,686)	(1,023,695)	(1,091,704)
	140.00	(693,310)	(762,930)	(832,549)	(902,169)	(971,788)	(1,041,407)	(1,111,027)
	150.00	(702,971)	(774,201)	(845,431)	(916,660)	(987,890)	(1,059,120)	(1,130,350)
	160.00	(712,640)	(785,473)	(858,313)	(931,152)	(1,003,992)	(1,076,832)	(1,149,672)
	170.00	(722,360)	(796,755)	(871,194)	(945,644)	(1,020,095)	(1,094,545)	(1,168,995)
	180.00	(732,080)	(808,095)	(884,110)	(960,136)	(1,036,197)	(1,112,257)	(1,188,317)
	190.00	(741,799)	(819,435)	(897,070)	(974,706)	(1,052,341)	(1,129,976)	(1,207,640)
	200.00	(751,519)	(830,774)	(910,030)	(989,285)	(1,068,540)	(1,147,796)	(1,227,051)
	210.00	(761,239)	(842,114)	(922,989)	(1,003,865)	(1,084,740)	(1,165,615)	(1,246,491)
	220.00	(770,958)	(853,454)	(935,949)	(1,018,444)	(1,100,940)	(1,183,435)	(1,265,930)
	230.00	(780,678)	(864,793)	(948,909)	(1,033,024)	(1,117,139)	(1,201,254)	(1,285,370)
	240.00	(790,398)	(876,133)	(961,868)	(1,047,603)	(1,133,339)	(1,219,074)	(1,304,809)
	250.00	(800,117)	(887,473)	(974,828)	(1,062,183)	(1,149,538)	(1,236,893)	(1,324,248)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(934,726)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	120%
	0.00	1,158,566	668,179	173,455	(350,642)	(934,726)	(1,228,958)	(2,116,272)
	10.00	1,139,867	649,322	154,415	(372,915)	(957,206)	(1,251,501)	(2,138,951)
CIL £psm	20.00	1,121,169	630,397	135,375	(395,188)	(979,749)	(1,274,044)	(2,161,630)
0.00	30.00	1,102,470	611,472	116,336	(417,461)	(1,002,292)	(1,296,587)	(2,184,310)
(recommended CIL)	40.00	1,083,772	592,546	97,296	(439,734)	(1,024,835)	(1,319,130)	(2,206,989)
(100)	50.00	1,065,073	573,621	78,256	(462,007)	(1,047,378)	(1,341,673)	(2,229,668)
	60.00	1,046,375	554,696	59,217	(484,280)	(1,069,921)	(1,364,216)	(2,252,348)
	70.00	1,027,660	535,771	40,177	(506,553)	(1,092,465)	(1,386,805)	(2,275,027)
	80.00	1,008,849	516,845	21,138	(528,934)	(1,115,008)	(1,409,484)	(2,297,706)
	90.00	990,037	497,920	2,098	(551,341)	(1,137,551)	(1,432,164)	(2,320,386)
	100.00	971,226	478,995	(16,942)	(573,749)	(1,160,094)	(1,454,843)	(2,343,065)
	110.00	952,414	460,070	(35,981)	(596,156)	(1,182,637)	(1,477,522)	(2,365,744)
	120.00	933,603	441,144	(55,021)	(618,564)	(1,205,180)	(1,500,201)	(2,388,423)
	130.00	914,791	422,219	(74,061)	(640,972)	(1,227,723)	(1,522,881)	(2,411,103)
	140.00	895,980	403,294	(93,482)	(663,379)	(1,250,266)	(1,545,560)	(2,433,782)
	150.00	877,168	384,369	(113,305)	(685,787)	(1,272,809)	(1,568,239)	(2,456,461)
	160.00	858,357	365,443	(133,128)	(708,194)	(1,295,352)	(1,590,919)	(2,479,141)
	170.00	839,545	346,518	(153,395)	(730,602)	(1,317,895)	(1,613,598)	(2,501,820)
	180.00	820,734	327,593	(173,663)	(753,010)	(1,340,438)	(1,636,277)	(2,524,499)
	190.00	801,922	308,668	(193,932)	(775,417)	(1,362,981)	(1,658,957)	(2,547,179)
	200.00	783,110	289,742	(214,564)	(797,825)	(1,385,562)	(1,681,636)	(2,569,858)
	210.00	764,299	270,740	(236,837)	(820,232)	(1,408,241)	(1,704,315)	(2,592,537)
	220.00	745,487	251,700	(259,110)	(842,640)	(1,430,921)	(1,726,995)	(2,615,217)
	230.00	726,676	232,660	(281,382)	(865,048)	(1,453,600)	(1,749,674)	(2,637,896)
	240.00	707,864	213,621	(303,655)	(887,455)	(1,476,279)	(1,772,353)	(2,660,575)
	250.00	689,053	194,581	(325,928)	(909,863)	(1,498,959)	(1,795,033)	(2,683,255)

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 50
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	(934,726)	90%	95%	100%	105%	110%	115%	120%
	0.00	(1,498,648)	(1,215,946)	(934,726)	(655,354)	(376,974)	(109,899)	128,574
	10.00	(1,521,328)	(1,238,489)	(957,206)	(677,762)	(399,247)	(129,722)	109,534
CIL £psm	20.00	(1,544,007)	(1,261,032)	(979,749)	(700,169)	(421,520)	(149,912)	90,495
0.00	30.00	(1,566,686)	(1,283,575)	(1,002,292)	(722,577)	(443,793)	(170,180)	71,455
(recommended CIL)	40.00	(1,589,366)	(1,306,118)	(1,024,835)	(744,985)	(466,066)	(190,449)	52,416
(100)	50.00	(1,612,045)	(1,328,709)	(1,047,378)	(767,392)	(488,339)	(210,736)	33,376
	60.00	(1,634,724)	(1,351,388)	(1,069,921)	(789,800)	(510,612)	(233,009)	14,336
	70.00	(1,657,404)	(1,374,067)	(1,092,465)	(812,207)	(532,885)	(255,282)	(4,703)
	80.00	(1,680,083)	(1,396,747)	(1,115,008)	(834,615)	(555,243)	(277,555)	(23,743)
	90.00	(1,702,762)	(1,419,426)	(1,137,551)	(857,023)	(577,651)	(299,828)	(42,783)
	100.00	(1,725,442)	(1,442,105)	(1,160,094)	(879,430)	(600,058)	(322,101)	(61,822)
	110.00	(1,748,121)	(1,464,785)	(1,182,637)	(901,838)	(622,466)	(344,374)	(80,947)
	120.00	(1,770,800)	(1,487,464)	(1,205,180)	(924,245)	(644,873)	(366,647)	(100,707)
	130.00	(1,793,480)	(1,510,143)	(1,227,723)	(946,653)	(667,281)	(388,920)	(120,530)
	140.00	(1,816,159)	(1,532,823)	(1,250,266)	(969,061)	(689,689)	(411,193)	(140,514)
	150.00	(1,838,838)	(1,555,502)	(1,272,809)	(991,526)	(712,096)	(433,466)	(160,782)
	160.00	(1,861,518)	(1,578,181)	(1,295,352)	(1,014,069)	(734,504)	(455,739)	(181,051)
	170.00	(1,884,197)	(1,600,861)	(1,317,895)	(1,036,612)	(756,911)	(478,012)	(201,319)
	180.00	(1,906,876)	(1,623,540)	(1,340,438)	(1,059,155)	(779,319)	(500,285)	(222,681)
	190.00	(1,929,556)	(1,646,219)	(1,362,981)	(1,081,698)	(801,727)	(522,557)	(244,954)
	200.00	(1,952,235)	(1,668,898)	(1,385,562)	(1,104,241)	(824,134)	(544,830)	(267,227)
	210.00	(1,974,914)	(1,691,578)	(1,408,241)	(1,126,784)	(846,542)	(567,170)	(289,500)
	220.00	(1,997,594)	(1,714,257)	(1,430,921)	(1,149,327)	(868,949)	(589,577)	(311,773)
	230.00	(2,020,273)	(1,736,936)	(1,453,600)	(1,171,870)	(891,357)	(611,985)	(334,046)
	240.00	(2,042,952)	(1,759,616)	(1,476,279)	(1,194,414)	(913,765)	(634,392)	(356,319)
	250.00	(2,065,632)	(1,782,295)	(1,498,959)	(1,216,957)	(936,172)	(656,800)	(378,592)

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	(934,726)	0	1,000	20,000	30,000	40,000	50,000	100,000
	0.00	(934,726)	(903,041)	(302,281)	(13,092)	256,137	523,914	1,846,676
	10.00	(957,206)	(925,448)	(324,554)	(32,132)	237,098	504,989	1,828,202
CIL £psm	20.00	(979,749)	(947,872)	(346,827)	(51,171)	218,058	486,064	1,809,727
0.00	30.00	(1,002,292)	(970,415)	(369,099)	(70,211)	199,018	467,139	1,791,253
(recommended CIL)	40.00	(1,024,835)	(992,958)	(391,372)	(89,477)	179,979	448,213	1,772,753
(100)	50.00	(1,047,378)	(1,015,501)	(413,645)	(109,297)	160,939	429,288	1,754,167
	60.00	(1,069,921)	(1,038,045)	(435,918)	(129,120)	141,899	410,363	1,735,581
	70.00	(1,092,465)	(1,060,588)	(458,191)	(149,297)	122,860	391,438	1,716,995
	80.00	(1,115,008)	(1,083,131)	(480,464)	(169,565)	103,820	372,512	1,698,409
	90.00	(1,137,551)	(1,105,674)	(502,737)	(189,834)	84,780	353,587	1,679,823
	100.00	(1,160,094)	(1,128,217)	(525,095)	(210,102)	65,741	334,662	1,661,237
	110.00	(1,182,637)	(1,150,760)	(547,502)	(232,333)	46,701	315,737	1,642,650
	120.00	(1,205,180)	(1,173,303)	(569,910)	(254,606)	27,662	296,811	1,624,064
	130.00	(1,227,723)	(1,195,846)	(592,317)	(276,879)	8,622	277,851	1,605,478
	140.00	(1,250,266)	(1,218,389)	(614,725)	(299,152)	(10,418)	258,812	1,586,892
	150.00	(1,272,809)	(1,240,932)	(637,133)	(321,425)	(29,457)	239,772	1,568,306
	160.00	(1,295,352)	(1,263,475)	(659,540)	(343,698)	(48,497)	220,732	1,549,720
	170.00	(1,317,895)	(1,286,018)	(681,948)	(365,971)	(67,537)	201,693	1,531,133
	180.00	(1,340,438)	(1,308,561)	(704,355)	(388,244)	(86,709)	182,653	1,512,547
	190.00	(1,362,981)	(1,331,104)	(726,763)	(410,517)	(106,513)	163,613	1,493,961
	200.00	(1,385,562)	(1,353,647)	(749,171)	(432,790)	(126,336)	144,574	1,475,375
	210.00	(1,408,241)	(1,376,190)	(771,578)	(455,063)	(146,450)	125,534	1,456,789
	220.00	(1,430,921)	(1,398,851)	(793,986)	(477,336)	(166,718)	106,495	1,438,203
	230.00	(1,453,600)	(1,421,530)	(816,393)	(499,609)	(186,987)	87,455	1,419,617
	240.00	(1,476,279)	(1,444,210)	(838,801)	(521,947)	(207,255)	68,415	1,401,015
	250.00	(1,498,959)	(1,466,889)	(861,209)	(544,355)	(229,205)	49,376	1,382,316

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: **Flats** No Units: **50**
Site Typology: Location / Value Zone: **Mid** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**S**	
Scheme Typology:	Flats	
No Units:	50	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	11,787,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	18.75%	
Developers Profit Total (£)	2,062,813	
Land Value KPI's		
RLV (£/acre (net))	(724,200)	
RLV (£/ha (net))	(1,789,498)	
RLV (% of GDV)	-10.84%	
RLV Total (£)	(1,278,213)	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	371,579	
Surplus/Deficit (£/acre) [RLV-BLV]	(934,726)	
Surplus/Deficit (£/ha)	(2,309,708)	
Surplus/Deficit Total (£)	(1,649,792)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	820,028	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	16,401	Put into summary table for ease of checking. Don't print this row in the summary table

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	T				(see Typologies Matrix)
Scheme Typology:	Flats		No Units:	60	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			60	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	100%			
AH tenure split %		Affordable Rent:		70.0%		
		Social Rent:		0.0%	70.0%	% Rented
		First Homes:		0.0%		
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	21.0	46.0%	0.0	35%	21.0
2 bed Flat	65.0%	39.0	54.0%	0.0	65%	39.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	60.0	100.0%	0.0	100%	60.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,235	13,297	0	0	1,235	13,297
2 bed Flat	2,982	32,102	0	0	2,982	32,102
3 bed Flat	0	0	0	0	0	0
	4,218	45,398	0	0	4,218	45,398
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	0
4 bed House (with garage)	440,000	3,826	355	3,165	294	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	4,200,000
2 bed Flat	255,000	3,923	364	3,335	310	9,945,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						14,145,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**60**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	325,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	365,000		-
4 bed House (with garage)	0.0	@	440,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	21.0	@	200,000		4,200,000
2 bed Flat	39.0	@	255,000		9,945,000
3 bed Flat	0.0	@	0		-
	60.0				14,145,000
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**60**				**14,145,000**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	60	units @	0	per unit	-
Total GDV					**14,145,000**

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**	No Units:	**60**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25				(capped at £411,885)	33,275	£		(33,275)
Planning Application Professional Fees, Surveys and reports					(capped at £1,500,000)	99,825	£		(99,825)
Building Safety Levy			4,218	sqm	15.11	£ psm			(63,729)
CIL (Mrkt only inc. garages)	Max		4,218	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	Year 2				0				-
	Year 3				0				-
	Year 4				0				-
	Year 5				0				-
	Year 6				0				-
	Year 7				0				-
	Year 8				0				-
	Year 9				0				-
	Year 10				0				-
	Year 11				0				-
	Year 12				0				-
	Year 13				0				-
	Year 14				0				-
	Year 15				0				-
Site Specific S106 (installment)			60	units @	2,500	per unit			(150,000)
	Sub-total							(150,000)	
S106 analysis:	450,875	£ per ha	1.06%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum			4,218	sqm (total)	0	£ psm			-
Comm. Sum analysis:			0.00%	% of GDV					
Construction Costs -									
Site Clearance, Demolition & Remediation			0.33	ha @	123,500	£ per ha (if brownfield)			(41,087)
Strategic Site Infra. costs	Year 1		0						-
	Year 2		0						-
	Year 3		0						-
	Year 4		0						-
	Year 5		0						-
	Year 6		0						-
	Year 7		0						-
	Year 8		0						-
	Year 9		0						-
	Year 10		0						-
	Year 11		0						-
	Year 12		0						-
	Year 13		0						-
	Year 14		0						-
	Year 15		0						-
	Years 1-15		60	units @	0	per unit			-
	Sub-total							-	
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
2 bed House			-	sqm @	1,892	psm			-
3 bed House			-	sqm @	1,892	psm			-
3 bed House (EXC. garage)			-	sqm @	1,892	psm			-
4 bed House (EXC. garage)			-	sqm @	1,892	psm			-
5 bed House (EXC. garage)			-	sqm @	1,892	psm			-
1 bed Flat			1,235	sqm @	2,064	psm			(2,549,647)
2 bed Flat			2,982	sqm @	2,064	psm			(6,155,576)
3 bed Flat			-	sqm @	2,064	psm			-
Garages for 3B House	-	16.0	0	sqm @	600	psm			-
Garages for 4B House	-	24.0	0	sqm @	600	psm			-
Garages for 5B House	-	-	0	sqm @	600	psm			-
Total GIA check:			4,218	£ per garage	£0				
External works			8,705,224	@	10.0%				(870,522)
Ext. Works analysis:					14,509	£ per unit (total units)			
Policy Costs on design -									
Net Biodiversity costs			60	units @	400	£ per unit			(24,000)
M4(2) Category 2 Housing	Aff units	-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	60	units @	100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units	-	units @	10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units	60	units @	10%	@	0	£ per unit		-
Part L/FHS		60	units @			4,350	£ per unit		(261,000)
Part L/FHS analysis:					3.0%	% of BCIS costs			
Net Zero for Housing		-	sqm			0	£ psm		-
Net Zero for Flats		4,218	sqm			0	£ psm		-
Water Efficiency		-	units @			20	£ per unit		-
Urban Greening Factor	60.0	flats @	6	per storey = GIA	422	0	£ / psm		-
	Sub-total							(285,000)	
Policy Costs analysis:	(design costs only)				4,750	£ per unit (total units)			
					3.3%	% of BCIS costs			
Contingency (on construction)			9,901,833	@	5.0%				(495,092)

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Scheme Typology:	**Flats**		No Units:	**60**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		9,901,833	@	10.0%			(990,183)
Disposal Costs -							
OMS Marketing and Promotion		14,145,000	OMS @	1.00%	2,358	£ per unit	(141,450)
Residential Sales Agent Costs		14,145,000	OMS @	1.00%	2,358	£ per unit	(141,450)
Residential Sales Legal Costs		14,145,000	OMS @	0.50%	1,179	£ per unit	(70,725)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		60	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,894	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(1,080,720)
Developers Profit -							
Profit on OMS		14,145,000		17.50%			(2,475,375)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		14,145,000		17.50%	blended GDV	(2,475,375)	
		13,168,281		18.80%	on costs	(2,475,375)	
TOTAL COSTS							**(15,643,656)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(1,498,656)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(1,498,656)**
RLV analysis:	(24,978) £ per plot	(4,504,711)	£ per ha (net)	(1,823,032)	£ per acre (net)		
		(4,054,240)	£ per ha (gross)	(1,640,729)	£ per acre (gross)		
				-10.59%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		180.4	dph (net)				
Site Area (net)		0.33	ha (net)	0.82	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		0.37	ha (gross)	0.91	acres (gross)		
Density analysis:		12,678	sqm/ha (net)	55,225	sqft/ac (net)		
		162	dph (gross)				
Benchmark Land Value (net)	3,045 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)		**182,682**
BLV analysis:		549,111	£ per ha (net)	222,222	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(5,053,822)**	£ per ha (net)	**(2,045,254)**	£ per acre (net)	**(1,681,338)**

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Scheme Typology: Flats | No Units: 60
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	2,045,254	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(2,045,254)	(2,173,736)	(2,303,098)	(2,432,794)	(2,562,490)	(2,692,507)	(2,823,706)
	10.00	(2,104,061)	(2,229,607)	(2,356,344)	(2,483,082)	(2,609,820)	(2,737,148)	(2,865,370)
Max CIL £ psm	20.00	(2,162,869)	(2,285,811)	(2,409,591)	(2,533,371)	(2,657,150)	(2,781,788)	(2,907,035)
0.00	30.00	(2,221,676)	(2,342,016)	(2,462,837)	(2,583,659)	(2,704,481)	(2,826,428)	(2,948,699)
(recommended CIL)	40.00	(2,280,483)	(2,398,220)	(2,516,084)	(2,633,947)	(2,751,811)	(2,871,069)	(2,990,363)
(100)	50.00	(2,339,520)	(2,454,425)	(2,569,330)	(2,684,236)	(2,799,390)	(2,915,709)	(3,032,027)
	60.00	(2,398,682)	(2,510,630)	(2,622,577)	(2,734,524)	(2,847,007)	(2,960,349)	(3,073,692)
	70.00	(2,457,845)	(2,566,834)	(2,675,823)	(2,784,812)	(2,894,623)	(3,004,990)	(3,115,356)
	80.00	(2,517,008)	(2,623,039)	(2,729,070)	(2,835,101)	(2,942,239)	(3,049,630)	(3,157,020)
	90.00	(2,576,171)	(2,679,244)	(2,782,316)	(2,885,441)	(2,989,856)	(3,094,270)	(3,198,685)
	100.00	(2,635,334)	(2,735,448)	(2,835,563)	(2,936,034)	(3,037,472)	(3,138,910)	(3,240,349)
	110.00	(2,694,496)	(2,791,653)	(2,888,809)	(2,986,626)	(3,085,088)	(3,183,551)	(3,282,013)
	120.00	(2,753,659)	(2,847,857)	(2,942,056)	(3,037,218)	(3,132,705)	(3,228,191)	(3,323,677)
	130.00	(2,812,822)	(2,904,062)	(2,995,302)	(3,087,811)	(3,180,321)	(3,272,831)	(3,365,342)
	140.00	(2,871,985)	(2,960,267)	(3,048,869)	(3,138,403)	(3,227,937)	(3,317,472)	(3,407,006)
	150.00	(2,931,147)	(3,016,471)	(3,102,437)	(3,188,995)	(3,275,554)	(3,362,112)	(3,448,670)
	160.00	(2,990,310)	(3,072,676)	(3,156,005)	(3,239,588)	(3,323,170)	(3,406,752)	(3,490,335)
	170.00	(3,049,473)	(3,128,967)	(3,209,574)	(3,290,180)	(3,370,786)	(3,451,393)	(3,531,999)
	180.00	(3,108,636)	(3,185,512)	(3,263,142)	(3,340,772)	(3,418,403)	(3,496,033)	(3,573,663)
	190.00	(3,167,798)	(3,242,056)	(3,316,710)	(3,391,365)	(3,466,019)	(3,540,673)	(3,615,327)
	200.00	(3,226,961)	(3,298,601)	(3,370,279)	(3,441,957)	(3,513,635)	(3,585,313)	(3,656,992)
	210.00	(3,286,443)	(3,355,145)	(3,423,847)	(3,492,549)	(3,561,252)	(3,629,954)	(3,698,656)
	220.00	(3,345,963)	(3,411,689)	(3,477,416)	(3,543,142)	(3,608,868)	(3,674,594)	(3,740,320)
	230.00	(3,405,484)	(3,468,234)	(3,530,984)	(3,593,734)	(3,656,484)	(3,719,234)	(3,781,985)
	240.00	(3,465,004)	(3,524,778)	(3,584,552)	(3,644,326)	(3,704,101)	(3,763,875)	(3,823,649)
	250.00	(3,524,524)	(3,581,323)	(3,638,121)	(3,694,919)	(3,751,717)	(3,808,515)	(3,865,313)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(2,045,254)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(1,836,107)	(1,888,394)	(1,940,680)	(1,992,967)	(2,045,254)	(2,097,541)	(2,149,828)
	10.00	(1,894,914)	(1,947,201)	(1,999,488)	(2,051,774)	(2,104,061)	(2,156,348)	(2,208,635)
CIL £psm	20.00	(1,953,721)	(2,006,008)	(2,058,295)	(2,110,582)	(2,162,869)	(2,215,155)	(2,267,442)
0.00	30.00	(2,012,529)	(2,064,815)	(2,117,102)	(2,169,389)	(2,221,676)	(2,273,963)	(2,326,400)
(recommended CIL)	40.00	(2,071,336)	(2,123,623)	(2,175,909)	(2,228,196)	(2,280,483)	(2,332,960)	(2,385,563)
(100)	50.00	(2,130,143)	(2,182,430)	(2,234,717)	(2,287,004)	(2,339,520)	(2,392,123)	(2,444,725)
	60.00	(2,188,950)	(2,241,237)	(2,293,524)	(2,346,080)	(2,398,682)	(2,451,285)	(2,503,888)
	70.00	(2,247,758)	(2,300,044)	(2,352,639)	(2,405,242)	(2,457,845)	(2,510,448)	(2,563,051)
	80.00	(2,306,596)	(2,359,199)	(2,411,802)	(2,464,405)	(2,517,008)	(2,569,611)	(2,622,214)
	90.00	(2,365,759)	(2,418,362)	(2,470,965)	(2,523,568)	(2,576,171)	(2,628,774)	(2,681,377)
	100.00	(2,424,922)	(2,477,525)	(2,530,128)	(2,582,731)	(2,635,334)	(2,687,936)	(2,740,539)
	110.00	(2,484,085)	(2,536,688)	(2,589,291)	(2,641,893)	(2,694,496)	(2,747,099)	(2,799,702)
	120.00	(2,543,248)	(2,595,850)	(2,648,453)	(2,701,056)	(2,753,659)	(2,806,262)	(2,858,865)
	130.00	(2,602,410)	(2,655,013)	(2,707,616)	(2,760,219)	(2,812,822)	(2,865,425)	(2,918,028)
	140.00	(2,661,573)	(2,714,176)	(2,766,779)	(2,819,382)	(2,871,985)	(2,924,587)	(2,977,190)
	150.00	(2,720,736)	(2,773,339)	(2,825,942)	(2,878,544)	(2,931,147)	(2,983,750)	(3,036,353)
	160.00	(2,779,899)	(2,832,501)	(2,885,104)	(2,937,707)	(2,990,310)	(3,042,913)	(3,095,516)
	170.00	(2,839,061)	(2,891,664)	(2,944,267)	(2,996,870)	(3,049,473)	(3,102,076)	(3,154,679)
	180.00	(2,898,224)	(2,950,827)	(3,003,430)	(3,056,033)	(3,108,636)	(3,161,239)	(3,213,841)
	190.00	(2,957,387)	(3,009,990)	(3,062,593)	(3,115,196)	(3,167,798)	(3,220,401)	(3,273,244)
	200.00	(3,016,550)	(3,069,153)	(3,121,755)	(3,174,358)	(3,226,961)	(3,279,843)	(3,332,764)
	210.00	(3,075,712)	(3,128,315)	(3,180,918)	(3,233,522)	(3,286,443)	(3,339,364)	(3,392,285)
	220.00	(3,134,875)	(3,187,478)	(3,240,122)	(3,293,042)	(3,345,963)	(3,398,884)	(3,451,805)
	230.00	(3,194,038)	(3,246,721)	(3,299,642)	(3,352,563)	(3,405,484)	(3,458,404)	(3,511,325)
	240.00	(3,253,321)	(3,306,241)	(3,359,162)	(3,412,083)	(3,465,004)	(3,517,925)	(3,570,846)
	250.00	(3,312,841)	(3,365,762)	(3,418,683)	(3,471,604)	(3,524,524)	(3,577,445)	(3,630,366)

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Scheme Typology: Flats | No Units: 60
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(2,045,254)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(1,615,089)	(1,787,155)	(1,959,221)	(2,131,287)	(2,303,353)	(2,475,419)	(2,647,485)
	10.00	(1,673,896)	(1,845,962)	(2,018,028)	(2,190,094)	(2,362,160)	(2,534,226)	(2,706,292)
CIL £psm	20.00	(1,732,703)	(1,904,769)	(2,076,836)	(2,248,902)	(2,420,968)	(2,593,034)	(2,765,100)
0.00	30.00	(1,791,511)	(1,963,577)	(2,135,643)	(2,307,709)	(2,479,775)	(2,651,841)	(2,823,907)
(recommended CIL)	40.00	(1,850,318)	(2,022,384)	(2,194,450)	(2,366,516)	(2,538,582)	(2,710,648)	(2,882,714)
(100)	50.00	(1,909,355)	(2,081,421)	(2,253,487)	(2,425,553)	(2,597,619)	(2,769,685)	(2,941,751)
	60.00	(1,968,517)	(2,140,583)	(2,312,649)	(2,484,715)	(2,656,781)	(2,828,847)	(3,000,914)
	70.00	(2,027,680)	(2,199,746)	(2,371,812)	(2,543,878)	(2,715,944)	(2,888,010)	(3,060,076)
	80.00	(2,086,843)	(2,258,909)	(2,430,975)	(2,603,041)	(2,775,107)	(2,947,173)	(3,119,239)
	90.00	(2,146,006)	(2,318,072)	(2,490,138)	(2,662,204)	(2,834,270)	(3,006,336)	(3,178,402)
	100.00	(2,205,168)	(2,377,235)	(2,549,301)	(2,721,367)	(2,893,433)	(3,065,499)	(3,237,565)
	110.00	(2,264,331)	(2,436,397)	(2,608,463)	(2,780,529)	(2,952,595)	(3,124,661)	(3,296,727)
	120.00	(2,323,494)	(2,495,560)	(2,667,626)	(2,839,692)	(3,011,758)	(3,183,824)	(3,355,890)
	130.00	(2,382,657)	(2,554,723)	(2,726,789)	(2,898,855)	(3,070,921)	(3,242,987)	(3,415,053)
	140.00	(2,441,820)	(2,613,886)	(2,785,952)	(2,958,018)	(3,130,084)	(3,302,150)	(3,474,216)
	150.00	(2,500,982)	(2,673,048)	(2,845,114)	(3,017,180)	(3,189,246)	(3,361,312)	(3,533,378)
	160.00	(2,560,145)	(2,732,211)	(2,904,277)	(3,076,343)	(3,248,409)	(3,420,475)	(3,592,541)
	170.00	(2,619,308)	(2,791,374)	(2,963,440)	(3,135,506)	(3,307,572)	(3,479,638)	(3,651,704)
	180.00	(2,678,471)	(2,850,537)	(3,022,603)	(3,194,669)	(3,366,735)	(3,538,801)	(3,710,867)
	190.00	(2,737,633)	(2,909,699)	(3,081,765)	(3,253,831)	(3,425,897)	(3,597,963)	(3,770,029)
	200.00	(2,796,796)	(2,968,862)	(3,140,928)	(3,312,994)	(3,485,060)	(3,657,126)	(3,829,192)
	210.00	(2,856,278)	(3,028,344)	(3,200,410)	(3,372,476)	(3,544,542)	(3,716,608)	(3,888,674)
	220.00	(2,915,798)	(3,087,864)	(3,259,930)	(3,431,996)	(3,604,062)	(3,776,128)	(3,948,194)
	230.00	(2,975,319)	(3,147,385)	(3,319,451)	(3,491,517)	(3,663,583)	(3,835,649)	(4,007,715)
	240.00	(3,034,839)	(3,206,905)	(3,378,971)	(3,551,037)	(3,723,103)	(3,895,169)	(4,067,235)
	250.00	(3,094,359)	(3,266,425)	(3,438,491)	(3,610,557)	(3,782,623)	(3,954,689)	(4,126,755)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(2,045,254)	BLV (£ per acre (n)) 100,000	125,000	200,000 150,000	175,000	200,000	225,000	250,000
	0.00	(1,934,143)	(1,961,921)	(1,989,698)	(2,017,476)	(2,045,254)	(2,073,032)	(2,100,809)
	10.00	(1,992,950)	(2,020,728)	(2,048,506)	(2,076,283)	(2,104,061)	(2,131,839)	(2,159,617)
CIL £psm	20.00	(2,051,757)	(2,079,535)	(2,107,313)	(2,135,091)	(2,162,869)	(2,190,646)	(2,218,424)
0.00	30.00	(2,110,565)	(2,138,342)	(2,166,120)	(2,193,898)	(2,221,676)	(2,249,454)	(2,277,231)
(recommended CIL)	40.00	(2,169,372)	(2,197,150)	(2,224,928)	(2,252,705)	(2,280,483)	(2,308,261)	(2,336,039)
(100)	50.00	(2,228,409)	(2,256,186)	(2,283,964)	(2,311,742)	(2,339,520)	(2,367,297)	(2,395,075)
	60.00	(2,287,571)	(2,315,349)	(2,343,127)	(2,370,905)	(2,398,682)	(2,426,460)	(2,454,238)
	70.00	(2,346,734)	(2,374,512)	(2,402,290)	(2,430,067)	(2,457,845)	(2,485,623)	(2,513,401)
	80.00	(2,405,897)	(2,433,675)	(2,461,452)	(2,489,230)	(2,517,008)	(2,544,786)	(2,572,564)
	90.00	(2,465,060)	(2,492,837)	(2,520,615)	(2,548,393)	(2,576,171)	(2,603,949)	(2,631,726)
	100.00	(2,524,222)	(2,552,000)	(2,579,778)	(2,607,556)	(2,635,334)	(2,663,111)	(2,690,889)
	110.00	(2,583,385)	(2,611,163)	(2,638,941)	(2,666,719)	(2,694,496)	(2,722,274)	(2,750,052)
	120.00	(2,642,548)	(2,670,326)	(2,698,104)	(2,725,881)	(2,753,659)	(2,781,437)	(2,809,215)
	130.00	(2,701,711)	(2,729,488)	(2,757,266)	(2,785,044)	(2,812,822)	(2,840,600)	(2,868,377)
	140.00	(2,760,873)	(2,788,651)	(2,816,429)	(2,844,207)	(2,871,985)	(2,899,762)	(2,927,540)
	150.00	(2,820,036)	(2,847,814)	(2,875,592)	(2,903,370)	(2,931,147)	(2,958,925)	(2,986,703)
	160.00	(2,879,199)	(2,906,977)	(2,934,755)	(2,962,532)	(2,990,310)	(3,018,088)	(3,045,866)
	170.00	(2,938,362)	(2,966,140)	(2,993,917)	(3,021,695)	(3,049,473)	(3,077,251)	(3,105,028)
	180.00	(2,997,525)	(3,025,302)	(3,053,080)	(3,080,858)	(3,108,636)	(3,136,413)	(3,164,191)
	190.00	(3,056,687)	(3,084,465)	(3,112,243)	(3,140,021)	(3,167,798)	(3,195,576)	(3,223,354)
	200.00	(3,115,850)	(3,143,628)	(3,171,406)	(3,199,183)	(3,226,961)	(3,254,739)	(3,282,517)
	210.00	(3,175,332)	(3,203,109)	(3,230,887)	(3,258,665)	(3,286,443)	(3,314,221)	(3,341,998)
	220.00	(3,234,852)	(3,262,630)	(3,290,408)	(3,318,185)	(3,345,963)	(3,373,741)	(3,401,519)
	230.00	(3,294,373)	(3,322,150)	(3,349,928)	(3,377,706)	(3,405,484)	(3,433,261)	(3,461,039)
	240.00	(3,353,893)	(3,381,671)	(3,409,448)	(3,437,226)	(3,465,004)	(3,492,782)	(3,520,560)
	250.00	(3,413,413)	(3,441,191)	(3,468,969)	(3,496,747)	(3,524,524)	(3,552,302)	(3,580,080)

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 60
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(2,045,254)	Density (dph) (net) 30	35	180 40	45	50	55	60
	0.00	(580,468)	(629,129)	(677,823)	(726,538)	(775,253)	(823,968)	(872,684)
	10.00	(590,309)	(640,610)	(690,912)	(741,213)	(791,557)	(841,903)	(892,248)
CIL £psm	20.00	(600,151)	(652,092)	(704,034)	(755,975)	(807,917)	(859,858)	(911,812)
0.00	30.00	(609,992)	(663,574)	(717,155)	(770,737)	(824,319)	(877,900)	(931,482)
(recommended CIL)	40.00	(619,833)	(675,055)	(730,277)	(785,499)	(840,721)	(895,943)	(951,165)
(100)	50.00	(629,675)	(686,537)	(743,399)	(800,261)	(857,123)	(913,985)	(970,847)
	60.00	(639,516)	(698,018)	(756,521)	(815,023)	(873,525)	(932,028)	(990,530)
	70.00	(649,357)	(709,500)	(769,642)	(829,785)	(889,928)	(950,070)	(1,010,213)
	80.00	(659,198)	(720,981)	(782,764)	(844,547)	(906,330)	(968,113)	(1,029,895)
	90.00	(669,040)	(732,463)	(795,886)	(859,309)	(922,732)	(986,155)	(1,049,578)
	100.00	(678,881)	(743,944)	(809,008)	(874,071)	(939,134)	(1,004,197)	(1,069,261)
	110.00	(688,722)	(755,426)	(822,129)	(888,833)	(955,536)	(1,022,240)	(1,088,943)
	120.00	(698,564)	(766,908)	(835,251)	(903,595)	(971,939)	(1,040,282)	(1,108,626)
	130.00	(708,405)	(778,389)	(848,373)	(918,357)	(988,341)	(1,058,325)	(1,128,309)
	140.00	(718,246)	(789,871)	(861,495)	(933,119)	(1,004,743)	(1,076,367)	(1,147,991)
	150.00	(728,118)	(801,352)	(874,617)	(947,881)	(1,021,145)	(1,094,410)	(1,167,674)
	160.00	(738,019)	(812,871)	(887,738)	(962,643)	(1,037,547)	(1,112,452)	(1,187,357)
	170.00	(747,920)	(824,422)	(900,925)	(977,428)	(1,053,950)	(1,130,494)	(1,207,039)
	180.00	(757,820)	(835,973)	(914,126)	(992,279)	(1,070,432)	(1,148,585)	(1,226,738)
	190.00	(767,721)	(847,524)	(927,327)	(1,007,131)	(1,086,934)	(1,166,737)	(1,246,540)
	200.00	(777,622)	(859,075)	(940,529)	(1,021,982)	(1,103,435)	(1,184,888)	(1,266,342)
	210.00	(787,523)	(870,626)	(953,730)	(1,036,833)	(1,119,936)	(1,203,040)	(1,286,143)
	220.00	(797,424)	(882,177)	(966,931)	(1,051,684)	(1,136,438)	(1,221,191)	(1,305,945)
	230.00	(807,324)	(893,728)	(980,132)	(1,066,536)	(1,152,939)	(1,239,343)	(1,325,747)
	240.00	(817,225)	(905,279)	(993,333)	(1,081,387)	(1,169,441)	(1,257,494)	(1,345,548)
	250.00	(827,126)	(916,830)	(1,006,534)	(1,096,238)	(1,185,942)	(1,275,646)	(1,365,350)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(2,045,254)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	120%
	0.00	3,409,365	2,131,701	841,206	(514,984)	(2,045,254)	(2,816,064)	(5,144,622)
	10.00	3,360,587	2,082,628	791,538	(573,438)	(2,104,061)	(2,875,227)	(5,204,143)
CIL £psm	20.00	3,311,809	2,033,555	741,870	(631,892)	(2,162,869)	(2,934,389)	(5,263,663)
0.00	30.00	3,263,031	1,984,327	692,202	(690,346)	(2,221,676)	(2,993,552)	(5,323,183)
(recommended CIL)	40.00	3,214,253	1,934,957	642,534	(748,799)	(2,280,483)	(3,052,715)	(5,382,704)
(100)	50.00	3,165,475	1,885,587	592,866	(807,253)	(2,339,520)	(3,111,878)	(5,442,224)
	60.00	3,116,696	1,836,218	543,197	(865,707)	(2,398,682)	(3,171,041)	(5,501,745)
	70.00	3,067,918	1,786,848	493,529	(924,161)	(2,457,845)	(3,230,203)	(5,561,265)
	80.00	3,019,140	1,737,479	443,861	(982,615)	(2,517,008)	(3,289,705)	(5,620,785)
	90.00	2,970,362	1,688,109	394,115	(1,041,069)	(2,576,171)	(3,349,225)	(5,680,306)
	100.00	2,921,584	1,638,739	344,147	(1,099,523)	(2,635,334)	(3,408,745)	(5,739,826)
	110.00	2,872,806	1,589,370	294,178	(1,157,977)	(2,694,496)	(3,468,266)	(5,799,347)
	120.00	2,824,028	1,540,000	244,210	(1,216,431)	(2,753,659)	(3,527,786)	(5,858,867)
	130.00	2,775,029	1,490,630	194,242	(1,274,885)	(2,812,822)	(3,587,307)	(5,918,387)
	140.00	2,725,956	1,441,261	144,273	(1,333,339)	(2,871,985)	(3,646,827)	(5,977,908)
	150.00	2,676,883	1,391,891	94,305	(1,391,929)	(2,931,147)	(3,706,347)	(6,037,428)
	160.00	2,627,810	1,342,521	44,066	(1,450,736)	(2,990,310)	(3,765,868)	(6,096,949)
	170.00	2,578,737	1,293,152	(7,645)	(1,509,543)	(3,049,473)	(3,825,388)	(6,156,469)
	180.00	2,529,664	1,243,782	(59,428)	(1,568,350)	(3,108,636)	(3,884,909)	(6,215,989)
	190.00	2,480,591	1,194,326	(112,301)	(1,627,158)	(3,167,798)	(3,944,429)	(6,275,510)
	200.00	2,431,518	1,144,658	(165,175)	(1,685,965)	(3,226,961)	(4,003,949)	(6,335,030)
	210.00	2,382,445	1,094,990	(218,048)	(1,744,772)	(3,286,443)	(4,063,470)	(6,394,551)
	220.00	2,333,372	1,045,322	(275,738)	(1,803,580)	(3,345,963)	(4,122,990)	(6,454,071)
	230.00	2,284,299	995,654	(333,841)	(1,862,387)	(3,405,484)	(4,182,511)	(6,513,591)
	240.00	2,235,226	945,986	(391,944)	(1,921,194)	(3,465,004)	(4,242,031)	(6,573,112)
	250.00	2,186,153	896,318	(450,123)	(1,980,001)	(3,524,524)	(4,301,551)	(6,632,632)

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 60
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	(2,045,254)	90%	95%	100%	105%	110%	115%	120%
	0.00	(3,512,765)	(2,776,492)	(2,045,254)	(1,318,152)	(595,111)	88,594	705,558
	10.00	(3,572,286)	(2,835,654)	(2,104,061)	(1,376,606)	(653,565)	38,156	655,890
CIL £psm	20.00	(3,631,806)	(2,894,817)	(2,162,869)	(1,435,110)	(712,019)	(13,556)	606,222
0.00	30.00	(3,691,327)	(2,953,980)	(2,221,676)	(1,493,918)	(770,473)	(65,471)	556,554
(recommended CIL)	40.00	(3,750,847)	(3,013,143)	(2,280,483)	(1,552,725)	(828,927)	(118,345)	506,743
(100)	50.00	(3,810,368)	(3,072,306)	(2,339,520)	(1,611,532)	(887,381)	(171,218)	456,775
	60.00	(3,869,888)	(3,131,762)	(2,398,682)	(1,670,339)	(945,835)	(224,277)	406,807
	70.00	(3,929,408)	(3,191,283)	(2,457,845)	(1,729,147)	(1,004,289)	(282,379)	356,838
	80.00	(3,988,929)	(3,250,803)	(2,517,008)	(1,787,954)	(1,062,743)	(340,482)	306,870
	90.00	(4,048,449)	(3,310,324)	(2,576,171)	(1,846,761)	(1,121,197)	(398,585)	256,902
	100.00	(4,107,970)	(3,369,844)	(2,635,334)	(1,905,569)	(1,179,650)	(456,688)	206,933
	110.00	(4,167,490)	(3,429,364)	(2,694,496)	(1,964,376)	(1,238,104)	(515,064)	156,965
	120.00	(4,227,010)	(3,488,885)	(2,753,659)	(2,023,183)	(1,296,558)	(573,518)	106,997
	130.00	(4,286,531)	(3,548,405)	(2,812,822)	(2,081,990)	(1,355,012)	(631,971)	57,028
	140.00	(4,346,051)	(3,607,926)	(2,871,985)	(2,140,798)	(1,413,466)	(690,425)	5,490
	150.00	(4,405,572)	(3,667,446)	(2,931,147)	(2,199,605)	(1,471,920)	(748,879)	(46,222)
	160.00	(4,465,092)	(3,726,966)	(2,990,310)	(2,258,412)	(1,530,654)	(807,333)	(98,872)
	170.00	(4,524,612)	(3,786,487)	(3,049,473)	(2,317,220)	(1,589,461)	(865,787)	(151,745)
	180.00	(4,584,133)	(3,846,007)	(3,108,636)	(2,376,027)	(1,648,269)	(924,241)	(204,619)
	190.00	(4,643,653)	(3,905,528)	(3,167,798)	(2,435,013)	(1,707,076)	(982,695)	(260,980)
	200.00	(4,703,174)	(3,965,048)	(3,226,961)	(2,494,175)	(1,765,883)	(1,041,149)	(319,083)
	210.00	(4,762,694)	(4,024,568)	(3,286,443)	(2,553,338)	(1,824,691)	(1,099,603)	(377,186)
	220.00	(4,822,214)	(4,084,089)	(3,345,963)	(2,612,501)	(1,883,498)	(1,158,057)	(435,288)
	230.00	(4,881,735)	(4,143,609)	(3,405,484)	(2,671,664)	(1,942,305)	(1,216,511)	(493,470)
	240.00	(4,941,255)	(4,203,130)	(3,465,004)	(2,730,826)	(2,001,112)	(1,274,965)	(551,924)
	250.00	(5,000,776)	(4,262,650)	(3,524,524)	(2,789,989)	(2,059,920)	(1,333,419)	(610,378)

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	(2,045,254)	0	1,000	20,000	30,000	40,000	50,000	100,000
	0.00	(2,045,254)	(1,962,098)	(388,357)	354,250	1,056,897	1,755,919	5,198,166
	10.00	(2,104,061)	(2,020,905)	(446,515)	304,281	1,007,229	1,706,549	5,149,972
CIL £psm	20.00	(2,162,869)	(2,079,712)	(504,969)	254,313	957,561	1,657,180	5,101,778
0.00	30.00	(2,221,676)	(2,138,520)	(563,423)	204,345	907,893	1,607,810	5,053,584
(recommended CIL)	40.00	(2,280,483)	(2,197,327)	(621,877)	154,376	858,225	1,558,440	5,005,391
(100)	50.00	(2,339,520)	(2,256,134)	(680,331)	104,408	808,557	1,509,071	4,957,197
	60.00	(2,398,682)	(2,315,024)	(738,785)	54,440	758,889	1,459,701	4,909,003
	70.00	(2,457,845)	(2,374,186)	(797,239)	2,811	709,221	1,410,331	4,860,809
	80.00	(2,517,008)	(2,433,349)	(855,693)	(48,901)	659,553	1,360,962	4,812,616
	90.00	(2,576,171)	(2,492,512)	(914,147)	(101,611)	609,884	1,311,592	4,764,422
	100.00	(2,635,334)	(2,551,675)	(972,600)	(154,484)	560,216	1,262,222	4,716,228
	110.00	(2,694,496)	(2,610,837)	(1,031,054)	(207,358)	510,548	1,212,853	4,668,035
	120.00	(2,753,659)	(2,670,000)	(1,089,508)	(263,990)	460,880	1,163,210	4,619,841
	130.00	(2,812,822)	(2,729,163)	(1,147,962)	(322,093)	411,212	1,113,542	4,571,647
	140.00	(2,871,985)	(2,788,326)	(1,206,416)	(380,196)	361,269	1,063,874	4,523,453
	150.00	(2,931,147)	(2,847,488)	(1,264,870)	(438,304)	311,300	1,014,206	4,475,260
	160.00	(2,990,310)	(2,906,651)	(1,323,324)	(496,758)	261,332	964,538	4,427,066
	170.00	(3,049,473)	(2,965,814)	(1,381,853)	(555,212)	211,364	914,870	4,378,655
	180.00	(3,108,636)	(3,024,977)	(1,440,661)	(613,666)	161,395	865,201	4,330,170
	190.00	(3,167,798)	(3,084,140)	(1,499,468)	(672,120)	111,427	815,533	4,281,685
	200.00	(3,226,961)	(3,143,302)	(1,558,275)	(730,574)	61,459	765,865	4,233,200
	210.00	(3,286,443)	(3,202,465)	(1,617,082)	(789,028)	10,074	716,197	4,184,715
	220.00	(3,345,963)	(3,261,799)	(1,675,890)	(847,482)	(41,637)	666,529	4,136,229
	230.00	(3,405,484)	(3,321,319)	(1,734,697)	(905,936)	(94,184)	616,861	4,087,744
	240.00	(3,465,004)	(3,380,839)	(1,793,504)	(964,390)	(147,057)	567,193	4,039,259
	250.00	(3,524,524)	(3,440,360)	(1,852,312)	(1,022,844)	(199,931)	517,525	3,990,774

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**	No Units:	**60**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**T**	
Scheme Typology:	Flats	
No Units:	60	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	14,145,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	18.80%	
Developers Profit Total (£)	2,475,375	
Land Value KPI's		
RLV (£/acre (net))	(1,823,032)	
RLV (£/ha (net))	(4,504,711)	
RLV (% of GDV)	-10.59%	
RLV Total (£)	(1,498,656)	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	182,682	
Surplus/Deficit (£/acre) [RLV-BLV]	(2,045,254)	
Surplus/Deficit (£/ha)	(5,053,822)	
Surplus/Deficit Total (£)	(1,681,338)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	1,080,720	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	18,012	Put into summary table for ease of checking. Don't print this row in the summary table

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	U			(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	100	
Site Typology:	Location / Value Zone: Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:				

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			100	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing		Open Market Sale (OMS)	100%			
AH tenure split %		Affordable Rent:		70.0%		
		Social Rent:		0.0%	70.0%	% Rented
		First Homes:		0.0%		
		Other Intermediate (LCHO/Sub-Market etc.):		30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	17.0	17.5%	0.0	17%	17.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	33.0	30.0%	0.0	33%	33.0
4 bed House (with garage)	15.0%	15.0	5.0%	0.0	15%	15.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	18.0	30.0%	0.0	18%	18.0
2 bed Flat	17.0%	17.0	17.5%	0.0	17%	17.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	100.0	100.0%	0.0	100%	100.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,275	13,724	0	0	1,275	13,724
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	3,498	37,652	0	0	3,498	37,652
4 bed House (with garage)	2,085	22,443	0	0	2,085	22,443
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,059	11,397	0	0	1,059	11,397
2 bed Flat	1,300	13,993	0	0	1,300	13,993
3 bed Flat	0	0	0	0	0	0
	9,217	99,209	0	0	9,217	99,209
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	5,525,000
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	12,045,000
4 bed House (with garage)	440,000	3,826	355	3,165	294	6,600,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	3,600,000
2 bed Flat	255,000	3,923	364	3,335	310	4,335,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						32,105,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	17.0	@	325,000	5,525,000
3 bed House	0.0	@	0	-
3 bed House (with garage)	33.0	@	365,000	12,045,000
4 bed House (with garage)	15.0	@	440,000	6,600,000
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	18.0	@	200,000	3,600,000
2 bed Flat	17.0	@	255,000	4,335,000
3 bed Flat	0.0	@	0	-
	100.0			32,105,000
Affordable Rent GDV -				
2 bed House	0.0	@	195,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	219,000	-
4 bed House (with garage)	0.0	@	264,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	120,000	-
2 bed Flat	0.0	@	153,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
Social Rent GDV -				
2 bed House	0.0	@	130,000	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	146,000	-
4 bed House (with garage)	0.0	@	176,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	80,000	-
2 bed Flat	0.0	@	102,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
First Homes GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	0	-
3 bed Flat	0.0	@	0	-
	0.0			-
Other Intermediate GDV -				
2 bed House	0.0	@	227,500	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	255,500	-
4 bed House (with garage)	0.0	@	308,000	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	140,000	-
2 bed Flat	0.0	@	178,500	-
3 bed Flat	0.0	@	0	-
	0.0	0.0		-
Sub-total GDV Residential	**100**			**32,105,000**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	
Grant	100	units @	0 per unit	-
Total GDV				**32,105,000**

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -											
Statutory Planning Fees (Residential)	01-Apr-25						(capped at £411,885)	40,835	£		(40,835)
Planning Application Professional Fees, Surveys and reports							(capped at £1,500,000)	122,505	£		(122,505)
Building Safety Levy				9,217	sqm		15.11	£ psm			(139,266)
CIL (Mrkt only inc. garages)	Max			9,217	sqm		0.00	£ psm			-
CIL analysis:				0.00%	% of GDV		0	£ per unit (total units)			
Site Specific S106	Year 1						0				-
(strategic site cashflow yrs 1-15)	Year 2						0				-
	Year 3						0				-
	Year 4						0				-
	Year 5						0				-
	Year 6						0				-
	Year 7						0				-
	Year 8						0				-
	Year 9						0				-
	Year 10						0				-
	Year 11						0				-
	Year 12						0				-
	Year 13						0				-
	Year 14						0				-
	Year 15						0				-
Site Specific S106 (installment)				100	units @		2,500	per unit			(250,000)
	Sub-total									(250,000)	
S106 analysis:	126,275	£ per ha		0.78%	% of GDV		2,500	£ per unit (total units)			
AH Commuted Sum				9,217	sqm (total)		0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV						
Construction Costs -											
Site Clearance, Demolition & Remediation				1.98	ha @		123,500	£ per ha (if brownfield)			(244,506)
Strategic Site Infra. costs	Year 1		0								-
	Year 2		0								-
	Year 3		0								-
	Year 4		0								-
	Year 5		0								-
	Year 6		0								-
	Year 7		0								-
	Year 8		0								-
	Year 9		0								-
	Year 10		0								-
	Year 11		0								-
	Year 12		0								-
	Year 13		0								-
	Year 14		0								-
	Year 15		0								-
	Years 1-15			100	units @		0	per unit			-
	Sub-total									-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV		0	£ per unit (total units)			
2 bed House				1,275	sqm @		1,892	psm			(2,412,300)
3 bed House				-	sqm @		1,892	psm			-
3 bed House (EXC. garage)				2,970	sqm @		1,892	psm			(5,619,240)
4 bed House (EXC. garage)				1,725	sqm @		1,892	psm			(3,263,700)
5 bed House (EXC. garage)				-	sqm @		1,892	psm			-
1 bed Flat				1,059	sqm @		2,064	psm			(2,185,412)
2 bed Flat				1,300	sqm @		2,064	psm			(2,683,200)
3 bed Flat				-	sqm @		2,064	psm			-
Garages for 3B House	33.0	16.0		528	sqm @		600	psm			(316,800)
Garages for 4B House	15.0	24.0		360	sqm @		600	psm			(216,000)
Garages for 5B House	-	-		0	sqm @		600	psm			-
Total GIA check:				9,217		£ per garage	£0				
External works				16,696,652	@		10.0%				(1,669,665)
Ext. Works analysis:							16,697	£ per unit (total units)			
Policy Costs on design -											
Net Biodiversity costs				100	units @		400	£ per unit			(40,000)
M4(2) Category 2 Housing	Aff units	-	units @			100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	100	units @			100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units	-	units @			10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units	100	units @			10%	@	0	£ per unit		-
Part L/FHS		100	units @					4,350	£ per unit		(435,000)
Part L/FHS analysis:							2.6%	% of BCIS costs			
Net Zero for Housing		6,858	sqm					0	£ psm		-
Net Zero for Flats		2,359	sqm					0	£ psm		-
Water Efficiency		-	units @					20	£ per unit		-
Urban Greening Factor	35.0	flats @	6			per storey = GIA	404	0	£ / psm		-
	Sub-total									(475,000)	
Policy Costs analysis:	(design costs only)						4,750	£ per unit (total units)			
							2.8%	% of BCIS costs			
Contingency (on construction)				19,085,823	@		5.0%				(954,291)

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Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

Professional Fees		19,085,823	@	10.0%			(1,908,582)
Disposal Costs -							
OMS Marketing and Promotion		32,105,000	OMS @	1.00%	3,211	£ per unit	(321,050)
Residential Sales Agent Costs		32,105,000	OMS @	1.00%	3,211	£ per unit	(321,050)
Residential Sales Legal Costs		32,105,000	OMS @	0.50%	1,605	£ per unit	(160,525)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	100	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,026	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(2,241,673)
Developers Profit -							
Profit on OMS		32,105,000		17.50%			(5,618,375)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		32,105,000		17.50%	blended GDV	(5,618,375)	
		25,545,601		21.99%	on costs	(5,618,375)	
TOTAL COSTS							**(31,163,976)**

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						941,024
SDLT		941,024	@	HMRC formula		(36,551)
Acquisition Agent fees		941,024	@	1.0%		(9,410)
Acquisition Legal fees		941,024	@	0.5%		(4,705)
Interest on Land		941,024	@	7.50%		(70,577)
Residual Land Value						**819,781**
RLV analysis:	8,198 £ per plot	414,071	£ per ha (net)	167,572	£ per acre (net)	
		372,664	£ per ha (gross)	150,815	£ per acre (gross)	
				2.55%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)						
Residential Density		50.5	dph (net)			
Site Area (net)		1.98	ha (net)	4.89	acres (net)	
Net to Gross ratio		90%				
Site Area (gross)		2.20	ha (gross)	5.44	acres (gross)	
Density analysis:		4,655	sqm/ha (net)	20,279	sqft/ac (net)	
		45	dph (gross)			
Benchmark Land Value (net)	10,871 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)	**1,087,133**
BLV analysis:		549,111	£ per ha (net)	222,222	£ per acre (net)	

BALANCE					
Surplus/(Deficit)	**(135,040)**	£ per ha (net)	**(54,650)**	£ per acre (net)	**(267,353)**

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Scheme Typology: Houses and Flats | No Units: 100
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n)) -	54,650	0%	5%	10%	15%	20%	25%	30%
	0.00	(54,650)	(81,864)	(109,119)	(136,374)	(163,629)	(191,399)	(220,173)
	10.00	(73,529)	(99,838)	(126,147)	(152,456)	(178,857)	(206,348)	(235,370)
Max CIL £ psm	20.00	(92,449)	(117,812)	(143,175)	(168,538)	(194,526)	(221,363)	(250,770)
0.00	30.00	(111,369)	(135,786)	(160,203)	(184,916)	(210,541)	(237,778)	(266,170)
(recommended CIL)	40.00	(130,289)	(153,760)	(177,269)	(201,722)	(226,986)	(254,278)	(281,570)
(100)	50.00	(149,209)	(171,734)	(194,904)	(218,739)	(244,586)	(270,778)	(296,970)
	60.00	(168,129)	(190,181)	(212,922)	(237,094)	(262,186)	(287,278)	(312,370)
	70.00	(187,429)	(209,107)	(231,802)	(255,794)	(279,786)	(303,778)	(327,769)
	80.00	(207,294)	(228,710)	(251,602)	(274,494)	(297,386)	(320,277)	(343,169)
	90.00	(227,818)	(249,610)	(271,402)	(293,194)	(314,985)	(336,777)	(358,636)
	100.00	(249,818)	(270,510)	(291,202)	(311,893)	(332,585)	(353,355)	(374,129)
	110.00	(271,818)	(291,410)	(311,001)	(330,622)	(350,288)	(369,955)	(389,622)
	120.00	(293,817)	(312,314)	(330,874)	(349,435)	(367,995)	(386,555)	(405,115)
	130.00	(315,887)	(333,341)	(350,794)	(368,247)	(385,701)	(403,154)	(420,608)
	140.00	(338,020)	(354,367)	(370,714)	(387,060)	(403,407)	(419,754)	(436,101)
	150.00	(360,153)	(375,393)	(390,633)	(405,873)	(421,113)	(436,354)	(451,594)
	160.00	(382,286)	(396,419)	(410,553)	(424,686)	(438,820)	(452,953)	(467,087)
	170.00	(404,419)	(417,445)	(430,472)	(443,499)	(456,526)	(469,553)	(482,580)
	180.00	(426,551)	(438,472)	(450,392)	(462,312)	(474,232)	(486,152)	(498,073)
	190.00	(448,684)	(459,498)	(470,311)	(481,125)	(491,938)	(502,752)	(513,566)
	200.00	(470,817)	(480,524)	(490,231)	(499,938)	(509,645)	(519,352)	(529,059)
	210.00	(492,950)	(501,550)	(510,150)	(518,751)	(527,351)	(535,951)	(544,614)
	220.00	(515,083)	(522,576)	(530,070)	(537,564)	(545,057)	(552,625)	(560,201)
	230.00	(537,215)	(543,602)	(549,989)	(556,400)	(562,862)	(569,325)	(575,787)
	240.00	(559,348)	(564,629)	(569,977)	(575,326)	(580,676)	(586,025)	(591,374)
	250.00	(581,545)	(585,781)	(590,017)	(594,253)	(598,489)	(602,725)	(606,961)

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV £ per acre (n))	(54,650)	0%	25%	50%	75%	100%	125%	150%
	0.00	(3,639)	(16,392)	(29,145)	(41,897)	(54,650)	(67,439)	(80,269)
	10.00	(22,446)	(35,198)	(47,951)	(60,703)	(73,529)	(86,359)	(99,189)
CIL £psm	20.00	(41,252)	(54,004)	(66,790)	(79,619)	(92,449)	(105,279)	(118,109)
0.00	30.00	(60,058)	(72,880)	(85,710)	(98,539)	(111,369)	(124,199)	(137,028)
(recommended CIL)	40.00	(78,970)	(91,800)	(104,629)	(117,459)	(130,289)	(143,119)	(155,948)
(100)	50.00	(97,890)	(110,720)	(123,549)	(136,379)	(149,209)	(162,038)	(174,868)
	60.00	(116,810)	(129,639)	(142,469)	(155,299)	(168,129)	(181,127)	(194,406)
	70.00	(135,730)	(148,559)	(161,389)	(174,219)	(187,429)	(200,850)	(214,426)
	80.00	(154,650)	(167,479)	(180,455)	(193,732)	(207,294)	(220,870)	(235,655)
	90.00	(173,569)	(186,757)	(200,163)	(213,739)	(227,818)	(242,736)	(257,654)
	100.00	(193,060)	(206,607)	(220,183)	(234,899)	(249,818)	(264,736)	(279,654)
	110.00	(213,052)	(227,063)	(241,981)	(256,899)	(271,818)	(286,736)	(301,654)
	120.00	(234,144)	(249,063)	(263,981)	(278,899)	(293,817)	(308,763)	(323,771)
	130.00	(256,144)	(271,062)	(285,981)	(300,899)	(315,887)	(330,896)	(345,904)
	140.00	(278,144)	(293,062)	(308,003)	(323,012)	(338,020)	(353,028)	(368,037)
	150.00	(300,144)	(315,128)	(330,136)	(345,144)	(360,153)	(375,161)	(390,170)
	160.00	(322,252)	(337,260)	(352,269)	(367,277)	(382,286)	(397,294)	(412,303)
	170.00	(344,385)	(359,393)	(374,402)	(389,410)	(404,419)	(419,427)	(434,435)
	180.00	(366,518)	(381,526)	(396,534)	(411,543)	(426,551)	(441,560)	(456,568)
	190.00	(388,650)	(403,659)	(418,667)	(433,676)	(448,684)	(463,693)	(478,701)
	200.00	(410,783)	(425,792)	(440,800)	(455,809)	(470,817)	(485,825)	(500,834)
	210.00	(432,916)	(447,924)	(462,933)	(477,941)	(492,950)	(507,958)	(522,967)
	220.00	(455,049)	(470,057)	(485,066)	(500,074)	(515,083)	(530,091)	(545,100)
	230.00	(477,182)	(492,190)	(507,199)	(522,207)	(537,215)	(552,224)	(567,232)
	240.00	(499,315)	(514,323)	(529,331)	(544,340)	(559,348)	(574,378)	(589,477)
	250.00	(521,447)	(536,456)	(551,464)	(566,473)	(581,545)	(596,645)	(611,744)

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(54,650)	Profit 18% 15%	16%	17%	18%	19%	20%	21%
	0.00	86,446	30,008	(26,431)	(82,869)	(139,308)	(196,478)	(259,558)
	10.00	67,567	11,129	(45,310)	(101,749)	(158,187)	(216,455)	(281,511)
CIL £psm	20.00	48,647	(7,791)	(64,230)	(120,668)	(177,141)	(237,885)	(303,511)
0.00	30.00	29,727	(26,711)	(83,150)	(139,588)	(196,775)	(259,884)	(325,511)
(recommended CIL)	40.00	10,807	(45,631)	(102,070)	(158,508)	(216,795)	(281,884)	(347,510)
(100)	50.00	(8,112)	(64,551)	(120,989)	(177,473)	(238,258)	(303,884)	(369,510)
	60.00	(27,032)	(83,471)	(139,909)	(197,115)	(260,258)	(325,884)	(391,510)
	70.00	(45,952)	(102,391)	(158,829)	(217,135)	(282,258)	(347,884)	(413,510)
	80.00	(64,872)	(121,311)	(177,806)	(238,631)	(304,257)	(369,884)	(435,510)
	90.00	(83,792)	(140,230)	(197,454)	(260,631)	(326,257)	(391,883)	(457,510)
	100.00	(102,712)	(159,150)	(217,474)	(282,631)	(348,257)	(413,883)	(479,509)
	110.00	(121,632)	(178,138)	(239,005)	(304,631)	(370,257)	(435,883)	(501,509)
	120.00	(140,551)	(197,794)	(261,004)	(326,631)	(392,257)	(457,883)	(523,509)
	130.00	(159,531)	(217,878)	(283,074)	(348,700)	(414,326)	(479,953)	(545,579)
	140.00	(178,651)	(239,581)	(305,207)	(370,833)	(436,459)	(502,086)	(567,712)
	150.00	(198,439)	(261,714)	(327,340)	(392,966)	(458,592)	(524,218)	(589,845)
	160.00	(218,580)	(283,846)	(349,473)	(415,099)	(480,725)	(546,351)	(611,977)
	170.00	(240,353)	(305,979)	(371,605)	(437,232)	(502,858)	(568,484)	(634,110)
	180.00	(262,486)	(328,112)	(393,738)	(459,364)	(524,991)	(590,617)	(656,243)
	190.00	(284,619)	(350,245)	(415,871)	(481,497)	(547,123)	(612,750)	(678,376)
	200.00	(306,751)	(372,378)	(438,004)	(503,630)	(569,256)	(634,883)	(700,509)
	210.00	(328,884)	(394,511)	(460,137)	(525,763)	(591,389)	(657,015)	(722,642)
	220.00	(351,017)	(416,643)	(482,270)	(547,896)	(613,522)	(679,148)	(744,774)
	230.00	(373,150)	(438,776)	(504,402)	(570,029)	(635,655)	(701,281)	(766,907)
	240.00	(395,283)	(460,909)	(526,535)	(592,161)	(657,788)	(723,414)	(789,040)
	250.00	(417,480)	(483,106)	(548,732)	(614,358)	(679,985)	(745,611)	(811,237)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(54,650)	BLV (£ per acre (n)) 100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	56,461	28,683	906	(26,872)	(54,650)	(82,428)	(110,205)
	10.00	37,582	9,804	(17,974)	(45,752)	(73,529)	(101,307)	(129,085)
CIL £psm	20.00	18,662	(9,116)	(36,894)	(64,671)	(92,449)	(120,227)	(148,005)
0.00	30.00	(258)	(28,036)	(55,813)	(83,591)	(111,369)	(139,147)	(166,925)
(recommended CIL)	40.00	(19,178)	(46,956)	(74,733)	(102,511)	(130,289)	(158,067)	(185,844)
(100)	50.00	(38,098)	(65,875)	(93,653)	(121,431)	(149,209)	(176,987)	(204,764)
	60.00	(57,017)	(84,795)	(112,573)	(140,351)	(168,129)	(195,906)	(223,684)
	70.00	(76,318)	(104,096)	(131,874)	(159,652)	(187,429)	(215,207)	(242,985)
	80.00	(96,183)	(123,961)	(151,739)	(179,517)	(207,294)	(235,072)	(262,850)
	90.00	(116,707)	(144,485)	(172,262)	(200,040)	(227,818)	(255,596)	(283,373)
	100.00	(138,707)	(166,484)	(194,262)	(222,040)	(249,818)	(277,596)	(305,373)
	110.00	(160,706)	(188,484)	(216,262)	(244,040)	(271,818)	(299,595)	(327,373)
	120.00	(182,706)	(210,484)	(238,262)	(266,040)	(293,817)	(321,595)	(349,373)
	130.00	(204,776)	(232,554)	(260,332)	(288,109)	(315,887)	(343,665)	(371,443)
	140.00	(226,909)	(254,687)	(282,464)	(310,242)	(338,020)	(365,798)	(393,576)
	150.00	(249,042)	(276,820)	(304,597)	(332,375)	(360,153)	(387,931)	(415,708)
	160.00	(271,175)	(298,952)	(326,730)	(354,508)	(382,286)	(410,063)	(437,841)
	170.00	(293,307)	(321,085)	(348,863)	(376,641)	(404,419)	(432,196)	(459,974)
	180.00	(315,440)	(343,218)	(370,996)	(398,774)	(426,551)	(454,329)	(482,107)
	190.00	(337,573)	(365,351)	(393,129)	(420,906)	(448,684)	(476,462)	(504,240)
	200.00	(359,706)	(387,484)	(415,261)	(443,039)	(470,817)	(498,595)	(526,373)
	210.00	(381,839)	(409,617)	(437,394)	(465,172)	(492,950)	(520,728)	(548,505)
	220.00	(403,972)	(431,749)	(459,527)	(487,305)	(515,083)	(542,860)	(570,638)
	230.00	(426,104)	(453,882)	(481,660)	(509,438)	(537,215)	(564,993)	(592,771)
	240.00	(448,237)	(476,015)	(503,793)	(531,571)	(559,348)	(587,126)	(614,904)
	250.00	(470,434)	(498,212)	(525,990)	(553,768)	(581,545)	(609,323)	(637,101)

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses and Flats | No Units: 100
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(54,650)	Density (dph) (net) 30	35	51 40	45	50	55	60
	0.00	(146,108)	(123,802)	(101,496)	(79,190)	(56,921)	(34,654)	(12,386)
	10.00	(157,345)	(136,912)	(116,479)	(96,046)	(75,613)	(55,181)	(34,748)
CIL £psm	20.00	(168,582)	(150,022)	(131,462)	(112,902)	(94,342)	(75,782)	(57,222)
0.00	30.00	(179,819)	(163,132)	(146,445)	(129,758)	(113,071)	(96,384)	(79,697)
(recommended CIL)	40.00	(191,057)	(176,243)	(161,428)	(146,614)	(131,800)	(116,986)	(102,172)
(100)	50.00	(202,554)	(189,353)	(176,411)	(163,470)	(150,529)	(137,587)	(124,646)
	60.00	(214,375)	(202,888)	(191,592)	(180,326)	(169,258)	(158,189)	(147,121)
	70.00	(226,665)	(216,760)	(207,255)	(197,749)	(188,384)	(179,027)	(169,670)
	80.00	(239,732)	(231,464)	(223,197)	(215,585)	(208,062)	(200,538)	(193,015)
	90.00	(252,799)	(246,709)	(240,619)	(234,529)	(228,439)	(222,349)	(216,796)
	100.00	(265,865)	(261,953)	(258,041)	(254,129)	(250,217)	(246,305)	(242,393)
	110.00	(278,980)	(277,198)	(275,463)	(273,729)	(271,995)	(270,260)	(268,526)
	120.00	(292,126)	(292,523)	(292,920)	(293,329)	(293,772)	(294,216)	(294,659)
	130.00	(305,271)	(307,859)	(310,447)	(313,035)	(315,623)	(318,211)	(320,799)
	140.00	(318,417)	(323,196)	(327,975)	(332,754)	(337,533)	(342,311)	(347,090)
	150.00	(331,563)	(338,533)	(345,502)	(352,472)	(359,442)	(366,412)	(373,382)
	160.00	(344,708)	(353,869)	(363,030)	(372,191)	(381,351)	(390,512)	(399,673)
	170.00	(357,854)	(369,206)	(380,557)	(391,909)	(403,261)	(414,612)	(425,964)
	180.00	(371,000)	(384,542)	(398,085)	(411,627)	(425,170)	(438,713)	(452,255)
	190.00	(384,145)	(399,879)	(415,612)	(431,346)	(447,079)	(462,813)	(478,546)
	200.00	(397,291)	(415,215)	(433,140)	(451,064)	(468,989)	(486,913)	(504,838)
	210.00	(410,436)	(430,552)	(450,667)	(470,783)	(490,898)	(511,013)	(531,129)
	220.00	(423,582)	(445,888)	(468,195)	(490,501)	(512,807)	(535,114)	(557,420)
	230.00	(436,773)	(461,225)	(485,722)	(510,219)	(534,717)	(559,214)	(583,711)
	240.00	(449,998)	(476,639)	(503,279)	(529,938)	(556,626)	(583,314)	(610,003)
	250.00	(463,223)	(492,068)	(520,913)	(549,758)	(578,603)	(607,448)	(636,294)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(54,650)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	120%
	0.00	1,635,826	1,220,160	799,944	375,060	(54,650)	(281,893)	(1,046,660)
	10.00	1,617,797	1,201,912	781,475	356,367	(73,529)	(303,893)	(1,069,061)
CIL £psm	20.00	1,599,767	1,183,664	763,006	337,674	(92,449)	(326,024)	(1,091,463)
0.00	30.00	1,581,738	1,165,417	744,536	318,981	(111,369)	(348,157)	(1,113,923)
(recommended CIL)	40.00	1,563,709	1,147,169	726,067	300,288	(130,289)	(370,290)	(1,136,460)
(100)	50.00	1,545,679	1,128,921	707,598	281,595	(149,209)	(392,422)	(1,158,996)
	60.00	1,527,554	1,110,673	689,129	262,901	(168,129)	(414,555)	(1,181,533)
	70.00	1,509,415	1,092,425	670,660	244,208	(187,429)	(436,688)	(1,204,070)
	80.00	1,491,277	1,074,111	652,190	225,515	(207,294)	(458,821)	(1,226,606)
	90.00	1,473,139	1,055,753	633,721	206,822	(227,818)	(480,954)	(1,249,143)
	100.00	1,455,000	1,037,395	615,184	188,129	(249,818)	(503,087)	(1,271,679)
	110.00	1,436,862	1,019,036	596,603	169,435	(271,818)	(525,219)	(1,294,216)
	120.00	1,418,724	1,000,678	578,022	150,638	(293,817)	(547,352)	(1,316,753)
	130.00	1,400,585	982,320	559,441	131,832	(315,887)	(569,485)	(1,339,289)
	140.00	1,382,447	963,962	540,860	113,026	(338,020)	(591,743)	(1,361,826)
	150.00	1,364,309	945,603	522,280	94,220	(360,153)	(614,010)	(1,384,445)
	160.00	1,346,171	927,245	503,699	75,414	(382,286)	(636,277)	(1,407,118)
	170.00	1,328,032	908,887	485,118	56,607	(404,419)	(658,543)	(1,429,791)
	180.00	1,309,867	890,529	466,537	37,801	(426,551)	(680,810)	(1,452,464)
	190.00	1,291,619	872,170	447,956	18,995	(448,684)	(703,076)	(1,475,137)
	200.00	1,273,371	853,800	429,375	189	(470,817)	(725,343)	(1,497,810)
	210.00	1,255,123	835,331	410,794	(18,617)	(492,950)	(747,610)	(1,520,483)
	220.00	1,236,875	816,862	392,183	(37,424)	(515,083)	(769,876)	(1,543,155)
	230.00	1,218,627	798,392	373,490	(56,230)	(537,215)	(792,143)	(1,565,828)
	240.00	1,200,379	779,923	354,797	(75,119)	(559,348)	(814,410)	(1,588,501)
	250.00	1,182,131	761,454	336,104	(94,039)	(581,545)	(836,676)	(1,611,174)

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Houses and Flats — No Units: 100
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	(54,650)	90%	95%	100%	105%	110%	115%	120%
	0.00	(588,662)	(308,253)	(54,650)	183,370	420,101	655,804	890,700
	10.00	(610,929)	(330,386)	(73,529)	164,564	401,408	637,223	872,231
CIL £psm	20.00	(633,195)	(352,519)	(92,449)	145,758	382,715	618,642	853,762
0.00	30.00	(655,462)	(374,651)	(111,369)	126,952	364,021	600,062	835,293
(recommended CIL)	40.00	(677,729)	(396,784)	(130,289)	108,146	345,328	581,481	816,824
(100)	50.00	(699,995)	(418,917)	(149,209)	89,339	326,635	562,900	798,354
	60.00	(722,262)	(441,050)	(168,129)	70,533	307,942	544,319	779,789
	70.00	(744,528)	(463,183)	(187,429)	51,727	289,249	525,738	761,208
	80.00	(766,795)	(485,316)	(207,294)	32,921	270,555	507,157	742,627
	90.00	(789,141)	(507,448)	(227,818)	14,115	251,862	488,569	724,046
	100.00	(811,542)	(529,581)	(249,818)	(4,691)	233,169	469,876	705,465
	110.00	(833,943)	(551,714)	(271,818)	(23,498)	214,476	451,183	686,885
	120.00	(856,345)	(573,970)	(293,817)	(42,304)	195,716	432,489	668,304
	130.00	(878,746)	(596,237)	(315,887)	(61,157)	176,910	413,796	649,723
	140.00	(901,147)	(618,504)	(338,020)	(80,076)	158,104	395,103	631,142
	150.00	(923,548)	(640,770)	(360,153)	(98,996)	139,298	376,410	612,561
	160.00	(945,950)	(663,037)	(382,286)	(117,916)	120,492	357,717	593,980
	170.00	(968,351)	(685,304)	(404,419)	(136,836)	101,686	339,023	575,399
	180.00	(990,752)	(707,570)	(426,551)	(155,756)	82,879	320,330	556,818
	190.00	(1,013,153)	(729,837)	(448,684)	(174,676)	64,073	301,637	538,238
	200.00	(1,035,673)	(752,103)	(470,817)	(194,205)	45,267	282,944	519,651
	210.00	(1,058,210)	(774,370)	(492,950)	(214,222)	26,461	264,251	500,957
	220.00	(1,080,747)	(796,637)	(515,083)	(235,431)	7,655	245,558	482,264
	230.00	(1,103,283)	(818,977)	(537,215)	(257,431)	(11,152)	226,864	463,571
	240.00	(1,125,820)	(841,378)	(559,348)	(279,431)	(29,958)	208,063	444,878
	250.00	(1,148,356)	(863,779)	(581,545)	(301,430)	(48,784)	189,256	426,185

TABLE 8

Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	(54,650)	0	1,000	20,000	30,000	40,000	50,000	100,000
	0.00	(54,650)	(34,368)	349,882	550,553	750,191	948,810	1,926,636
	10.00	(73,529)	(53,174)	331,189	531,972	731,722	930,452	1,908,715
CIL £psm	20.00	(92,449)	(72,045)	312,496	513,391	713,252	912,094	1,890,794
0.00	30.00	(111,369)	(90,965)	293,803	494,810	694,783	893,736	1,872,873
(recommended CIL)	40.00	(130,289)	(109,885)	275,109	476,229	676,314	875,377	1,854,952
(100)	50.00	(149,209)	(128,805)	256,416	457,648	657,845	857,019	1,837,031
	60.00	(168,129)	(147,724)	237,723	439,067	639,375	838,557	1,819,110
	70.00	(187,429)	(166,644)	219,030	420,486	620,872	820,088	1,801,189
	80.00	(207,294)	(185,893)	200,337	401,906	602,292	801,619	1,783,268
	90.00	(227,818)	(205,724)	181,643	383,241	583,711	783,150	1,765,301
	100.00	(249,818)	(226,092)	162,920	364,548	565,130	764,681	1,747,272
	110.00	(271,818)	(248,092)	144,114	345,854	546,549	746,211	1,729,242
	120.00	(293,817)	(270,092)	125,308	327,161	527,968	727,742	1,711,213
	130.00	(315,887)	(292,091)	106,502	308,468	509,387	709,273	1,693,184
	140.00	(338,020)	(314,151)	87,695	289,775	490,806	690,804	1,675,155
	150.00	(360,153)	(336,284)	68,889	271,082	472,226	672,334	1,657,125
	160.00	(382,286)	(358,416)	50,083	252,388	453,645	653,865	1,639,096
	170.00	(404,419)	(380,549)	31,277	233,695	435,064	635,396	1,621,067
	180.00	(426,551)	(402,682)	12,471	215,002	416,483	616,869	1,603,037
	190.00	(448,684)	(424,815)	(6,336)	196,309	397,902	598,288	1,585,008
	200.00	(470,817)	(446,948)	(25,142)	177,616	379,213	579,707	1,566,979
	210.00	(492,950)	(469,081)	(43,948)	158,868	360,520	561,126	1,548,949
	220.00	(515,083)	(491,213)	(62,763)	140,062	341,827	542,545	1,530,843
	230.00	(537,215)	(513,346)	(81,682)	121,256	323,133	523,965	1,512,705
	240.00	(559,348)	(535,479)	(100,602)	102,449	304,440	505,384	1,494,567
	250.00	(581,545)	(557,612)	(119,522)	83,643	285,747	486,803	1,476,428

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**100**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**U**	
Scheme Typology:	Houses and Flats	
No Units:	100	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	32,105,000	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	21.99%	
Developers Profit Total (£)	5,618,375	
Land Value KPI's		
RLV (£/acre (net))	167,572	
RLV (£/ha (net))	414,071	
RLV (% of GDV)	2.55%	
RLV Total (£)	819,781	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	1,087,133	
Surplus/Deficit (£/acre) [RLV-BLV]	(54,650)	
Surplus/Deficit (£/ha)	(135,040)	
Surplus/Deficit Total (£)	(267,353)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	2,241,673	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	70,577	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	23,123	Put into summary table for ease of checking. Don't print this row in the summary table

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Appraisal Ref:	V				(see Typologies Matrix)
Scheme Typology:	Flats		No Units:	450	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			450	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	157.5	46.0%	0.0	35%	157.5
2 bed Flat	65.0%	292.5	54.0%	0.0	65%	292.5
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	450.0	100.0%	0.0	100%	450.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	9,265	99,724	0	0	9,265	99,724
2 bed Flat	22,368	240,763	0	0	22,368	240,763
3 bed Flat	0	0	0	0	0	0
	31,632	340,488	0	0	31,632	340,488
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	325,000	4,333	403	4,333	403	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	365,000	4,056	377	3,443	320	0
4 bed House (with garage)	440,000	3,826	355	3,165	294	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	200,000	4,000	372	3,400	316	31,500,000
2 bed Flat	255,000	3,923	364	3,335	310	74,587,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						106,087,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	195,000	60%	130,000	40%	0	0%	227,500	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	219,000	60%	146,000	40%	0	0%	255,500	70%
4 bed House (with garage)	264,000	60%	176,000	40%	0	0%	308,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	120,000	60%	80,000	40%	0	0%	140,000	70%
2 bed Flat	153,000	60%	102,000	40%	0	0%	178,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**450**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	325,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	365,000		-
4 bed House (with garage)	0.0	@	440,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	157.5	@	200,000		31,500,000
2 bed Flat	292.5	@	255,000		74,587,500
3 bed Flat	0.0	@	0		-
	450.0				106,087,500
Affordable Rent GDV -					
2 bed House	0.0	@	195,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	219,000		-
4 bed House (with garage)	0.0	@	264,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	120,000		-
2 bed Flat	0.0	@	153,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	130,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	146,000		-
4 bed House (with garage)	0.0	@	176,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	102,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	227,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	255,500		-
4 bed House (with garage)	0.0	@	308,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	140,000		-
2 bed Flat	0.0	@	178,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**450**				**106,087,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	450	units @	0	per unit	-
Total GDV					**106,087,500**

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**	No Units:	**450**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	106,985	£		(106,985)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	320,955	£		(320,955)
Building Safety Levy				31,632	sqm	15.11	£ psm			(477,965)
CIL (Mrkt only inc. garages)	Max			31,632	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				450	units @	2,500	per unit			(1,125,000)
	Sub-total								(1,125,000)	
S106 analysis:	328,125	£ per ha		1.06%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum				31,632	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				3.43	ha @	123,500	£ per ha (if brownfield)			(423,429)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			450	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	1,892	psm			-
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				-	sqm @	1,892	psm			-
4 bed House (EXC. garage)				-	sqm @	1,892	psm			-
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				9,265	sqm @	2,064	psm			(19,122,353)
2 bed Flat				22,368	sqm @	2,064	psm			(46,166,824)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	-	16.0		0	sqm @	600	psm			-
Garages for 4B House	-	24.0		0	sqm @	600	psm			-
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				31,632	£ per garage	£0				
External works				65,289,176	@	10.0%				(6,528,918)
Ext. Works analysis:						14,509	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				450	units @	400	£ per unit			(180,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	450	units @		100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units	450	units @		10%	@	0	£ per unit		-
Part L/FHS		450	units @				4,350	£ per unit		(1,957,500)
Part L/FHS analysis:						3.0%	% of BCIS costs			
Net Zero for Housing		-	sqm				0	£ psm		-
Net Zero for Flats		31,632	sqm				0	£ psm		-
Water Efficiency		-	units @				20	£ per unit		-
Urban Greening Factor	450.0	flats @	6		per storey = GIA	422	0	£ / psm		-
	Sub-total								(2,137,500)	
Policy Costs analysis:	(design costs only)					4,750	£ per unit (total units)			
						3.3%	% of BCIS costs			
Contingency (on construction)				74,379,023	@	5.0%				(3,718,951)

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**		No Units:	**450**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		74,379,023	@	10.0%			(7,437,902)
Disposal Costs -							
OMS Marketing and Promotion		106,087,500	OMS @	1.00%	2,358	£ per unit	(1,060,875)
Residential Sales Agent Costs		106,087,500	OMS @	1.00%	2,358	£ per unit	(1,060,875)
Residential Sales Legal Costs		106,087,500	OMS @	0.50%	1,179	£ per unit	(530,438)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	450	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					5,894	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(9,356,595)
Developers Profit -							
Profit on OMS		106,087,500		17.50%			(18,565,313)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		106,087,500		17.50%	blended GDV	(18,565,313)	
		99,575,563		18.64%	on costs	(18,565,313)	
TOTAL COSTS							**(118,140,876)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(12,053,376)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(12,053,376)**
RLV analysis:	(26,785) £ per plot	(3,515,568)	£ per ha (net)	(1,422,731)	£ per acre (net)		
		(2,812,454)	£ per ha (gross)	(1,138,185)	£ per acre (gross)		
				-11.36%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		131.3	dph (net)				
Site Area (net)		3.43	ha (net)	8.47	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		4.29	ha (gross)	10.59	acres (gross)		
Density analysis:		9,226	sqm/ha (net)	40,190	sqft/ac (net)		
		105	dph (gross)				
Benchmark Land Value (net)	4,707 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)		**2,118,000**
BLV analysis:		617,750	£ per ha (net)	250,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**(4,133,318)**	£ per ha (net)	**(1,672,731)**	£ per acre (net)	**(14,171,376)**

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Scheme Typology: Flats | No Units: 450
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	1,672,731	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(1,672,731)	(1,778,734)	(1,885,693)	(1,993,599)	(2,102,670)	(2,212,973)	(2,323,275)
	10.00	(1,721,937)	(1,825,762)	(1,930,416)	(2,036,095)	(2,142,996)	(2,250,778)	(2,358,560)
Max CIL £ psm	20.00	(1,771,143)	(1,872,791)	(1,975,239)	(2,078,683)	(2,183,321)	(2,288,583)	(2,393,845)
0.00	30.00	(1,820,349)	(1,919,819)	(2,020,061)	(2,121,272)	(2,223,647)	(2,326,388)	(2,429,130)
(recommended CIL)	40.00	(1,869,789)	(1,966,847)	(2,064,884)	(2,163,860)	(2,263,972)	(2,364,193)	(2,464,414)
(100)	50.00	(1,919,293)	(2,014,152)	(2,109,855)	(2,206,597)	(2,304,298)	(2,401,998)	(2,499,699)
	60.00	(1,968,796)	(2,061,465)	(2,154,948)	(2,249,443)	(2,344,623)	(2,439,804)	(2,534,984)
	70.00	(2,018,300)	(2,108,777)	(2,200,042)	(2,292,289)	(2,384,949)	(2,477,609)	(2,570,269)
	80.00	(2,068,006)	(2,156,090)	(2,245,135)	(2,335,135)	(2,425,274)	(2,515,414)	(2,605,553)
	90.00	(2,117,809)	(2,203,656)	(2,290,361)	(2,377,980)	(2,465,600)	(2,553,219)	(2,640,838)
	100.00	(2,167,611)	(2,251,254)	(2,335,727)	(2,420,826)	(2,505,925)	(2,591,024)	(2,676,123)
	110.00	(2,217,414)	(2,298,853)	(2,381,093)	(2,463,672)	(2,546,251)	(2,628,829)	(2,711,408)
	120.00	(2,267,395)	(2,346,452)	(2,426,459)	(2,506,518)	(2,586,576)	(2,666,634)	(2,746,693)
	130.00	(2,317,499)	(2,394,288)	(2,471,826)	(2,549,363)	(2,626,901)	(2,704,439)	(2,781,977)
	140.00	(2,367,602)	(2,442,174)	(2,517,192)	(2,592,209)	(2,667,227)	(2,742,244)	(2,817,262)
	150.00	(2,417,706)	(2,490,061)	(2,562,558)	(2,635,055)	(2,707,552)	(2,780,050)	(2,852,547)
	160.00	(2,467,970)	(2,537,947)	(2,607,924)	(2,677,901)	(2,747,878)	(2,817,855)	(2,887,832)
	170.00	(2,518,377)	(2,585,834)	(2,653,290)	(2,720,747)	(2,788,203)	(2,855,660)	(2,923,116)
	180.00	(2,568,784)	(2,633,720)	(2,698,656)	(2,763,592)	(2,828,529)	(2,893,465)	(2,958,401)
	190.00	(2,619,191)	(2,681,607)	(2,744,022)	(2,806,438)	(2,868,854)	(2,931,270)	(2,993,686)
	200.00	(2,669,597)	(2,729,493)	(2,789,389)	(2,849,284)	(2,909,180)	(2,969,075)	(3,028,971)
	210.00	(2,720,004)	(2,777,379)	(2,834,755)	(2,892,130)	(2,949,505)	(3,006,880)	(3,064,256)
	220.00	(2,770,411)	(2,825,266)	(2,880,121)	(2,934,976)	(2,989,831)	(3,044,685)	(3,099,540)
	230.00	(2,820,818)	(2,873,152)	(2,925,487)	(2,977,821)	(3,030,156)	(3,082,491)	(3,134,825)
	240.00	(2,871,225)	(2,921,039)	(2,970,853)	(3,020,667)	(3,070,481)	(3,120,296)	(3,170,110)
	250.00	(2,921,632)	(2,968,925)	(3,016,219)	(3,063,513)	(3,110,807)	(3,158,101)	(3,205,395)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(1,672,731)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(1,498,509)	(1,541,996)	(1,585,484)	(1,628,981)	(1,672,731)	(1,716,481)	(1,760,231)
	10.00	(1,547,420)	(1,590,907)	(1,634,436)	(1,678,187)	(1,721,937)	(1,765,687)	(1,809,438)
CIL £psm	20.00	(1,596,330)	(1,639,892)	(1,683,643)	(1,727,393)	(1,771,143)	(1,814,894)	(1,858,811)
0.00	30.00	(1,645,348)	(1,689,099)	(1,732,849)	(1,776,599)	(1,820,349)	(1,864,300)	(1,908,315)
(recommended CIL)	40.00	(1,694,555)	(1,738,305)	(1,782,055)	(1,825,805)	(1,869,789)	(1,913,804)	(1,957,819)
(100)	50.00	(1,743,761)	(1,787,511)	(1,831,263)	(1,875,278)	(1,919,293)	(1,963,308)	(2,007,322)
	60.00	(1,792,967)	(1,836,752)	(1,880,767)	(1,924,782)	(1,968,796)	(2,012,811)	(2,056,962)
	70.00	(1,842,241)	(1,886,256)	(1,930,271)	(1,974,285)	(2,018,300)	(2,062,484)	(2,106,764)
	80.00	(1,891,745)	(1,935,760)	(1,979,774)	(2,023,789)	(2,068,006)	(2,112,287)	(2,156,567)
	90.00	(1,941,248)	(1,985,263)	(2,029,278)	(2,073,528)	(2,117,809)	(2,162,089)	(2,206,370)
	100.00	(1,990,752)	(2,034,769)	(2,079,050)	(2,123,331)	(2,167,611)	(2,211,892)	(2,256,284)
	110.00	(2,040,291)	(2,084,572)	(2,128,853)	(2,173,134)	(2,217,414)	(2,261,839)	(2,306,388)
	120.00	(2,090,094)	(2,134,375)	(2,178,656)	(2,222,936)	(2,267,395)	(2,311,943)	(2,356,492)
	130.00	(2,139,897)	(2,184,178)	(2,228,459)	(2,272,950)	(2,317,499)	(2,362,047)	(2,406,595)
	140.00	(2,189,700)	(2,233,981)	(2,278,505)	(2,323,054)	(2,367,602)	(2,412,151)	(2,456,792)
	150.00	(2,239,512)	(2,284,061)	(2,328,609)	(2,373,158)	(2,417,706)	(2,462,381)	(2,507,199)
	160.00	(2,289,616)	(2,334,165)	(2,378,713)	(2,423,262)	(2,467,970)	(2,512,788)	(2,557,606)
	170.00	(2,339,720)	(2,384,269)	(2,428,817)	(2,473,559)	(2,518,377)	(2,563,195)	(2,608,013)
	180.00	(2,389,824)	(2,434,373)	(2,479,148)	(2,523,966)	(2,568,784)	(2,613,602)	(2,658,419)
	190.00	(2,439,928)	(2,484,737)	(2,529,555)	(2,574,373)	(2,619,191)	(2,664,008)	(2,708,826)
	200.00	(2,490,326)	(2,535,144)	(2,579,962)	(2,624,780)	(2,669,597)	(2,714,415)	(2,759,233)
	210.00	(2,540,733)	(2,585,551)	(2,630,369)	(2,675,187)	(2,720,004)	(2,764,822)	(2,809,640)
	220.00	(2,591,140)	(2,635,958)	(2,680,776)	(2,725,593)	(2,770,411)	(2,815,229)	(2,860,047)
	230.00	(2,641,547)	(2,686,365)	(2,731,182)	(2,776,000)	(2,820,818)	(2,865,636)	(2,910,453)
	240.00	(2,691,954)	(2,736,771)	(2,781,589)	(2,826,407)	(2,871,225)	(2,916,043)	(2,960,860)
	250.00	(2,742,360)	(2,787,178)	(2,831,996)	(2,876,814)	(2,921,632)	(2,966,449)	(3,011,267)

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 450
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(1,672,731)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(1,359,678)	(1,484,899)	(1,610,120)	(1,735,341)	(1,860,563)	(1,985,784)	(2,111,005)
	10.00	(1,408,884)	(1,534,105)	(1,659,326)	(1,784,548)	(1,909,769)	(2,034,990)	(2,160,212)
CIL £psm	20.00	(1,458,090)	(1,583,311)	(1,708,533)	(1,833,754)	(1,958,975)	(2,084,197)	(2,209,418)
0.00	30.00	(1,507,296)	(1,632,517)	(1,757,739)	(1,882,960)	(2,008,181)	(2,133,403)	(2,258,624)
(recommended CIL)	40.00	(1,556,736)	(1,681,957)	(1,807,179)	(1,932,400)	(2,057,621)	(2,182,842)	(2,308,064)
(100)	50.00	(1,606,240)	(1,731,461)	(1,856,682)	(1,981,904)	(2,107,125)	(2,232,346)	(2,357,567)
	60.00	(1,655,743)	(1,780,965)	(1,906,186)	(2,031,407)	(2,156,628)	(2,281,850)	(2,407,071)
	70.00	(1,705,247)	(1,830,468)	(1,955,689)	(2,080,911)	(2,206,132)	(2,331,353)	(2,456,575)
	80.00	(1,754,952)	(1,880,174)	(2,005,395)	(2,130,616)	(2,255,838)	(2,381,059)	(2,506,280)
	90.00	(1,804,755)	(1,929,977)	(2,055,198)	(2,180,419)	(2,305,641)	(2,430,862)	(2,556,083)
	100.00	(1,854,558)	(1,979,780)	(2,105,001)	(2,230,222)	(2,355,443)	(2,480,665)	(2,605,886)
	110.00	(1,904,361)	(2,029,582)	(2,154,804)	(2,280,025)	(2,405,246)	(2,530,468)	(2,655,689)
	120.00	(1,954,341)	(2,079,563)	(2,204,784)	(2,330,005)	(2,455,227)	(2,580,448)	(2,705,669)
	130.00	(2,004,445)	(2,129,667)	(2,254,888)	(2,380,109)	(2,505,330)	(2,630,552)	(2,755,773)
	140.00	(2,054,549)	(2,179,770)	(2,304,992)	(2,430,213)	(2,555,434)	(2,680,656)	(2,805,877)
	150.00	(2,104,653)	(2,229,874)	(2,355,096)	(2,480,317)	(2,605,538)	(2,730,760)	(2,855,981)
	160.00	(2,154,917)	(2,280,138)	(2,405,360)	(2,530,581)	(2,655,802)	(2,781,023)	(2,906,245)
	170.00	(2,205,324)	(2,330,545)	(2,455,766)	(2,580,988)	(2,706,209)	(2,831,430)	(2,956,652)
	180.00	(2,255,731)	(2,380,952)	(2,506,173)	(2,631,394)	(2,756,616)	(2,881,837)	(3,007,058)
	190.00	(2,306,137)	(2,431,359)	(2,556,580)	(2,681,801)	(2,807,023)	(2,932,244)	(3,057,465)
	200.00	(2,356,544)	(2,481,765)	(2,606,987)	(2,732,208)	(2,857,429)	(2,982,651)	(3,107,872)
	210.00	(2,406,951)	(2,532,172)	(2,657,394)	(2,782,615)	(2,907,836)	(3,033,058)	(3,158,279)
	220.00	(2,457,358)	(2,582,579)	(2,707,800)	(2,833,022)	(2,958,243)	(3,083,464)	(3,208,686)
	230.00	(2,507,765)	(2,632,986)	(2,758,207)	(2,883,429)	(3,008,650)	(3,133,871)	(3,259,093)
	240.00	(2,558,171)	(2,683,393)	(2,808,614)	(2,933,835)	(3,059,057)	(3,184,278)	(3,309,499)
	250.00	(2,608,578)	(2,733,800)	(2,859,021)	(2,984,242)	(3,109,464)	(3,234,685)	(3,359,906)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(1,672,731)	BLV (£ per acre (n)) 100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	(1,547,731)	(1,578,981)	(1,610,231)	(1,641,481)	(1,672,731)	(1,703,981)	(1,735,231)
	10.00	(1,596,937)	(1,628,187)	(1,659,437)	(1,690,687)	(1,721,937)	(1,753,187)	(1,784,437)
CIL £psm	20.00	(1,646,143)	(1,677,393)	(1,708,643)	(1,739,893)	(1,771,143)	(1,802,393)	(1,833,643)
0.00	30.00	(1,695,349)	(1,726,599)	(1,757,849)	(1,789,099)	(1,820,349)	(1,851,599)	(1,882,849)
(recommended CIL)	40.00	(1,744,789)	(1,776,039)	(1,807,289)	(1,838,539)	(1,869,789)	(1,901,039)	(1,932,289)
(100)	50.00	(1,794,293)	(1,825,543)	(1,856,793)	(1,888,043)	(1,919,293)	(1,950,543)	(1,981,793)
	60.00	(1,843,796)	(1,875,046)	(1,906,296)	(1,937,546)	(1,968,796)	(2,000,046)	(2,031,296)
	70.00	(1,893,300)	(1,924,550)	(1,955,800)	(1,987,050)	(2,018,300)	(2,049,550)	(2,080,800)
	80.00	(1,943,006)	(1,974,256)	(2,005,506)	(2,036,756)	(2,068,006)	(2,099,256)	(2,130,506)
	90.00	(1,992,809)	(2,024,059)	(2,055,309)	(2,086,559)	(2,117,809)	(2,149,059)	(2,180,309)
	100.00	(2,042,611)	(2,073,861)	(2,105,111)	(2,136,361)	(2,167,611)	(2,198,861)	(2,230,111)
	110.00	(2,092,414)	(2,123,664)	(2,154,914)	(2,186,164)	(2,217,414)	(2,248,664)	(2,279,914)
	120.00	(2,142,395)	(2,173,645)	(2,204,895)	(2,236,145)	(2,267,395)	(2,298,645)	(2,329,895)
	130.00	(2,192,499)	(2,223,749)	(2,254,999)	(2,286,249)	(2,317,499)	(2,348,749)	(2,379,999)
	140.00	(2,242,602)	(2,273,852)	(2,305,102)	(2,336,352)	(2,367,602)	(2,398,852)	(2,430,102)
	150.00	(2,292,706)	(2,323,956)	(2,355,206)	(2,386,456)	(2,417,706)	(2,448,956)	(2,480,206)
	160.00	(2,342,970)	(2,374,220)	(2,405,470)	(2,436,720)	(2,467,970)	(2,499,220)	(2,530,470)
	170.00	(2,393,377)	(2,424,627)	(2,455,877)	(2,487,127)	(2,518,377)	(2,549,627)	(2,580,877)
	180.00	(2,443,784)	(2,475,034)	(2,506,284)	(2,537,534)	(2,568,784)	(2,600,034)	(2,631,284)
	190.00	(2,494,191)	(2,525,441)	(2,556,691)	(2,587,941)	(2,619,191)	(2,650,441)	(2,681,691)
	200.00	(2,544,597)	(2,575,847)	(2,607,097)	(2,638,347)	(2,669,597)	(2,700,847)	(2,732,097)
	210.00	(2,595,004)	(2,626,254)	(2,657,504)	(2,688,754)	(2,720,004)	(2,751,254)	(2,782,504)
	220.00	(2,645,411)	(2,676,661)	(2,707,911)	(2,739,161)	(2,770,411)	(2,801,661)	(2,832,911)
	230.00	(2,695,818)	(2,727,068)	(2,758,318)	(2,789,568)	(2,820,818)	(2,852,068)	(2,883,318)
	240.00	(2,746,225)	(2,777,475)	(2,808,725)	(2,839,975)	(2,871,225)	(2,902,475)	(2,933,725)
	250.00	(2,796,632)	(2,827,882)	(2,859,132)	(2,890,382)	(2,921,632)	(2,952,882)	(2,984,132)

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 450
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(1,672,731)	Density (dph) (net) 30	35	131 40	45	50	55	60
	0.00	(633,764)	(685,024)	(736,283)	(787,570)	(838,884)	(890,197)	(941,511)
	10.00	(645,079)	(698,225)	(751,370)	(804,516)	(857,662)	(910,817)	(964,005)
CIL £psm	20.00	(656,394)	(711,426)	(766,457)	(821,489)	(876,520)	(931,552)	(986,583)
0.00	30.00	(667,769)	(724,627)	(781,544)	(838,461)	(895,379)	(952,296)	(1,009,213)
(recommended CIL)	40.00	(679,152)	(737,900)	(796,648)	(855,434)	(914,237)	(973,040)	(1,031,844)
(100)	50.00	(690,536)	(751,181)	(811,826)	(872,471)	(933,116)	(993,785)	(1,054,474)
	60.00	(701,919)	(764,461)	(827,004)	(889,546)	(952,088)	(1,014,631)	(1,077,173)
	70.00	(713,357)	(777,742)	(842,182)	(906,621)	(971,061)	(1,035,500)	(1,099,940)
	80.00	(724,809)	(791,089)	(857,369)	(923,697)	(990,033)	(1,056,370)	(1,122,707)
	90.00	(736,261)	(804,450)	(872,639)	(940,828)	(1,009,016)	(1,077,240)	(1,145,474)
	100.00	(747,714)	(817,811)	(887,909)	(958,006)	(1,028,103)	(1,098,201)	(1,168,298)
	110.00	(759,216)	(831,172)	(903,178)	(975,184)	(1,047,191)	(1,119,197)	(1,191,203)
	120.00	(770,738)	(844,595)	(918,452)	(992,363)	(1,066,278)	(1,140,193)	(1,214,108)
	130.00	(782,259)	(858,037)	(933,814)	(1,009,591)	(1,085,368)	(1,161,189)	(1,237,012)
	140.00	(793,781)	(871,478)	(949,176)	(1,026,873)	(1,104,571)	(1,182,269)	(1,259,966)
	150.00	(805,302)	(884,920)	(964,538)	(1,044,156)	(1,123,774)	(1,203,391)	(1,283,009)
	160.00	(816,824)	(898,362)	(979,900)	(1,061,438)	(1,142,976)	(1,224,514)	(1,306,052)
	170.00	(828,345)	(911,804)	(995,262)	(1,078,720)	(1,162,179)	(1,245,637)	(1,329,096)
	180.00	(839,867)	(925,246)	(1,010,624)	(1,096,003)	(1,181,381)	(1,266,760)	(1,352,139)
	190.00	(851,389)	(938,687)	(1,025,986)	(1,113,285)	(1,200,584)	(1,287,883)	(1,375,182)
	200.00	(862,910)	(952,129)	(1,041,348)	(1,130,568)	(1,219,787)	(1,309,006)	(1,398,225)
	210.00	(874,432)	(965,571)	(1,056,710)	(1,147,850)	(1,238,989)	(1,330,129)	(1,421,268)
	220.00	(885,953)	(979,013)	(1,072,073)	(1,165,132)	(1,258,192)	(1,351,251)	(1,444,311)
	230.00	(897,475)	(992,455)	(1,087,435)	(1,182,415)	(1,277,394)	(1,372,374)	(1,467,354)
	240.00	(908,996)	(1,005,897)	(1,102,797)	(1,199,697)	(1,296,597)	(1,393,497)	(1,490,397)
	250.00	(920,518)	(1,019,338)	(1,118,159)	(1,216,979)	(1,315,800)	(1,414,620)	(1,513,440)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(1,672,731)	Build cost 100% 60%	70%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 80%	90%	100%	105%	120%
	0.00	2,547,272	1,614,342	643,629	(413,802)	(1,672,731)	(2,320,244)	(4,293,665)
	10.00	2,512,049	1,577,936	605,338	(461,260)	(1,721,937)	(2,370,348)	(4,344,072)
CIL £psm	20.00	2,476,741	1,541,531	567,046	(508,719)	(1,771,143)	(2,420,452)	(4,394,479)
0.00	30.00	2,441,434	1,505,097	528,569	(556,178)	(1,820,349)	(2,470,732)	(4,444,885)
(recommended CIL)	40.00	2,406,127	1,468,520	490,068	(603,636)	(1,869,789)	(2,521,139)	(4,495,292)
(100)	50.00	2,370,771	1,431,943	451,400	(651,343)	(1,919,293)	(2,571,546)	(4,545,699)
	60.00	2,335,317	1,395,329	412,685	(699,089)	(1,968,796)	(2,621,953)	(4,596,106)
	70.00	2,299,864	1,358,577	373,810	(746,834)	(2,018,300)	(2,672,360)	(4,646,513)
	80.00	2,264,411	1,321,825	334,876	(794,580)	(2,068,006)	(2,722,767)	(4,696,920)
	90.00	2,228,893	1,285,009	295,775	(842,500)	(2,117,809)	(2,773,173)	(4,747,326)
	100.00	2,193,291	1,248,078	256,620	(890,534)	(2,167,611)	(2,823,580)	(4,797,733)
	110.00	2,157,688	1,211,146	217,276	(938,568)	(2,217,414)	(2,873,987)	(4,848,140)
	120.00	2,122,085	1,174,105	177,895	(986,602)	(2,267,395)	(2,924,394)	(4,898,547)
	130.00	2,086,377	1,136,991	138,291	(1,034,743)	(2,317,499)	(2,974,801)	(4,948,954)
	140.00	2,050,621	1,099,876	98,641	(1,083,068)	(2,367,602)	(3,025,208)	(4,999,361)
	150.00	2,014,865	1,062,586	58,796	(1,131,392)	(2,417,706)	(3,075,614)	(5,049,767)
	160.00	1,979,094	1,025,285	18,855	(1,179,717)	(2,467,970)	(3,126,021)	(5,100,174)
	170.00	1,943,181	987,911	(21,228)	(1,228,087)	(2,518,377)	(3,176,428)	(5,150,581)
	180.00	1,907,268	950,420	(61,480)	(1,276,704)	(2,568,784)	(3,226,835)	(5,200,988)
	190.00	1,871,355	912,929	(101,806)	(1,325,320)	(2,619,191)	(3,277,242)	(5,251,395)
	200.00	1,835,340	875,262	(142,131)	(1,373,937)	(2,669,597)	(3,327,648)	(5,301,801)
	210.00	1,799,266	837,577	(182,457)	(1,422,554)	(2,720,004)	(3,378,055)	(5,352,208)
	220.00	1,763,193	799,791	(222,869)	(1,471,456)	(2,770,411)	(3,428,462)	(5,402,615)
	230.00	1,727,067	761,907	(267,067)	(1,520,366)	(2,820,818)	(3,478,869)	(5,453,022)
	240.00	1,690,829	723,986	(314,241)	(1,569,277)	(2,871,225)	(3,529,276)	(5,503,429)
	250.00	1,654,591	685,900	(361,414)	(1,618,188)	(2,921,632)	(3,579,683)	(5,553,836)

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology: Flats | No Units: 450
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	(1,672,731)	90%	95%	100%	105%	110%	115%	120%
	0.00	(2,917,608)	(2,289,788)	(1,672,731)	(1,069,386)	(477,652)	56,127	544,087
	10.00	(2,968,014)	(2,339,941)	(1,721,937)	(1,117,710)	(525,111)	16,044	505,224
CIL £psm	20.00	(3,018,421)	(2,390,348)	(1,771,143)	(1,166,035)	(572,570)	(24,178)	466,290
0.00	30.00	(3,068,828)	(2,440,755)	(1,820,349)	(1,214,360)	(620,028)	(64,504)	427,288
(recommended CIL)	40.00	(3,119,235)	(2,491,162)	(1,869,789)	(1,262,684)	(667,617)	(104,829)	388,133
(100)	50.00	(3,169,642)	(2,541,568)	(1,919,293)	(1,311,263)	(715,362)	(145,155)	348,976
	60.00	(3,220,049)	(2,591,975)	(1,968,796)	(1,359,879)	(763,108)	(185,480)	309,595
	70.00	(3,270,455)	(2,642,382)	(2,018,300)	(1,408,496)	(810,853)	(226,037)	270,214
	80.00	(3,320,862)	(2,692,789)	(2,068,006)	(1,457,113)	(858,599)	(270,647)	230,654
	90.00	(3,371,269)	(2,743,196)	(2,117,809)	(1,505,869)	(906,565)	(317,820)	191,043
	100.00	(3,421,676)	(2,793,603)	(2,167,611)	(1,554,779)	(954,599)	(364,994)	151,290
	110.00	(3,472,083)	(2,844,009)	(2,217,414)	(1,603,690)	(1,002,634)	(412,167)	111,445
	120.00	(3,522,490)	(2,894,416)	(2,267,395)	(1,652,600)	(1,050,668)	(459,518)	71,479
	130.00	(3,572,896)	(2,944,823)	(2,317,499)	(1,701,542)	(1,098,732)	(506,977)	31,396
	140.00	(3,623,303)	(2,995,230)	(2,367,602)	(1,750,749)	(1,147,057)	(554,436)	(8,798)
	150.00	(3,673,710)	(3,045,637)	(2,417,706)	(1,799,955)	(1,195,381)	(601,894)	(49,123)
	160.00	(3,724,117)	(3,096,044)	(2,467,970)	(1,849,161)	(1,243,706)	(649,353)	(89,449)
	170.00	(3,774,524)	(3,146,450)	(2,518,377)	(1,898,367)	(1,292,030)	(697,010)	(129,774)
	180.00	(3,824,930)	(3,196,857)	(2,568,784)	(1,947,801)	(1,340,493)	(744,755)	(170,100)
	190.00	(3,875,337)	(3,247,264)	(2,619,191)	(1,997,304)	(1,389,110)	(792,501)	(210,486)
	200.00	(3,925,744)	(3,297,671)	(2,669,597)	(2,046,808)	(1,437,726)	(840,246)	(252,669)
	210.00	(3,976,151)	(3,348,078)	(2,720,004)	(2,096,312)	(1,486,343)	(887,992)	(299,842)
	220.00	(4,026,558)	(3,398,484)	(2,770,411)	(2,145,950)	(1,534,960)	(935,966)	(347,016)
	230.00	(4,076,965)	(3,448,891)	(2,820,818)	(2,195,752)	(1,583,832)	(984,000)	(394,189)
	240.00	(4,127,371)	(3,499,298)	(2,871,225)	(2,245,555)	(1,632,742)	(1,032,034)	(441,384)
	250.00	(4,177,778)	(3,549,705)	(2,921,632)	(2,295,358)	(1,681,653)	(1,080,068)	(488,843)

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	(1,672,731)	0	1,000	20,000	30,000	40,000	50,000	100,000
	0.00	(1,672,731)	(1,603,297)	(311,329)	265,077	810,297	1,338,784	3,842,716
	10.00	(1,721,937)	(1,652,357)	(358,502)	225,696	772,414	1,301,853	3,808,333
CIL £psm	20.00	(1,771,143)	(1,701,563)	(405,676)	186,254	734,387	1,264,922	3,773,949
0.00	30.00	(1,820,349)	(1,750,770)	(453,129)	146,643	696,301	1,227,941	3,739,566
(recommended CIL)	40.00	(1,869,789)	(1,799,976)	(500,588)	106,926	658,122	1,190,827	3,705,182
(100)	50.00	(1,919,293)	(1,849,292)	(548,047)	67,081	619,831	1,153,712	3,670,799
	60.00	(1,968,796)	(1,898,796)	(595,505)	27,074	581,483	1,116,487	3,636,374
	70.00	(2,018,300)	(1,948,300)	(643,163)	(13,009)	542,982	1,079,187	3,601,869
	80.00	(2,068,006)	(1,997,803)	(690,909)	(53,327)	504,449	1,041,884	3,567,364
	90.00	(2,117,809)	(2,047,385)	(738,654)	(93,652)	465,734	1,004,393	3,532,859
	100.00	(2,167,611)	(2,097,188)	(786,400)	(133,978)	426,998	966,902	3,498,354
	110.00	(2,217,414)	(2,146,991)	(834,270)	(174,303)	388,065	929,311	3,463,849
	120.00	(2,267,395)	(2,196,794)	(882,304)	(214,666)	349,109	891,626	3,429,235
	130.00	(2,317,499)	(2,246,649)	(930,339)	(257,529)	309,954	853,921	3,394,605
	140.00	(2,367,602)	(2,296,753)	(978,373)	(304,703)	270,761	816,038	3,359,975
	150.00	(2,417,706)	(2,346,857)	(1,026,464)	(351,876)	231,380	778,154	3,325,345
	160.00	(2,467,970)	(2,396,961)	(1,074,788)	(399,050)	191,932	740,117	3,290,715
	170.00	(2,518,377)	(2,447,099)	(1,123,113)	(446,463)	152,321	702,032	3,255,999
	180.00	(2,568,784)	(2,497,506)	(1,171,438)	(493,922)	112,599	663,844	3,221,241
	190.00	(2,619,191)	(2,547,913)	(1,219,762)	(541,380)	72,754	625,552	3,186,482
	200.00	(2,669,597)	(2,598,320)	(1,268,374)	(588,839)	32,742	587,196	3,151,724
	210.00	(2,720,004)	(2,648,727)	(1,316,991)	(636,457)	(7,341)	548,695	3,116,965
	220.00	(2,770,411)	(2,699,134)	(1,365,608)	(684,202)	(47,663)	510,154	3,082,114
	230.00	(2,820,818)	(2,749,540)	(1,414,224)	(731,948)	(87,988)	471,439	3,047,224
	240.00	(2,871,225)	(2,799,947)	(1,463,076)	(779,693)	(128,313)	432,696	3,012,333
	250.00	(2,921,632)	(2,850,354)	(1,511,987)	(827,523)	(168,639)	393,762	2,977,443

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 290615 Hastings WPV_Hastings Borough Council_Brownfield MV_v0.4

Scheme Typology:	**Flats**	No Units:	**450**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**V**	
Scheme Typology:	Flats	
No Units:	450	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	106,087,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	18.64%	
Developers Profit Total (£)	18,565,313	
Land Value KPI's		
RLV (£/acre (net))	(1,422,731)	
RLV (£/ha (net))	(3,515,568)	
RLV (% of GDV)	-11.36%	
RLV Total (£)	(12,053,376)	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	2,118,000	
Surplus/Deficit (£/acre) [RLV-BLV]	(1,672,731)	
Surplus/Deficit (£/ha)	(4,133,318)	
Surplus/Deficit Total (£)	(14,171,376)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	9,356,595	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	20,792	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Appraisal Ref:	W				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	9	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	3.8	50.0%	0.0	42%	3.8
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	3.6	43.0%	0.0	40%	3.6
4 bed House (with garage)	18.0%	1.6	7.0%	0.0	18%	1.6
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	9.0	100.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	284	3,052	0	0	284	3,052
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	382	4,108	0	0	382	4,108
4 bed House (with garage)	225	2,424	0	0	225	2,424
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	890	9,583	0	0	890	9,583
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	1,275,750
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	1,341,000
4 bed House (with garage)	450,000	3,913	364	3,237	301	729,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	265,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,345,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

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Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.8	@	337,500		1,275,750
3 bed House	0.0	@	0		-
3 bed House (with garage)	3.6	@	372,500		1,341,000
4 bed House (with garage)	1.6	@	450,000		729,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	210,000		-
2 bed Flat	0.0	@	265,000		-
3 bed Flat	0.0	@	0		-
	9.0				3,345,750
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**3,345,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0	per unit	-
Total GDV					**3,345,750**

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Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	26,460	£		(26,460)
Building Safety Levy				890	sqm	30.21	£ psm			(26,895)
CIL (Mrkt only inc. garages)	Max			890	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				9	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				890	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.30	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			9	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				284	sqm @	1,892	psm			(536,382)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				324	sqm @	1,892	psm			(613,008)
4 bed House (EXC. garage)				186	sqm @	1,892	psm			(352,480)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				-	sqm @	2,064	psm			-
2 bed Flat				-	sqm @	2,064	psm			-
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	3.6	16.0		58	sqm @	600	psm			(34,560)
Garages for 4B House	1.6	24.0		39	sqm @	600	psm			(23,328)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				890	£ per garage	£0				
External works				1,559,758	@	15.0%				(233,964)
Ext. Works analysis:						25,996	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				9	units @	1,000	£ per unit			(9,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	9	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	9	units @		10%	@	0	£ per unit		-
Part L/FHS		9	units @				4,350	£ per unit		(39,150)
Part L/FHS analysis:						2.5%	% of BCIS costs			
Net Zero for Housing		890	sqm				0	£ psm		-
Net Zero for Flats		-	sqm				0	£ psm		-
Water Efficiency		9	units @				20	£ per unit		(180)
Urban Greening Factor	0.0	flats @	6		per storey = GIA	0	0	£ per unit		-
	Sub-total								(48,330)	
Policy Costs analysis:	(design costs only)					5,370	£ per unit (total units)			
						3.1%	% of BCIS costs			
Contingency (on construction)				1,842,051	@	3.0%				(55,262)

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Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		1,842,051	@	10.0%			(184,205)
Disposal Costs -							
OMS Marketing and Promotion		3,345,750	OMS @	1.00%	3,718	£ per unit	(33,458)
Residential Sales Agent Costs		3,345,750	OMS @	1.00%	3,718	£ per unit	(33,458)
Residential Sales Legal Costs		3,345,750	OMS @	0.50%	1,859	£ per unit	(16,729)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		9	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,294	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(66,922)
Developers Profit -							
Profit on OMS		3,345,750		17.50%			(585,506)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		3,345,750		17.50%	blended GDV	(585,506)	
		2,290,731		25.56%	on costs	(585,506)	
TOTAL COSTS							**(2,876,237)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							469,513
SDLT		469,513	@	HMRC formula			(12,976)
Acquisition Agent fees		469,513	@	1.0%			(4,695)
Acquisition Legal fees		469,513	@	0.5%			(2,348)
Interest on Land		469,513	@	7.50%			(35,213)
Residual Land Value							**414,281**
RLV analysis:	46,031 £ per plot	1,380,937	£ per ha (net)	558,857	£ per acre (net)		
		1,311,890	£ per ha (gross)	530,915	£ per acre (gross)		
				12.38%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		30.0	dph (net)				
Site Area (net)		0.30	ha (net)	0.74	acres (net)		
Net to Gross ratio		95%					
Site Area (gross)		0.32	ha (gross)	0.78	acres (gross)		
Density analysis:		2,968	sqm/ha (net)	12,927	sqft/ac (net)		
		29	dph (gross)				
Benchmark Land Value (net)	14,739 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**132,654**
BLV analysis:		442,179	£ per ha (net)	178,947	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**938,758**	£ per ha (net)	**379,910**	£ per acre (net)	**281,627**

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	379,910	0%	5%	10%	15%	20%	25%	30%
	0.00	379,910	359,003	338,095	317,138	296,138	275,139	254,139
	10.00	369,104	348,737	328,370	308,003	287,545	267,083	246,620
Max CIL £ psm	20.00	358,297	338,470	318,644	298,817	278,952	259,026	239,101
0.00	30.00	347,491	328,204	308,918	289,632	270,345	250,970	231,582
(recommended CIL)	40.00	336,684	317,938	299,192	280,446	261,700	242,914	224,063
(100)	50.00	325,878	307,672	289,466	271,261	253,055	234,849	216,544
	60.00	315,071	297,406	279,740	262,075	244,410	226,744	209,025
	70.00	304,265	287,140	270,015	252,890	235,764	218,639	201,506
	80.00	293,458	276,873	260,289	243,704	227,119	210,535	193,950
	90.00	282,652	266,607	250,563	234,519	218,474	202,430	186,385
	100.00	271,845	256,341	240,837	225,333	209,829	194,325	178,821
	110.00	261,039	246,075	231,111	216,148	201,184	186,220	171,256
	120.00	250,232	235,809	221,385	206,962	192,539	178,115	163,692
	130.00	239,426	225,543	211,660	197,776	183,893	170,010	156,127
	140.00	228,619	215,277	201,934	188,591	175,248	161,905	148,563
	150.00	217,813	205,010	192,208	179,405	166,603	153,801	140,998
	160.00	207,006	194,744	182,482	170,220	157,958	145,696	133,434
	170.00	196,200	184,478	172,756	161,034	149,313	137,591	125,869
	180.00	185,393	174,212	163,030	151,849	140,667	129,486	118,062
	190.00	174,587	163,946	153,305	142,663	132,022	121,246	110,234
	200.00	163,780	153,680	143,579	133,478	123,312	112,859	102,405
	210.00	152,974	143,413	133,853	124,259	114,365	104,471	94,577
	220.00	142,167	133,147	124,088	114,753	105,418	96,083	86,749
	230.00	131,361	122,799	114,023	105,247	96,472	87,696	78,920
	240.00	120,391	112,174	103,958	95,741	87,525	79,308	71,092
	250.00	109,207	101,550	93,893	86,235	78,578	70,921	63,263

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV £ per acre (n))	379,910	0%	25%	50%	75%	100%	125%	150%
	0.00	379,910	379,910	379,910	379,910	379,910	379,910	379,910
	10.00	369,104	369,104	369,104	369,104	369,104	369,104	369,104
CIL £psm	20.00	358,297	358,297	358,297	358,297	358,297	358,297	358,297
0.00	30.00	347,491	347,491	347,491	347,491	347,491	347,491	347,491
(recommended CIL)	40.00	336,684	336,684	336,684	336,684	336,684	336,684	336,684
(100)	50.00	325,878	325,878	325,878	325,878	325,878	325,878	325,878
	60.00	315,071	315,071	315,071	315,071	315,071	315,071	315,071
	70.00	304,265	304,265	304,265	304,265	304,265	304,265	304,265
	80.00	293,458	293,458	293,458	293,458	293,458	293,458	293,458
	90.00	282,652	282,652	282,652	282,652	282,652	282,652	282,652
	100.00	271,845	271,845	271,845	271,845	271,845	271,845	271,845
	110.00	261,039	261,039	261,039	261,039	261,039	261,039	261,039
	120.00	250,232	250,232	250,232	250,232	250,232	250,232	250,232
	130.00	239,426	239,426	239,426	239,426	239,426	239,426	239,426
	140.00	228,619	228,619	228,619	228,619	228,619	228,619	228,619
	150.00	217,813	217,813	217,813	217,813	217,813	217,813	217,813
	160.00	207,006	207,006	207,006	207,006	207,006	207,006	207,006
	170.00	196,200	196,200	196,200	196,200	196,200	196,200	196,200
	180.00	185,393	185,393	185,393	185,393	185,393	185,393	185,393
	190.00	174,587	174,587	174,587	174,587	174,587	174,587	174,587
	200.00	163,780	163,780	163,780	163,780	163,780	163,780	163,780
	210.00	152,974	152,974	152,974	152,974	152,974	152,974	152,974
	220.00	142,167	142,167	142,167	142,167	142,167	142,167	142,167
	230.00	131,361	131,361	131,361	131,361	131,361	131,361	131,361
	240.00	120,391	120,391	120,391	120,391	120,391	120,391	120,391
	250.00	109,207	109,207	109,207	109,207	109,207	109,207	109,207

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	379,910	Profit 18%						
		15%	16%	17%	18%	19%	20%	21%
	0.00	476,947	438,132	399,318	360,503	321,688	282,873	244,058
	10.00	466,141	427,326	388,511	349,696	310,881	272,066	233,252
CIL £psm	20.00	455,334	416,519	377,705	338,890	300,075	261,260	222,445
0.00	30.00	444,528	405,713	366,898	328,083	289,268	250,454	211,639
(recommended CIL)	40.00	433,721	394,906	356,092	317,277	278,462	239,647	200,832
(100)	50.00	422,915	384,100	345,285	306,470	267,655	228,841	190,026
	60.00	412,108	373,293	334,479	295,664	256,849	218,034	179,219
	70.00	401,302	362,487	323,672	284,857	246,042	207,228	168,413
	80.00	390,495	351,681	312,866	274,051	235,236	196,421	157,606
	90.00	379,689	340,874	302,059	263,244	224,429	185,615	146,800
	100.00	368,882	330,068	291,253	252,438	213,623	174,808	135,993
	110.00	358,076	319,261	280,446	241,631	202,817	164,002	125,185
	120.00	347,269	308,455	269,640	230,825	192,010	153,195	114,001
	130.00	336,463	297,648	258,833	220,018	181,204	142,389	102,818
	140.00	325,656	286,842	248,027	209,212	170,397	131,582	91,634
	150.00	314,850	276,035	237,220	198,405	159,591	120,620	80,451
	160.00	304,044	265,229	226,414	187,599	148,784	109,436	69,267
	170.00	293,237	254,422	215,607	176,792	137,978	98,253	58,084
	180.00	282,431	243,616	204,801	165,986	127,171	87,069	46,900
	190.00	271,624	232,809	193,994	155,179	116,055	75,886	35,717
	200.00	260,818	222,003	183,188	144,373	104,871	64,702	24,534
	210.00	250,011	211,196	172,381	133,567	93,688	53,519	13,350
	220.00	239,205	200,390	161,575	122,673	82,504	42,336	2,099
	230.00	228,398	189,583	150,768	111,490	71,321	31,152	(9,336)
	240.00	217,592	178,777	139,962	100,306	60,137	19,969	(20,771)
	250.00	206,785	167,970	129,155	89,123	48,954	8,785	(32,206)

TABLE 4

Balance (RLV - BLV £ per acre (n))	379,910	BLV (£ per acre (n))		170,000				
		100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	453,594	427,279	400,963	374,647	348,331	322,015	295,700
	10.00	442,788	416,472	390,156	363,840	337,525	311,209	284,893
CIL £psm	20.00	431,981	405,666	379,350	353,034	326,718	300,402	274,087
0.00	30.00	421,175	394,859	368,543	342,227	315,912	289,596	263,280
(recommended CIL)	40.00	410,368	384,053	357,737	331,421	305,105	278,789	252,474
(100)	50.00	399,562	373,246	346,930	320,615	294,299	267,983	241,667
	60.00	388,755	362,440	336,124	309,808	283,492	257,176	230,861
	70.00	377,949	351,633	325,317	299,002	272,686	246,370	220,054
	80.00	367,142	340,827	314,511	288,195	261,879	235,563	209,248
	90.00	356,336	330,020	303,704	277,389	251,073	224,757	198,441
	100.00	345,529	319,214	292,898	266,582	240,266	213,951	187,635
	110.00	334,723	308,407	282,091	255,776	229,460	203,144	176,828
	120.00	323,917	297,601	271,285	244,969	218,653	192,338	166,022
	130.00	313,110	286,794	260,478	234,163	207,847	181,531	155,215
	140.00	302,304	275,988	249,672	223,356	197,040	170,725	144,409
	150.00	291,497	265,181	238,865	212,550	186,234	159,918	133,602
	160.00	280,691	254,375	228,059	201,743	175,427	149,112	122,796
	170.00	269,884	243,568	217,253	190,937	164,621	138,305	111,989
	180.00	259,078	232,762	206,446	180,130	153,814	127,499	101,183
	190.00	248,271	221,955	195,640	169,324	143,008	116,692	90,376
	200.00	237,465	211,149	184,833	158,517	132,201	105,886	79,570
	210.00	226,658	200,342	174,027	147,711	121,395	95,079	68,763
	220.00	215,852	189,536	163,220	136,904	110,589	84,273	57,957
	230.00	205,045	178,729	152,414	126,098	99,782	73,466	47,150
	240.00	194,075	167,759	141,443	115,128	88,812	62,496	36,180
	250.00	182,892	156,576	130,260	103,944	77,628	51,313	24,997

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Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	379,910	Density (dph) (net) 30	35	40	45	50	55	60
	0.00	379,910	473,053	566,196	659,339	752,482	845,625	938,768
	10.00	369,104	460,445	551,787	643,129	734,471	825,813	917,155
CIL £psm	20.00	358,297	447,838	537,379	626,919	716,460	806,001	895,542
0.00	30.00	347,491	435,230	522,970	610,710	698,449	786,189	873,929
(recommended CIL)	40.00	336,684	422,623	508,561	594,500	680,439	766,377	852,316
(100)	50.00	325,878	410,015	494,153	578,290	662,428	746,565	830,703
	60.00	315,071	397,408	479,744	562,080	644,417	726,753	809,090
	70.00	304,265	384,800	465,335	545,871	626,406	706,941	787,477
	80.00	293,458	372,192	450,927	529,661	608,395	687,130	765,864
	90.00	282,652	359,585	436,518	513,451	590,384	667,318	744,251
	100.00	271,845	346,977	422,109	497,242	572,374	647,506	722,638
	110.00	261,039	334,370	407,701	481,032	554,363	627,694	701,025
	120.00	250,232	321,762	393,292	464,822	536,352	607,882	679,412
	130.00	239,426	309,155	378,884	448,612	518,341	588,070	657,799
	140.00	228,619	296,547	364,475	432,403	500,330	568,258	636,186
	150.00	217,813	283,940	350,066	416,193	482,320	548,446	614,573
	160.00	207,006	271,332	335,658	399,983	464,309	528,634	592,960
	170.00	196,200	258,724	321,249	383,774	446,298	508,823	571,347
	180.00	185,393	246,117	306,840	367,564	428,287	489,011	549,734
	190.00	174,587	233,509	292,432	351,354	410,276	469,199	528,121
	200.00	163,780	220,902	278,023	335,144	392,266	449,387	506,508
	210.00	152,974	208,294	263,614	318,935	374,255	429,575	484,895
	220.00	142,167	195,687	249,206	302,725	356,244	409,763	463,282
	230.00	131,361	183,079	234,797	286,515	338,233	389,951	441,669
	240.00	120,391	170,280	220,170	270,060	319,950	369,839	419,729
	250.00	109,207	157,233	205,259	253,285	301,310	349,336	397,362

TABLE 6

Balance (RLV - BLV £ per acre (n))	379,910	Build cost 100% 70%	80%	90%	100%	105%	110%	115%
	0.00	1,113,402	869,242	624,689	379,910	256,894	133,878	6,872
	10.00	1,102,725	858,501	613,947	369,104	246,088	122,996	(4,525)
CIL £psm	20.00	1,092,048	847,759	603,206	358,297	235,281	111,813	(15,959)
0.00	30.00	1,081,371	837,018	592,464	347,491	224,475	100,629	(27,394)
(recommended CIL)	40.00	1,070,694	826,276	581,723	336,684	213,668	89,446	(38,829)
(100)	50.00	1,060,017	815,535	570,981	325,878	202,862	78,262	(50,264)
	60.00	1,049,340	804,793	560,240	315,071	192,055	67,079	(61,698)
	70.00	1,038,605	794,052	549,498	304,265	181,249	55,895	(73,133)
	80.00	1,027,863	783,310	538,757	293,458	170,442	44,712	(84,568)
	90.00	1,017,122	772,569	528,015	282,652	159,636	33,528	(96,003)
	100.00	1,006,380	761,827	517,274	271,845	148,829	22,345	(107,438)
	110.00	995,639	751,085	506,532	261,039	138,023	11,161	(118,872)
	120.00	984,897	740,344	495,790	250,232	127,216	(139)	(130,307)
	130.00	974,156	729,602	485,049	239,426	116,102	(11,574)	(141,742)
	140.00	963,414	718,861	474,307	228,619	104,918	(23,009)	(153,177)
	150.00	952,673	708,119	463,566	217,813	93,735	(34,443)	(164,611)
	160.00	941,931	697,378	452,824	207,006	82,551	(45,878)	(176,046)
	170.00	931,190	686,636	442,083	196,200	71,368	(57,313)	(188,325)
	180.00	920,448	675,895	431,341	185,393	60,184	(68,748)	(200,891)
	190.00	909,706	665,153	420,600	174,587	49,001	(80,182)	(213,456)
	200.00	898,965	654,411	409,812	163,780	37,817	(91,617)	(226,022)
	210.00	888,223	643,670	399,006	152,974	26,634	(103,052)	(238,607)
	220.00	877,482	632,928	388,199	142,167	15,451	(114,487)	(251,249)
	230.00	866,740	622,187	377,393	131,361	4,246	(125,922)	(263,890)
	240.00	855,999	611,445	366,586	120,391	(7,188)	(137,356)	(276,532)
	250.00	845,257	600,704	355,780	109,207	(18,623)	(148,791)	(289,174)

(where 105% is a 5% increase, and 95% is a 5% decrease etc.)

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	379,910	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	63,473	222,733	379,910	536,543	692,951	849,359	1,005,767
	10.00	52,290	211,926	369,104	525,802	682,210	838,618	995,025
CIL £psm	20.00	41,106	201,120	358,297	515,060	671,468	827,876	984,284
0.00	30.00	29,923	190,313	347,491	504,319	660,727	817,135	973,542
(recommended CIL)	40.00	18,739	179,507	336,684	493,577	649,985	806,393	962,801
(100)	50.00	7,556	168,700	325,878	482,836	639,244	795,651	952,059
	60.00	(3,826)	157,894	315,071	472,094	628,502	784,910	941,318
	70.00	(15,261)	147,087	304,265	461,353	617,760	774,168	930,576
	80.00	(26,695)	136,281	293,458	450,611	607,019	763,427	919,835
	90.00	(38,130)	125,474	282,652	439,829	596,277	752,685	909,093
	100.00	(49,565)	114,299	271,845	429,023	585,536	741,944	898,352
	110.00	(61,000)	103,115	261,039	418,216	574,794	731,202	887,610
	120.00	(72,434)	91,932	250,232	407,410	564,053	720,461	876,868
	130.00	(83,869)	80,748	239,426	396,603	553,311	709,719	866,127
	140.00	(95,304)	69,565	228,619	385,797	542,570	698,977	855,385
	150.00	(106,739)	58,382	217,813	374,990	531,828	688,236	844,644
	160.00	(118,173)	47,198	207,006	364,184	521,086	677,494	833,902
	170.00	(129,608)	36,015	196,200	353,377	510,345	666,753	823,161
	180.00	(141,043)	24,831	185,393	342,571	499,603	656,011	812,419
	190.00	(152,478)	13,648	174,587	331,764	488,862	645,270	801,678
	200.00	(163,912)	2,403	163,780	320,958	478,120	634,528	790,936
	210.00	(175,347)	(9,032)	152,974	310,151	467,329	623,787	780,194
	220.00	(187,557)	(20,466)	142,167	299,345	456,522	613,045	769,453
	230.00	(200,123)	(31,901)	131,361	288,538	445,716	602,304	758,711
	240.00	(212,688)	(43,336)	120,391	277,732	434,909	591,562	747,970
	250.00	(225,254)	(54,771)	109,207	266,925	424,103	580,820	737,228

TABLE 8

Balance (RLV - BLV £ per acre (n))	379,910	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	379,910	488,071	596,007	703,943	811,879	919,815	1,457,022
	10.00	369,104	477,330	585,266	693,201	801,137	909,073	1,446,345
CIL £psm	20.00	358,297	466,588	574,524	682,460	790,396	898,331	1,435,668
0.00	30.00	347,491	455,847	563,783	671,718	779,654	887,590	1,424,991
(recommended CIL)	40.00	336,684	445,105	553,041	660,977	768,913	876,848	1,414,314
(100)	50.00	325,878	434,364	542,299	650,235	758,171	866,107	1,403,637
	60.00	315,071	423,622	531,558	639,494	747,429	855,365	1,392,960
	70.00	304,265	412,853	520,816	628,752	736,688	844,624	1,382,283
	80.00	293,458	402,046	510,075	618,011	725,946	833,882	1,371,606
	90.00	282,652	391,240	499,333	607,269	715,205	823,141	1,360,929
	100.00	271,845	380,434	488,592	596,527	704,463	812,399	1,350,252
	110.00	261,039	369,627	477,850	585,786	693,722	801,658	1,339,575
	120.00	250,232	358,821	467,109	575,044	682,980	790,916	1,328,898
	130.00	239,426	348,014	456,367	564,303	672,239	780,174	1,318,221
	140.00	228,619	337,208	445,625	553,561	661,497	769,433	1,307,544
	150.00	217,813	326,401	434,884	542,820	650,756	758,691	1,296,867
	160.00	207,006	315,595	424,142	532,078	640,014	747,950	1,286,190
	170.00	196,200	304,788	413,376	521,337	629,272	737,208	1,275,513
	180.00	185,393	293,982	402,570	510,595	618,531	726,467	1,264,836
	190.00	174,587	283,175	391,763	499,854	607,789	715,725	1,254,159
	200.00	163,780	272,369	380,957	489,112	597,048	704,984	1,243,482
	210.00	152,974	261,562	370,150	478,370	586,306	694,242	1,232,805
	220.00	142,167	250,756	359,344	467,629	575,565	683,500	1,222,128
	230.00	131,361	239,949	348,538	456,887	564,823	672,759	1,211,451
	240.00	120,391	229,143	337,731	446,146	554,082	662,017	1,200,774
	250.00	109,207	218,336	326,925	435,404	543,340	651,276	1,190,097

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**W**	
Scheme Typology:	Houses	
No Units:	9	
Location / Value Zone:	High	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	3,345,750	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	25.56%	
Developers Profit Total (£)	585,506	
Land Value KPI's		
RLV (£/acre (net))	558,857	
RLV (£/ha (net))	1,380,937	
RLV (% of GDV)	12.38%	
RLV Total (£)	414,281	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	132,654	
Surplus/Deficit (£/acre) [RLV-BLV]	379,910	
Surplus/Deficit (£/ha)	938,758	
Surplus/Deficit Total (£)	281,627	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	66,922	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	35,213	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	11,348	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Appraisal Ref:	X				(see Typologies Matrix)
Scheme Typology:	Houses		No Units:	25	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	10.5	50.0%	0.0	42%	10.5
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	10.0	43.0%	0.0	40%	10.0
4 bed House (with garage)	18.0%	4.5	7.0%	0.0	18%	4.5
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	25.0	100.0%	0.0	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	788	8,477	0	0	788	8,477
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	1,060	11,410	0	0	1,060	11,410
4 bed House (with garage)	626	6,733	0	0	626	6,733
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	2,473	26,619	0	0	2,473	26,619
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	3,543,750
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	3,725,000
4 bed House (with garage)	450,000	3,913	364	3,237	301	2,025,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	265,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						9,293,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	10.5	@	337,500		3,543,750
3 bed House	0.0	@	0		-
3 bed House (with garage)	10.0	@	372,500		3,725,000
4 bed House (with garage)	4.5	@	450,000		2,025,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	210,000		-
2 bed Flat	0.0	@	265,000		-
3 bed Flat	0.0	@	0		-
	25.0				9,293,750
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**25**				**9,293,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**9,293,750**

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Scheme Typology:	**Houses**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	63,500	£		(63,500)
Building Safety Levy				2,473	sqm	30.21	£ psm			(74,709)
CIL (Mrkt only inc. garages)	Max			2,473	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				25	units @	2,500	per unit			(62,500)
	Sub-total								(62,500)	
S106 analysis:	75,000	£ per ha		0.67%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum				2,473	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.83	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			25	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				788	sqm @	1,892	psm			(1,489,950)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				900	sqm @	1,892	psm			(1,702,800)
4 bed House (EXC. garage)				518	sqm @	1,892	psm			(979,110)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				-	sqm @	2,064	psm			-
2 bed Flat				-	sqm @	2,064	psm			-
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	10.0	16.0		160	sqm @	600	psm			(96,000)
Garages for 4B House	4.5	24.0		108	sqm @	600	psm			(64,800)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				2,473	£ per garage	£0				
External works				4,332,660	@	15.0%				(649,899)
Ext. Works analysis:						25,996	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				25	units @	1,000	£ per unit			(25,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	25	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	25	units @		10%	@	0	£ per unit		-
Part L/FHS		25	units @				4,350	£ per unit		(108,750)
Part L/FHS analysis:						2.5%	% of BCIS costs			
Net Zero for Housing		2,473	sqm				0	£ psm		-
Net Zero for Flats		-	sqm				0	£ psm		-
Water Efficiency		25	units @				20	£ per unit		(500)
Urban Greening Factor	0.0	flats @	6		per storey = GIA	0	0	£ per unit		-
	Sub-total								(134,250)	
Policy Costs analysis:	(design costs only)					5,370	£ per unit (total units)			
						3.1%	% of BCIS costs			
Contingency (on construction)				5,116,809	@	3.0%				(153,504)

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Scheme Typology:	**Houses**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees			5,116,809	@	10.0%			(511,681)
Disposal Costs -								
OMS Marketing and Promotion			9,293,750	OMS @	1.00%	3,718	£ per unit	(92,938)
Residential Sales Agent Costs			9,293,750	OMS @	1.00%	3,718	£ per unit	(92,938)
Residential Sales Legal Costs			9,293,750	OMS @	0.50%	1,859	£ per unit	(46,469)
Affordable Sale Legal Costs							lump sum	-
Empty Property Costs (SC, Council Tax proxy)		25	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:						9,294	£ per unit (exc. EPC)	
Interest (on Development Costs) -			7.50%	APR	0.604%	pcm		(230,405)
Developers Profit -								
Profit on OMS			9,293,750		17.50%			(1,626,406)
Margin on AH			0		6.00%	on AH values		-
Profit analysis:			9,293,750		17.50%	blended GDV	(1,626,406)	
			6,461,327		25.17%	on costs	(1,626,406)	
TOTAL COSTS								**(8,087,734)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							1,206,016
SDLT		1,206,016	@	HMRC formula			(49,801)
Acquisition Agent fees		1,206,016	@	1.0%			(12,060)
Acquisition Legal fees		1,206,016	@	0.5%			(6,030)
Interest on Land		1,206,016	@	7.50%			(90,451)
Residual Land Value							**1,047,674**
RLV analysis:	41,907 £ per plot	1,257,209	£ per ha (net)	508,785	£ per acre (net)		
		1,131,488	£ per ha (gross)	457,907	£ per acre (gross)		
				11.27%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		30.0	dph (net)				
Site Area (net)		0.83	ha (net)	2.06	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		0.93	ha (gross)	2.29	acres (gross)		
Density analysis:		2,968	sqm/ha (net)	12,927	sqft/ac (net)		
		27	dph (gross)				
Benchmark Land Value (net)	15,558 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**388,954**
BLV analysis:		466,744	£ per ha (net)	188,889	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**790,464**	£ per ha (net)	**319,897**	£ per acre (net)	**658,720**

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Scheme Typology: Houses — No Units: 25
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	319,897	0%	5%	10%	15%	20%	25%	30%
	0.00	319,897	299,974	280,051	260,128	240,205	220,264	200,243
	10.00	308,957	289,581	270,205	250,829	231,453	212,077	192,632
Max CIL £ psm	20.00	298,018	279,189	260,360	241,531	222,702	203,873	185,020
0.00	30.00	287,079	268,797	250,515	232,233	213,950	195,668	177,386
(recommended CIL)	40.00	276,139	258,404	240,669	222,934	205,199	187,464	169,729
(100)	50.00	265,200	248,012	230,824	213,636	196,448	179,259	162,071
	60.00	254,261	237,620	220,978	204,337	187,696	171,055	154,414
	70.00	243,321	227,227	211,133	195,039	178,945	162,850	146,756
	80.00	232,382	216,835	201,288	185,740	170,193	154,646	139,099
	90.00	221,443	206,443	191,442	176,442	161,442	146,442	131,441
	100.00	210,503	196,050	181,597	167,144	152,690	138,237	123,784
	110.00	199,564	185,658	171,751	157,845	143,939	130,033	116,126
	120.00	188,625	175,265	161,906	148,547	135,187	121,828	108,469
	130.00	177,686	164,873	152,061	139,248	126,436	113,624	100,811
	140.00	166,746	154,481	142,215	129,950	117,685	105,419	93,154
	150.00	155,807	144,088	132,370	120,652	108,933	97,215	85,496
	160.00	144,868	133,696	122,525	111,353	100,182	89,010	77,839
	170.00	133,928	123,304	112,679	102,055	91,430	80,806	70,181
	180.00	122,989	112,911	102,834	92,756	82,679	72,601	62,524
	190.00	112,050	102,519	92,988	83,458	73,927	64,397	54,866
	200.00	101,110	92,127	83,143	74,159	65,176	56,192	47,209
	210.00	90,171	81,734	73,298	64,861	56,424	47,988	39,551
	220.00	79,232	71,342	63,452	55,563	47,673	39,783	31,893
	230.00	68,292	60,950	53,607	46,264	38,921	31,579	24,236
	240.00	57,353	50,557	43,762	36,966	30,170	23,374	16,578
	250.00	46,414	40,165	33,916	27,667	21,419	15,170	8,921

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV £ per acre (n))	319,897	0%	25%	50%	75%	100%	125%	150%
	0.00	347,543	340,632	333,720	326,808	319,897	312,985	306,073
	10.00	336,604	329,692	322,781	315,869	308,957	302,046	295,134
CIL £psm	20.00	325,665	318,753	311,841	304,930	298,018	291,106	284,195
0.00	30.00	314,726	307,814	300,902	293,990	287,079	280,167	273,255
(recommended CIL)	40.00	303,786	296,874	289,963	283,051	276,139	269,228	262,316
(100)	50.00	292,847	285,935	279,023	272,112	265,200	258,288	251,377
	60.00	281,908	274,996	268,084	261,172	254,261	247,349	240,437
	70.00	270,968	264,057	257,145	250,233	243,321	236,410	229,498
	80.00	260,029	253,117	246,206	239,294	232,382	225,470	218,559
	90.00	249,090	242,178	235,266	228,354	221,443	214,531	207,619
	100.00	238,150	231,239	224,327	217,415	210,503	203,592	196,680
	110.00	227,211	220,299	213,388	206,476	199,564	192,652	185,741
	120.00	216,272	209,360	202,448	195,537	188,625	181,713	174,801
	130.00	205,332	198,421	191,509	184,597	177,686	170,774	163,862
	140.00	194,393	187,481	180,570	173,658	166,746	159,834	152,923
	150.00	183,454	176,542	169,630	162,719	155,807	148,895	141,983
	160.00	172,514	165,603	158,691	151,779	144,868	137,956	131,044
	170.00	161,575	154,663	147,752	140,840	133,928	127,017	120,105
	180.00	150,636	143,724	136,812	129,901	122,989	116,077	109,166
	190.00	139,696	132,785	125,873	118,961	112,050	105,138	98,226
	200.00	128,757	121,845	114,934	108,022	101,110	94,199	87,287
	210.00	117,818	110,906	103,994	97,083	90,171	83,259	76,348
	220.00	106,879	99,967	93,055	86,143	79,232	72,320	65,408
	230.00	95,939	89,028	82,116	75,204	68,292	61,381	54,469
	240.00	85,000	78,088	71,176	64,265	57,353	50,441	43,530
	250.00	74,061	67,149	60,237	53,325	46,414	39,502	32,590

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Scheme Typology: Houses | No Units: 25
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	319,897	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	416,934	378,119	339,304	300,489	261,674	222,859	184,045
	10.00	405,994	367,180	328,365	289,550	250,735	211,920	173,105
CIL £psm	20.00	395,055	356,240	317,425	278,611	239,796	200,981	162,166
0.00	30.00	384,116	345,301	306,486	267,671	228,856	190,042	151,227
(recommended CIL)	40.00	373,176	334,362	295,547	256,732	217,917	179,102	140,287
(100)	50.00	362,237	323,422	284,607	245,793	206,978	168,163	129,348
	60.00	351,298	312,483	273,668	234,853	196,038	157,224	118,409
	70.00	340,359	301,544	262,729	223,914	185,099	146,284	107,469
	80.00	329,419	290,604	251,790	212,975	174,160	135,345	96,530
	90.00	318,480	279,665	240,850	202,035	163,220	124,406	85,591
	100.00	307,541	268,726	229,911	191,096	152,281	113,466	74,651
	110.00	296,601	257,786	218,972	180,157	141,342	102,527	63,712
	120.00	285,662	246,847	208,032	169,217	130,403	91,588	52,773
	130.00	274,723	235,908	197,093	158,278	119,463	80,648	41,834
	140.00	263,783	224,968	186,154	147,339	108,524	69,709	30,894
	150.00	252,844	214,029	175,214	136,399	97,585	58,770	19,955
	160.00	241,905	203,090	164,275	125,460	86,645	47,830	9,016
	170.00	230,965	192,151	153,336	114,521	75,706	36,891	(1,924)
	180.00	220,026	181,211	142,396	103,582	64,767	25,952	(12,863)
	190.00	209,087	170,272	131,457	92,642	53,827	15,012	(23,802)
	200.00	198,147	159,333	120,518	81,703	42,888	4,073	(34,742)
	210.00	187,208	148,393	109,578	70,764	31,949	(6,866)	(45,681)
	220.00	176,269	137,454	98,639	59,824	21,009	(17,805)	(56,620)
	230.00	165,330	126,515	87,700	48,885	10,070	(28,745)	(67,560)
	240.00	154,390	115,575	76,760	37,946	(869)	(39,684)	(78,499)
	250.00	143,451	104,636	65,821	27,006	(11,809)	(50,623)	(89,789)

TABLE 4

Balance (RLV - BLV £ per acre (n))	319,897	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	397,674	369,897	342,119	314,341	286,563	258,785	231,008
	10.00	386,735	358,957	331,179	303,402	275,624	247,846	220,068
CIL £psm	20.00	375,796	348,018	320,240	292,462	264,685	236,907	209,129
0.00	30.00	364,856	337,079	309,301	281,523	253,745	225,968	198,190
(recommended CIL)	40.00	353,917	326,139	298,362	270,584	242,806	215,028	187,250
(100)	50.00	342,978	315,200	287,422	259,644	231,867	204,089	176,311
	60.00	332,038	304,261	276,483	248,705	220,927	193,150	165,372
	70.00	321,099	293,321	265,544	237,766	209,988	182,210	154,433
	80.00	310,160	282,382	254,604	226,827	199,049	171,271	143,493
	90.00	299,221	271,443	243,665	215,887	188,109	160,332	132,554
	100.00	288,281	260,503	232,726	204,948	177,170	149,392	121,615
	110.00	277,342	249,564	221,786	194,009	166,231	138,453	110,675
	120.00	266,403	238,625	210,847	183,069	155,291	127,514	99,736
	130.00	255,463	227,686	199,908	172,130	144,352	116,574	88,797
	140.00	244,524	216,746	188,968	161,191	133,413	105,635	77,857
	150.00	233,585	205,807	178,029	150,251	122,474	94,696	66,918
	160.00	222,645	194,868	167,090	139,312	111,534	83,756	55,979
	170.00	211,706	183,928	156,150	128,373	100,595	72,817	45,039
	180.00	200,767	172,989	145,211	117,433	89,656	61,878	34,100
	190.00	189,827	162,050	134,272	106,494	78,716	50,939	23,161
	200.00	178,888	151,110	123,333	95,555	67,777	39,999	12,221
	210.00	167,949	140,171	112,393	84,615	56,838	29,060	1,282
	220.00	157,009	129,232	101,454	73,676	45,898	18,121	(9,657)
	230.00	146,070	118,292	90,515	62,737	34,959	7,181	(20,597)
	240.00	135,131	107,353	79,575	51,798	24,020	(3,758)	(31,536)
	250.00	124,192	96,414	68,636	40,858	13,080	(14,697)	(42,475)

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Scheme Typology: Houses — No Units: 25
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	319,897	Density (dph) (net) 30	35	40	45	50	55	60
	0.00	319,897	404,694	489,492	574,289	659,087	743,884	828,682
	10.00	308,957	391,932	474,906	557,880	640,855	723,829	806,803
CIL £psm	20.00	298,018	379,169	460,320	541,471	622,623	703,774	784,925
0.00	30.00	287,079	366,407	445,734	525,062	604,390	683,718	763,046
(recommended CIL)	40.00	276,139	353,644	431,149	508,653	586,158	663,663	741,168
(100)	50.00	265,200	340,882	416,563	492,244	567,926	643,607	719,289
	60.00	254,261	328,119	401,977	475,836	549,694	623,552	697,410
	70.00	243,321	315,356	387,391	459,427	531,462	603,497	675,532
	80.00	232,382	302,594	372,806	443,018	513,229	583,441	653,653
	90.00	221,443	289,831	358,220	426,609	494,997	563,386	631,774
	100.00	210,503	277,069	343,634	410,200	476,765	543,330	609,896
	110.00	199,564	264,306	329,048	393,791	458,533	523,275	588,017
	120.00	188,625	251,544	314,463	377,382	440,301	503,220	566,139
	130.00	177,686	238,781	299,877	360,973	422,068	483,164	544,260
	140.00	166,746	226,019	285,291	344,564	403,836	463,109	522,381
	150.00	155,807	213,256	270,705	328,155	385,604	443,053	500,503
	160.00	144,868	200,494	256,120	311,746	367,372	422,998	478,624
	170.00	133,928	187,731	241,534	295,337	349,140	402,943	456,745
	180.00	122,989	174,969	226,948	278,928	330,907	382,887	434,867
	190.00	112,050	162,206	212,362	262,519	312,675	362,832	412,988
	200.00	101,110	149,444	197,777	246,110	294,443	342,776	391,110
	210.00	90,171	136,681	183,191	229,701	276,211	322,721	369,231
	220.00	79,232	123,918	168,605	213,292	257,979	302,665	347,352
	230.00	68,292	111,156	154,019	196,883	239,747	282,610	325,474
	240.00	57,353	98,393	139,434	180,474	221,514	262,555	303,595
	250.00	46,414	85,631	124,848	164,065	203,282	242,499	281,716

TABLE 6

Balance (RLV - BLV £ per acre (n))	319,897	Build cost 100% 70%	80%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 90%	100%	105%	110%	115%
	0.00	1,061,580	815,487	567,928	319,897	195,369	70,841	(53,878)
	10.00	1,050,772	804,614	557,054	308,957	184,429	59,901	(64,884)
CIL £psm	20.00	1,039,963	793,740	546,181	298,018	173,490	48,962	(75,889)
0.00	30.00	1,029,155	782,867	535,307	287,079	162,551	38,023	(87,157)
(recommended CIL)	40.00	1,018,347	771,993	524,434	276,139	151,611	27,083	(98,546)
(100)	50.00	1,007,539	761,119	513,560	265,200	140,672	16,144	(109,936)
	60.00	996,730	750,246	502,686	254,261	129,733	5,205	(121,325)
	70.00	985,922	739,372	491,813	243,321	118,793	(5,735)	(132,942)
	80.00	975,114	728,499	480,939	232,382	107,854	(16,674)	(144,587)
	90.00	964,306	717,625	470,066	221,443	96,915	(27,647)	(156,232)
	100.00	953,497	706,752	459,192	210,503	85,975	(38,652)	(167,878)
	110.00	942,689	695,878	448,319	199,564	75,036	(49,658)	(179,523)
	120.00	931,881	685,004	437,445	188,625	64,097	(60,663)	(191,394)
	130.00	921,073	674,131	426,571	177,686	53,158	(71,668)	(204,191)
	140.00	910,265	663,257	415,698	166,746	42,218	(82,789)	(216,988)
	150.00	899,456	652,384	404,824	155,807	31,279	(94,178)	(229,785)
	160.00	888,648	641,510	393,923	144,868	20,340	(105,568)	(242,582)
	170.00	877,840	630,636	382,984	133,928	9,400	(116,957)	(255,379)
	180.00	867,032	619,763	372,045	122,989	(1,539)	(128,475)	(268,176)
	190.00	856,223	608,889	361,106	112,050	(12,478)	(140,121)	(280,973)
	200.00	845,415	598,016	350,166	101,110	(23,426)	(151,766)	(293,770)
	210.00	834,607	587,142	339,227	90,171	(34,431)	(163,411)	(306,567)
	220.00	823,799	576,269	328,288	79,232	(45,437)	(175,057)	(319,364)
	230.00	812,954	565,395	317,348	68,292	(56,442)	(186,702)	(332,161)
	240.00	802,081	554,521	306,409	57,353	(67,448)	(199,283)	(344,958)
	250.00	791,207	543,648	295,470	46,414	(78,453)	(212,080)	(357,755)

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology: Houses | No Units: 25
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	319,897	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	3,986	161,941	319,897	477,550	634,731	791,912	949,093
	10.00	(6,954)	151,002	308,957	466,676	623,857	781,039	938,220
CIL £psm	20.00	(17,893)	140,063	298,018	455,803	612,984	770,165	927,346
0.00	30.00	(28,832)	129,123	287,079	444,929	602,110	759,291	916,473
(recommended CIL)	40.00	(39,781)	118,184	276,139	434,055	591,237	748,418	905,599
(100)	50.00	(50,786)	107,245	265,200	423,155	580,363	737,544	894,726
	60.00	(61,792)	96,305	254,261	412,216	569,489	726,671	883,852
	70.00	(72,797)	85,366	243,321	401,277	558,616	715,797	872,978
	80.00	(83,957)	74,427	232,382	390,337	547,742	704,924	862,105
	90.00	(95,346)	63,487	221,443	379,398	536,869	694,050	851,231
	100.00	(106,736)	52,548	210,503	368,459	525,995	683,176	840,358
	110.00	(118,125)	41,609	199,564	357,520	515,122	672,303	829,484
	120.00	(129,670)	30,669	188,625	346,580	504,248	661,429	818,610
	130.00	(141,315)	19,730	177,686	335,641	493,374	650,556	807,737
	140.00	(152,960)	8,791	166,746	324,702	482,501	639,682	796,863
	150.00	(164,606)	(2,149)	155,807	313,762	471,627	628,808	785,990
	160.00	(176,251)	(13,088)	144,868	302,823	460,754	617,935	775,116
	170.00	(187,896)	(24,027)	133,928	291,884	449,839	607,061	764,242
	180.00	(200,595)	(34,996)	122,989	280,944	438,900	596,188	753,369
	190.00	(213,392)	(46,001)	112,050	270,005	427,960	585,314	742,495
	200.00	(226,189)	(57,006)	101,110	259,066	417,021	574,441	731,622
	210.00	(238,986)	(68,012)	90,171	248,126	406,082	563,567	720,748
	220.00	(251,783)	(79,017)	79,232	237,187	395,143	552,693	709,875
	230.00	(264,580)	(90,394)	68,292	226,248	384,203	541,820	699,001
	240.00	(277,377)	(101,783)	57,353	215,308	373,264	530,946	688,127
	250.00	(290,174)	(113,173)	46,414	204,369	362,325	520,073	677,254

TABLE 8

Balance (RLV - BLV £ per acre (n))	319,897	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	319,897	429,631	538,894	648,156	757,419	866,394	1,408,403
	10.00	308,957	418,757	528,020	637,282	746,545	855,586	1,397,659
CIL £psm	20.00	298,018	407,884	517,146	626,409	735,671	844,778	1,386,916
0.00	30.00	287,079	397,002	506,273	615,535	724,798	833,969	1,376,173
(recommended CIL)	40.00	276,139	386,062	495,399	604,662	713,924	823,161	1,365,430
(100)	50.00	265,200	375,123	484,526	593,788	703,051	812,313	1,354,686
	60.00	254,261	364,184	473,652	582,915	692,177	801,440	1,343,943
	70.00	243,321	353,244	462,778	572,041	681,303	790,566	1,333,200
	80.00	232,382	342,305	451,905	561,167	670,430	779,692	1,322,456
	90.00	221,443	331,366	441,031	550,294	659,556	768,819	1,311,713
	100.00	210,503	320,426	430,158	539,420	648,683	757,945	1,300,970
	110.00	199,564	309,487	419,284	528,547	637,809	747,072	1,290,226
	120.00	188,625	298,548	408,411	517,673	626,936	736,198	1,279,483
	130.00	177,686	287,609	397,532	506,799	616,062	725,325	1,268,740
	140.00	166,746	276,669	386,592	495,926	605,188	714,451	1,257,996
	150.00	155,807	265,730	375,653	485,052	594,315	703,577	1,247,253
	160.00	144,868	254,791	364,714	474,179	583,441	692,704	1,236,492
	170.00	133,928	243,851	353,774	463,305	572,568	681,830	1,225,684
	180.00	122,989	232,912	342,835	452,432	561,694	670,957	1,214,876
	190.00	112,050	221,973	331,896	441,558	550,820	660,083	1,204,068
	200.00	101,110	211,033	320,956	430,684	539,947	649,209	1,193,259
	210.00	90,171	200,094	310,017	419,811	529,073	638,336	1,182,451
	220.00	79,232	189,155	299,078	408,937	518,200	627,462	1,171,643
	230.00	68,292	178,215	288,138	398,061	507,326	616,589	1,160,835
	240.00	57,353	167,276	277,199	387,122	496,453	605,715	1,150,026
	250.00	46,414	156,337	266,260	376,183	485,579	594,842	1,139,218

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**X**	
Scheme Typology:	Houses	
No Units:	25	
Location / Value Zone:	High	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	9,293,750	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	25.17%	
Developers Profit Total (£)	1,626,406	
Land Value KPI's		
RLV (£/acre (net))	508,785	
RLV (£/ha (net))	1,257,209	
RLV (% of GDV)	11.27%	
RLV Total (£)	1,047,674	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	388,954	
Surplus/Deficit (£/acre) [RLV-BLV]	319,897	
Surplus/Deficit (£/ha)	790,464	
Surplus/Deficit Total (£)	658,720	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	230,405	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	90,451	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	12,834	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Appraisal Ref:	Y				(see Typologies Matrix)
Scheme Typology:	Houses and Flats		No Units:	50	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			50	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	8.5	17.5%	0.0	17%	8.5
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	16.5	30.0%	0.0	33%	16.5
4 bed House (with garage)	15.0%	7.5	5.0%	0.0	15%	7.5
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	9.0	30.0%	0.0	18%	9.0
2 bed Flat	17.0%	8.5	17.5%	0.0	17%	8.5
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	50.0	100.0%	0.0	100%	50.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	638	6,862	0	0	638	6,862
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	1,749	18,826	0	0	1,749	18,826
4 bed House (with garage)	1,043	11,221	0	0	1,043	11,221
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	529	5,699	0	0	529	5,699
2 bed Flat	650	6,997	0	0	650	6,997
3 bed Flat	0	0	0	0	0	0
	4,608	49,605	0	0	4,608	49,605
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	2,868,750
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	6,146,250
4 bed House (with garage)	450,000	3,913	364	3,237	301	3,375,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	1,890,000
2 bed Flat	265,000	4,077	379	3,465	322	2,252,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						16,532,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	8.5	@	337,500		2,868,750
3 bed House	0.0	@	0		-
3 bed House (with garage)	16.5	@	372,500		6,146,250
4 bed House (with garage)	7.5	@	450,000		3,375,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	9.0	@	210,000		1,890,000
2 bed Flat	8.5	@	265,000		2,252,500
3 bed Flat	0.0	@	0		-
	50.0				16,532,500
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**50**				**16,532,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	50	units @	0	per unit	-
Total GDV					**16,532,500**

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25				(capped at £411,885)	31,750	£		(31,750)
Planning Application Professional Fees, Surveys and reports					(capped at £1,500,000)	127,000	£		(127,000)
Building Safety Levy			4,608	sqm	30.21	£ psm			(139,220)
CIL (Mrkt only inc. garages)	Max		4,608	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	Year 2				0				-
	Year 3				0				-
	Year 4				0				-
	Year 5				0				-
	Year 6				0				-
	Year 7				0				-
	Year 8				0				-
	Year 9				0				-
	Year 10				0				-
	Year 11				0				-
	Year 12				0				-
	Year 13				0				-
	Year 14				0				-
	Year 15				0				-
Site Specific S106 (installment)			50	units @	2,500	per unit			(125,000)
	Sub-total							(125,000)	
S106 analysis:	147,050	£ per ha	0.76%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum			4,608	sqm (total)	0	£ psm			-
Comm. Sum analysis:			0.00%	% of GDV					
Construction Costs -									
Site Clearance, Demolition & Remediation			0.85	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1	0							-
	Year 2	0							-
	Year 3	0							-
	Year 4	0							-
	Year 5	0							-
	Year 6	0							-
	Year 7	0							-
	Year 8	0							-
	Year 9	0							-
	Year 10	0							-
	Year 11	0							-
	Year 12	0							-
	Year 13	0							-
	Year 14	0							-
	Year 15	0							-
	Years 1-15		50	units @	0	per unit			-
	Sub-total							-	
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
2 bed House			638	sqm @	1,892	psm			(1,206,150)
3 bed House			-	sqm @	1,892	psm			-
3 bed House (EXC. garage)			1,485	sqm @	1,892	psm			(2,809,620)
4 bed House (EXC. garage)			863	sqm @	1,892	psm			(1,631,850)
5 bed House (EXC. garage)			-	sqm @	1,892	psm			-
1 bed Flat			529	sqm @	2,064	psm			(1,092,706)
2 bed Flat			650	sqm @	2,064	psm			(1,341,600)
3 bed Flat			-	sqm @	2,064	psm			-
Garages for 3B House	16.5	16.0	264	sqm @	600	psm			(158,400)
Garages for 4B House	7.5	24.0	180	sqm @	600	psm			(108,000)
Garages for 5B House	-	-	0	sqm @	600	psm			-
Total GIA check:			4,608	£ per garage	£0				
External works			8,348,326	@	15.0%				(1,252,249)
Ext. Works analysis:					25,045	£ per unit (total units)			
Policy Costs on design -									
Net Biodiversity costs			50	units @	1,000	£ per unit			(50,000)
M4(2) Category 2 Housing	Aff units	-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	50	units @	100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	-	units @	10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	50	units @	10%	@	0	£ per unit		-
Part L/FHS		50	units @			4,350	£ per unit		(217,500)
Part L/FHS analysis:					2.6%	% of BCIS costs			
Net Zero for Housing		3,429	sqm			0	£ psm		-
Net Zero for Flats		1,179	sqm			0	£ psm		-
Water Efficiency		50	units @			20	£ per unit		(1,000)
Urban Greening Factor	17.5	flats @	6	per storey = GIA	404	0	£ per unit		-
	Sub-total							(268,500)	
Policy Costs analysis:	(design costs only)				5,370	£ per unit (total units)			
					3.2%	% of BCIS costs			
Contingency (on construction)			9,869,075	@	3.0%				(296,072)

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Scheme Typology:	**Houses and Flats**		No Units:	**50**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		9,869,075	@	10.0%			(986,907)
Disposal Costs -							
OMS Marketing and Promotion		16,532,500	OMS @	1.00%	3,307	£ per unit	(165,325)
Residential Sales Agent Costs		16,532,500	OMS @	1.00%	3,307	£ per unit	(165,325)
Residential Sales Legal Costs		16,532,500	OMS @	0.50%	1,653	£ per unit	(82,663)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	50	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,266	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(781,245)
Developers Profit -							
Profit on OMS		16,532,500		17.50%			(2,893,188)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		16,532,500		17.50%	blended GDV	(2,893,188)	
		12,769,582		22.66%	on costs	(2,893,188)	
TOTAL COSTS							**(15,662,769)**

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						869,731
SDLT		869,731	@	HMRC formula		(32,987)
Acquisition Agent fees		869,731	@	1.0%		(8,697)
Acquisition Legal fees		869,731	@	0.5%		(4,349)
Interest on Land		869,731	@	7.50%		(65,230)
Residual Land Value						**758,468**
RLV analysis:	15,169 £ per plot	892,262	£ per ha (net)	361,094	£ per acre (net)	
		758,423	£ per ha (gross)	306,930	£ per acre (gross)	
				4.59%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)						
Residential Density		58.8	dph (net)			
Site Area (net)		0.85	ha (net)	2.10	acres (net)	
Net to Gross ratio		85%				
Site Area (gross)		1.00	ha (gross)	2.47	acres (gross)	
Density analysis:		5,421	sqm/ha (net)	23,616	sqft/ac (net)	
		50	dph (gross)			
Benchmark Land Value (net)	8,402 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)	**420,095**
BLV analysis:		494,200	£ per ha (net)	200,000	£ per acre (net)	

BALANCE				
Surplus/(Deficit)	**398,062**	£ per ha (net)	**161,094**	£ per acre (net)	**338,373**

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Scheme Typology:	**Houses and Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	161,094	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	161,094	123,449	85,804	48,159	10,514	(27,131)	(64,776)
	10.00	140,368	103,759	67,151	30,542	(6,067)	(42,675)	(79,284)
Max CIL £ psm	20.00	119,642	84,070	48,497	12,925	(22,647)	(58,220)	(93,832)
0.00	30.00	98,916	64,380	29,844	(4,692)	(39,228)	(73,764)	(108,846)
(recommended CIL)	40.00	78,190	44,690	11,191	(22,309)	(55,809)	(89,308)	(123,860)
(100)	50.00	57,464	25,001	(7,463)	(39,926)	(72,389)	(105,279)	(138,961)
	60.00	36,738	5,311	(26,116)	(57,543)	(88,970)	(121,365)	(154,313)
	70.00	16,012	(14,379)	(44,769)	(75,160)	(106,001)	(137,507)	(169,665)
	80.00	(4,714)	(34,068)	(63,423)	(92,782)	(123,160)	(153,955)	(185,016)
	90.00	(25,440)	(53,758)	(82,076)	(111,013)	(140,439)	(170,403)	(200,404)
	100.00	(46,165)	(73,447)	(101,011)	(129,245)	(157,983)	(186,851)	(217,274)
	110.00	(66,891)	(93,154)	(120,315)	(147,757)	(175,528)	(203,626)	(234,144)
	120.00	(87,617)	(113,531)	(139,723)	(166,398)	(193,073)	(221,701)	(251,014)
	130.00	(108,891)	(133,907)	(159,461)	(185,039)	(211,668)	(239,776)	(267,884)
	140.00	(130,340)	(154,717)	(179,198)	(204,044)	(230,947)	(257,851)	(284,754)
	150.00	(152,166)	(175,551)	(198,936)	(224,529)	(250,227)	(275,926)	(301,624)
	160.00	(174,096)	(196,385)	(220,521)	(245,014)	(269,507)	(294,000)	(318,494)
	170.00	(196,027)	(218,923)	(242,211)	(265,499)	(288,787)	(312,075)	(335,364)
	180.00	(219,734)	(241,818)	(263,901)	(285,984)	(308,067)	(330,150)	(352,244)
	190.00	(243,834)	(264,712)	(285,591)	(306,469)	(327,347)	(348,264)	(369,215)
	200.00	(267,934)	(287,607)	(307,281)	(326,969)	(346,708)	(366,448)	(386,187)
	210.00	(292,034)	(310,523)	(329,050)	(347,577)	(366,105)	(384,632)	(403,159)
	220.00	(316,241)	(333,556)	(350,871)	(368,186)	(385,501)	(402,816)	(420,131)
	230.00	(340,487)	(356,590)	(372,692)	(388,795)	(404,898)	(421,000)	(437,103)
	240.00	(364,732)	(379,623)	(394,513)	(409,404)	(424,294)	(439,185)	(454,075)
	250.00	(388,978)	(402,656)	(416,334)	(430,012)	(443,691)	(457,369)	(471,047)

TABLE 2

Balance (RLV - BLV £ per acre (n))	161,094	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	217,311	203,257	189,202	175,148	161,094	147,039	132,985
	10.00	196,585	182,531	168,476	154,422	140,368	126,313	112,259
CIL £psm	20.00	175,859	161,805	147,751	133,696	119,642	105,587	91,533
0.00	30.00	155,133	141,079	127,025	112,970	98,916	84,861	70,807
(recommended CIL)	40.00	134,408	120,353	106,299	92,244	78,190	64,136	50,081
(100)	50.00	113,682	99,627	85,573	71,518	57,464	43,410	29,355
	60.00	92,956	78,901	64,847	50,793	36,738	22,684	8,629
	70.00	72,230	58,175	44,121	30,067	16,012	1,958	(12,097)
	80.00	51,504	37,450	23,395	9,341	(4,714)	(18,768)	(32,822)
	90.00	30,778	16,724	2,669	(11,385)	(25,440)	(39,494)	(53,548)
	100.00	10,052	(4,002)	(18,057)	(32,111)	(46,165)	(60,220)	(74,274)
	110.00	(10,674)	(24,728)	(38,783)	(52,837)	(66,891)	(80,946)	(95,082)
	120.00	(31,400)	(45,454)	(59,508)	(73,563)	(87,617)	(101,987)	(116,531)
	130.00	(52,126)	(66,180)	(80,234)	(94,346)	(108,891)	(123,436)	(138,047)
	140.00	(72,851)	(86,906)	(101,250)	(115,795)	(130,340)	(145,106)	(159,978)
	150.00	(93,610)	(108,155)	(122,699)	(137,294)	(152,166)	(167,037)	(181,909)
	160.00	(115,059)	(129,604)	(144,353)	(159,225)	(174,096)	(188,968)	(204,219)
	170.00	(136,541)	(151,413)	(166,284)	(181,156)	(196,027)	(211,977)	(228,319)
	180.00	(158,472)	(173,344)	(188,215)	(203,392)	(219,734)	(236,077)	(252,419)
	190.00	(180,403)	(195,275)	(211,150)	(227,492)	(243,834)	(260,177)	(276,519)
	200.00	(202,565)	(218,907)	(235,250)	(251,592)	(267,934)	(284,277)	(300,632)
	210.00	(226,665)	(243,007)	(259,349)	(275,692)	(292,034)	(308,437)	(324,878)
	220.00	(250,765)	(267,107)	(283,449)	(299,800)	(316,241)	(332,682)	(349,123)
	230.00	(274,865)	(291,207)	(307,605)	(324,046)	(340,487)	(356,928)	(373,369)
	240.00	(298,968)	(315,409)	(331,850)	(348,291)	(364,732)	(381,174)	(397,615)
	250.00	(323,214)	(339,655)	(356,096)	(372,537)	(388,978)	(405,419)	(421,860)

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Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3 — Profit 18%

Balance (RLV - BLV £ per acre (n))	161,094	15%	16%	17%	18%	19%	20%	21%
	0.00	330,317	262,627	194,938	127,249	59,560	(8,129)	(75,819)
	10.00	309,591	241,901	174,212	106,523	38,834	(28,855)	(96,681)
CIL £psm	20.00	288,865	221,176	153,486	85,797	18,108	(49,581)	(118,129)
0.00	30.00	268,139	200,450	132,760	65,071	(2,618)	(70,307)	(139,681)
(recommended CIL)	40.00	247,413	179,724	112,035	44,345	(23,344)	(91,033)	(161,612)
(100)	50.00	226,687	158,998	91,309	23,619	(44,070)	(112,426)	(183,543)
	60.00	205,961	138,272	70,583	2,894	(64,796)	(133,875)	(206,015)
	70.00	185,235	117,546	49,857	(17,832)	(85,522)	(155,780)	(230,115)
	80.00	164,509	96,820	29,131	(38,558)	(106,722)	(177,711)	(254,215)
	90.00	143,783	76,094	8,405	(59,284)	(128,171)	(199,642)	(278,315)
	100.00	123,057	55,368	(12,321)	(80,010)	(149,948)	(223,706)	(302,414)
	110.00	102,332	34,642	(33,047)	(101,018)	(171,879)	(247,806)	(326,514)
	120.00	81,606	13,916	(53,773)	(122,467)	(193,810)	(271,906)	(350,614)
	130.00	60,880	(6,809)	(74,499)	(144,116)	(217,297)	(296,006)	(374,714)
	140.00	40,154	(27,535)	(95,315)	(166,047)	(241,397)	(320,106)	(398,814)
	150.00	19,428	(48,261)	(116,763)	(187,978)	(265,497)	(344,206)	(422,914)
	160.00	(1,298)	(68,987)	(138,284)	(210,889)	(289,597)	(368,305)	(447,014)
	170.00	(22,024)	(89,713)	(160,215)	(234,989)	(313,697)	(392,405)	(471,114)
	180.00	(42,750)	(111,060)	(182,146)	(259,089)	(337,797)	(416,505)	(495,214)
	190.00	(63,476)	(132,509)	(204,480)	(283,188)	(361,897)	(440,605)	(519,314)
	200.00	(84,202)	(154,383)	(228,580)	(307,288)	(385,997)	(464,705)	(543,413)
	210.00	(105,356)	(176,314)	(252,680)	(331,388)	(410,097)	(488,805)	(567,513)
	220.00	(126,900)	(198,343)	(276,887)	(355,595)	(434,304)	(513,012)	(591,720)
	230.00	(148,782)	(222,424)	(301,133)	(379,841)	(458,549)	(537,258)	(615,966)
	240.00	(170,845)	(246,670)	(325,378)	(404,087)	(482,795)	(561,503)	(640,212)
	250.00	(192,908)	(270,915)	(349,624)	(428,332)	(507,040)	(585,749)	(664,457)

TABLE 4 — BLV (£ per acre (n)) 170,000

Balance (RLV - BLV £ per acre (n))	161,094	100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	243,447	214,035	184,623	155,211	125,799	96,388	66,976
	10.00	222,721	193,309	163,897	134,485	105,074	75,662	46,250
CIL £psm	20.00	201,995	172,583	143,171	113,759	84,348	54,936	25,524
0.00	30.00	181,269	151,857	122,445	93,034	63,622	34,210	4,798
(recommended CIL)	40.00	160,543	131,131	101,719	72,308	42,896	13,484	(15,928)
(100)	50.00	139,817	110,405	80,993	51,582	22,170	(7,242)	(36,654)
	60.00	119,091	89,679	60,268	30,856	1,444	(27,968)	(57,379)
	70.00	98,365	68,953	39,542	10,130	(19,282)	(48,694)	(78,105)
	80.00	77,639	48,228	18,816	(10,596)	(40,008)	(69,420)	(98,831)
	90.00	56,913	27,502	(1,910)	(31,322)	(60,734)	(90,145)	(119,557)
	100.00	36,187	6,776	(22,636)	(52,048)	(81,460)	(110,871)	(140,283)
	110.00	15,462	(13,950)	(43,362)	(72,774)	(102,185)	(131,597)	(161,009)
	120.00	(5,264)	(34,676)	(64,088)	(93,500)	(122,911)	(152,323)	(181,735)
	130.00	(26,538)	(55,950)	(85,361)	(114,773)	(144,185)	(173,597)	(203,008)
	140.00	(47,987)	(77,399)	(106,810)	(136,222)	(165,634)	(195,046)	(224,457)
	150.00	(69,813)	(99,224)	(128,636)	(158,048)	(187,460)	(216,871)	(246,283)
	160.00	(91,744)	(121,155)	(150,567)	(179,979)	(209,391)	(238,802)	(268,214)
	170.00	(113,674)	(143,086)	(172,498)	(201,910)	(231,322)	(260,733)	(290,145)
	180.00	(137,381)	(166,793)	(196,205)	(225,617)	(255,029)	(284,440)	(313,852)
	190.00	(161,481)	(190,893)	(220,305)	(249,717)	(279,128)	(308,540)	(337,952)
	200.00	(185,581)	(214,993)	(244,405)	(273,817)	(303,228)	(332,640)	(362,052)
	210.00	(209,681)	(239,093)	(268,505)	(297,916)	(327,328)	(356,740)	(386,152)
	220.00	(233,888)	(263,300)	(292,712)	(322,124)	(351,535)	(380,947)	(410,359)
	230.00	(258,134)	(287,546)	(316,957)	(346,369)	(375,781)	(405,193)	(434,604)
	240.00	(282,379)	(311,791)	(341,203)	(370,615)	(400,027)	(429,438)	(458,850)
	250.00	(306,625)	(336,037)	(365,449)	(394,860)	(424,272)	(453,684)	(483,096)

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Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	161,094	Density (dph) (net) 30	35	40 (59)	45	50	55	60
	0.00	(15,831)	14,864	45,558	76,253	106,948	137,643	168,338
	10.00	(26,402)	2,531	31,464	60,397	89,330	118,263	147,196
CIL £psm	20.00	(36,973)	(9,802)	17,369	44,541	71,712	98,883	126,054
0.00	30.00	(47,544)	(22,134)	3,275	28,684	54,094	79,503	104,913
(recommended CIL)	40.00	(58,115)	(34,467)	(10,819)	12,828	36,476	60,123	83,771
(100)	50.00	(68,685)	(46,800)	(24,914)	(3,028)	18,858	40,743	62,629
	60.00	(79,256)	(59,132)	(39,008)	(18,884)	1,240	21,363	41,487
	70.00	(89,827)	(71,465)	(53,103)	(34,741)	(16,379)	1,984	20,346
	80.00	(100,398)	(83,798)	(67,197)	(50,597)	(33,997)	(17,396)	(796)
	90.00	(110,969)	(96,130)	(81,292)	(66,453)	(51,615)	(36,776)	(21,938)
	100.00	(121,540)	(108,463)	(95,386)	(82,310)	(69,233)	(56,156)	(43,079)
	110.00	(132,111)	(120,796)	(109,481)	(98,166)	(86,851)	(75,536)	(64,221)
	120.00	(142,681)	(133,128)	(123,575)	(114,022)	(104,469)	(94,916)	(85,363)
	130.00	(153,532)	(145,787)	(138,042)	(130,297)	(122,553)	(114,808)	(107,063)
	140.00	(164,471)	(158,550)	(152,628)	(146,707)	(140,785)	(134,864)	(128,942)
	150.00	(175,603)	(171,537)	(167,471)	(163,404)	(159,338)	(155,272)	(151,206)
	160.00	(186,788)	(184,586)	(182,385)	(180,183)	(177,981)	(175,779)	(173,577)
	170.00	(197,974)	(197,636)	(197,298)	(196,961)	(196,623)	(196,285)	(195,948)
	180.00	(210,065)	(211,743)	(213,420)	(215,098)	(216,775)	(218,453)	(220,130)
	190.00	(222,357)	(226,083)	(229,809)	(233,535)	(237,261)	(240,988)	(244,714)
	200.00	(234,649)	(240,423)	(246,198)	(251,973)	(257,748)	(263,522)	(269,297)
	210.00	(246,940)	(254,764)	(262,587)	(270,410)	(278,234)	(286,057)	(293,880)
	220.00	(259,287)	(269,168)	(279,049)	(288,930)	(298,811)	(308,692)	(318,573)
	230.00	(271,653)	(283,595)	(295,537)	(307,479)	(319,421)	(331,363)	(343,305)
	240.00	(284,019)	(298,022)	(312,025)	(326,028)	(340,031)	(354,034)	(368,037)
	250.00	(296,385)	(312,449)	(328,513)	(344,577)	(360,641)	(376,705)	(392,769)

TABLE 6

Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	161,094	70%	80%	90%	100%	105%	110%	115%
	0.00	1,610,443	1,129,832	646,727	161,094	(82,860)	(353,603)	(638,985)
	10.00	1,590,088	1,109,354	626,125	140,368	(103,968)	(377,849)	(663,231)
CIL £psm	20.00	1,569,734	1,088,877	605,524	119,642	(125,417)	(402,094)	(687,476)
0.00	30.00	1,549,379	1,068,399	584,922	98,916	(147,132)	(426,340)	(711,722)
(recommended CIL)	40.00	1,529,025	1,047,922	564,321	78,190	(169,063)	(450,585)	(735,967)
(100)	50.00	1,508,670	1,027,444	543,720	57,464	(190,994)	(474,831)	(760,213)
	60.00	1,488,315	1,006,966	523,118	36,738	(214,203)	(499,076)	(784,459)
	70.00	1,467,961	986,489	502,517	16,012	(238,303)	(523,322)	(808,704)
	80.00	1,447,606	966,011	481,916	(4,714)	(262,403)	(547,568)	(832,950)
	90.00	1,427,252	945,534	461,314	(25,440)	(286,503)	(571,813)	(857,195)
	100.00	1,406,897	925,056	440,713	(46,165)	(310,677)	(596,059)	(881,441)
	110.00	1,386,543	904,579	420,111	(66,891)	(334,922)	(620,304)	(905,687)
	120.00	1,366,163	884,101	399,510	(87,617)	(359,168)	(644,550)	(929,932)
	130.00	1,345,686	863,623	378,909	(108,891)	(383,413)	(668,795)	(954,276)
	140.00	1,325,208	843,146	358,307	(130,340)	(407,659)	(693,041)	(978,668)
	150.00	1,304,731	822,668	337,706	(152,166)	(431,904)	(717,287)	(1,003,060)
	160.00	1,284,253	802,081	317,105	(174,096)	(456,150)	(741,532)	(1,027,453)
	170.00	1,263,775	781,480	296,503	(196,027)	(480,396)	(765,778)	(1,051,845)
	180.00	1,243,298	760,878	275,902	(219,734)	(504,641)	(790,023)	(1,076,237)
	190.00	1,222,820	740,277	255,209	(243,834)	(528,887)	(814,269)	(1,100,629)
	200.00	1,202,343	719,675	234,483	(267,934)	(553,132)	(838,514)	(1,125,021)
	210.00	1,181,865	699,074	213,758	(292,034)	(577,378)	(862,760)	(1,149,413)
	220.00	1,161,387	678,473	193,032	(316,241)	(601,623)	(887,006)	(1,173,805)
	230.00	1,140,910	657,871	172,306	(340,487)	(625,869)	(911,251)	(1,198,197)
	240.00	1,120,432	637,270	151,580	(364,732)	(650,115)	(935,497)	(1,222,590)
	250.00	1,099,955	616,669	130,854	(388,978)	(674,360)	(959,874)	(1,246,982)

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Scheme Typology: Houses and Flats — No Units: 50
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	161,094	90%	95%	100%	105%	110%	115%	120%
	0.00	(434,157)	(118,124)	161,094	438,576	715,402	992,111	1,267,579
	10.00	(458,403)	(139,675)	140,368	417,975	694,801	971,627	1,247,101
CIL £psm	20.00	(482,649)	(161,606)	119,642	397,374	674,200	951,026	1,226,623
0.00	30.00	(506,894)	(183,537)	98,916	376,772	653,598	930,424	1,206,146
(recommended CIL)	40.00	(531,140)	(206,009)	78,190	356,171	632,997	909,823	1,185,668
(100)	50.00	(555,385)	(230,109)	57,464	335,569	612,395	889,222	1,165,191
	60.00	(579,631)	(254,209)	36,738	314,968	591,794	868,620	1,144,713
	70.00	(603,876)	(278,309)	16,012	294,367	571,193	848,019	1,124,235
	80.00	(628,122)	(302,463)	(4,714)	273,645	550,591	827,417	1,103,758
	90.00	(652,368)	(326,708)	(25,440)	252,919	529,990	806,816	1,083,280
	100.00	(676,613)	(350,954)	(46,165)	232,193	509,389	786,215	1,062,803
	110.00	(700,859)	(375,199)	(66,891)	211,467	488,787	765,613	1,042,325
	120.00	(725,104)	(399,445)	(87,617)	190,742	468,186	745,012	1,021,838
	130.00	(749,350)	(423,690)	(108,891)	170,016	447,584	724,411	1,001,237
	140.00	(773,595)	(447,936)	(130,340)	149,290	426,983	703,809	980,635
	150.00	(797,841)	(472,182)	(152,166)	128,564	406,382	683,208	960,034
	160.00	(822,087)	(496,427)	(174,096)	107,838	385,780	662,606	939,433
	170.00	(846,332)	(520,673)	(196,027)	87,112	365,179	642,005	918,831
	180.00	(870,617)	(544,918)	(219,734)	66,386	344,578	621,404	898,230
	190.00	(895,009)	(569,164)	(243,834)	45,660	323,976	600,802	877,628
	200.00	(919,401)	(593,409)	(267,934)	24,934	303,293	580,201	857,027
	210.00	(943,793)	(617,655)	(292,034)	4,208	282,567	559,600	836,426
	220.00	(968,185)	(641,901)	(316,241)	(16,518)	261,841	538,998	815,824
	230.00	(992,578)	(666,146)	(340,487)	(37,243)	241,115	518,397	795,223
	240.00	(1,016,970)	(690,392)	(364,732)	(57,969)	220,390	497,795	774,622
	250.00	(1,041,362)	(714,637)	(388,978)	(78,695)	199,664	477,194	754,020

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	161,094	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	161,094	383,926	606,103	828,231	1,049,072	1,269,913	2,365,397
	10.00	140,368	363,325	585,501	807,677	1,028,595	1,249,436	2,345,165
CIL £psm	20.00	119,642	342,724	564,900	787,076	1,008,117	1,228,958	2,324,933
0.00	30.00	98,916	322,122	544,298	766,475	987,639	1,208,481	2,304,701
(recommended CIL)	40.00	78,190	301,521	523,697	745,873	967,162	1,188,003	2,284,468
(100)	50.00	57,464	280,919	503,096	725,272	946,684	1,167,526	2,264,236
	60.00	36,738	260,257	482,494	704,670	926,207	1,147,048	2,244,004
	70.00	16,012	239,531	461,893	684,069	905,729	1,126,570	2,223,772
	80.00	(4,714)	218,806	441,292	663,468	885,252	1,106,093	2,203,540
	90.00	(25,440)	198,080	420,690	642,866	864,774	1,085,615	2,183,307
	100.00	(46,165)	177,354	400,089	622,265	844,296	1,065,138	2,163,075
	110.00	(66,891)	156,628	379,487	601,664	823,819	1,044,660	2,142,843
	120.00	(87,617)	135,902	358,886	581,062	803,238	1,024,182	2,122,611
	130.00	(108,891)	115,176	338,285	560,461	782,637	1,003,705	2,102,378
	140.00	(130,340)	94,450	317,683	539,860	762,036	983,227	2,082,146
	150.00	(152,166)	73,724	297,082	519,258	741,434	962,750	2,061,914
	160.00	(174,096)	52,998	276,481	498,657	720,833	942,272	2,041,682
	170.00	(196,027)	32,272	255,792	478,055	700,232	921,794	2,021,449
	180.00	(219,734)	11,547	235,066	457,454	679,630	901,317	2,001,217
	190.00	(243,834)	(9,179)	214,340	436,853	659,029	880,839	1,980,985
	200.00	(267,934)	(29,905)	193,614	416,251	638,427	860,362	1,960,753
	210.00	(292,034)	(50,631)	172,888	395,650	617,826	839,884	1,940,520
	220.00	(316,241)	(71,357)	152,162	375,049	597,225	819,401	1,920,288
	230.00	(340,487)	(92,083)	131,436	354,447	576,623	798,800	1,899,934
	240.00	(364,732)	(113,512)	110,710	333,846	556,022	778,198	1,879,579
	250.00	(388,978)	(134,961)	89,984	313,244	535,421	757,597	1,859,224

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

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**50**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**Y**	
Scheme Typology:	Houses and Flats	
No Units:	50	
Location / Value Zone:	High	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	16,532,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	22.66%	
Developers Profit Total (£)	2,893,188	
Land Value KPI's		
RLV (£/acre (net))	361,094	
RLV (£/ha (net))	892,262	
RLV (% of GDV)	4.59%	
RLV Total (£)	758,468	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	420,095	
Surplus/Deficit (£/acre) [RLV-BLV]	161,094	
Surplus/Deficit (£/ha)	398,062	
Surplus/Deficit Total (£)	338,373	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	781,245	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	65,230	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	16,929	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Appraisal Ref:	Z				(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	95		
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			95	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	39.9	50.0%	0.0	42%	39.9
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	38.0	43.0%	0.0	40%	38.0
4 bed House (with garage)	18.0%	17.1	7.0%	0.0	18%	17.1
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	95.0	100.0%	0.0	100%	95.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	0.0	0	85.0%		0.0	0
2 bed Flat	0.0	0	85.0%		0.0	0
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	2,993	32,211	0	0	2,993	32,211
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	4,028	43,357	0	0	4,028	43,357
4 bed House (with garage)	2,377	25,585	0	0	2,377	25,585
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	9,397	101,153	0	0	9,397	101,153
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	13,466,250
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	14,155,000
4 bed House (with garage)	450,000	3,913	364	3,237	301	7,695,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
2 bed Flat	265,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						35,316,250

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**95**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	39.9	@	337,500		13,466,250
3 bed House	0.0	@	0		-
3 bed House (with garage)	38.0	@	372,500		14,155,000
4 bed House (with garage)	17.1	@	450,000		7,695,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	210,000		-
2 bed Flat	0.0	@	265,000		-
3 bed Flat	0.0	@	0		-
	95.0				35,316,250
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**95**				**35,316,250**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	95	units @	0	per unit	-
Total GDV					**35,316,250**

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**95**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25				(capped at £411,885)	39,890	£		(39,890)
Planning Application Professional Fees, Surveys and reports					(capped at £1,500,000)	119,670	£		(119,670)
Building Safety Levy			9,397	sqm	30.21	£ psm			(283,895)
CIL (Mrkt only inc. garages)	Max		9,397	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	Year 2				0				-
	Year 3				0				-
	Year 4				0				-
	Year 5				0				-
	Year 6				0				-
	Year 7				0				-
	Year 8				0				-
	Year 9				0				-
	Year 10				0				-
	Year 11				0				-
	Year 12				0				-
	Year 13				0				-
	Year 14				0				-
	Year 15				0				-
Site Specific S106 (installment)			95	units @	2,500	per unit			(237,500)
	Sub-total							(237,500)	
S106 analysis:	75,000	£ per ha	0.67%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum			9,397	sqm (total)	0	£ psm			-
Comm. Sum analysis:			0.00%	% of GDV					
Construction Costs -									
Site Clearance, Demolition & Remediation			3.17	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs	Year 1	0							-
	Year 2	0							-
	Year 3	0							-
	Year 4	0							-
	Year 5	0							-
	Year 6	0							-
	Year 7	0							-
	Year 8	0							-
	Year 9	0							-
	Year 10	0							-
	Year 11	0							-
	Year 12	0							-
	Year 13	0							-
	Year 14	0							-
	Year 15	0							-
	Years 1-15		95	units @	0	per unit			-
	Sub-total							-	
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
2 bed House			2,993	sqm @	1,892	psm			(5,661,810)
3 bed House			-	sqm @	1,892	psm			-
3 bed House (EXC. garage)			3,420	sqm @	1,892	psm			(6,470,640)
4 bed House (EXC. garage)			1,967	sqm @	1,892	psm			(3,720,618)
5 bed House (EXC. garage)			-	sqm @	1,892	psm			-
1 bed Flat			-	sqm @	2,064	psm			-
2 bed Flat			-	sqm @	2,064	psm			-
3 bed Flat			-	sqm @	2,064	psm			-
Garages for 3B House	38.0	16.0	608	sqm @	600	psm			(364,800)
Garages for 4B House	17.1	24.0	410	sqm @	600	psm			(246,240)
Garages for 5B House	-	-	0	sqm @	600	psm			-
Total GIA check:			9,397	£ per garage	£0				
External works			16,464,108	@	15.0%				(2,469,616)
Ext. Works analysis:					25,996	£ per unit (total units)			
Policy Costs on design -									
Net Biodiversity costs			95	units @	1,000	£ per unit			(95,000)
M4(2) Category 2 Housing	Aff units	-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	95	units @	100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	-	units @	10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	95	units @	10%	@	0	£ per unit		-
Part L/FHS		95	units @			4,350	£ per unit		(413,250)
Part L/FHS analysis:					2.5%	% of BCIS costs			
Net Zero for Housing		9,397	sqm			0	£ psm		-
Net Zero for Flats		-	sqm			0	£ psm		-
Water Efficiency		95	units @			20	£ per unit		(1,900)
Urban Greening Factor	0.0	flats @	6	per storey = GIA	0	0	£ per unit		-
	Sub-total							(510,150)	
Policy Costs analysis:	(design costs only)				5,370	£ per unit (total units)			
					3.1%	% of BCIS costs			
Contingency (on construction)			19,443,874	@	3.0%				(583,316)

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Scheme Typology:	**Houses and Flats**		No Units:	**95**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Greenfield**	
Notes/Comments:					

Professional Fees		19,443,874	@	10.0%			(1,944,387)
Disposal Costs -							
OMS Marketing and Promotion		35,316,250	OMS @	1.00%	3,718	£ per unit	(353,163)
Residential Sales Agent Costs		35,316,250	OMS @	1.00%	3,718	£ per unit	(353,163)
Residential Sales Legal Costs		35,316,250	OMS @	0.50%	1,859	£ per unit	(176,581)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	95	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,294	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(1,788,317)
Developers Profit -							
Profit on OMS		35,316,250		17.50%			(6,180,344)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		35,316,250		17.50%	blended GDV	(6,180,344)	
		25,323,756		24.41%	on costs	(6,180,344)	
TOTAL COSTS							**(31,504,100)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							3,812,150
SDLT		3,812,150	@	HMRC formula			(180,108)
Acquisition Agent fees		3,812,150	@	1.0%			(38,122)
Acquisition Legal fees		3,812,150	@	0.5%			(19,061)
Interest on Land		3,812,150	@	7.50%			(285,911)
Residual Land Value							**3,288,949**
RLV analysis:	34,621 £ per plot	1,038,616	£ per ha (net)	420,322	£ per acre (net)		
		830,892	£ per ha (gross)	336,258	£ per acre (gross)		
				9.31%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		30.0	dph (net)				
Site Area (net)		3.17	ha (net)	7.82	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		3.96	ha (gross)	9.78	acres (gross)		
Density analysis:		2,968	sqm/ha (net)	12,927	sqft/ac (net)		
		24	dph (gross)				
Benchmark Land Value (net)	17,503 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**1,662,777**
BLV analysis:		525,088	£ per ha (net)	212,500	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**513,528**	£ per ha (net)	**207,822**	£ per acre (net)	**1,626,172**

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Scheme Typology:	**Houses and Flats**	No Units:	**95**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	207,822	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	207,822	193,717	179,612	165,508	151,403	137,298	123,193
	10.00	196,265	182,738	169,212	155,685	142,158	128,631	115,104
Max CIL £ psm	20.00	184,709	171,760	158,811	145,861	132,912	119,963	107,014
0.00	30.00	173,152	160,781	148,410	136,038	123,667	111,296	98,925
(recommended CIL)	40.00	161,596	149,802	138,009	126,215	114,422	102,628	90,835
(100)	50.00	149,974	138,823	127,608	116,392	105,177	93,961	82,745
	60.00	138,347	127,801	117,207	106,569	95,931	85,293	74,656
	70.00	126,721	116,756	106,790	96,746	86,686	76,626	66,566
	80.00	115,094	105,710	96,326	86,923	77,441	67,959	58,476
	90.00	103,468	94,665	85,863	77,060	68,195	59,291	50,387
	100.00	91,841	83,620	75,399	67,177	58,950	50,624	42,297
	110.00	80,215	72,575	64,935	57,295	49,655	41,956	34,208
	120.00	68,589	61,530	54,471	47,412	40,354	33,289	26,118
	130.00	56,962	50,485	44,007	37,530	31,053	24,575	18,028
	140.00	45,336	39,440	33,543	27,647	21,751	15,855	9,939
	150.00	33,709	28,394	23,080	17,765	12,450	7,135	1,821
	160.00	22,083	17,349	12,616	7,882	3,149	(1,584)	(6,318)
	170.00	10,456	6,304	2,152	(2,000)	(6,152)	(10,304)	(14,456)
	180.00	(1,170)	(4,741)	(8,312)	(11,883)	(15,453)	(19,024)	(22,595)
	190.00	(12,797)	(15,786)	(18,776)	(21,765)	(24,755)	(27,744)	(30,733)
	200.00	(24,423)	(26,831)	(29,239)	(31,648)	(34,056)	(36,464)	(38,872)
	210.00	(36,050)	(37,876)	(39,703)	(41,530)	(43,357)	(45,184)	(47,010)
	220.00	(47,676)	(48,922)	(50,167)	(51,413)	(52,658)	(53,904)	(55,149)
	230.00	(59,362)	(59,967)	(60,631)	(61,295)	(61,959)	(62,623)	(63,288)
	240.00	(71,059)	(71,050)	(71,095)	(71,178)	(71,260)	(71,343)	(71,426)
	250.00	(82,756)	(82,162)	(81,569)	(81,060)	(80,562)	(80,063)	(79,565)

TABLE 2

Balance (RLV - BLV £ per acre (n))	207,822	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	237,029	229,727	222,425	215,124	207,822	200,520	193,218
	10.00	225,472	218,171	210,869	203,567	196,265	188,964	181,662
CIL £psm	20.00	213,916	206,614	199,312	192,010	184,709	177,407	170,105
0.00	30.00	202,359	195,057	187,756	180,454	173,152	165,850	158,535
(recommended CIL)	40.00	190,802	183,501	176,199	168,897	161,596	154,254	146,908
(100)	50.00	179,246	171,944	164,642	157,320	149,974	142,628	135,282
	60.00	167,689	160,385	153,039	145,693	138,347	131,001	123,656
	70.00	156,104	148,758	141,413	134,067	126,721	119,375	112,029
	80.00	144,478	137,132	129,786	122,440	115,094	107,748	100,403
	90.00	132,851	125,506	118,160	110,814	103,468	96,122	88,776
	100.00	121,225	113,879	106,533	99,187	91,841	84,496	77,150
	110.00	109,598	102,253	94,907	87,561	80,215	72,869	65,523
	120.00	97,972	90,626	83,280	75,934	68,589	61,243	53,897
	130.00	86,346	79,000	71,654	64,308	56,962	49,616	42,270
	140.00	74,719	67,373	60,027	52,681	45,336	37,990	30,644
	150.00	63,093	55,747	48,401	41,055	33,709	26,363	19,017
	160.00	51,466	44,120	36,774	29,429	22,083	14,737	7,391
	170.00	39,840	32,494	25,148	17,802	10,456	3,110	(4,236)
	180.00	28,213	20,867	13,521	6,176	(1,170)	(8,516)	(15,862)
	190.00	16,587	9,241	1,895	(5,451)	(12,797)	(20,143)	(27,489)
	200.00	4,960	(2,386)	(9,731)	(17,077)	(24,423)	(31,769)	(39,115)
	210.00	(6,666)	(14,012)	(21,358)	(28,704)	(36,050)	(43,396)	(50,749)
	220.00	(18,293)	(25,639)	(32,984)	(40,330)	(47,676)	(55,056)	(62,446)
	230.00	(29,919)	(37,265)	(44,611)	(51,972)	(59,362)	(66,753)	(74,143)
	240.00	(41,546)	(48,891)	(56,278)	(63,669)	(71,059)	(78,449)	(85,840)
	250.00	(53,195)	(60,585)	(67,975)	(75,365)	(82,756)	(90,146)	(97,536)

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Scheme Typology: Houses and Flats — No Units: 95
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	207,822	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	304,859	266,044	227,229	188,415	149,600	110,785	71,970
	10.00	293,302	254,488	215,673	176,858	138,043	99,228	60,413
CIL £psm	20.00	281,746	242,931	204,116	165,301	126,486	87,672	48,857
0.00	30.00	270,189	231,374	192,560	153,745	114,930	76,115	37,300
(recommended CIL)	40.00	258,633	219,818	181,003	142,188	103,373	64,558	25,744
(100)	50.00	247,011	208,196	169,381	130,566	91,751	52,937	14,122
	60.00	235,384	196,570	157,755	118,940	80,125	41,310	2,495
	70.00	223,758	184,943	146,128	107,313	68,499	29,684	(9,131)
	80.00	212,131	173,317	134,502	95,687	56,872	18,057	(20,758)
	90.00	200,505	161,690	122,875	84,060	45,246	6,431	(32,384)
	100.00	188,879	150,064	111,249	72,434	33,619	(5,196)	(44,011)
	110.00	177,252	138,437	99,622	60,808	21,993	(16,822)	(55,637)
	120.00	165,626	126,811	87,996	49,181	10,366	(28,449)	(67,263)
	130.00	153,999	115,184	76,369	37,555	(1,260)	(40,075)	(78,890)
	140.00	142,373	103,558	64,743	25,928	(12,887)	(51,702)	(90,516)
	150.00	130,746	91,931	53,117	14,302	(24,513)	(63,328)	(102,143)
	160.00	119,120	80,305	41,490	2,675	(36,140)	(74,954)	(113,769)
	170.00	107,493	68,678	29,864	(8,951)	(47,766)	(86,581)	(125,396)
	180.00	95,867	57,052	18,237	(20,578)	(59,393)	(98,207)	(137,022)
	190.00	84,240	45,426	6,611	(32,204)	(71,019)	(109,834)	(148,649)
	200.00	72,614	33,799	(5,016)	(43,831)	(82,645)	(121,460)	(160,275)
	210.00	60,987	22,173	(16,642)	(55,457)	(94,272)	(133,087)	(171,902)
	220.00	49,361	10,546	(28,269)	(67,084)	(105,898)	(144,713)	(183,528)
	230.00	37,675	(1,140)	(39,955)	(78,770)	(117,585)	(156,399)	(195,629)
	240.00	25,978	(12,837)	(51,652)	(90,466)	(129,281)	(168,096)	(208,006)
	250.00	14,281	(24,534)	(63,348)	(102,163)	(140,978)	(179,793)	(221,162)

TABLE 4

Balance (RLV - BLV £ per acre (n))	207,822	BLV (£ per acre (n)) 100,000	125,000	170,000 150,000	175,000	200,000	225,000	250,000
	0.00	295,322	264,072	232,822	201,572	170,322	139,072	107,822
	10.00	283,765	252,515	221,265	190,015	158,765	127,515	96,265
CIL £psm	20.00	272,209	240,959	209,709	178,459	147,209	115,959	84,709
0.00	30.00	260,652	229,402	198,152	166,902	135,652	104,402	73,152
(recommended CIL)	40.00	249,096	217,846	186,596	155,346	124,096	92,846	61,596
(100)	50.00	237,474	206,224	174,974	143,724	112,474	81,224	49,974
	60.00	225,847	194,597	163,347	132,097	100,847	69,597	38,347
	70.00	214,221	182,971	151,721	120,471	89,221	57,971	26,721
	80.00	202,594	171,344	140,094	108,844	77,594	46,344	15,094
	90.00	190,968	159,718	128,468	97,218	65,968	34,718	3,468
	100.00	179,341	148,091	116,841	85,591	54,341	23,091	(8,159)
	110.00	167,715	136,465	105,215	73,965	42,715	11,465	(19,785)
	120.00	156,089	124,839	93,589	62,339	31,089	(161)	(31,411)
	130.00	144,462	113,212	81,962	50,712	19,462	(11,788)	(43,038)
	140.00	132,836	101,586	70,336	39,086	7,836	(23,414)	(54,664)
	150.00	121,209	89,959	58,709	27,459	(3,791)	(35,041)	(66,291)
	160.00	109,583	78,333	47,083	15,833	(15,417)	(46,667)	(77,917)
	170.00	97,956	66,706	35,456	4,206	(27,044)	(58,294)	(89,544)
	180.00	86,330	55,080	23,830	(7,420)	(38,670)	(69,920)	(101,170)
	190.00	74,703	43,453	12,203	(19,047)	(50,297)	(81,547)	(112,797)
	200.00	63,077	31,827	577	(30,673)	(61,923)	(93,173)	(124,423)
	210.00	51,450	20,200	(11,050)	(42,300)	(73,550)	(104,800)	(136,050)
	220.00	39,824	8,574	(22,676)	(53,926)	(85,176)	(116,426)	(147,676)
	230.00	28,138	(3,112)	(34,362)	(65,612)	(96,862)	(128,112)	(159,362)
	240.00	16,441	(14,809)	(46,059)	(77,309)	(108,559)	(139,809)	(171,059)
	250.00	4,744	(26,506)	(57,756)	(89,006)	(120,256)	(151,506)	(182,756)

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Scheme Typology: Houses and Flats — No Units: 95
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	207,822	Density (dph) (net) 30	35	40	45	50	55	60
	0.00	207,822	277,876	347,929	417,983	488,037	558,090	628,144
	10.00	196,265	264,393	332,520	400,648	468,776	536,903	605,031
CIL £psm	20.00	184,709	250,910	317,112	383,313	449,515	515,716	581,917
0.00	30.00	173,152	237,427	301,703	365,978	430,254	494,529	558,804
(recommended CIL)	40.00	161,596	223,945	286,294	348,643	410,993	473,342	535,691
(100)	50.00	149,974	210,386	270,798	331,211	391,623	452,035	512,448
	60.00	138,347	196,822	255,296	313,771	372,245	430,720	489,195
	70.00	126,721	183,258	239,794	296,331	352,868	409,405	465,942
	80.00	115,094	169,693	224,292	278,892	333,491	388,090	442,689
	90.00	103,468	156,129	208,791	261,452	314,113	366,774	419,436
	100.00	91,841	142,565	193,289	244,012	294,736	345,459	396,183
	110.00	80,215	129,001	177,787	226,572	275,358	324,144	372,930
	120.00	68,589	115,437	162,285	209,133	255,981	302,829	349,677
	130.00	56,962	101,872	146,783	191,693	236,603	281,514	326,424
	140.00	45,336	88,308	131,281	174,253	217,226	260,199	303,171
	150.00	33,709	74,744	115,779	156,814	197,849	238,883	279,918
	160.00	22,083	61,180	100,277	139,374	178,471	217,568	256,665
	170.00	10,456	47,616	84,775	121,934	159,094	196,253	233,412
	180.00	(1,170)	34,051	69,273	104,495	139,716	174,938	210,159
	190.00	(12,797)	20,487	53,771	87,055	120,339	153,623	186,907
	200.00	(24,423)	6,923	38,269	69,615	100,961	132,307	163,654
	210.00	(36,050)	(6,641)	22,767	52,175	81,584	110,992	140,401
	220.00	(47,676)	(20,205)	7,265	34,736	62,206	89,677	117,148
	230.00	(59,362)	(33,839)	(8,316)	17,207	42,730	68,252	93,775
	240.00	(71,059)	(47,486)	(23,912)	(339)	23,235	46,808	70,382
	250.00	(82,756)	(61,132)	(39,508)	(17,884)	3,740	25,364	46,988

TABLE 6

Balance (RLV - BLV £ per acre (n))	207,822	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	115%
	0.00	989,716	730,956	470,332	207,822	75,756	(56,638)	(190,001)
	10.00	978,366	719,538	458,845	196,265	64,129	(68,334)	(202,264)
CIL £psm	20.00	967,017	708,120	447,357	184,709	52,503	(80,031)	(214,852)
0.00	30.00	955,667	696,702	435,870	173,152	40,877	(91,728)	(228,453)
(recommended CIL)	40.00	944,318	685,283	424,383	161,596	29,250	(103,425)	(242,054)
(100)	50.00	932,968	673,865	412,896	149,974	17,624	(115,121)	(255,655)
	60.00	921,618	662,447	401,409	138,347	5,997	(126,818)	(269,258)
	70.00	910,269	651,029	389,922	126,721	(5,629)	(138,515)	(282,941)
	80.00	898,919	639,611	378,434	115,094	(17,256)	(150,212)	(296,624)
	90.00	887,570	628,193	366,922	103,468	(28,882)	(161,908)	(310,307)
	100.00	876,220	616,775	355,366	91,841	(40,509)	(173,605)	(323,990)
	110.00	864,871	605,356	343,809	80,215	(52,152)	(185,358)	(337,673)
	120.00	853,521	593,938	332,253	68,589	(63,848)	(197,517)	(351,356)
	130.00	842,172	582,520	320,696	56,962	(75,545)	(209,894)	(365,040)
	140.00	830,822	571,040	309,139	45,336	(87,242)	(223,237)	(378,723)
	150.00	819,473	559,553	297,583	33,709	(98,939)	(236,838)	(392,406)
	160.00	808,123	548,066	286,026	22,083	(110,635)	(250,439)	(406,089)
	170.00	796,774	536,579	274,469	10,456	(122,332)	(264,040)	(419,772)
	180.00	785,387	525,092	262,913	(1,170)	(134,029)	(277,693)	(433,455)
	190.00	773,969	513,604	251,356	(12,797)	(145,726)	(291,376)	(447,138)
	200.00	762,551	502,117	239,800	(24,423)	(157,422)	(305,059)	(460,821)
	210.00	751,132	490,630	228,243	(36,050)	(169,119)	(318,743)	(474,504)
	220.00	739,714	479,143	216,686	(47,676)	(180,816)	(332,426)	(488,187)
	230.00	728,296	467,656	205,130	(59,362)	(192,821)	(346,109)	(501,870)
	240.00	716,878	456,169	193,573	(71,059)	(205,147)	(359,792)	(515,567)
	250.00	705,460	444,681	182,017	(82,756)	(218,021)	(373,475)	(529,332)

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology: Houses and Flats — No Units: 95
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 7 — Market Values 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV £ per acre (n))	207,822	90%	95%	100%	105%	110%	115%	120%
	0.00	(114,557)	46,922	207,822	368,150	527,881	687,420	846,316
	10.00	(126,253)	35,295	196,265	356,593	516,394	675,933	834,897
CIL £psm	20.00	(137,950)	23,669	184,709	345,036	504,907	664,446	823,479
0.00	30.00	(149,647)	12,042	173,152	333,480	493,420	652,959	812,061
(recommended CIL)	40.00	(161,344)	416	161,596	321,923	481,932	641,472	800,643
(100)	50.00	(173,040)	(11,211)	149,974	310,366	470,445	629,984	789,225
	60.00	(184,774)	(22,837)	138,347	298,810	458,958	618,497	777,807
	70.00	(196,920)	(34,463)	126,721	287,253	447,471	607,010	766,388
	80.00	(209,297)	(46,090)	115,094	275,697	435,984	595,523	754,970
	90.00	(222,581)	(57,718)	103,468	264,140	424,468	584,036	743,552
	100.00	(236,181)	(69,414)	91,841	252,583	412,911	572,549	732,088
	110.00	(249,782)	(81,111)	80,215	241,027	401,354	561,061	720,601
	120.00	(263,384)	(92,808)	68,589	229,470	389,798	549,574	709,113
	130.00	(277,067)	(104,505)	56,962	217,914	378,241	538,087	697,626
	140.00	(290,750)	(116,201)	45,336	206,357	366,685	526,600	686,139
	150.00	(304,433)	(127,898)	33,709	194,800	355,128	515,113	674,652
	160.00	(318,116)	(139,595)	22,083	183,244	343,571	503,626	663,165
	170.00	(331,799)	(151,292)	10,456	171,640	332,015	492,138	651,678
	180.00	(345,482)	(162,988)	(1,170)	160,014	320,458	480,651	640,190
	190.00	(359,165)	(174,685)	(12,797)	148,388	308,902	469,164	628,703
	200.00	(372,848)	(186,476)	(24,423)	136,761	297,345	457,673	617,216
	210.00	(386,532)	(198,660)	(36,050)	125,135	285,788	446,116	605,729
	220.00	(400,215)	(211,037)	(47,676)	113,508	274,232	434,559	594,242
	230.00	(413,898)	(224,493)	(59,362)	101,882	262,675	423,003	582,755
	240.00	(427,581)	(238,094)	(71,059)	90,255	251,119	411,446	571,267
	250.00	(441,264)	(251,695)	(82,756)	78,629	239,562	399,889	559,780

TABLE 8 — Grant (£ per unit) -

Balance (RLV - BLV £ per acre (n))	207,822	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	207,822	323,948	439,659	555,087	669,979	784,714	1,352,012
	10.00	196,265	312,391	428,172	543,600	658,561	773,295	1,340,799
CIL £psm	20.00	184,709	300,835	416,685	532,113	647,143	761,877	1,329,585
0.00	30.00	173,152	289,278	405,197	520,626	635,725	750,459	1,318,372
(recommended CIL)	40.00	161,596	277,721	393,710	509,138	624,307	739,041	1,307,158
(100)	50.00	149,974	266,165	382,223	497,651	612,888	727,623	1,295,944
	60.00	138,347	254,608	370,734	486,164	601,470	716,205	1,284,731
	70.00	126,721	243,052	359,177	474,677	590,052	704,787	1,273,517
	80.00	115,094	231,495	347,621	463,190	578,618	693,368	1,262,304
	90.00	103,468	219,938	336,064	451,703	567,131	681,950	1,251,090
	100.00	91,841	208,382	324,508	440,215	555,643	670,532	1,239,877
	110.00	80,215	196,825	312,951	428,728	544,156	659,114	1,228,663
	120.00	68,589	185,269	301,394	417,241	532,669	647,696	1,217,450
	130.00	56,962	173,712	289,838	405,754	521,182	636,278	1,206,201
	140.00	45,336	162,155	278,281	394,267	509,695	624,860	1,194,919
	150.00	33,709	150,537	266,725	382,780	498,208	613,441	1,183,638
	160.00	22,083	138,910	255,168	371,292	486,720	602,023	1,172,357
	170.00	10,456	127,284	243,611	359,737	475,233	590,605	1,161,075
	180.00	(1,170)	115,658	232,055	348,181	463,746	579,174	1,149,794
	190.00	(12,797)	104,031	220,498	336,624	452,259	567,687	1,138,513
	200.00	(24,423)	92,405	208,941	325,067	440,772	556,200	1,127,231
	210.00	(36,050)	80,778	197,385	313,511	429,285	544,713	1,115,950
	220.00	(47,676)	69,152	185,828	301,954	417,797	533,226	1,104,669
	230.00	(59,362)	57,525	174,272	290,397	406,310	521,738	1,093,387
	240.00	(71,059)	45,899	162,715	278,841	394,823	510,251	1,082,106
	250.00	(82,756)	34,272	151,100	267,284	383,336	498,764	1,070,825

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

C - 260915 Hastings WPV_Hastings Borough Council_Greenfield HV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**95**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**Z**	
Scheme Typology:	Houses and Flats	
No Units:	95	
Location / Value Zone:	High	
Greenfield/Brownfield:	Greenfield	
Notes/Comments:	0	
Total GDV (£)	35,316,250	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	24.41%	
Developers Profit Total (£)	6,180,344	
Land Value KPI's		
RLV (£/acre (net))	420,322	
RLV (£/ha (net))	1,038,616	
RLV (% of GDV)	9.31%	
RLV Total (£)	3,288,949	
BLV (£/acre (net))	170,000	
BLV (£/ha (net))	420,070	
BLV Total (£)	1,662,777	
Surplus/Deficit (£/acre) [RLV-BLV]	207,822	
Surplus/Deficit (£/ha)	513,528	
Surplus/Deficit Total (£)	1,626,172	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	1,788,317	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	285,911	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	21,834	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	AA				(see Typologies Matrix)
Scheme Typology:	Flats (Conversion)		No Units:	7	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			7	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	2.5	46.0%	0.0	35%	2.5
2 bed Flat	65.0%	4.6	54.0%	0.0	65%	4.6
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	7.0	100%	0.0	100%	7.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	144	1,551	0	0	144	1,551
2 bed Flat	348	3,745	0	0	348	3,745
3 bed Flat	0	0	0	0	0	0
	492	5,296	0	0	492	5,296
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	0
4 bed House (with garage)	450,000	3,913	364	3,237	301	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	514,500
2 bed Flat	265,000	4,077	379	3,465	322	1,205,750
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						1,720,250

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats (Conversion)**		No Units:	**7**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	337,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	372,500		-
4 bed House (with garage)	0.0	@	450,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	2.5	@	210,000		514,500
2 bed Flat	4.6	@	265,000		1,205,750
3 bed Flat	0.0	@	0		-
	7.0				1,720,250
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**7**				**1,720,250**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	7	units @	0	per unit	-
Total GDV					**1,720,250**

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats (Conversion)**	No Units:	**7**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	4,116	£	(4,116)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	20,580	£	(20,580)
Building Safety Levy				492	sqm	15.11	£ psm		(7,435)
CIL (Mrkt only inc. garages)	Max			492	sqm	0.00	£ psm		-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106	Year 1					0			-
(strategic site cashflow yrs 1-15)	Year 2					0			-
	Year 3					0			-
	Year 4					0			-
	Year 5					0			-
	Year 6					0			-
	Year 7					0			-
	Year 8					0			-
	Year 9					0			-
	Year 10					0			-
	Year 11					0			-
	Year 12					0			-
	Year 13					0			-
	Year 14					0			-
	Year 15					0			-
Site Specific S106 (installment)				7	units @	0	per unit		-
	Sub-total							-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)		
AH Commuted Sum				492	sqm (total)	0	£ psm		-
Comm. Sum analysis:				0.00%	% of GDV				
Construction Costs -									
Site Clearance, Demolition & Remediation				0.02	ha @	123,500	£ per ha (if brownfield)		(2,470)
Strategic Site Infra. costs	Year 1		0						-
	Year 2		0						-
	Year 3		0						-
	Year 4		0						-
	Year 5		0						-
	Year 6		0						-
	Year 7		0						-
	Year 8		0						-
	Year 9		0						-
	Year 10		0						-
	Year 11		0						-
	Year 12		0						-
	Year 13		0						-
	Year 14		0						-
	Year 15		0						-
	Years 1-15			7	units @	0	per unit		-
	Sub-total							-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)		
2 bed House				-	sqm @	1,892	psm		-
3 bed House				-	sqm @	1,892	psm		-
3 bed House (EXC. garage)				-	sqm @	1,892	psm		-
4 bed House (EXC. garage)				-	sqm @	1,892	psm		-
5 bed House (EXC. garage)				-	sqm @	1,892	psm		-
1 bed Flat	Conversion			144	sqm @	1,529	psm		(220,356)
2 bed Flat	Conversion			348	sqm @	1,529	psm		(532,002)
3 bed Flat	Conversion			-	sqm @	1,529	psm		-
Garages for 3B House	-	16.0		0	sqm @	600	psm		-
Garages for 4B House	-	24.0		0	sqm @	600	psm		-
Garages for 5B House	-	-		0	sqm @	600	psm		-
Total GIA check:				492	£ per garage	£0			
External works				752,358	@	10.0%			(75,236)
Ext. Works analysis:						10,748	£ per unit (total units)		
Policy Costs on design -									
Net Biodiversity costs				7	units @	0	£ per unit		-
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit	-
M4(2) Category 2 Housing	OMS units	7	units @		100%	@	0	£ per unit	-
M4(3) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit	-
M4(3) Category 3 Housing	OMS units	7	units @		10%	@	0	£ per unit	-
Part L/FHS		7	units @				4,350	£ per unit	(30,450)
Part L/FHS analysis:						4.0%	% of BCIS costs		
Net Zero for Housing		-	sqm				0	£ psm	-
Net Zero for Flats		492	sqm				0	£ psm	-
Water Efficiency		7	units @				20	£ per unit	(140)
Urban Greening Factor	7.0	flats @	6		per floor = GIA	422	0	£ per unit	-
	Sub-total							(30,590)	
Policy Costs analysis:	(design costs only)					4,370	£ per unit (total units)		
						4.1%	% of BCIS costs		
Contingency (on construction)				860,654	@	5.0%			(43,033)

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Scheme Typology:	**Flats (Conversion)**	No Units:	**7**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:				

Professional Fees		860,654	@	10.0%			(86,065)
Disposal Costs -							
OMS Marketing and Promotion		1,720,250	OMS @	1.00%	2,458	£ per unit	(17,203)
Residential Sales Agent Costs		1,720,250	OMS @	1.00%	2,458	£ per unit	(17,203)
Residential Sales Legal Costs		1,720,250	OMS @	0.50%	1,229	£ per unit	(8,601)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)		7	units (1/2 back during sales period) @	0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,144	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(31,276)
Developers Profit -							
Profit on OMS		1,720,250		17.50%			(301,044)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		1,720,250		17.50%	blended GDV	(301,044)	
		1,096,165		27.46%	on costs	(301,044)	
TOTAL COSTS							**(1,397,209)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							323,041
SDLT		323,041	@	HMRC formula			(5,652)
Acquisition Agent fees		323,041	@	1.0%			(3,230)
Acquisition Legal fees		323,041	@	0.5%			(1,615)
Interest on Land		323,041	@	7.50%			(24,228)
Residual Land Value							**288,315**
RLV analysis:	41,188 £ per plot	14,415,758	£ per ha (net)	5,833,977	£ per acre (net)		
		14,415,758	£ per ha (gross)	5,833,977	£ per acre (gross)		
				16.76%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		350.0	dph (net)				
Site Area (net)		0.02	ha (net)	0.05	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.02	ha (gross)	0.05	acres (gross)		
Density analysis:		24,603	sqm/ha (net)	107,173	sqft/ac (net)		
		350	dph (gross)				
Benchmark Land Value (net)	1,412 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)		**9,884**
BLV analysis:		494,200	£ per ha (net)	200,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**13,921,558**	£ per ha (net)	**5,633,977**	£ per acre (net)	**278,431**

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Scheme Typology: Flats (Conversion) No Units: 7
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	5,633,977	0%	5%	10%	15%	20%	25%	30%
	0.00	5,633,977	5,353,714	5,073,450	4,793,186	4,512,922	4,228,114	3,938,073
	10.00	5,544,924	5,269,113	4,993,302	4,717,491	4,441,680	4,158,994	3,873,562
Max CIL £ psm	20.00	5,455,871	5,184,513	4,913,154	4,641,796	4,370,437	4,089,874	3,809,050
0.00	30.00	5,366,818	5,099,912	4,833,007	4,566,101	4,296,971	4,020,755	3,744,538
(recommended CIL)	40.00	5,277,765	5,015,312	4,752,859	4,490,406	4,223,244	3,951,635	3,680,027
(100)	50.00	5,188,712	4,930,712	4,672,711	4,414,711	4,149,516	3,882,516	3,615,515
	60.00	5,099,659	4,846,111	4,592,563	4,338,181	4,075,789	3,813,396	3,551,003
	70.00	5,010,606	4,761,511	4,512,416	4,259,846	4,002,061	3,744,276	3,486,492
	80.00	4,921,553	4,676,911	4,432,268	4,181,510	3,928,333	3,675,157	3,421,980
	90.00	4,832,500	4,592,310	4,351,743	4,103,174	3,854,606	3,606,037	3,357,468
	100.00	4,743,447	4,507,710	4,268,800	4,024,839	3,780,878	3,536,917	3,292,957
	110.00	4,654,394	4,423,110	4,185,856	3,946,503	3,707,150	3,467,798	3,228,445
	120.00	4,565,341	4,337,657	4,102,912	3,868,168	3,633,423	3,398,678	3,163,933
	130.00	4,476,288	4,250,106	4,019,969	3,789,832	3,559,695	3,329,558	3,099,422
	140.00	4,387,235	4,162,554	3,937,025	3,711,496	3,485,968	3,260,439	3,034,910
	150.00	4,295,580	4,075,003	3,854,082	3,633,161	3,412,240	3,191,319	2,970,398
	160.00	4,202,863	3,986,946	3,771,028	3,554,825	3,338,512	3,122,199	2,905,887
	170.00	4,110,147	3,898,865	3,687,583	3,476,301	3,264,785	3,053,080	2,841,375
	180.00	4,017,430	3,810,784	3,604,138	3,397,492	3,190,846	2,983,960	2,776,863
	190.00	3,924,713	3,722,703	3,520,693	3,318,683	3,116,673	2,914,663	2,712,352
	200.00	3,831,997	3,634,623	3,437,248	3,239,874	3,042,500	2,845,126	2,647,751
	210.00	3,739,280	3,546,542	3,353,803	3,161,065	2,968,326	2,775,588	2,582,850
	220.00	3,646,564	3,458,461	3,270,358	3,082,256	2,894,153	2,706,051	2,516,957
	230.00	3,553,847	3,370,380	3,186,913	3,003,447	2,819,980	2,636,513	2,450,597
	240.00	3,461,130	3,282,299	3,103,468	2,924,638	2,745,807	2,566,976	2,384,237
	250.00	3,368,414	3,194,219	3,020,023	2,845,828	2,671,633	2,495,987	2,317,877

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV £ per acre (n))	5,633,977	0%	25%	50%	75%	100%	125%	150%
	0.00	5,633,977	5,633,977	5,633,977	5,633,977	5,633,977	5,633,977	5,633,977
	10.00	5,544,924	5,544,924	5,544,924	5,544,924	5,544,924	5,544,924	5,544,924
CIL £psm	20.00	5,455,871	5,455,871	5,455,871	5,455,871	5,455,871	5,455,871	5,455,871
0.00	30.00	5,366,818	5,366,818	5,366,818	5,366,818	5,366,818	5,366,818	5,366,818
(recommended CIL)	40.00	5,277,765	5,277,765	5,277,765	5,277,765	5,277,765	5,277,765	5,277,765
(100)	50.00	5,188,712	5,188,712	5,188,712	5,188,712	5,188,712	5,188,712	5,188,712
	60.00	5,099,659	5,099,659	5,099,659	5,099,659	5,099,659	5,099,659	5,099,659
	70.00	5,010,606	5,010,606	5,010,606	5,010,606	5,010,606	5,010,606	5,010,606
	80.00	4,921,553	4,921,553	4,921,553	4,921,553	4,921,553	4,921,553	4,921,553
	90.00	4,832,500	4,832,500	4,832,500	4,832,500	4,832,500	4,832,500	4,832,500
	100.00	4,743,447	4,743,447	4,743,447	4,743,447	4,743,447	4,743,447	4,743,447
	110.00	4,654,394	4,654,394	4,654,394	4,654,394	4,654,394	4,654,394	4,654,394
	120.00	4,565,341	4,565,341	4,565,341	4,565,341	4,565,341	4,565,341	4,565,341
	130.00	4,476,288	4,476,288	4,476,288	4,476,288	4,476,288	4,476,288	4,476,288
	140.00	4,387,235	4,387,235	4,387,235	4,387,235	4,387,235	4,387,235	4,387,235
	150.00	4,295,580	4,295,580	4,295,580	4,295,580	4,295,580	4,295,580	4,295,580
	160.00	4,202,863	4,202,863	4,202,863	4,202,863	4,202,863	4,202,863	4,202,863
	170.00	4,110,147	4,110,147	4,110,147	4,110,147	4,110,147	4,110,147	4,110,147
	180.00	4,017,430	4,017,430	4,017,430	4,017,430	4,017,430	4,017,430	4,017,430
	190.00	3,924,713	3,924,713	3,924,713	3,924,713	3,924,713	3,924,713	3,924,713
	200.00	3,831,997	3,831,997	3,831,997	3,831,997	3,831,997	3,831,997	3,831,997
	210.00	3,739,280	3,739,280	3,739,280	3,739,280	3,739,280	3,739,280	3,739,280
	220.00	3,646,564	3,646,564	3,646,564	3,646,564	3,646,564	3,646,564	3,646,564
	230.00	3,553,847	3,553,847	3,553,847	3,553,847	3,553,847	3,553,847	3,553,847
	240.00	3,461,130	3,461,130	3,461,130	3,461,130	3,461,130	3,461,130	3,461,130
	250.00	3,368,414	3,368,414	3,368,414	3,368,414	3,368,414	3,368,414	3,368,414

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Scheme Typology: **Flats (Conversion)** No Units: **7**
Site Typology: Location / Value Zone: **High** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	5,633,977	Profit 18%						
		15%	16%	17%	18%	19%	20%	21%
	0.00	6,382,366	6,083,011	5,783,655	5,484,300	5,184,944	4,885,589	4,586,233
	10.00	6,293,313	5,993,958	5,694,602	5,395,247	5,095,891	4,796,536	4,497,180
CIL £psm	20.00	6,204,260	5,904,905	5,605,549	5,306,194	5,006,838	4,707,483	4,408,127
0.00	30.00	6,115,207	5,815,852	5,516,496	5,217,141	4,917,785	4,618,430	4,317,544
(recommended CIL)	40.00	6,026,154	5,726,799	5,427,443	5,128,088	4,828,732	4,529,377	4,225,385
(100)	50.00	5,937,101	5,637,746	5,338,390	5,039,035	4,739,679	4,440,324	4,133,225
	60.00	5,848,048	5,548,693	5,249,337	4,949,982	4,650,626	4,350,864	4,041,066
	70.00	5,758,995	5,459,640	5,160,284	4,860,929	4,561,573	4,258,704	3,948,906
	80.00	5,669,942	5,370,587	5,071,231	4,771,876	4,472,520	4,166,545	3,856,747
	90.00	5,580,889	5,281,534	4,982,178	4,682,823	4,383,467	4,074,385	3,764,587
	100.00	5,491,836	5,192,481	4,893,125	4,593,770	4,292,024	3,982,226	3,672,428
	110.00	5,402,783	5,103,428	4,804,072	4,504,716	4,199,864	3,890,066	3,580,268
	120.00	5,313,730	5,014,375	4,715,019	4,415,663	4,107,705	3,797,907	3,488,109
	130.00	5,224,677	4,925,321	4,625,966	4,325,343	4,015,545	3,705,747	3,395,949
	140.00	5,135,624	4,836,268	4,536,913	4,233,184	3,923,386	3,613,588	3,303,789
	150.00	5,046,239	4,746,883	4,447,528	4,140,681	3,830,883	3,521,084	3,211,286
	160.00	4,956,648	4,657,292	4,357,762	4,047,964	3,738,166	3,428,368	3,118,570
	170.00	4,867,056	4,567,701	4,265,046	3,955,248	3,645,449	3,335,651	3,025,853
	180.00	4,777,465	4,478,109	4,172,329	3,862,531	3,552,733	3,242,935	2,933,136
	190.00	4,687,874	4,388,518	4,079,612	3,769,814	3,460,016	3,150,218	2,840,420
	200.00	4,598,282	4,296,694	3,986,896	3,677,098	3,367,300	3,057,501	2,747,703
	210.00	4,508,691	4,203,977	3,894,179	3,584,381	3,274,583	2,964,785	2,654,987
	220.00	4,419,100	4,111,261	3,801,463	3,491,664	3,181,866	2,872,068	2,562,270
	230.00	4,328,342	4,018,544	3,708,746	3,398,948	3,089,150	2,779,351	2,467,475
	240.00	4,235,626	3,925,828	3,616,029	3,306,231	2,996,433	2,686,635	2,372,675
	250.00	4,142,909	3,833,111	3,523,313	3,213,515	2,903,716	2,593,918	2,277,875

TABLE 4

Balance (RLV - BLV £ per acre (n))	5,633,977	BLV (£ per acre (n)) 100,000	125,000	150,000	175,000	200,000	225,000	250,000
				200,000				
	0.00	5,733,977	5,708,977	5,683,977	5,658,977	5,633,977	5,608,977	5,583,977
	10.00	5,644,924	5,619,924	5,594,924	5,569,924	5,544,924	5,519,924	5,494,924
CIL £psm	20.00	5,555,871	5,530,871	5,505,871	5,480,871	5,455,871	5,430,871	5,405,871
0.00	30.00	5,466,818	5,441,818	5,416,818	5,391,818	5,366,818	5,341,818	5,316,818
(recommended CIL)	40.00	5,377,765	5,352,765	5,327,765	5,302,765	5,277,765	5,252,765	5,227,765
(100)	50.00	5,288,712	5,263,712	5,238,712	5,213,712	5,188,712	5,163,712	5,138,712
	60.00	5,199,659	5,174,659	5,149,659	5,124,659	5,099,659	5,074,659	5,049,659
	70.00	5,110,606	5,085,606	5,060,606	5,035,606	5,010,606	4,985,606	4,960,606
	80.00	5,021,553	4,996,553	4,971,553	4,946,553	4,921,553	4,896,553	4,871,553
	90.00	4,932,500	4,907,500	4,882,500	4,857,500	4,832,500	4,807,500	4,782,500
	100.00	4,843,447	4,818,447	4,793,447	4,768,447	4,743,447	4,718,447	4,693,447
	110.00	4,754,394	4,729,394	4,704,394	4,679,394	4,654,394	4,629,394	4,604,394
	120.00	4,665,341	4,640,341	4,615,341	4,590,341	4,565,341	4,540,341	4,515,341
	130.00	4,576,288	4,551,288	4,526,288	4,501,288	4,476,288	4,451,288	4,426,288
	140.00	4,487,235	4,462,235	4,437,235	4,412,235	4,387,235	4,362,235	4,337,235
	150.00	4,395,580	4,370,580	4,345,580	4,320,580	4,295,580	4,270,580	4,245,580
	160.00	4,302,863	4,277,863	4,252,863	4,227,863	4,202,863	4,177,863	4,152,863
	170.00	4,210,147	4,185,147	4,160,147	4,135,147	4,110,147	4,085,147	4,060,147
	180.00	4,117,430	4,092,430	4,067,430	4,042,430	4,017,430	3,992,430	3,967,430
	190.00	4,024,713	3,999,713	3,974,713	3,949,713	3,924,713	3,899,713	3,874,713
	200.00	3,931,997	3,906,997	3,881,997	3,856,997	3,831,997	3,806,997	3,781,997
	210.00	3,839,280	3,814,280	3,789,280	3,764,280	3,739,280	3,714,280	3,689,280
	220.00	3,746,564	3,721,564	3,696,564	3,671,564	3,646,564	3,621,564	3,596,564
	230.00	3,653,847	3,628,847	3,603,847	3,578,847	3,553,847	3,528,847	3,503,847
	240.00	3,561,130	3,536,130	3,511,130	3,486,130	3,461,130	3,436,130	3,411,130
	250.00	3,468,414	3,443,414	3,418,414	3,393,414	3,368,414	3,343,414	3,318,414

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Scheme Typology: Flats (Conversion) No Units: 7
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	5,633,977	Density (dph) (net) 30	35	350 40	45	50	55	60
	0.00	253,054	337,131	421,208	505,285	589,362	673,439	757,516
	10.00	245,421	328,226	411,030	493,835	576,640	659,445	742,249
CIL £psm	20.00	237,788	319,320	400,853	482,386	563,918	645,451	726,983
0.00	30.00	230,155	310,415	390,675	470,936	551,196	631,457	711,717
(recommended CIL)	40.00	222,522	301,510	380,498	459,486	538,474	617,463	696,451
(100)	50.00	214,888	292,604	370,320	448,036	525,752	603,468	681,184
	60.00	207,255	283,699	360,143	436,587	513,031	589,474	665,918
	70.00	199,622	274,794	349,966	425,137	500,309	575,480	650,652
	80.00	191,989	265,889	339,788	413,687	487,587	561,486	635,386
	90.00	184,084	256,983	329,611	402,238	474,865	547,492	620,120
	100.00	176,136	247,746	319,356	390,788	462,143	533,498	604,853
	110.00	168,189	238,474	308,760	379,045	449,330	519,504	589,587
	120.00	160,242	229,203	298,164	367,124	436,085	505,046	574,007
	130.00	152,295	219,931	287,567	355,204	422,840	490,476	558,112
	140.00	144,348	210,660	276,971	343,283	409,595	475,906	542,218
	150.00	136,401	201,388	266,375	331,362	396,349	461,337	526,324
	160.00	128,454	192,116	255,779	319,441	383,104	446,767	510,429
	170.00	120,506	182,845	245,183	307,521	369,859	432,197	494,535
	180.00	112,559	173,573	234,586	295,600	356,614	417,627	478,641
	190.00	104,612	164,301	223,990	283,679	343,368	403,058	462,747
	200.00	96,665	155,030	213,394	271,759	330,123	388,488	446,852
	210.00	88,718	145,758	202,798	259,838	316,878	373,918	430,958
	220.00	80,771	136,486	192,202	247,917	303,633	359,348	415,064
	230.00	72,824	127,215	181,606	235,997	290,388	344,779	399,170
	240.00	64,876	117,943	171,009	224,076	277,142	330,209	383,275
	250.00	56,929	108,671	160,413	212,155	263,897	315,639	367,381

TABLE 6

Balance (RLV - BLV £ per acre (n))	5,633,977	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	115%
	0.00	10,791,812	9,078,878	7,356,428	5,633,977	4,772,752	3,893,018	2,996,363
	10.00	10,703,294	8,989,825	7,267,375	5,544,924	4,683,699	3,800,302	2,903,646
CIL £psm	20.00	10,614,776	8,900,772	7,178,322	5,455,871	4,594,646	3,707,585	2,810,929
0.00	30.00	10,526,258	8,811,719	7,089,269	5,366,818	4,505,593	3,614,868	2,718,213
(recommended CIL)	40.00	10,437,741	8,722,666	7,000,216	5,277,765	4,416,540	3,522,152	2,625,496
(100)	50.00	10,349,223	8,633,613	6,911,163	5,188,712	4,326,091	3,429,435	2,532,122
	60.00	10,260,705	8,544,560	6,822,110	5,099,659	4,233,374	3,336,718	2,437,322
	70.00	10,172,187	8,455,507	6,733,057	5,010,606	4,140,657	3,244,002	2,342,522
	80.00	10,083,669	8,366,454	6,644,003	4,921,553	4,047,941	3,151,285	2,247,722
	90.00	9,995,151	8,277,401	6,554,950	4,832,500	3,955,224	3,058,569	2,152,922
	100.00	9,906,633	8,188,348	6,465,897	4,743,447	3,862,507	2,965,852	2,058,121
	110.00	9,818,115	8,099,295	6,376,844	4,654,394	3,769,791	2,873,135	1,963,321
	120.00	9,729,597	8,010,242	6,287,791	4,565,341	3,677,074	2,780,419	1,868,521
	130.00	9,641,079	7,921,189	6,198,738	4,476,288	3,584,358	2,687,702	1,773,721
	140.00	9,552,561	7,832,136	6,109,685	4,387,235	3,491,641	2,594,986	1,678,921
	150.00	9,464,043	7,743,083	6,020,632	4,295,580	3,398,924	2,500,926	1,584,121
	160.00	9,375,525	7,654,029	5,931,579	4,202,863	3,306,208	2,406,126	1,489,321
	170.00	9,287,007	7,564,976	5,842,526	4,110,147	3,213,491	2,311,325	1,394,520
	180.00	9,198,374	7,475,923	5,753,473	4,017,430	3,120,775	2,216,525	1,299,720
	190.00	9,109,321	7,386,870	5,664,420	3,924,713	3,028,058	2,121,725	1,204,920
	200.00	9,020,268	7,297,817	5,575,367	3,831,997	2,935,341	2,026,925	1,110,120
	210.00	8,931,215	7,208,764	5,486,314	3,739,280	2,842,625	1,932,125	1,015,320
	220.00	8,842,162	7,119,711	5,397,261	3,646,564	2,749,908	1,837,325	920,520
	230.00	8,753,109	7,030,658	5,308,208	3,553,847	2,657,191	1,742,525	825,720
	240.00	8,664,055	6,941,605	5,219,155	3,461,130	2,564,475	1,647,725	730,919
	250.00	8,575,002	6,852,552	5,130,102	3,368,414	2,469,729	1,552,924	636,119

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats (Conversion) No Units: 7
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	5,633,977	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	3,176,998	4,427,584	5,633,977	6,840,371	8,046,764	9,253,157	10,459,550
	10.00	3,084,281	4,337,680	5,544,924	6,751,318	7,957,711	9,164,104	10,370,497
CIL £psm	20.00	2,991,564	4,245,521	5,455,871	6,662,264	7,868,658	9,075,051	10,281,444
0.00	30.00	2,898,848	4,153,361	5,366,818	6,573,211	7,779,605	8,985,998	10,192,391
(recommended CIL)	40.00	2,806,131	4,060,797	5,277,765	6,484,158	7,690,551	8,896,945	10,103,338
(100)	50.00	2,713,415	3,968,080	5,188,712	6,395,105	7,601,498	8,807,892	10,014,285
	60.00	2,620,698	3,875,364	5,099,659	6,306,052	7,512,445	8,718,838	9,925,232
	70.00	2,527,216	3,782,647	5,010,606	6,216,999	7,423,392	8,629,785	9,836,179
	80.00	2,432,416	3,689,930	4,921,553	6,127,946	7,334,339	8,540,732	9,747,126
	90.00	2,337,616	3,597,214	4,832,500	6,038,893	7,245,286	8,451,679	9,658,072
	100.00	2,242,816	3,504,497	4,743,447	5,949,840	7,156,233	8,362,626	9,569,019
	110.00	2,148,015	3,411,781	4,654,394	5,860,787	7,067,180	8,273,573	9,479,966
	120.00	2,053,215	3,319,064	4,565,341	5,771,734	6,978,127	8,184,520	9,390,913
	130.00	1,958,415	3,226,347	4,476,288	5,682,681	6,889,074	8,095,467	9,301,860
	140.00	1,863,615	3,133,631	4,387,235	5,593,628	6,800,021	8,006,414	9,212,807
	150.00	1,768,815	3,040,914	4,295,580	5,504,575	6,710,968	7,917,361	9,123,754
	160.00	1,674,015	2,948,197	4,202,863	5,415,522	6,621,915	7,828,308	9,034,701
	170.00	1,579,215	2,855,481	4,110,147	5,326,469	6,532,862	7,739,255	8,945,648
	180.00	1,484,414	2,762,764	4,017,430	5,237,416	6,443,809	7,650,202	8,856,595
	190.00	1,389,614	2,670,048	3,924,713	5,148,363	6,354,756	7,561,149	8,767,542
	200.00	1,294,814	2,577,331	3,831,997	5,059,310	6,265,703	7,472,096	8,678,489
	210.00	1,200,014	2,482,874	3,739,280	4,970,257	6,176,650	7,383,043	8,589,436
	220.00	1,105,214	2,388,074	3,646,564	4,881,204	6,087,597	7,293,990	8,500,383
	230.00	1,010,414	2,293,274	3,553,847	4,792,151	5,998,544	7,204,937	8,411,330
	240.00	915,614	2,198,474	3,461,130	4,703,098	5,909,491	7,115,884	8,322,277
	250.00	820,813	2,103,674	3,368,414	4,614,045	5,820,438	7,026,831	8,233,224

TABLE 8

Balance (RLV - BLV £ per acre (n))	5,633,977	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	5,633,977	6,893,228	8,152,479	9,410,564	10,662,249	11,913,934	18,147,781
	10.00	5,544,924	6,804,175	8,063,426	9,322,046	10,573,731	11,825,416	18,059,795
CIL £psm	20.00	5,455,871	6,715,122	7,974,373	9,233,528	10,485,213	11,736,898	17,971,808
0.00	30.00	5,366,818	6,626,069	7,885,320	9,144,571	10,396,695	11,648,380	17,883,822
(recommended CIL)	40.00	5,277,765	6,537,016	7,796,267	9,055,518	10,308,177	11,559,862	17,795,836
(100)	50.00	5,188,712	6,447,963	7,707,214	8,966,465	10,219,659	11,471,344	17,707,850
	60.00	5,099,659	6,358,910	7,618,161	8,877,412	10,131,141	11,382,826	17,619,864
	70.00	5,010,606	6,269,857	7,529,108	8,788,359	10,042,623	11,294,308	17,531,878
	80.00	4,921,553	6,180,804	7,440,055	8,699,306	9,954,105	11,205,790	17,443,892
	90.00	4,832,500	6,091,751	7,351,002	8,610,253	9,865,587	11,117,272	17,355,906
	100.00	4,743,447	6,002,698	7,261,949	8,521,200	9,777,070	11,028,754	17,267,920
	110.00	4,654,394	5,913,645	7,172,896	8,432,147	9,688,552	10,940,236	17,179,934
	120.00	4,565,341	5,824,592	7,083,843	8,343,094	9,600,034	10,851,718	17,091,948
	130.00	4,476,288	5,735,539	6,994,790	8,254,041	9,511,516	10,763,200	17,003,962
	140.00	4,387,235	5,646,486	6,905,737	8,164,988	9,422,998	10,674,682	16,915,976
	150.00	4,295,580	5,557,433	6,816,684	8,075,935	9,334,480	10,586,165	16,827,990
	160.00	4,202,863	5,468,380	6,727,631	7,986,882	9,245,962	10,497,647	16,740,003
	170.00	4,110,147	5,379,327	6,638,578	7,897,829	9,157,080	10,409,129	16,652,017
	180.00	4,017,430	5,290,274	6,549,525	7,808,776	9,068,027	10,320,611	16,564,031
	190.00	3,924,713	5,201,221	6,460,472	7,719,723	8,978,974	10,232,093	16,476,045
	200.00	3,831,997	5,112,168	6,371,419	7,630,670	8,889,921	10,143,575	16,388,059
	210.00	3,739,280	5,023,115	6,282,366	7,541,617	8,800,868	10,055,057	16,300,073
	220.00	3,646,564	4,934,062	6,193,313	7,452,564	8,711,815	9,966,539	16,212,087
	230.00	3,553,847	4,845,009	6,104,260	7,363,511	8,622,762	9,878,021	16,124,101
	240.00	3,461,130	4,755,956	6,015,207	7,274,458	8,533,709	9,789,503	16,036,115
	250.00	3,368,414	4,666,903	5,926,154	7,185,405	8,444,656	9,700,985	15,948,129

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats (Conversion)**	No Units:	**7**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**AA**	
Scheme Typology:	Flats (Conversion)	
No Units:	7	
Location / Value Zone:	High	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	1,720,250	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	27.46%	
Developers Profit Total (£)	301,044	
Land Value KPI's		
RLV (£/acre (net))	5,833,977	
RLV (£/ha (net))	14,415,758	
RLV (% of GDV)	16.76%	
RLV Total (£)	288,315	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	9,884	
Surplus/Deficit (£/acre) [RLV-BLV]	5,633,977	
Surplus/Deficit (£/ha)	13,921,558	
Surplus/Deficit Total (£)	278,431	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	31,276	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	24,228	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	7,929	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	**BB**				(see Typologies Matrix)
Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			9	Units	Carry on from here	
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	42.0%	3.8	50%	0.0	42%	3.8
3 bed House	0.0%	0.0	0%	0.0	0%	0.0
3 bed House (with garage)	40.0%	3.6	43%	0.0	40%	3.6
4 bed House (with garage)	18.0%	1.6	7%	0.0	18%	1.6
5 bed House (with garage)	0.0%	0.0	0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0%	0.0	0%	0.0
3 bed Flat	0.0%	0.0	0%	0.0	0%	0.0
Total number of units	100.0%	9.0	100.0%	0.0	100%	9.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	284	3,052	0	0	284	3,052
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	382	4,108	0	0	382	4,108
4 bed House (with garage)	225	2,424	0	0	225	2,424
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
3 bed Flat	0	0	0	0	0	0
	890	9,583	0	0	890	9,583
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	1,275,750
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	1,341,000
4 bed House (with garage)	450,000	3,913	364	3,237	301	729,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	0
2 bed Flat	265,000	4,077	379	3,465	322	0
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						3,345,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	3.8	@	337,500		1,275,750
3 bed House	0.0	@	0		-
3 bed House (with garage)	3.6	@	372,500		1,341,000
4 bed House (with garage)	1.6	@	450,000		729,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	210,000		-
2 bed Flat	0.0	@	265,000		-
3 bed Flat	0.0	@	0		-
	9.0				3,345,750
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**9**				**3,345,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	9	units @	0	per unit	-
Total GDV					**3,345,750**

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	5,292	£		(5,292)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	26,460	£		(26,460)
Building Safety Levy				890	sqm	15.11	£ psm			(13,452)
CIL (Mrkt only inc. garages)	Max			890	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				9	units @	0	per unit			-
	Sub-total								-	
S106 analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum				890	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.30	ha @	123,500	£ per ha (if brownfield)			(37,050)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			9	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				284	sqm @	1,892	psm			(536,382)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				324	sqm @	1,892	psm			(613,008)
4 bed House (EXC. garage)				186	sqm @	1,892	psm			(352,480)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				-	sqm @	2,064	psm			-
2 bed Flat				-	sqm @	2,064	psm			-
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	3.6	16.0		58	sqm @	600	psm			(34,560)
Garages for 4B House	1.6	24.0		39	sqm @	600	psm			(23,328)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				890	£ per garage	£0				
External works				1,559,758	@	10.0%				(155,976)
Ext. Works analysis:						17,331	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				9	units @	400	£ per unit			(3,600)
M4(2) Category 2 Housing	Aff units		-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		9	units @	100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units		-	units @	10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units		9	units @	10%	@	0	£ per unit		-
Part L/FHS			9	units @			4,350	£ per unit		(39,150)
Part L/FHS analysis:						2.5%	% of BCIS costs			
Net Zero for Housing			890	sqm			0	£ psm		-
Net Zero for Flats			-	sqm			0	£ psm		-
Water Efficiency			9	units @			20	£ per unit		(180)
Urban Greening Factor	0.0	flats @	6		per floor = GIA	0	0	£ per unit		-
	Sub-total								(42,930)	
Policy Costs analysis:	(design costs only)					4,770	£ per unit (total units)			
						2.8%	% of BCIS costs			
Contingency (on construction)				1,795,713	@	5.0%				(89,786)

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Scheme Typology:	**Houses**		No Units:	**9**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		1,795,713	@	10.0%			(179,571)
Disposal Costs -							
OMS Marketing and Promotion		3,345,750	OMS @	1.00%	3,718	£ per unit	(33,458)
Residential Sales Agent Costs		3,345,750	OMS @	1.00%	3,718	£ per unit	(33,458)
Residential Sales Legal Costs		3,345,750	OMS @	0.50%	1,859	£ per unit	(16,729)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	9	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					9,294	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(65,278)
Developers Profit -							
Profit on OMS		3,345,750		17.50%			(585,506)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		3,345,750		17.50%	blended GDV	(585,506)	
		2,259,196		25.92%	on costs	(585,506)	
TOTAL COSTS							**(2,844,702)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							501,048
SDLT		501,048	@	HMRC formula			(14,552)
Acquisition Agent fees		501,048	@	1.0%			(5,010)
Acquisition Legal fees		501,048	@	0.5%			(2,505)
Interest on Land		501,048	@	7.50%			(37,579)
Residual Land Value							**441,401**
RLV analysis:	49,045 £ per plot	1,471,337	£ per ha (net)	595,442	£ per acre (net)		
		1,471,337	£ per ha (gross)	595,442	£ per acre (gross)		
				13.19%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		30.0	dph (net)				
Site Area (net)		0.30	ha (net)	0.74	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.30	ha (gross)	0.74	acres (gross)		
Density analysis:		2,968	sqm/ha (net)	12,927	sqft/ac (net)		
		30	dph (gross)				
Benchmark Land Value (net)	16,473 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)		**148,260**
BLV analysis:		494,200	£ per ha (net)	200,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**977,137**	£ per ha (net)	**395,442**	£ per acre (net)	**293,141**

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Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	395,442	0%	5%	10%	15%	20%	25%	30%
	0.00	395,442	372,408	349,375	326,342	303,308	280,275	257,241
	10.00	384,700	362,204	339,708	317,211	294,715	272,218	249,722
Max CIL £ psm	20.00	373,941	352,000	330,040	308,081	286,122	264,162	242,203
0.00	30.00	363,134	341,795	320,373	298,951	277,528	256,106	234,684
(recommended CIL)	40.00	352,328	331,529	310,705	289,820	268,935	248,050	227,165
(100)	50.00	341,521	321,263	301,005	280,690	260,342	239,994	219,646
	60.00	330,715	310,997	291,279	271,560	251,749	231,938	212,127
	70.00	319,908	300,731	281,554	262,376	243,155	223,881	204,608
	80.00	309,102	290,465	271,828	253,191	234,554	215,825	197,088
	90.00	298,295	280,199	262,102	244,005	225,908	207,769	189,569
	100.00	287,489	269,932	252,376	234,820	217,263	199,707	182,050
	110.00	276,682	259,666	242,650	225,634	208,618	191,602	174,531
	120.00	265,876	249,400	232,924	216,449	199,973	183,497	167,012
	130.00	255,069	239,134	223,199	207,263	191,328	175,392	159,457
	140.00	244,263	228,868	213,473	198,078	182,683	167,287	151,892
	150.00	233,456	218,602	203,747	188,892	174,037	159,183	144,328
	160.00	222,650	208,335	194,021	179,707	165,392	151,078	136,763
	170.00	211,843	198,069	184,295	170,521	156,747	142,973	129,199
	180.00	201,037	187,803	174,569	161,336	148,102	134,868	121,634
	190.00	190,230	177,537	164,844	152,150	139,457	126,763	114,070
	200.00	179,424	167,271	155,118	142,965	130,811	118,658	106,505
	210.00	168,617	157,005	145,392	133,779	122,166	110,553	98,757
	220.00	157,811	146,738	135,666	124,594	113,521	102,388	90,929
	230.00	147,004	136,472	125,940	115,408	104,876	94,000	83,100
	240.00	136,198	126,206	116,214	106,223	95,953	85,612	75,272
	250.00	125,392	115,940	106,488	96,787	87,006	77,225	67,444

TABLE 2

		Site Specific S106		100%	(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))	395,442	0%	25%	50%	75%	100%	125%	150%
	0.00	395,442	395,442	395,442	395,442	395,442	395,442	395,442
	10.00	384,700	384,700	384,700	384,700	384,700	384,700	384,700
CIL £psm	20.00	373,941	373,941	373,941	373,941	373,941	373,941	373,941
0.00	30.00	363,134	363,134	363,134	363,134	363,134	363,134	363,134
(recommended CIL)	40.00	352,328	352,328	352,328	352,328	352,328	352,328	352,328
(100)	50.00	341,521	341,521	341,521	341,521	341,521	341,521	341,521
	60.00	330,715	330,715	330,715	330,715	330,715	330,715	330,715
	70.00	319,908	319,908	319,908	319,908	319,908	319,908	319,908
	80.00	309,102	309,102	309,102	309,102	309,102	309,102	309,102
	90.00	298,295	298,295	298,295	298,295	298,295	298,295	298,295
	100.00	287,489	287,489	287,489	287,489	287,489	287,489	287,489
	110.00	276,682	276,682	276,682	276,682	276,682	276,682	276,682
	120.00	265,876	265,876	265,876	265,876	265,876	265,876	265,876
	130.00	255,069	255,069	255,069	255,069	255,069	255,069	255,069
	140.00	244,263	244,263	244,263	244,263	244,263	244,263	244,263
	150.00	233,456	233,456	233,456	233,456	233,456	233,456	233,456
	160.00	222,650	222,650	222,650	222,650	222,650	222,650	222,650
	170.00	211,843	211,843	211,843	211,843	211,843	211,843	211,843
	180.00	201,037	201,037	201,037	201,037	201,037	201,037	201,037
	190.00	190,230	190,230	190,230	190,230	190,230	190,230	190,230
	200.00	179,424	179,424	179,424	179,424	179,424	179,424	179,424
	210.00	168,617	168,617	168,617	168,617	168,617	168,617	168,617
	220.00	157,811	157,811	157,811	157,811	157,811	157,811	157,811
	230.00	147,004	147,004	147,004	147,004	147,004	147,004	147,004
	240.00	136,198	136,198	136,198	136,198	136,198	136,198	136,198
	250.00	125,392	125,392	125,392	125,392	125,392	125,392	125,392

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Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	395,442	Profit 18%						
		15%	16%	17%	18%	19%	20%	21%
	0.00	492,479	453,664	414,849	376,035	337,220	298,405	259,590
	10.00	481,738	442,923	404,108	365,293	326,478	287,663	248,848
CIL £psm	20.00	470,978	432,163	393,348	354,533	315,718	276,903	238,089
0.00	30.00	460,171	421,356	382,542	343,727	304,912	266,097	227,282
(recommended CIL)	40.00	449,365	410,550	371,735	332,920	294,105	255,291	216,476
(100)	50.00	438,558	399,743	360,929	322,114	283,299	244,484	205,669
	60.00	427,752	388,937	350,122	311,307	272,492	233,678	194,863
	70.00	416,945	378,130	339,316	300,501	261,686	222,871	184,056
	80.00	406,139	367,324	328,509	289,694	250,879	212,065	173,250
	90.00	395,332	356,518	317,703	278,888	240,073	201,258	162,443
	100.00	384,526	345,711	306,896	268,081	229,266	190,452	151,637
	110.00	373,719	334,905	296,090	257,275	218,460	179,645	140,830
	120.00	362,913	324,098	285,283	246,468	207,653	168,839	130,024
	130.00	352,106	313,292	274,477	235,662	196,847	158,032	119,217
	140.00	341,300	302,485	263,670	224,855	186,041	147,226	108,411
	150.00	330,493	291,679	252,864	214,049	175,234	136,419	97,374
	160.00	319,687	280,872	242,057	203,242	164,428	125,613	86,191
	170.00	308,880	270,066	231,251	192,436	153,621	114,806	75,008
	180.00	298,074	259,259	220,444	181,629	142,815	103,993	63,824
	190.00	287,268	248,453	209,638	170,823	132,008	92,809	52,641
	200.00	276,461	237,646	198,831	160,016	121,202	81,626	41,457
	210.00	265,655	226,840	188,025	149,210	110,395	70,443	30,274
	220.00	254,848	216,033	177,218	138,404	99,428	59,259	19,090
	230.00	244,042	205,227	166,412	127,597	88,245	48,076	7,907
	240.00	233,235	194,420	155,605	116,791	77,061	36,892	(3,277)
	250.00	222,429	183,614	144,799	105,984	65,878	25,709	(14,460)

TABLE 4

Balance (RLV - BLV £ per acre (n))	395,442	BLV (£ per acre (n))		200,000				
		100,000	125,000	150,000	175,000	200,000	225,000	250,000
	0.00	495,442	470,442	445,442	420,442	395,442	370,442	345,442
	10.00	484,700	459,700	434,700	409,700	384,700	359,700	334,700
CIL £psm	20.00	473,941	448,941	423,941	398,941	373,941	348,941	323,941
0.00	30.00	463,134	438,134	413,134	388,134	363,134	338,134	313,134
(recommended CIL)	40.00	452,328	427,328	402,328	377,328	352,328	327,328	302,328
(100)	50.00	441,521	416,521	391,521	366,521	341,521	316,521	291,521
	60.00	430,715	405,715	380,715	355,715	330,715	305,715	280,715
	70.00	419,908	394,908	369,908	344,908	319,908	294,908	269,908
	80.00	409,102	384,102	359,102	334,102	309,102	284,102	259,102
	90.00	398,295	373,295	348,295	323,295	298,295	273,295	248,295
	100.00	387,489	362,489	337,489	312,489	287,489	262,489	237,489
	110.00	376,682	351,682	326,682	301,682	276,682	251,682	226,682
	120.00	365,876	340,876	315,876	290,876	265,876	240,876	215,876
	130.00	355,069	330,069	305,069	280,069	255,069	230,069	205,069
	140.00	344,263	319,263	294,263	269,263	244,263	219,263	194,263
	150.00	333,456	308,456	283,456	258,456	233,456	208,456	183,456
	160.00	322,650	297,650	272,650	247,650	222,650	197,650	172,650
	170.00	311,843	286,843	261,843	236,843	211,843	186,843	161,843
	180.00	301,037	276,037	251,037	226,037	201,037	176,037	151,037
	190.00	290,230	265,230	240,230	215,230	190,230	165,230	140,230
	200.00	279,424	254,424	229,424	204,424	179,424	154,424	129,424
	210.00	268,617	243,617	218,617	193,617	168,617	143,617	118,617
	220.00	257,811	232,811	207,811	182,811	157,811	132,811	107,811
	230.00	247,004	222,004	197,004	172,004	147,004	122,004	97,004
	240.00	236,198	211,198	186,198	161,198	136,198	111,198	86,198
	250.00	225,392	200,392	175,392	150,392	125,392	100,392	75,392

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Scheme Typology: Houses — No Units: 9
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	395,442	Density (dph) (net) 30	35	40	45	50	55	60
	0.00	395,442	503,250	611,058	718,867	826,675	934,483	1,042,291
	10.00	384,700	490,718	596,736	702,754	808,772	914,790	1,020,808
CIL £psm	20.00	373,941	478,187	582,414	686,642	790,870	895,097	999,325
0.00	30.00	363,134	465,610	568,085	670,530	772,967	875,405	977,842
(recommended CIL)	40.00	352,328	453,002	553,676	654,351	755,025	855,699	956,359
(100)	50.00	341,521	440,394	539,268	638,141	737,014	835,887	934,761
	60.00	330,715	427,787	524,859	621,931	719,003	816,075	913,148
	70.00	319,908	415,179	510,450	605,721	700,992	796,264	891,535
	80.00	309,102	402,572	496,042	589,512	682,982	776,452	869,922
	90.00	298,295	389,964	481,633	573,302	664,971	756,640	848,309
	100.00	287,489	377,357	467,224	557,092	646,960	736,828	826,696
	110.00	276,682	364,749	452,816	540,883	628,949	717,016	805,083
	120.00	265,876	352,141	438,407	524,673	610,938	697,204	783,470
	130.00	255,069	339,534	423,998	508,463	592,928	677,392	761,857
	140.00	244,263	326,926	409,590	492,253	574,917	657,580	740,244
	150.00	233,456	314,319	395,181	476,044	556,906	637,768	718,631
	160.00	222,650	301,711	380,773	459,834	538,895	617,957	697,018
	170.00	211,843	289,104	366,364	443,624	520,884	598,145	675,405
	180.00	201,037	276,496	351,955	427,414	502,874	578,333	653,792
	190.00	190,230	263,889	337,547	411,205	484,863	558,521	632,179
	200.00	179,424	251,281	323,138	394,995	466,852	538,709	610,566
	210.00	168,617	238,673	308,729	378,785	448,841	518,897	588,953
	220.00	157,811	226,066	294,321	362,576	430,830	499,085	567,340
	230.00	147,004	213,458	279,912	346,366	412,820	479,273	545,727
	240.00	136,198	200,851	265,503	330,156	394,809	459,462	524,114
	250.00	125,392	188,243	251,095	313,946	376,798	439,650	502,501

TABLE 6

Balance (RLV - BLV £ per acre (n))	395,442	Build cost 100% 70%	80%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 90%	100%	105%	110%	115%
	0.00	1,109,012	871,564	633,503	395,442	275,804	156,054	33,935
	10.00	1,098,335	860,822	622,761	384,700	264,997	145,247	22,752
CIL £psm	20.00	1,087,658	850,081	612,020	373,941	254,191	134,441	11,568
0.00	30.00	1,076,981	839,339	601,278	363,134	243,384	123,634	385
(recommended CIL)	40.00	1,066,304	828,597	590,537	352,328	232,578	112,828	(10,798)
(100)	50.00	1,055,627	817,856	579,795	341,521	221,771	101,945	(22,119)
	60.00	1,044,950	807,114	569,054	330,715	210,965	90,762	(33,554)
	70.00	1,034,273	796,373	558,312	319,908	200,158	79,578	(44,989)
	80.00	1,023,596	785,631	547,570	309,102	189,352	68,395	(56,424)
	90.00	1,012,919	774,890	536,829	298,295	178,545	57,212	(67,858)
	100.00	1,002,209	764,148	526,087	287,489	167,739	46,028	(79,293)
	110.00	991,468	753,407	515,346	276,682	156,932	34,845	(90,728)
	120.00	980,726	742,665	504,604	265,876	146,126	23,661	(102,163)
	130.00	969,984	731,924	493,863	255,069	135,319	12,478	(113,598)
	140.00	959,243	721,182	483,121	244,263	124,513	1,294	(125,032)
	150.00	948,501	710,440	472,380	233,456	113,706	(9,889)	(136,467)
	160.00	937,760	699,699	461,638	222,650	102,855	(21,190)	(147,902)
	170.00	927,018	688,957	450,896	211,843	91,671	(32,624)	(159,337)
	180.00	916,277	678,216	440,155	201,037	80,488	(44,059)	(170,771)
	190.00	905,535	667,474	429,413	190,230	69,304	(55,494)	(182,206)
	200.00	894,794	656,733	418,672	179,424	58,121	(66,929)	(193,641)
	210.00	884,052	645,991	407,930	168,617	46,937	(78,363)	(205,578)
	220.00	873,310	635,250	397,189	157,811	35,754	(89,798)	(218,143)
	230.00	862,569	624,508	386,447	147,004	24,571	(101,233)	(230,709)
	240.00	851,827	613,766	375,698	136,198	13,387	(112,668)	(243,275)
	250.00	841,086	603,025	364,891	125,392	2,204	(124,103)	(255,840)

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Houses | No Units: 9
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	395,442	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	80,354	238,356	395,442	551,865	708,287	864,710	1,021,132
	10.00	69,170	227,549	384,700	541,123	697,546	853,968	1,010,391
CIL £psm	20.00	57,987	216,743	373,941	530,381	686,804	843,227	999,649
0.00	30.00	46,803	205,936	363,134	519,640	676,063	832,485	988,908
(recommended CIL)	40.00	35,620	195,130	352,328	508,898	665,321	821,744	978,166
(100)	50.00	24,437	184,323	341,521	498,157	654,579	811,002	967,425
	60.00	13,253	173,517	330,715	487,415	643,838	800,260	956,683
	70.00	2,070	162,710	319,908	476,674	633,096	789,519	945,941
	80.00	(9,114)	151,904	309,102	465,932	622,355	778,777	935,200
	90.00	(20,397)	141,097	298,295	455,191	611,613	768,036	924,458
	100.00	(31,832)	130,291	287,489	444,449	600,872	757,294	913,717
	110.00	(43,266)	119,484	276,682	433,708	590,130	746,553	902,975
	120.00	(54,701)	108,678	265,876	422,966	579,389	735,811	892,234
	130.00	(66,136)	97,651	255,069	412,224	568,647	725,070	881,492
	140.00	(77,571)	86,467	244,263	401,461	557,905	714,328	870,751
	150.00	(89,005)	75,284	233,456	390,654	547,164	703,586	860,009
	160.00	(100,440)	64,100	222,650	379,848	536,422	692,845	849,268
	170.00	(111,875)	52,917	211,843	369,041	525,681	682,103	838,526
	180.00	(123,310)	41,733	201,037	358,235	514,939	671,362	827,784
	190.00	(134,745)	30,550	190,230	347,428	504,198	660,620	817,043
	200.00	(146,179)	19,366	179,424	336,622	493,456	649,879	806,301
	210.00	(157,614)	8,183	168,617	325,815	482,715	639,137	795,560
	220.00	(169,049)	(3,000)	157,811	315,009	471,973	628,396	784,818
	230.00	(180,484)	(14,184)	147,004	304,203	461,231	617,654	774,077
	240.00	(191,918)	(25,581)	136,198	293,396	450,490	606,913	763,335
	250.00	(203,685)	(37,016)	125,392	282,590	439,748	596,171	752,594

TABLE 8

Balance (RLV - BLV £ per acre (n))	395,442	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	395,442	503,378	611,314	719,249	827,185	935,121	1,471,993
	10.00	384,700	492,636	600,572	708,508	816,444	924,379	1,461,316
CIL £psm	20.00	373,941	481,895	589,830	697,766	805,702	913,638	1,450,639
0.00	30.00	363,134	471,153	579,089	687,025	794,961	902,896	1,439,962
(recommended CIL)	40.00	352,328	460,412	568,347	676,283	784,219	892,155	1,429,285
(100)	50.00	341,521	449,670	557,606	665,542	773,477	881,413	1,418,608
	60.00	330,715	438,928	546,864	654,800	762,736	870,672	1,407,931
	70.00	319,908	428,187	536,123	644,059	751,994	859,930	1,397,254
	80.00	309,102	417,445	525,381	633,317	741,253	849,189	1,386,577
	90.00	298,295	406,704	514,640	622,575	730,511	838,447	1,375,900
	100.00	287,489	395,962	503,898	611,834	719,770	827,705	1,365,223
	110.00	276,682	385,221	493,157	601,092	709,028	816,964	1,354,546
	120.00	265,876	374,464	482,415	590,351	698,287	806,222	1,343,869
	130.00	255,069	363,658	471,673	579,609	687,545	795,481	1,333,192
	140.00	244,263	352,851	460,932	568,868	676,803	784,739	1,322,515
	150.00	233,456	342,045	450,190	558,126	666,062	773,998	1,311,838
	160.00	222,650	331,238	439,449	547,385	655,320	763,256	1,301,161
	170.00	211,843	320,432	428,707	536,643	644,579	752,515	1,290,484
	180.00	201,037	309,625	417,966	525,901	633,837	741,773	1,279,807
	190.00	190,230	298,819	407,224	515,160	623,096	731,031	1,269,130
	200.00	179,424	288,012	396,483	504,418	612,354	720,290	1,258,453
	210.00	168,617	277,206	385,741	493,677	601,613	709,548	1,247,776
	220.00	157,811	266,399	374,987	482,935	590,871	698,807	1,237,099
	230.00	147,004	255,593	364,181	472,194	580,129	688,065	1,226,422
	240.00	136,198	244,786	353,375	461,452	569,388	677,324	1,215,745
	250.00	125,392	233,980	342,568	450,711	558,646	666,582	1,205,068

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses**	No Units:	**9**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**BB**	
Scheme Typology:	Houses	
No Units:	9	
Location / Value Zone:	High	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	3,345,750	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	25.92%	
Developers Profit Total (£)	585,506	
Land Value KPI's		
RLV (£/acre (net))	595,442	
RLV (£/ha (net))	1,471,337	
RLV (% of GDV)	13.19%	
RLV Total (£)	441,401	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	148,260	
Surplus/Deficit (£/acre) [RLV-BLV]	395,442	
Surplus/Deficit (£/ha)	977,137	
Surplus/Deficit Total (£)	293,141	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	65,278	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	37,579	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	11,428	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	CC				(see Typologies Matrix)
Scheme Typology:	Flats (Conversion)		No Units:	10	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			10	Units		
AH Policy requirement (% Target)			0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%			
AH tenure split %	Affordable Rent:			70.0%		
	Social Rent:			0.0%	70.0%	% Rented
	First Homes:			0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	3.5	46.0%	0.0	35%	3.5
2 bed Flat	65.0%	6.5	54.0%	0.0	65%	6.5
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	10.0	100.0%	0.0	100%	10.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	206	2,216	0	0	206	2,216
2 bed Flat	497	5,350	0	0	497	5,350
3 bed Flat	0	0	0	0	0	0
	703	7,566	0	0	703	7,566
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	0
4 bed House (with garage)	450,000	3,913	364	3,237	301	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	735,000
2 bed Flat	265,000	4,077	379	3,465	322	1,722,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						2,457,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats (Conversion)**		No Units:	**10**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	337,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	372,500		-
4 bed House (with garage)	0.0	@	450,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	3.5	@	210,000		735,000
2 bed Flat	6.5	@	265,000		1,722,500
3 bed Flat	0.0	@	0		-
	10.0				2,457,500
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**10**				**2,457,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	10	units @	0	per unit	-
Total GDV					**2,457,500**

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats (Conversion)**	No Units:	**10**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25				(capped at £411,885)	6,350	£		(6,350)
Planning Application Professional Fees, Surveys and reports					(capped at £1,500,000)	25,400	£		(25,400)
Building Safety Levy			703	sqm	15.11	£ psm			(10,621)
CIL (Mrkt only inc. garages)	Max		703	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	Year 2				0				-
	Year 3				0				-
	Year 4				0				-
	Year 5				0				-
	Year 6				0				-
	Year 7				0				-
	Year 8				0				-
	Year 9				0				-
	Year 10				0				-
	Year 11				0				-
	Year 12				0				-
	Year 13				0				-
	Year 14				0				-
	Year 15				0				-
Site Specific S106 (installment)			10	units @	0	per unit			-
	Sub-total							-	
S106 analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
AH Commuted Sum			703	sqm (total)	0	£ psm			-
Comm. Sum analysis:			0.00%	% of GDV					
Construction Costs -									
Site Clearance, Demolition & Remediation			0.11	ha @	123,500	£ per ha (if brownfield)			(13,722)
Strategic Site Infra. costs	Year 1	0							-
	Year 2	0							-
	Year 3	0							-
	Year 4	0							-
	Year 5	0							-
	Year 6	0							-
	Year 7	0							-
	Year 8	0							-
	Year 9	0							-
	Year 10	0							-
	Year 11	0							-
	Year 12	0							-
	Year 13	0							-
	Year 14	0							-
	Year 15	0							-
	Years 1-15		10	units @	0	per unit			-
	Sub-total							-	
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
2 bed House			-	sqm @	1,892	psm			-
3 bed House			-	sqm @	1,892	psm			-
3 bed House (EXC. garage)			-	sqm @	1,892	psm			-
4 bed House (EXC. garage)			-	sqm @	1,892	psm			-
5 bed House (EXC. garage)			-	sqm @	1,892	psm			-
1 bed Flat	Conversion		206	sqm @	1,529	psm			(314,794)
2 bed Flat	Conversion		497	sqm @	1,529	psm			(760,003)
3 bed Flat	Conversion		-	sqm @	1,529	psm			-
Garages for 3B House	-	16.0	0	sqm @	600	psm			-
Garages for 4B House	-	24.0	0	sqm @	600	psm			-
Garages for 5B House	-	-	0	sqm @	600	psm			-
Total GIA check:			703	£ per garage	£0				
External works			1,074,797	@	10.0%				(107,480)
Ext. Works analysis:					10,748	£ per unit (total units)			
Policy Costs on design -									
Net Biodiversity costs			10	units @	0	£ per unit			-
M4(2) Category 2 Housing	Aff units	-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	10	units @	100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units	-	units @	10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units	10	units @	10%	@	0	£ per unit		-
Part L/FHS		10	units @			4,350	£ per unit		(43,500)
Part L/FHS analysis:					4.0%	% of BCIS costs			
Net Zero for Housing		-	sqm			0	£ psm		-
Net Zero for Flats		703	sqm			0	£ psm		-
Water Efficiency		10	units @			20	£ per unit		(200)
Urban Greening Factor	10.0	flats @	6	per floor = GIA	422	0	£ per unit		-
	Sub-total							(43,700)	
Policy Costs analysis:	(design costs only)				4,370	£ per unit (total units)			
					4.1%	% of BCIS costs			
Contingency (on construction)			1,239,699	@	5.0%				(61,985)

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats (Conversion)**		No Units:	**10**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		1,239,699	@	10.0%			(123,970)
Disposal Costs -							
OMS Marketing and Promotion		2,457,500	OMS @	1.00%	2,458	£ per unit	(24,575)
Residential Sales Agent Costs		2,457,500	OMS @	1.00%	2,458	£ per unit	(24,575)
Residential Sales Legal Costs		2,457,500	OMS @	0.50%	1,229	£ per unit	(12,288)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	10	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					6,144	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(44,907)
Developers Profit -							
Profit on OMS		2,457,500		17.50%			(430,063)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		2,457,500		17.50%	blended GDV	(430,063)	
		1,574,370		27.32%	on costs	(430,063)	
TOTAL COSTS							**(2,004,433)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							453,067
SDLT		453,067	@	HMRC formula			(12,153)
Acquisition Agent fees		453,067	@	1.0%			(4,531)
Acquisition Legal fees		453,067	@	0.5%			(2,265)
Interest on Land		453,067	@	7.50%			(33,980)
Residual Land Value							**400,138**
RLV analysis:	40,014 £ per plot	3,601,241	£ per ha (net)	1,457,402	£ per acre (net)		
		3,601,241	£ per ha (gross)	1,457,402	£ per acre (gross)		
				16.28%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		90.0	dph (net)				
Site Area (net)		0.11	ha (net)	0.27	acres (net)		
Net to Gross ratio		100%					
Site Area (gross)		0.11	ha (gross)	0.27	acres (gross)		
Density analysis:		6,326	sqm/ha (net)	27,559	sqft/ac (net)		
		90	dph (gross)				
Benchmark Land Value (net)	5,491 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)		**54,911**
BLV analysis:		494,200	£ per ha (net)	200,000	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**3,107,041**	£ per ha (net)	**1,257,402**	£ per acre (net)	**345,227**

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Scheme Typology:	**Flats (Conversion)**	No Units:	**10**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	1,257,402	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	1,257,402	1,185,334	1,113,267	1,041,199	969,131	897,063	824,995
	10.00	1,234,503	1,163,580	1,092,657	1,021,734	950,811	879,888	808,966
Max CIL £ psm	20.00	1,211,604	1,141,826	1,072,048	1,002,270	932,492	862,714	792,936
0.00	30.00	1,188,704	1,120,071	1,051,438	982,805	914,172	845,539	776,906
(recommended CIL)	40.00	1,165,805	1,098,317	1,030,829	963,341	895,853	828,365	760,877
(100)	50.00	1,142,905	1,076,562	1,010,219	943,876	877,533	811,190	744,847
	60.00	1,120,006	1,054,808	989,610	924,412	859,214	794,016	728,818
	70.00	1,097,107	1,033,054	969,001	904,948	840,894	776,841	712,788
	80.00	1,074,207	1,011,299	948,391	885,483	822,575	759,667	696,759
	90.00	1,051,308	989,545	927,782	866,019	804,256	742,492	680,729
	100.00	1,028,409	967,791	907,172	846,554	785,936	725,318	664,700
	110.00	1,005,509	946,036	886,563	827,090	767,617	708,143	648,670
	120.00	982,610	924,282	865,954	807,625	749,297	690,969	632,641
	130.00	959,711	902,527	845,344	788,161	730,978	673,794	616,447
	140.00	936,705	880,751	824,735	768,696	712,658	656,620	599,858
	150.00	913,667	858,865	804,063	749,232	694,339	639,445	583,269
	160.00	890,629	836,979	783,329	729,679	676,019	622,271	566,680
	170.00	867,592	815,093	762,595	710,097	657,599	604,530	550,092
	180.00	844,554	793,208	741,861	690,515	639,168	586,653	533,503
	190.00	821,516	771,322	721,127	670,933	620,718	568,772	516,827
	200.00	798,478	749,436	700,393	651,351	601,645	550,891	500,138
	210.00	775,441	727,550	679,659	631,768	582,571	533,010	483,449
	220.00	752,403	705,664	658,925	611,867	563,498	515,129	466,760
	230.00	729,365	683,778	638,191	591,602	544,425	497,248	450,071
	240.00	706,327	661,892	617,322	571,337	525,352	479,367	433,382
	250.00	683,289	640,006	595,865	551,072	506,279	461,486	416,693

TABLE 2

Balance (RLV - BLV £ per acre (n))	1,257,402	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	1,257,402	1,257,402	1,257,402	1,257,402	1,257,402	1,257,402	1,257,402
	10.00	1,234,503	1,234,503	1,234,503	1,234,503	1,234,503	1,234,503	1,234,503
CIL £psm	20.00	1,211,604	1,211,604	1,211,604	1,211,604	1,211,604	1,211,604	1,211,604
0.00	30.00	1,188,704	1,188,704	1,188,704	1,188,704	1,188,704	1,188,704	1,188,704
(recommended CIL)	40.00	1,165,805	1,165,805	1,165,805	1,165,805	1,165,805	1,165,805	1,165,805
(100)	50.00	1,142,905	1,142,905	1,142,905	1,142,905	1,142,905	1,142,905	1,142,905
	60.00	1,120,006	1,120,006	1,120,006	1,120,006	1,120,006	1,120,006	1,120,006
	70.00	1,097,107	1,097,107	1,097,107	1,097,107	1,097,107	1,097,107	1,097,107
	80.00	1,074,207	1,074,207	1,074,207	1,074,207	1,074,207	1,074,207	1,074,207
	90.00	1,051,308	1,051,308	1,051,308	1,051,308	1,051,308	1,051,308	1,051,308
	100.00	1,028,409	1,028,409	1,028,409	1,028,409	1,028,409	1,028,409	1,028,409
	110.00	1,005,509	1,005,509	1,005,509	1,005,509	1,005,509	1,005,509	1,005,509
	120.00	982,610	982,610	982,610	982,610	982,610	982,610	982,610
	130.00	959,711	959,711	959,711	959,711	959,711	959,711	959,711
	140.00	936,705	936,705	936,705	936,705	936,705	936,705	936,705
	150.00	913,667	913,667	913,667	913,667	913,667	913,667	913,667
	160.00	890,629	890,629	890,629	890,629	890,629	890,629	890,629
	170.00	867,592	867,592	867,592	867,592	867,592	867,592	867,592
	180.00	844,554	844,554	844,554	844,554	844,554	844,554	844,554
	190.00	821,516	821,516	821,516	821,516	821,516	821,516	821,516
	200.00	798,478	798,478	798,478	798,478	798,478	798,478	798,478
	210.00	775,441	775,441	775,441	775,441	775,441	775,441	775,441
	220.00	752,403	752,403	752,403	752,403	752,403	752,403	752,403
	230.00	729,365	729,365	729,365	729,365	729,365	729,365	729,365
	240.00	706,327	706,327	706,327	706,327	706,327	706,327	706,327
	250.00	683,289	683,289	683,289	683,289	683,289	683,289	683,289

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Scheme Typology: Flats (Conversion) No Units: 10
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	1,257,402	Profit 18%						
		15%	16%	17%	18%	19%	20%	21%
	0.00	1,449,845	1,372,868	1,295,891	1,218,914	1,141,937	1,064,959	987,982
	10.00	1,426,946	1,349,969	1,272,991	1,196,014	1,119,037	1,042,060	965,083
CIL £psm	20.00	1,404,046	1,327,069	1,250,092	1,173,115	1,096,138	1,019,161	942,184
0.00	30.00	1,381,147	1,304,170	1,227,193	1,150,216	1,073,238	996,261	919,284
(recommended CIL)	40.00	1,358,248	1,281,271	1,204,293	1,127,316	1,050,339	973,362	896,385
(100)	50.00	1,335,348	1,258,371	1,181,394	1,104,417	1,027,440	950,463	873,486
	60.00	1,312,449	1,235,472	1,158,495	1,081,518	1,004,540	927,563	850,586
	70.00	1,289,550	1,212,573	1,135,595	1,058,618	981,641	904,664	827,687
	80.00	1,266,650	1,189,673	1,112,696	1,035,719	958,742	881,765	804,787
	90.00	1,243,751	1,166,774	1,089,797	1,012,820	935,842	858,865	781,888
	100.00	1,220,852	1,143,874	1,066,897	989,920	912,943	835,966	758,989
	110.00	1,197,952	1,120,975	1,043,998	967,021	890,044	813,067	736,089
	120.00	1,175,053	1,098,076	1,021,099	944,121	867,144	790,167	713,190
	130.00	1,152,154	1,075,176	998,199	921,222	844,245	767,268	690,291
	140.00	1,129,148	1,052,171	975,194	898,216	821,239	744,262	667,285
	150.00	1,106,110	1,029,133	952,156	875,179	798,201	721,224	644,247
	160.00	1,083,072	1,006,095	929,118	852,141	775,164	698,187	621,205
	170.00	1,060,034	983,057	906,080	829,103	752,126	675,149	597,364
	180.00	1,036,997	960,020	883,042	806,065	729,088	652,111	573,523
	190.00	1,013,959	936,982	860,005	783,028	706,050	629,073	549,681
	200.00	990,921	913,944	836,967	759,990	683,013	605,502	525,840
	210.00	967,883	890,906	813,929	736,952	659,975	581,661	501,998
	220.00	944,846	867,868	790,891	713,914	636,937	557,819	478,157
	230.00	921,808	844,831	767,854	690,876	613,640	533,978	454,315
	240.00	898,770	821,793	744,816	667,839	589,799	510,136	430,474
	250.00	875,732	798,755	721,778	644,801	565,957	486,295	406,633

TABLE 4

Balance (RLV - BLV £ per acre (n))	1,257,402	BLV (£ per acre (n)) 100,000	125,000	200,000 150,000	175,000	200,000	225,000	250,000
	0.00	1,357,402	1,332,402	1,307,402	1,282,402	1,257,402	1,232,402	1,207,402
	10.00	1,334,503	1,309,503	1,284,503	1,259,503	1,234,503	1,209,503	1,184,503
CIL £psm	20.00	1,311,604	1,286,604	1,261,604	1,236,604	1,211,604	1,186,604	1,161,604
0.00	30.00	1,288,704	1,263,704	1,238,704	1,213,704	1,188,704	1,163,704	1,138,704
(recommended CIL)	40.00	1,265,805	1,240,805	1,215,805	1,190,805	1,165,805	1,140,805	1,115,805
(100)	50.00	1,242,905	1,217,905	1,192,905	1,167,905	1,142,905	1,117,905	1,092,905
	60.00	1,220,006	1,195,006	1,170,006	1,145,006	1,120,006	1,095,006	1,070,006
	70.00	1,197,107	1,172,107	1,147,107	1,122,107	1,097,107	1,072,107	1,047,107
	80.00	1,174,207	1,149,207	1,124,207	1,099,207	1,074,207	1,049,207	1,024,207
	90.00	1,151,308	1,126,308	1,101,308	1,076,308	1,051,308	1,026,308	1,001,308
	100.00	1,128,409	1,103,409	1,078,409	1,053,409	1,028,409	1,003,409	978,409
	110.00	1,105,509	1,080,509	1,055,509	1,030,509	1,005,509	980,509	955,509
	120.00	1,082,610	1,057,610	1,032,610	1,007,610	982,610	957,610	932,610
	130.00	1,059,711	1,034,711	1,009,711	984,711	959,711	934,711	909,711
	140.00	1,036,705	1,011,705	986,705	961,705	936,705	911,705	886,705
	150.00	1,013,667	988,667	963,667	938,667	913,667	888,667	863,667
	160.00	990,629	965,629	940,629	915,629	890,629	865,629	840,629
	170.00	967,592	942,592	917,592	892,592	867,592	842,592	817,592
	180.00	944,554	919,554	894,554	869,554	844,554	819,554	794,554
	190.00	921,516	896,516	871,516	846,516	821,516	796,516	771,516
	200.00	898,478	873,478	848,478	823,478	798,478	773,478	748,478
	210.00	875,441	850,441	825,441	800,441	775,441	750,441	725,441
	220.00	852,403	827,403	802,403	777,403	752,403	727,403	702,403
	230.00	829,365	804,365	779,365	754,365	729,365	704,365	679,365
	240.00	806,327	781,327	756,327	731,327	706,327	681,327	656,327
	250.00	783,289	758,289	733,289	708,289	683,289	658,289	633,289

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Scheme Typology: Flats (Conversion) No Units: 10
Site Typology: Location / Value Zone: High Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	1,257,402	Density (dph) (net) 30	35	90 40	45	50	55	60
	0.00	251,529	335,352	419,175	502,997	586,820	670,643	754,466
	10.00	243,896	326,447	408,997	491,548	574,098	656,649	739,199
CIL £psm	20.00	236,263	317,541	398,820	480,098	561,376	642,655	723,933
0.00	30.00	228,630	308,636	388,642	468,648	548,655	628,661	708,667
(recommended CIL)	40.00	220,997	299,731	378,465	457,199	535,933	614,667	693,401
(100)	50.00	213,364	290,825	368,287	445,749	523,211	600,673	678,135
	60.00	205,730	281,920	358,110	434,299	510,489	586,679	662,868
	70.00	198,097	273,015	347,932	422,850	497,767	572,685	647,602
	80.00	190,464	264,109	337,755	411,400	485,045	558,691	632,336
	90.00	182,819	255,204	327,577	399,950	472,323	544,696	617,070
	100.00	175,140	246,283	317,400	388,501	459,602	530,702	601,803
	110.00	167,461	237,324	307,187	377,050	446,880	516,708	586,537
	120.00	159,781	228,365	296,948	365,531	434,114	502,698	571,271
	130.00	152,102	219,405	286,709	354,012	421,316	488,619	555,922
	140.00	144,423	210,446	276,470	342,493	408,517	474,540	540,564
	150.00	136,744	201,487	266,231	330,974	395,718	460,462	525,205
	160.00	129,064	192,528	255,992	319,456	382,919	446,383	509,847
	170.00	121,385	183,569	245,753	307,937	370,121	432,304	494,488
	180.00	113,706	174,610	235,514	296,418	357,322	418,226	479,130
	190.00	106,027	165,651	225,275	284,899	344,523	404,147	463,771
	200.00	98,347	156,692	215,036	273,380	331,724	390,069	448,413
	210.00	90,668	147,732	204,797	261,861	318,926	375,990	433,054
	220.00	82,989	138,773	194,558	250,342	306,127	361,911	417,696
	230.00	75,310	129,814	184,319	238,823	293,328	347,833	402,337
	240.00	67,416	120,855	174,080	227,304	280,529	333,754	386,979
	250.00	59,469	111,634	163,799	215,786	267,730	319,675	371,620

TABLE 6

Balance (RLV - BLV £ per acre (n))	1,257,402	Build cost 100% 70%	80%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 90%	100%	105%	110%	115%
	0.00	2,583,861	2,143,234	1,700,318	1,257,402	1,035,944	813,641	589,781
	10.00	2,561,099	2,120,334	1,677,419	1,234,503	1,013,045	790,603	565,939
CIL £psm	20.00	2,538,338	2,097,435	1,654,519	1,211,604	990,146	767,565	542,098
0.00	30.00	2,515,576	2,074,536	1,631,620	1,188,704	967,246	744,527	518,256
(recommended CIL)	40.00	2,492,814	2,051,636	1,608,721	1,165,805	944,286	721,490	494,415
(100)	50.00	2,470,052	2,028,737	1,585,821	1,142,905	921,248	698,452	470,574
	60.00	2,447,291	2,005,838	1,562,922	1,120,006	898,211	675,414	446,732
	70.00	2,424,529	1,982,938	1,540,023	1,097,107	875,173	652,376	422,891
	80.00	2,401,767	1,960,039	1,517,123	1,074,207	852,135	629,338	399,049
	90.00	2,379,005	1,937,140	1,494,224	1,051,308	829,097	605,776	375,208
	100.00	2,356,244	1,914,240	1,471,325	1,028,409	806,059	581,935	351,367
	110.00	2,333,482	1,891,341	1,448,425	1,005,509	783,022	558,094	327,525
	120.00	2,310,720	1,868,442	1,425,526	982,610	759,984	534,252	303,684
	130.00	2,287,958	1,845,542	1,402,626	959,711	736,946	510,411	279,453
	140.00	2,265,197	1,822,643	1,379,727	936,705	713,908	486,569	255,076
	150.00	2,242,435	1,799,744	1,356,828	913,667	690,871	462,728	230,699
	160.00	2,219,673	1,776,844	1,333,928	890,629	667,833	438,887	206,321
	170.00	2,196,861	1,753,945	1,311,029	867,592	644,795	415,045	181,944
	180.00	2,173,961	1,731,045	1,288,130	844,554	621,757	391,204	157,567
	190.00	2,151,062	1,708,146	1,265,230	821,516	597,931	367,362	133,190
	200.00	2,128,163	1,685,247	1,242,331	798,478	574,089	343,521	108,813
	210.00	2,105,263	1,662,347	1,219,432	775,441	550,248	319,680	84,436
	220.00	2,082,364	1,639,448	1,196,532	752,403	526,407	295,808	60,058
	230.00	2,059,465	1,616,549	1,173,633	729,365	502,565	271,431	35,681
	240.00	2,036,565	1,593,649	1,150,734	706,327	478,724	247,054	11,304
	250.00	2,013,666	1,570,750	1,127,834	683,289	454,882	222,677	(13,073)

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Scheme Typology: **Flats (Conversion)** No Units: **10**
Site Typology: Location / Value Zone: **High** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	1,257,402	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	635,727	947,187	1,257,402	1,567,618	1,877,833	2,188,048	2,498,264
	10.00	612,388	924,288	1,234,503	1,544,718	1,854,934	2,165,149	2,475,364
CIL £psm	20.00	588,547	901,388	1,211,604	1,521,819	1,832,034	2,142,250	2,452,465
0.00	30.00	564,705	878,367	1,188,704	1,498,920	1,809,135	2,119,350	2,429,566
(recommended CIL)	40.00	540,864	855,329	1,165,805	1,476,020	1,786,236	2,096,451	2,406,666
(100)	50.00	517,023	832,292	1,142,905	1,453,121	1,763,336	2,073,552	2,383,767
	60.00	493,181	809,254	1,120,006	1,430,222	1,740,437	2,050,652	2,360,868
	70.00	469,340	786,216	1,097,107	1,407,322	1,717,538	2,027,753	2,337,968
	80.00	445,498	763,178	1,074,207	1,384,423	1,694,638	2,004,854	2,315,069
	90.00	421,657	740,141	1,051,308	1,361,523	1,671,739	1,981,954	2,292,170
	100.00	397,816	717,103	1,028,409	1,338,624	1,648,839	1,959,055	2,269,270
	110.00	373,974	694,065	1,005,509	1,315,725	1,625,940	1,936,155	2,246,371
	120.00	350,133	671,027	982,610	1,292,825	1,603,041	1,913,256	2,223,471
	130.00	326,291	647,990	959,711	1,269,926	1,580,141	1,890,357	2,200,572
	140.00	302,450	624,952	936,705	1,247,027	1,557,242	1,867,457	2,177,673
	150.00	278,191	601,237	913,667	1,224,127	1,534,343	1,844,558	2,154,773
	160.00	253,814	577,395	890,629	1,201,228	1,511,443	1,821,659	2,131,874
	170.00	229,437	553,554	867,592	1,178,329	1,488,544	1,798,759	2,108,975
	180.00	205,060	529,713	844,554	1,155,429	1,465,645	1,775,860	2,086,075
	190.00	180,683	505,871	821,516	1,132,530	1,442,745	1,752,961	2,063,176
	200.00	156,305	482,030	798,478	1,109,631	1,419,846	1,730,061	2,040,277
	210.00	131,928	458,188	775,441	1,086,731	1,396,947	1,707,162	2,017,377
	220.00	107,551	434,347	752,403	1,063,832	1,374,047	1,684,263	1,994,478
	230.00	83,174	410,505	729,365	1,040,933	1,351,148	1,661,363	1,971,579
	240.00	58,797	386,664	706,327	1,018,033	1,328,249	1,638,464	1,948,679
	250.00	34,420	362,823	683,289	995,043	1,305,349	1,615,565	1,925,780

TABLE 8

Balance (RLV - BLV £ per acre (n))	1,257,402	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	1,257,402	1,581,210	1,905,017	2,228,683	2,550,545	2,872,407	4,475,553
	10.00	1,234,503	1,558,310	1,882,118	2,205,921	2,527,783	2,849,645	4,452,928
CIL £psm	20.00	1,211,604	1,535,411	1,859,218	2,183,026	2,505,021	2,826,883	4,430,303
0.00	30.00	1,188,704	1,512,512	1,836,319	2,160,126	2,482,260	2,804,121	4,407,678
(recommended CIL)	40.00	1,165,805	1,489,612	1,813,420	2,137,227	2,459,498	2,781,360	4,385,053
(100)	50.00	1,142,905	1,466,713	1,790,520	2,114,328	2,436,736	2,758,598	4,362,428
	60.00	1,120,006	1,443,814	1,767,621	2,091,428	2,413,974	2,735,836	4,339,803
	70.00	1,097,107	1,420,914	1,744,722	2,068,529	2,391,213	2,713,074	4,317,178
	80.00	1,074,207	1,398,015	1,721,822	2,045,630	2,368,451	2,690,313	4,294,553
	90.00	1,051,308	1,375,116	1,698,923	2,022,730	2,345,689	2,667,551	4,271,928
	100.00	1,028,409	1,352,216	1,676,024	1,999,831	2,322,927	2,644,789	4,249,303
	110.00	1,005,509	1,329,317	1,653,124	1,976,932	2,300,165	2,622,027	4,226,678
	120.00	982,610	1,306,417	1,630,225	1,954,032	2,277,404	2,599,265	4,204,053
	130.00	959,711	1,283,518	1,607,326	1,931,133	2,254,642	2,576,504	4,181,428
	140.00	936,705	1,260,619	1,584,426	1,908,234	2,231,880	2,553,742	4,158,803
	150.00	913,667	1,237,719	1,561,527	1,885,334	2,209,118	2,530,980	4,136,178
	160.00	890,629	1,214,820	1,538,627	1,862,435	2,186,242	2,508,218	4,113,553
	170.00	867,592	1,191,921	1,515,728	1,839,536	2,163,343	2,485,457	4,090,928
	180.00	844,554	1,169,021	1,492,829	1,816,636	2,140,444	2,462,695	4,068,304
	190.00	821,516	1,146,122	1,469,929	1,793,737	2,117,544	2,439,933	4,045,679
	200.00	798,478	1,123,223	1,447,030	1,770,837	2,094,645	2,417,171	4,023,054
	210.00	775,441	1,100,323	1,424,131	1,747,938	2,071,746	2,394,410	4,000,429
	220.00	752,403	1,077,424	1,401,231	1,725,039	2,048,846	2,371,648	3,977,804
	230.00	729,365	1,054,525	1,378,332	1,702,139	2,025,947	2,348,886	3,955,179
	240.00	706,327	1,031,625	1,355,433	1,679,240	2,003,047	2,326,124	3,932,554
	250.00	683,289	1,008,726	1,332,533	1,656,341	1,980,148	2,303,363	3,909,929

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats (Conversion)**	No Units:	**10**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**CC**	
Scheme Typology:	Flats (Conversion)	
No Units:	10	
Location / Value Zone:	High	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	2,457,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	-	
Sub-total CIL+S106 (£ per unit)	-	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	-	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	27.32%	
Developers Profit Total (£)	430,063	
Land Value KPI's		
RLV (£/acre (net))	1,457,402	
RLV (£/ha (net))	3,601,241	
RLV (% of GDV)	16.28%	
RLV Total (£)	400,138	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	54,911	
Surplus/Deficit (£/acre) [RLV-BLV]	1,257,402	
Surplus/Deficit (£/ha)	3,107,041	
Surplus/Deficit Total (£)	345,227	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	44,907	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	33,980	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	7,889	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	DD				(see Typologies Matrix)
Scheme Typology:	Flats		No Units:	25	
Site Typology:	Location / Value Zone:	High	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			25	Units	
AH Policy requirement (% Target)			0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%		
AH tenure split %	Affordable Rent:			70.0%	
	Social Rent:			0.0%	70.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	35.0%	8.8	46.0%	0.0	35%	8.8
2 bed Flat	65.0%	16.3	54.0%	0.0	65%	16.3
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	25.0	100.0%	0.0	100%	25.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	515	5,540	0	0	515	5,540
2 bed Flat	1,243	13,376	0	0	1,243	13,376
3 bed Flat	0	0	0	0	0	0
	1,757	18,916	0	0	1,757	18,916
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	0
4 bed House (with garage)	450,000	3,913	364	3,237	301	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	1,837,500
2 bed Flat	265,000	4,077	379	3,465	322	4,306,250
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						6,143,750

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	0.0	@	337,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	372,500		-
4 bed House (with garage)	0.0	@	450,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	8.8	@	210,000		1,837,500
2 bed Flat	16.3	@	265,000		4,306,250
3 bed Flat	0.0	@	0		-
	25.0				6,143,750
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**25**				**6,143,750**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	25	units @	0	per unit	-
Total GDV					**6,143,750**

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats**	No Units:	**25**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25				(capped at £411,885)	15,875	£		(15,875)
Planning Application Professional Fees, Surveys and reports					(capped at £1,500,000)	63,500	£		(63,500)
Building Safety Levy			1,757	sqm	15.11	£ psm			(26,554)
CIL (Mrkt only inc. garages)	Max		1,757	sqm	0.00	£ psm			-
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	Year 2				0				-
	Year 3				0				-
	Year 4				0				-
	Year 5				0				-
	Year 6				0				-
	Year 7				0				-
	Year 8				0				-
	Year 9				0				-
	Year 10				0				-
	Year 11				0				-
	Year 12				0				-
	Year 13				0				-
	Year 14				0				-
	Year 15				0				-
Site Specific S106 (installment)			25	units @	2,500	per unit			(62,500)
	Sub-total							(62,500)	
S106 analysis:	387,500	£ per ha	1.02%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum			1,757	sqm (total)	0	£ psm			-
Comm. Sum analysis:			0.00%	% of GDV					
Construction Costs -									
Site Clearance, Demolition & Remediation			0.16	ha @	123,500	£ per ha (if brownfield)			(19,919)
Strategic Site Infra. costs	Year 1	0							-
	Year 2	0							-
	Year 3	0							-
	Year 4	0							-
	Year 5	0							-
	Year 6	0							-
	Year 7	0							-
	Year 8	0							-
	Year 9	0							-
	Year 10	0							-
	Year 11	0							-
	Year 12	0							-
	Year 13	0							-
	Year 14	0							-
	Year 15	0							-
	Years 1-15		25	units @	0	per unit			-
	Sub-total							-	
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
2 bed House			-	sqm @	1,892	psm			-
3 bed House			-	sqm @	1,892	psm			-
3 bed House (EXC. garage)			-	sqm @	1,892	psm			-
4 bed House (EXC. garage)			-	sqm @	1,892	psm			-
5 bed House (EXC. garage)			-	sqm @	1,892	psm			-
1 bed Flat			515	sqm @	2,064	psm			(1,062,353)
2 bed Flat			1,243	sqm @	2,064	psm			(2,564,824)
3 bed Flat			-	sqm @	2,064	psm			-
Garages for 3B House	-	16.0	0	sqm @	600	psm			-
Garages for 4B House	-	24.0	0	sqm @	600	psm			-
Garages for 5B House	-	-	0	sqm @	600	psm			-
Total GIA check:			1,757	£ per garage	£0				
External works			3,627,176	@	10.0%				(362,718)
Ext. Works analysis:					14,509	£ per unit (total units)			
Policy Costs on design -									
Net Biodiversity costs			25	units @	0	£ per unit			-
M4(2) Category 2 Housing	Aff units	-	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	25	units @	100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units	-	units @	10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units	25	units @	10%	@	0	£ per unit		-
Part L/FHS		25	units @			4,350	£ per unit		(108,750)
Part L/FHS analysis:					3.0%	% of BCIS costs			
Net Zero for Housing		-	sqm			0	£ psm		-
Net Zero for Flats		1,757	sqm			0	£ psm		-
Water Efficiency		25	units @			20	£ per unit		(500)
Urban Greening Factor	25.0	flats @	6	per floor = GIA	422	0	£ per unit		-
	Sub-total							(109,250)	
Policy Costs analysis:	(design costs only)				4,370	£ per unit (total units)			
					3.0%	% of BCIS costs			
Contingency (on construction)			4,119,063	@	5.0%				(205,953)

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats**		No Units:	**25**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees			4,119,063	@	10.0%			(411,906)
Disposal Costs -								
OMS Marketing and Promotion			6,143,750	OMS @	1.00%	2,458	£ per unit	(61,438)
Residential Sales Agent Costs			6,143,750	OMS @	1.00%	2,458	£ per unit	(61,438)
Residential Sales Legal Costs			6,143,750	OMS @	0.50%	1,229	£ per unit	(30,719)
Affordable Sale Legal Costs							lump sum	-
Empty Property Costs (SC, Council Tax proxy)		25	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:						6,144	£ per unit (exc. EPC)	
Interest (on Development Costs) -			7.50%	APR	0.604%	pcm		(306,881)
Developers Profit -								
Profit on OMS			6,143,750		17.50%			(1,075,156)
Margin on AH			0		6.00%	on AH values		-
Profit analysis:			6,143,750		17.50%	blended GDV	(1,075,156)	
			5,365,827		20.04%	on costs	(1,075,156)	
TOTAL COSTS								**(6,440,983)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(297,233)
SDLT			-	@	HMRC formula		-
Acquisition Agent fees			-	@	1.0%		-
Acquisition Legal fees			-	@	0.5%		-
Interest on Land			-	@	7.50%		-
Residual Land Value							**(297,233)**
RLV analysis:	(11,889)	£ per plot	(1,842,844)	£ per ha (net)	(745,789)	£ per acre (net)	
			(1,842,844)	£ per ha (gross)	(745,789)	£ per acre (gross)	
					-4.84%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)							
Residential Density			155.0	dph (net)			
Site Area (net)			0.16	ha (net)	0.40	acres (net)	
Net to Gross ratio			100%				
Site Area (gross)			0.16	ha (gross)	0.40	acres (gross)	
Density analysis:			10,896	sqm/ha (net)	47,462	sqft/ac (net)	
			155	dph (gross)			
Benchmark Land Value (net)	3,188	£ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)	**79,710**
BLV analysis:			494,200	£ per ha (net)	200,000	£ per acre (net)	

BALANCE					
Surplus/(Deficit)	**(2,337,044)**	£ per ha (net)	**(945,789)**	£ per acre (net)	**(376,943)**

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Scheme Typology:	**Flats**	No Units:	**25**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n)) -	945,789	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(945,789)	(1,073,568)	(1,201,347)	(1,329,891)	(1,458,597)	(1,587,303)	(1,716,009)
	10.00	(993,630)	(1,119,017)	(1,244,503)	(1,370,803)	(1,497,102)	(1,623,401)	(1,749,700)
Max CIL £ psm	20.00	(1,041,472)	(1,164,467)	(1,287,821)	(1,411,714)	(1,535,606)	(1,659,499)	(1,783,392)
0.00	30.00	(1,089,314)	(1,209,916)	(1,331,139)	(1,452,625)	(1,574,111)	(1,695,597)	(1,817,083)
(recommended CIL)	40.00	(1,137,155)	(1,255,377)	(1,374,457)	(1,493,536)	(1,612,616)	(1,731,695)	(1,850,775)
(100)	50.00	(1,184,997)	(1,301,101)	(1,417,775)	(1,534,448)	(1,651,121)	(1,767,794)	(1,884,467)
	60.00	(1,232,839)	(1,346,826)	(1,461,092)	(1,575,359)	(1,689,625)	(1,803,892)	(1,918,158)
	70.00	(1,280,690)	(1,392,550)	(1,504,410)	(1,616,270)	(1,728,130)	(1,839,990)	(1,951,850)
	80.00	(1,328,821)	(1,438,274)	(1,547,728)	(1,657,181)	(1,766,635)	(1,876,088)	(1,985,541)
	90.00	(1,376,952)	(1,483,999)	(1,591,046)	(1,698,093)	(1,805,139)	(1,912,186)	(2,019,233)
	100.00	(1,425,083)	(1,529,723)	(1,634,363)	(1,739,004)	(1,843,644)	(1,948,284)	(2,052,925)
	110.00	(1,473,214)	(1,575,447)	(1,677,681)	(1,779,915)	(1,882,149)	(1,984,383)	(2,086,616)
	120.00	(1,521,345)	(1,621,172)	(1,720,999)	(1,820,826)	(1,920,654)	(2,020,481)	(2,120,308)
	130.00	(1,569,475)	(1,666,896)	(1,764,317)	(1,861,738)	(1,959,158)	(2,056,579)	(2,154,000)
	140.00	(1,617,606)	(1,712,621)	(1,807,635)	(1,902,649)	(1,997,663)	(2,092,677)	(2,187,691)
	150.00	(1,665,737)	(1,758,345)	(1,850,952)	(1,943,560)	(2,036,168)	(2,128,775)	(2,221,383)
	160.00	(1,713,868)	(1,804,069)	(1,894,270)	(1,984,471)	(2,074,672)	(2,164,873)	(2,255,074)
	170.00	(1,761,999)	(1,849,794)	(1,937,588)	(2,025,383)	(2,113,177)	(2,200,972)	(2,289,019)
	180.00	(1,810,130)	(1,895,518)	(1,980,906)	(2,066,294)	(2,151,682)	(2,237,070)	(2,323,288)
	190.00	(1,858,261)	(1,941,242)	(2,024,224)	(2,107,205)	(2,190,186)	(2,273,168)	(2,357,594)
	200.00	(1,906,392)	(1,986,967)	(2,067,541)	(2,148,116)	(2,228,691)	(2,309,266)	(2,391,901)
	210.00	(1,954,523)	(2,032,691)	(2,110,859)	(2,189,028)	(2,267,196)	(2,345,364)	(2,426,207)
	220.00	(2,002,653)	(2,078,415)	(2,154,177)	(2,229,939)	(2,305,701)	(2,381,559)	(2,460,513)
	230.00	(2,050,784)	(2,124,140)	(2,197,495)	(2,270,850)	(2,344,205)	(2,418,160)	(2,494,820)
	240.00	(2,098,915)	(2,169,864)	(2,240,813)	(2,311,761)	(2,382,710)	(2,454,917)	(2,529,126)
	250.00	(2,147,046)	(2,215,588)	(2,284,130)	(2,352,673)	(2,421,215)	(2,491,674)	(2,563,432)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(945,789)	Site Specific S106		100%	(where 110% is a 10% increase etc.)			
		0%	25%	50%	75%	100%	125%	150%
	0.00	(775,640)	(818,178)	(860,715)	(903,252)	(945,789)	(988,326)	(1,030,863)
	10.00	(823,482)	(866,019)	(908,556)	(951,093)	(993,630)	(1,036,167)	(1,078,705)
CIL £psm	20.00	(871,324)	(913,861)	(956,398)	(998,935)	(1,041,472)	(1,084,009)	(1,126,546)
0.00	30.00	(919,166)	(961,703)	(1,004,240)	(1,046,777)	(1,089,314)	(1,131,851)	(1,174,388)
(recommended CIL)	40.00	(967,007)	(1,009,544)	(1,052,081)	(1,094,618)	(1,137,155)	(1,179,692)	(1,222,230)
(100)	50.00	(1,014,849)	(1,057,386)	(1,099,923)	(1,142,460)	(1,184,997)	(1,227,534)	(1,270,071)
	60.00	(1,062,691)	(1,105,228)	(1,147,765)	(1,190,302)	(1,232,839)	(1,275,376)	(1,318,148)
	70.00	(1,110,532)	(1,153,069)	(1,195,606)	(1,238,143)	(1,280,690)	(1,323,484)	(1,366,279)
	80.00	(1,158,374)	(1,200,911)	(1,243,448)	(1,286,027)	(1,328,821)	(1,371,615)	(1,414,409)
	90.00	(1,206,216)	(1,248,753)	(1,291,364)	(1,334,158)	(1,376,952)	(1,419,746)	(1,462,540)
	100.00	(1,254,057)	(1,296,700)	(1,339,494)	(1,382,289)	(1,425,083)	(1,467,877)	(1,510,671)
	110.00	(1,302,037)	(1,344,831)	(1,387,625)	(1,430,420)	(1,473,214)	(1,516,008)	(1,558,802)
	120.00	(1,350,168)	(1,392,962)	(1,435,756)	(1,478,550)	(1,521,345)	(1,564,139)	(1,606,933)
	130.00	(1,398,299)	(1,441,093)	(1,483,887)	(1,526,681)	(1,569,475)	(1,612,270)	(1,655,064)
	140.00	(1,446,430)	(1,489,224)	(1,532,018)	(1,574,812)	(1,617,606)	(1,660,401)	(1,703,195)
	150.00	(1,494,560)	(1,537,355)	(1,580,149)	(1,622,943)	(1,665,737)	(1,708,531)	(1,751,326)
	160.00	(1,542,691)	(1,585,486)	(1,628,280)	(1,671,074)	(1,713,868)	(1,756,662)	(1,799,457)
	170.00	(1,590,822)	(1,633,616)	(1,676,411)	(1,719,205)	(1,761,999)	(1,804,793)	(1,847,587)
	180.00	(1,638,953)	(1,681,747)	(1,724,542)	(1,767,336)	(1,810,130)	(1,852,924)	(1,895,718)
	190.00	(1,687,084)	(1,729,878)	(1,772,672)	(1,815,467)	(1,858,261)	(1,901,055)	(1,943,849)
	200.00	(1,735,215)	(1,778,009)	(1,820,803)	(1,863,597)	(1,906,392)	(1,949,186)	(1,991,980)
	210.00	(1,783,346)	(1,826,140)	(1,868,934)	(1,911,728)	(1,954,523)	(1,997,317)	(2,040,111)
	220.00	(1,831,477)	(1,874,271)	(1,917,065)	(1,959,859)	(2,002,653)	(2,045,448)	(2,088,242)
	230.00	(1,879,608)	(1,922,402)	(1,965,196)	(2,007,990)	(2,050,784)	(2,093,578)	(2,136,373)
	240.00	(1,927,738)	(1,970,533)	(2,013,327)	(2,056,121)	(2,098,915)	(2,141,709)	(2,184,504)
	250.00	(1,975,869)	(2,018,663)	(2,061,458)	(2,104,252)	(2,147,046)	(2,189,840)	(2,232,634)

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Scheme Typology: Flats — No Units: 25
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	(945,789)	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	(560,406)	(714,559)	(868,712)	(1,022,865)	(1,177,018)	(1,331,172)	(1,485,325)
	10.00	(608,247)	(762,401)	(916,554)	(1,070,707)	(1,224,860)	(1,379,013)	(1,533,167)
CIL £psm	20.00	(656,089)	(810,242)	(964,395)	(1,118,549)	(1,272,702)	(1,426,855)	(1,581,008)
0.00	30.00	(703,931)	(858,084)	(1,012,237)	(1,166,390)	(1,320,544)	(1,474,697)	(1,628,850)
(recommended CIL)	40.00	(751,772)	(905,926)	(1,060,079)	(1,214,232)	(1,368,385)	(1,522,538)	(1,676,692)
(100)	50.00	(799,614)	(953,767)	(1,107,921)	(1,262,074)	(1,416,227)	(1,570,380)	(1,724,533)
	60.00	(847,456)	(1,001,609)	(1,155,762)	(1,309,915)	(1,464,069)	(1,618,222)	(1,772,375)
	70.00	(895,307)	(1,049,460)	(1,203,614)	(1,357,767)	(1,511,920)	(1,666,073)	(1,820,226)
	80.00	(943,438)	(1,097,591)	(1,251,744)	(1,405,898)	(1,560,051)	(1,714,204)	(1,868,357)
	90.00	(991,569)	(1,145,722)	(1,299,875)	(1,454,029)	(1,608,182)	(1,762,335)	(1,916,488)
	100.00	(1,039,700)	(1,193,853)	(1,348,006)	(1,502,159)	(1,656,313)	(1,810,466)	(1,964,619)
	110.00	(1,087,831)	(1,241,984)	(1,396,137)	(1,550,290)	(1,704,443)	(1,858,597)	(2,012,750)
	120.00	(1,135,962)	(1,290,115)	(1,444,268)	(1,598,421)	(1,752,574)	(1,906,728)	(2,060,881)
	130.00	(1,184,093)	(1,338,246)	(1,492,399)	(1,646,552)	(1,800,705)	(1,954,858)	(2,109,012)
	140.00	(1,232,223)	(1,386,377)	(1,540,530)	(1,694,683)	(1,848,836)	(2,002,989)	(2,157,142)
	150.00	(1,280,354)	(1,434,507)	(1,588,661)	(1,742,814)	(1,896,967)	(2,051,120)	(2,205,273)
	160.00	(1,328,485)	(1,482,638)	(1,636,792)	(1,790,945)	(1,945,098)	(2,099,251)	(2,253,404)
	170.00	(1,376,616)	(1,530,769)	(1,684,922)	(1,839,076)	(1,993,229)	(2,147,382)	(2,301,535)
	180.00	(1,424,747)	(1,578,900)	(1,733,053)	(1,887,206)	(2,041,360)	(2,195,513)	(2,349,666)
	190.00	(1,472,878)	(1,627,031)	(1,781,184)	(1,935,337)	(2,089,491)	(2,243,644)	(2,397,797)
	200.00	(1,521,009)	(1,675,162)	(1,829,315)	(1,983,468)	(2,137,621)	(2,291,775)	(2,445,928)
	210.00	(1,569,140)	(1,723,293)	(1,877,446)	(2,031,599)	(2,185,752)	(2,339,905)	(2,494,059)
	220.00	(1,617,270)	(1,771,424)	(1,925,577)	(2,079,730)	(2,233,883)	(2,388,036)	(2,542,190)
	230.00	(1,665,401)	(1,819,555)	(1,973,708)	(2,127,861)	(2,282,014)	(2,436,167)	(2,590,320)
	240.00	(1,713,532)	(1,867,685)	(2,021,839)	(2,175,992)	(2,330,145)	(2,484,298)	(2,638,451)
	250.00	(1,761,663)	(1,915,816)	(2,069,969)	(2,224,123)	(2,378,276)	(2,532,429)	(2,686,582)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(945,789)	BLV (£ per acre (n)) 100,000	125,000	200,000 150,000	175,000	200,000	225,000	250,000
	0.00	(845,789)	(870,789)	(895,789)	(920,789)	(945,789)	(970,789)	(995,789)
	10.00	(893,630)	(918,630)	(943,630)	(968,630)	(993,630)	(1,018,630)	(1,043,630)
CIL £psm	20.00	(941,472)	(966,472)	(991,472)	(1,016,472)	(1,041,472)	(1,066,472)	(1,091,472)
0.00	30.00	(989,314)	(1,014,314)	(1,039,314)	(1,064,314)	(1,089,314)	(1,114,314)	(1,139,314)
(recommended CIL)	40.00	(1,037,155)	(1,062,155)	(1,087,155)	(1,112,155)	(1,137,155)	(1,162,155)	(1,187,155)
(100)	50.00	(1,084,997)	(1,109,997)	(1,134,997)	(1,159,997)	(1,184,997)	(1,209,997)	(1,234,997)
	60.00	(1,132,839)	(1,157,839)	(1,182,839)	(1,207,839)	(1,232,839)	(1,257,839)	(1,282,839)
	70.00	(1,180,690)	(1,205,690)	(1,230,690)	(1,255,690)	(1,280,690)	(1,305,690)	(1,330,690)
	80.00	(1,228,821)	(1,253,821)	(1,278,821)	(1,303,821)	(1,328,821)	(1,353,821)	(1,378,821)
	90.00	(1,276,952)	(1,301,952)	(1,326,952)	(1,351,952)	(1,376,952)	(1,401,952)	(1,426,952)
	100.00	(1,325,083)	(1,350,083)	(1,375,083)	(1,400,083)	(1,425,083)	(1,450,083)	(1,475,083)
	110.00	(1,373,214)	(1,398,214)	(1,423,214)	(1,448,214)	(1,473,214)	(1,498,214)	(1,523,214)
	120.00	(1,421,345)	(1,446,345)	(1,471,345)	(1,496,345)	(1,521,345)	(1,546,345)	(1,571,345)
	130.00	(1,469,475)	(1,494,475)	(1,519,475)	(1,544,475)	(1,569,475)	(1,594,475)	(1,619,475)
	140.00	(1,517,606)	(1,542,606)	(1,567,606)	(1,592,606)	(1,617,606)	(1,642,606)	(1,667,606)
	150.00	(1,565,737)	(1,590,737)	(1,615,737)	(1,640,737)	(1,665,737)	(1,690,737)	(1,715,737)
	160.00	(1,613,868)	(1,638,868)	(1,663,868)	(1,688,868)	(1,713,868)	(1,738,868)	(1,763,868)
	170.00	(1,661,999)	(1,686,999)	(1,711,999)	(1,736,999)	(1,761,999)	(1,786,999)	(1,811,999)
	180.00	(1,710,130)	(1,735,130)	(1,760,130)	(1,785,130)	(1,810,130)	(1,835,130)	(1,860,130)
	190.00	(1,758,261)	(1,783,261)	(1,808,261)	(1,833,261)	(1,858,261)	(1,883,261)	(1,908,261)
	200.00	(1,806,392)	(1,831,392)	(1,856,392)	(1,881,392)	(1,906,392)	(1,931,392)	(1,956,392)
	210.00	(1,854,523)	(1,879,523)	(1,904,523)	(1,929,523)	(1,954,523)	(1,979,523)	(2,004,523)
	220.00	(1,902,653)	(1,927,653)	(1,952,653)	(1,977,653)	(2,002,653)	(2,027,653)	(2,052,653)
	230.00	(1,950,784)	(1,975,784)	(2,000,784)	(2,025,784)	(2,050,784)	(2,075,784)	(2,100,784)
	240.00	(1,998,915)	(2,023,915)	(2,048,915)	(2,073,915)	(2,098,915)	(2,123,915)	(2,148,915)
	250.00	(2,047,046)	(2,072,046)	(2,097,046)	(2,122,046)	(2,147,046)	(2,172,046)	(2,197,046)

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Scheme Typology: Flats | No Units: 25
Site Typology: Location / Value Zone: High | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(945,789)	Density (dph) (net) 30	35	155 40	45	50	55	60
	0.00	(394,638)	(416,684)	(438,730)	(460,776)	(482,822)	(504,868)	(526,914)
	10.00	(403,898)	(427,487)	(451,076)	(474,666)	(498,255)	(521,844)	(545,434)
CIL £psm	20.00	(413,184)	(438,290)	(463,423)	(488,555)	(513,688)	(538,820)	(563,953)
0.00	30.00	(422,499)	(449,126)	(475,769)	(502,445)	(529,121)	(555,797)	(582,472)
(recommended CIL)	40.00	(431,815)	(459,994)	(488,174)	(516,353)	(544,553)	(572,773)	(600,992)
(100)	50.00	(441,131)	(470,862)	(500,594)	(530,326)	(560,058)	(589,790)	(619,522)
	60.00	(450,446)	(481,731)	(513,015)	(544,300)	(575,584)	(606,869)	(638,153)
	70.00	(459,762)	(492,599)	(525,436)	(558,273)	(591,110)	(623,948)	(656,785)
	80.00	(469,078)	(503,467)	(537,857)	(572,247)	(606,636)	(641,026)	(675,416)
	90.00	(478,393)	(514,336)	(550,278)	(586,220)	(622,163)	(658,105)	(694,047)
	100.00	(487,709)	(525,204)	(562,699)	(600,194)	(637,689)	(675,184)	(712,679)
	110.00	(497,024)	(536,072)	(575,120)	(614,167)	(653,215)	(692,262)	(731,310)
	120.00	(506,340)	(546,940)	(587,540)	(628,141)	(668,741)	(709,341)	(749,941)
	130.00	(515,656)	(557,809)	(599,961)	(642,114)	(684,267)	(726,420)	(768,573)
	140.00	(524,971)	(568,677)	(612,382)	(656,088)	(699,793)	(743,498)	(787,204)
	150.00	(534,287)	(579,545)	(624,803)	(670,061)	(715,319)	(760,577)	(805,835)
	160.00	(543,603)	(590,413)	(637,224)	(684,035)	(730,845)	(777,656)	(824,466)
	170.00	(552,918)	(601,282)	(649,645)	(698,008)	(746,371)	(794,735)	(843,098)
	180.00	(562,234)	(612,150)	(662,066)	(711,982)	(761,897)	(811,813)	(861,729)
	190.00	(571,550)	(623,018)	(674,487)	(725,955)	(777,423)	(828,892)	(880,360)
	200.00	(580,865)	(633,886)	(686,907)	(739,929)	(792,950)	(845,971)	(898,992)
	210.00	(590,181)	(644,755)	(699,328)	(753,902)	(808,476)	(863,049)	(917,623)
	220.00	(599,497)	(655,623)	(711,749)	(767,875)	(824,002)	(880,128)	(936,254)
	230.00	(608,812)	(666,491)	(724,170)	(781,849)	(839,528)	(897,207)	(954,886)
	240.00	(618,128)	(677,359)	(736,591)	(795,822)	(855,054)	(914,285)	(973,517)
	250.00	(627,444)	(688,228)	(749,012)	(809,796)	(870,580)	(931,364)	(992,148)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(945,789)	Build cost 70%	100% 80%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 90%	100%	105%	110%	115%
	0.00	2,391,506	1,327,464	255,499	(945,789)	(1,572,113)	(2,200,452)	(2,828,791)
	10.00	2,350,855	1,286,567	212,919	(993,630)	(1,620,244)	(2,248,583)	(2,876,922)
CIL £psm	20.00	2,310,204	1,245,671	170,340	(1,041,472)	(1,668,375)	(2,296,714)	(2,925,227)
0.00	30.00	2,269,553	1,204,774	127,430	(1,089,314)	(1,716,506)	(2,344,845)	(2,974,091)
(recommended CIL)	40.00	2,228,902	1,163,877	83,894	(1,137,155)	(1,764,637)	(2,392,976)	(3,023,100)
(100)	50.00	2,188,252	1,122,981	40,358	(1,184,997)	(1,812,767)	(2,441,106)	(3,072,109)
	60.00	2,147,601	1,082,084	(3,178)	(1,232,839)	(1,860,898)	(2,489,237)	(3,121,118)
	70.00	2,106,950	1,041,188	(46,713)	(1,280,690)	(1,909,029)	(2,537,368)	(3,170,127)
	80.00	2,066,299	1,000,291	(90,249)	(1,328,821)	(1,957,160)	(2,585,499)	(3,219,136)
	90.00	2,025,648	959,394	(133,785)	(1,376,952)	(2,005,291)	(2,633,630)	(3,268,145)
	100.00	1,984,997	918,498	(177,321)	(1,425,083)	(2,053,422)	(2,681,761)	(3,317,154)
	110.00	1,944,346	877,601	(222,920)	(1,473,214)	(2,101,553)	(2,729,892)	(3,366,163)
	120.00	1,903,695	836,704	(270,762)	(1,521,345)	(2,149,684)	(2,778,023)	(3,415,172)
	130.00	1,863,044	795,808	(318,603)	(1,569,475)	(2,197,815)	(2,826,154)	(3,464,181)
	140.00	1,822,393	754,911	(366,445)	(1,617,606)	(2,245,945)	(2,874,284)	(3,513,190)
	150.00	1,781,743	714,014	(414,287)	(1,665,737)	(2,294,076)	(2,922,564)	(3,562,199)
	160.00	1,740,912	673,118	(462,128)	(1,713,868)	(2,342,207)	(2,971,405)	(3,611,208)
	170.00	1,700,016	632,221	(509,970)	(1,761,999)	(2,390,338)	(3,020,414)	(3,660,217)
	180.00	1,659,119	591,325	(557,812)	(1,810,130)	(2,438,469)	(3,069,423)	(3,709,226)
	190.00	1,618,223	550,428	(605,653)	(1,858,261)	(2,486,600)	(3,118,432)	(3,758,235)
	200.00	1,577,326	509,531	(653,495)	(1,906,392)	(2,534,731)	(3,167,441)	(3,807,244)
	210.00	1,536,429	468,635	(701,337)	(1,954,523)	(2,582,862)	(3,216,450)	(3,856,253)
	220.00	1,495,533	427,738	(749,179)	(2,002,653)	(2,630,992)	(3,265,459)	(3,905,262)
	230.00	1,454,636	386,841	(797,020)	(2,050,784)	(2,679,123)	(3,314,468)	(3,954,271)
	240.00	1,413,739	345,252	(844,862)	(2,098,915)	(2,727,254)	(3,363,477)	(4,003,280)
	250.00	1,372,843	302,744	(892,704)	(2,147,046)	(2,775,385)	(3,412,486)	(4,052,289)

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats — No Units: 25
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

		Market Values 100%		(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
Balance (RLV - BLV £ per acre (n))	(945,789)	90%	95%	100%	105%	110%	115%	120%
	0.00	(2,214,096)	(1,578,935)	(945,789)	(314,768)	266,992	810,583	1,350,153
	10.00	(2,262,227)	(1,627,066)	(993,630)	(362,610)	224,413	769,687	1,309,256
CIL £psm	20.00	(2,310,358)	(1,675,197)	(1,041,472)	(410,452)	181,834	728,790	1,268,360
0.00	30.00	(2,358,489)	(1,723,328)	(1,089,314)	(458,293)	139,182	687,893	1,227,463
(recommended CIL)	40.00	(2,406,620)	(1,771,459)	(1,137,155)	(506,135)	95,646	646,997	1,186,566
(100)	50.00	(2,454,751)	(1,819,590)	(1,184,997)	(553,977)	52,110	606,100	1,145,670
	60.00	(2,502,882)	(1,867,720)	(1,232,839)	(601,818)	8,574	565,204	1,104,773
	70.00	(2,551,012)	(1,915,851)	(1,280,690)	(649,660)	(34,962)	524,307	1,063,876
	80.00	(2,599,143)	(1,963,982)	(1,328,821)	(697,502)	(78,498)	483,410	1,022,980
	90.00	(2,647,390)	(2,012,113)	(1,376,952)	(745,343)	(122,034)	442,514	982,083
	100.00	(2,696,213)	(2,060,244)	(1,425,083)	(793,185)	(165,570)	401,562	941,187
	110.00	(2,745,222)	(2,108,375)	(1,473,214)	(841,027)	(210,006)	360,230	900,290
	120.00	(2,794,231)	(2,156,506)	(1,521,345)	(888,868)	(257,848)	317,651	859,393
	130.00	(2,843,240)	(2,204,637)	(1,569,475)	(936,710)	(305,690)	275,072	818,497
	140.00	(2,892,249)	(2,252,767)	(1,617,606)	(984,552)	(353,531)	232,493	777,600
	150.00	(2,941,258)	(2,300,898)	(1,665,737)	(1,032,393)	(401,373)	189,914	736,703
	160.00	(2,990,267)	(2,349,029)	(1,713,868)	(1,080,235)	(449,215)	147,335	695,807
	170.00	(3,039,276)	(2,397,160)	(1,761,999)	(1,128,077)	(497,056)	103,907	654,910
	180.00	(3,088,285)	(2,445,291)	(1,810,130)	(1,175,918)	(544,898)	60,371	614,014
	190.00	(3,137,294)	(2,493,422)	(1,858,261)	(1,223,760)	(592,740)	16,836	573,117
	200.00	(3,186,303)	(2,541,553)	(1,906,392)	(1,271,602)	(640,581)	(26,700)	532,220
	210.00	(3,235,312)	(2,589,684)	(1,954,523)	(1,319,444)	(688,423)	(70,236)	491,324
	220.00	(3,284,321)	(2,637,815)	(2,002,653)	(1,367,492)	(736,265)	(113,772)	450,427
	230.00	(3,333,330)	(2,685,945)	(2,050,784)	(1,415,623)	(784,106)	(157,308)	409,369
	240.00	(3,382,339)	(2,734,076)	(2,098,915)	(1,463,754)	(831,948)	(200,928)	368,225
	250.00	(3,431,348)	(2,782,323)	(2,147,046)	(1,511,885)	(879,790)	(248,769)	325,731

TABLE 8

		Grant (£ per unit)	-					
Balance (RLV - BLV £ per acre (n))	(945,789)	0	10,000	20,000	30,000	40,000	50,000	100,000
	0.00	(945,789)	(269,285)	347,865	926,767	1,505,064	2,081,483	4,943,274
	10.00	(993,630)	(317,127)	305,373	885,870	1,464,167	2,040,832	4,903,110
CIL £psm	20.00	(1,041,472)	(364,969)	262,794	844,973	1,423,271	2,000,181	4,862,946
0.00	30.00	(1,089,314)	(412,810)	220,214	804,077	1,382,374	1,959,530	4,822,782
(recommended CIL)	40.00	(1,137,155)	(460,652)	177,635	763,180	1,341,477	1,918,879	4,782,619
(100)	50.00	(1,184,997)	(508,494)	134,889	722,283	1,300,581	1,878,228	4,742,455
	60.00	(1,232,839)	(556,335)	91,353	681,387	1,259,684	1,837,577	4,702,291
	70.00	(1,280,690)	(604,177)	47,817	640,490	1,218,787	1,796,926	4,662,127
	80.00	(1,328,821)	(652,019)	4,281	599,593	1,177,891	1,756,188	4,621,835
	90.00	(1,376,952)	(699,860)	(39,255)	558,697	1,136,994	1,715,291	4,581,429
	100.00	(1,425,083)	(747,702)	(82,791)	517,800	1,096,098	1,674,395	4,541,022
	110.00	(1,473,214)	(795,544)	(126,326)	476,904	1,055,201	1,633,498	4,500,615
	120.00	(1,521,345)	(843,385)	(169,862)	436,007	1,014,304	1,592,602	4,460,209
	130.00	(1,569,475)	(891,227)	(214,723)	395,110	973,408	1,551,705	4,419,802
	140.00	(1,617,606)	(939,069)	(262,565)	353,809	932,511	1,510,808	4,379,395
	150.00	(1,665,737)	(986,910)	(310,407)	311,353	891,614	1,469,912	4,338,989
	160.00	(1,713,868)	(1,034,752)	(358,248)	268,774	850,718	1,429,015	4,298,582
	170.00	(1,761,999)	(1,082,594)	(406,090)	226,195	809,821	1,388,118	4,258,175
	180.00	(1,810,130)	(1,130,435)	(453,932)	183,616	768,924	1,347,222	4,217,769
	190.00	(1,858,261)	(1,178,277)	(501,774)	141,004	728,028	1,306,325	4,177,362
	200.00	(1,906,392)	(1,226,119)	(549,615)	97,468	687,131	1,265,429	4,136,955
	210.00	(1,954,523)	(1,273,960)	(597,457)	53,932	646,235	1,224,532	4,096,549
	220.00	(2,002,653)	(1,322,060)	(645,299)	10,397	605,338	1,183,635	4,056,142
	230.00	(2,050,784)	(1,370,191)	(693,140)	(33,139)	564,441	1,142,739	4,015,736
	240.00	(2,098,915)	(1,418,322)	(740,982)	(76,675)	523,545	1,101,842	3,975,329
	250.00	(2,147,046)	(1,466,453)	(788,824)	(120,211)	482,648	1,060,945	3,934,922

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats**	No Units:	**25**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**DD**	
Scheme Typology:	Flats	
No Units:	25	
Location / Value Zone:	High	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	6,143,750	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	20.04%	
Developers Profit Total (£)	1,075,156	
Land Value KPI's		
RLV (£/acre (net))	(745,789)	
RLV (£/ha (net))	(1,842,844)	
RLV (% of GDV)	-4.84%	
RLV Total (£)	(297,233)	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	79,710	
Surplus/Deficit (£/acre) [RLV-BLV]	(945,789)	
Surplus/Deficit (£/ha)	(2,337,044)	
Surplus/Deficit Total (£)	(376,943)	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	306,881	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	-	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	12,275	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	EE			(see Typologies Matrix)
Scheme Typology:	Houses and Flats	No Units:	30	
Site Typology:	Location / Value Zone: High	Greenfield/Brownfield:	Brownfield	
Notes/Comments:				

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			30	Units	
AH Policy requirement (% Target)			0%		
Open Market Sale (OMS) housing	Open Market Sale (OMS)		100%		
AH tenure split %	Affordable Rent:			70.0%	
	Social Rent:			0.0%	70.0% % Rented
	First Homes:			0.0%	
	Other Intermediate (LCHO/Sub-Market etc.):			30.0%	0.0% % of total (>10% First Homes PPG 023)
			100%	100.0%	
CIL Rate (£ psm)			0.00	£ psm	

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	5.1	17.5%	0.0	17%	5.1
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	9.9	30.0%	0.0	33%	9.9
4 bed House (with garage)	15.0%	4.5	5.0%	0.0	15%	4.5
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	5.4	30.0%	0.0	18%	5.4
2 bed Flat	17.0%	5.1	17.5%	0.0	17%	5.1
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	30.0	100.0%	0.0	100%	30.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	383	4,117	0	0	383	4,117
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	1,049	11,296	0	0	1,049	11,296
4 bed House (with garage)	626	6,733	0	0	626	6,733
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	318	3,419	0	0	318	3,419
2 bed Flat	390	4,198	0	0	390	4,198
3 bed Flat	0	0	0	0	0	0
	2,765	29,763	0	0	2,765	29,763
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	1,721,250
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	3,687,750
4 bed House (with garage)	450,000	3,913	364	3,237	301	2,025,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	1,134,000
2 bed Flat	265,000	4,077	379	3,465	322	1,351,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						9,919,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses and Flats**		No Units:	**30**	
Site Typology:	Location / Value Zone:	**High**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	5.1	@	337,500		1,721,250
3 bed House	0.0	@	0		-
3 bed House (with garage)	9.9	@	372,500		3,687,750
4 bed House (with garage)	4.5	@	450,000		2,025,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	5.4	@	210,000		1,134,000
2 bed Flat	5.1	@	265,000		1,351,500
3 bed Flat	0.0	@	0		-
	30.0				9,919,500
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**30**				**9,919,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	30	units @	0	per unit	-
Total GDV					**9,919,500**

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Scheme Typology:	**Houses and Flats**	No Units:	**30**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	19,050	£		(19,050)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	76,200	£		(76,200)
Building Safety Levy				2,765	sqm	15.11	£ psm			(41,780)
CIL (Mrkt only inc. garages)	Max			2,765	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				30	units @	2,500	per unit			(75,000)
	Sub-total								(75,000)	
S106 analysis:	125,000	£ per ha		0.76%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum				2,765	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				0.60	ha @	123,500	£ per ha (if brownfield)			(74,100)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			30	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				383	sqm @	1,892	psm			(723,690)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				891	sqm @	1,892	psm			(1,685,772)
4 bed House (EXC. garage)				518	sqm @	1,892	psm			(979,110)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				318	sqm @	2,064	psm			(655,624)
2 bed Flat				390	sqm @	2,064	psm			(804,960)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	9.9	16.0		158	sqm @	600	psm			(95,040)
Garages for 4B House	4.5	24.0		108	sqm @	600	psm			(64,800)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				2,765	£ per garage	£0				
External works				5,008,996	@	10.0%				(500,900)
Ext. Works analysis:						16,697	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				30	units @	400	£ per unit			(12,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	30	units @		100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units	30	units @		10%	@	0	£ per unit		-
Part L/FHS		30	units @				4,350	£ per unit		(130,500)
Part L/FHS analysis:						2.6%	% of BCIS costs			
Net Zero for Housing		2,057	sqm				0	£ psm		-
Net Zero for Flats		708	sqm				0	£ psm		-
Water Efficiency		30	units @				20	£ per unit		(600)
Urban Greening Factor	10.5	flats @	6		per floor = GIA	404	0	£ per unit		-
	Sub-total								(143,100)	
Policy Costs analysis:	(design costs only)					4,770	£ per unit (total units)			
						2.9%	% of BCIS costs			
Contingency (on construction)				5,727,095	@	5.0%				(286,355)

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Scheme Typology:	**Houses and Flats**	No Units:	**30**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

Professional Fees		5,727,095	@	10.0%			(572,710)
Disposal Costs -							
OMS Marketing and Promotion		9,919,500	OMS @	1.00%	3,307	£ per unit	(99,195)
Residential Sales Agent Costs		9,919,500	OMS @	1.00%	3,307	£ per unit	(99,195)
Residential Sales Legal Costs		9,919,500	OMS @	0.50%	1,653	£ per unit	(49,598)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	30	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,266	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(400,302)
Developers Profit -							
Profit on OMS		9,919,500		17.50%			(1,735,913)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		9,919,500		17.50%	blended GDV	(1,735,913)	
		7,446,478		23.31%	on costs	(1,735,913)	
TOTAL COSTS							**(9,182,391)**

RESIDUAL LAND VALUE (RLV)						
Residual Land Value (gross)						737,109
SDLT		737,109	@	HMRC formula		(26,355)
Acquisition Agent fees		737,109	@	1.0%		(7,371)
Acquisition Legal fees		737,109	@	0.5%		(3,686)
Interest on Land		737,109	@	7.50%		(55,283)
Residual Land Value						**644,414**
RLV analysis:	21,480 £ per plot	1,074,023	£ per ha (net)	434,651	£ per acre (net)	
		1,020,322	£ per ha (gross)	412,919	£ per acre (gross)	
				6.50%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)						
Residential Density		50.0	dph (net)			
Site Area (net)		0.60	ha (net)	1.48	acres (net)	
Net to Gross ratio		95%				
Site Area (gross)		0.63	ha (gross)	1.56	acres (gross)	
Density analysis:		4,608	sqm/ha (net)	20,075	sqft/ac (net)	
		48	dph (gross)			
Benchmark Land Value (net)	10,404 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)	**312,126**
BLV analysis:		520,211	£ per ha (net)	210,526	£ per acre (net)	

BALANCE				
Surplus/(Deficit)	**553,813**	£ per ha (net)	**224,125**	£ per acre (net)	**332,288**

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Scheme Typology: Houses and Flats — No Units: 30
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV £ per acre (n))	224,125	0%	5%	10%	15%	20%	25%	30%
	0.00	224,125	187,502	150,879	114,256	77,633	41,010	4,387
	10.00	206,827	171,069	135,311	99,553	63,795	28,037	(7,722)
Max CIL £ psm	20.00	189,530	154,636	119,743	84,850	49,957	15,063	(19,830)
0.00	30.00	172,232	138,203	104,175	70,147	36,118	2,090	(31,938)
(recommended CIL)	40.00	154,934	121,771	88,607	55,444	22,280	(10,883)	(44,047)
(100)	50.00	137,636	105,338	73,039	40,741	8,442	(23,857)	(56,155)
	60.00	120,339	88,905	57,471	26,038	(5,396)	(36,830)	(68,607)
	70.00	103,041	72,472	41,903	11,335	(19,234)	(49,803)	(81,137)
	80.00	85,743	56,039	26,336	(3,368)	(33,072)	(62,928)	(93,668)
	90.00	68,446	39,607	10,768	(18,071)	(46,911)	(76,354)	(106,199)
	100.00	51,148	23,174	(4,800)	(32,775)	(60,830)	(89,785)	(118,786)
	110.00	33,850	6,741	(20,368)	(47,488)	(75,199)	(103,292)	(131,676)
	120.00	16,549	(9,727)	(36,003)	(62,414)	(89,607)	(116,799)	(144,566)
	130.00	(853)	(26,259)	(51,665)	(77,722)	(104,014)	(130,573)	(157,456)
	140.00	(18,255)	(42,791)	(67,638)	(93,030)	(118,421)	(144,383)	(170,346)
	150.00	(35,658)	(59,355)	(83,846)	(108,338)	(133,152)	(158,194)	(183,235)
	160.00	(53,060)	(76,463)	(100,054)	(123,762)	(147,883)	(172,004)	(196,125)
	170.00	(70,882)	(93,572)	(116,263)	(139,414)	(162,614)	(185,815)	(209,015)
	180.00	(88,891)	(110,681)	(132,786)	(155,066)	(177,345)	(199,625)	(223,030)
	190.00	(106,900)	(128,000)	(149,359)	(170,718)	(192,077)	(213,723)	(237,195)
	200.00	(125,055)	(145,493)	(165,931)	(186,370)	(206,808)	(228,900)	(251,359)
	210.00	(143,469)	(162,986)	(182,504)	(202,022)	(222,628)	(244,076)	(265,524)
	220.00	(161,883)	(180,480)	(199,077)	(218,380)	(238,816)	(259,253)	(279,689)
	230.00	(180,297)	(197,973)	(216,156)	(235,580)	(255,005)	(274,429)	(293,853)
	240.00	(198,711)	(215,955)	(234,367)	(252,780)	(271,193)	(289,605)	(308,018)
	250.00	(217,777)	(235,178)	(252,579)	(269,980)	(287,381)	(304,782)	(322,183)

TABLE 2

		Site Specific S106		100%	(where 110% is a 10% increase etc.)			
Balance (RLV - BLV £ per acre (n))	224,125	0%	25%	50%	75%	100%	125%	150%
	0.00	271,044	259,314	247,584	235,855	224,125	212,395	200,666
	10.00	253,746	242,016	230,287	218,557	206,827	195,098	183,368
CIL £psm	20.00	236,448	224,719	212,989	201,259	189,530	177,800	166,070
0.00	30.00	219,151	207,421	195,691	183,962	172,232	160,502	148,772
(recommended CIL)	40.00	201,853	190,123	178,394	166,664	154,934	143,204	131,475
(100)	50.00	184,555	172,826	161,096	149,366	137,636	125,907	114,177
	60.00	167,258	155,528	143,798	132,068	120,339	108,609	96,879
	70.00	149,960	138,230	126,500	114,771	103,041	91,311	79,582
	80.00	132,662	120,932	109,203	97,473	85,743	74,014	62,284
	90.00	115,365	103,635	91,905	80,175	68,446	56,716	44,986
	100.00	98,067	86,337	74,607	62,878	51,148	39,418	27,689
	110.00	80,769	69,039	57,310	45,580	33,850	22,121	10,350
	120.00	63,471	51,742	40,012	28,282	16,549	4,749	(7,052)
	130.00	46,174	34,444	22,714	10,948	(853)	(12,654)	(24,454)
	140.00	28,876	17,146	5,346	(6,455)	(18,255)	(30,056)	(41,857)
	150.00	11,545	(256)	(12,056)	(23,857)	(35,658)	(47,458)	(59,288)
	160.00	(5,857)	(17,658)	(29,459)	(41,259)	(53,060)	(65,085)	(77,297)
	170.00	(23,260)	(35,060)	(46,861)	(58,670)	(70,882)	(83,094)	(95,306)
	180.00	(40,662)	(52,463)	(64,467)	(76,679)	(88,891)	(101,103)	(113,316)
	190.00	(58,064)	(70,264)	(82,476)	(94,688)	(106,900)	(119,127)	(131,614)
	200.00	(76,061)	(88,273)	(100,485)	(112,698)	(125,055)	(137,541)	(150,028)
	210.00	(94,070)	(106,282)	(118,495)	(130,982)	(143,469)	(155,955)	(168,442)
	220.00	(112,079)	(124,423)	(136,909)	(149,396)	(161,883)	(174,369)	(186,856)
	230.00	(130,350)	(142,837)	(155,323)	(167,810)	(180,297)	(192,783)	(205,270)
	240.00	(148,764)	(161,251)	(173,737)	(186,224)	(198,711)	(211,264)	(224,985)
	250.00	(167,178)	(179,665)	(192,151)	(204,638)	(217,777)	(231,499)	(245,221)

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Scheme Typology: Houses and Flats — No Units: 30
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	224,125	Profit 18%						
		15%	16%	17%	18%	19%	20%	21%
	0.00	367,973	310,434	252,895	195,355	137,816	80,277	22,738
	10.00	350,675	293,136	235,597	178,058	120,518	62,979	5,440
CIL £psm	20.00	333,378	275,838	218,299	160,760	103,221	45,681	(11,858)
0.00	30.00	316,080	258,541	201,001	143,462	85,923	28,384	(29,156)
(recommended CIL)	40.00	298,782	241,243	183,704	126,165	68,625	11,086	(46,453)
(100)	50.00	281,485	223,945	166,406	108,867	51,328	(6,212)	(63,937)
	60.00	264,187	206,648	149,108	91,569	34,030	(23,509)	(81,838)
	70.00	246,889	189,350	131,811	74,271	16,732	(40,807)	(99,739)
	80.00	229,592	172,052	114,513	56,974	(565)	(58,105)	(117,640)
	90.00	212,294	154,755	97,215	39,676	(17,863)	(75,995)	(135,925)
	100.00	194,996	137,457	79,918	22,378	(35,161)	(93,896)	(154,228)
	110.00	177,698	120,159	62,620	5,081	(52,459)	(111,797)	(172,532)
	120.00	160,397	102,858	45,319	(12,220)	(70,155)	(129,954)	(190,839)
	130.00	142,995	85,456	27,917	(29,623)	(88,164)	(148,368)	(209,253)
	140.00	125,593	68,054	10,514	(47,025)	(106,174)	(166,782)	(229,362)
	150.00	108,191	50,651	(6,888)	(64,636)	(124,312)	(185,196)	(249,597)
	160.00	90,788	33,249	(24,290)	(82,646)	(142,726)	(203,610)	(269,832)
	170.00	73,386	15,847	(41,692)	(100,655)	(161,140)	(223,161)	(290,067)
	180.00	55,984	(1,555)	(59,118)	(118,669)	(179,554)	(243,396)	(310,303)
	190.00	38,582	(18,958)	(77,127)	(137,083)	(197,968)	(263,632)	(330,538)
	200.00	21,179	(36,360)	(95,137)	(155,497)	(216,961)	(283,867)	(350,773)
	210.00	3,777	(53,762)	(113,146)	(173,911)	(237,196)	(304,102)	(371,008)
	220.00	(13,625)	(71,609)	(131,440)	(192,325)	(257,431)	(324,337)	(391,243)
	230.00	(31,027)	(89,618)	(149,855)	(210,760)	(277,666)	(344,572)	(411,478)
	240.00	(48,430)	(107,627)	(168,269)	(230,995)	(297,901)	(364,808)	(431,714)
	250.00	(66,090)	(125,798)	(186,683)	(251,230)	(318,137)	(385,043)	(451,949)

TABLE 4

Balance (RLV - BLV £ per acre (n))	224,125	BLV (£ per acre (n)) 100,000	125,000	200,000 150,000	175,000	200,000	225,000	250,000
	0.00	329,388	303,072	276,756	250,441	224,125	197,809	171,493
	10.00	312,090	285,775	259,459	233,143	206,827	180,511	154,196
CIL £psm	20.00	294,793	268,477	242,161	215,845	189,530	163,214	136,898
0.00	30.00	277,495	251,179	224,863	198,548	172,232	145,916	119,600
(recommended CIL)	40.00	260,197	233,882	207,566	181,250	154,934	128,618	102,303
(100)	50.00	242,900	216,584	190,268	163,952	137,636	111,321	85,005
	60.00	225,602	199,286	172,970	146,655	120,339	94,023	67,707
	70.00	208,304	181,988	155,673	129,357	103,041	76,725	50,410
	80.00	191,007	164,691	138,375	112,059	85,743	59,428	33,112
	90.00	173,709	147,393	121,077	94,761	68,446	42,130	15,814
	100.00	156,411	130,095	103,780	77,464	51,148	24,832	(1,484)
	110.00	139,113	112,798	86,482	60,166	33,850	7,535	(18,781)
	120.00	121,812	95,497	69,181	42,865	16,549	(9,767)	(36,082)
	130.00	104,410	78,094	51,779	25,463	(853)	(27,169)	(53,485)
	140.00	87,008	60,692	34,376	8,060	(18,255)	(44,571)	(70,887)
	150.00	69,606	43,290	16,974	(9,342)	(35,658)	(61,973)	(88,289)
	160.00	52,203	25,888	(428)	(26,744)	(53,060)	(79,376)	(105,691)
	170.00	34,381	8,066	(18,250)	(44,566)	(70,882)	(97,198)	(123,513)
	180.00	16,372	(9,944)	(36,260)	(62,575)	(88,891)	(115,207)	(141,523)
	190.00	(1,637)	(27,953)	(54,269)	(80,585)	(106,900)	(133,216)	(159,532)
	200.00	(19,792)	(46,107)	(72,423)	(98,739)	(125,055)	(151,371)	(177,686)
	210.00	(38,206)	(64,521)	(90,837)	(117,153)	(143,469)	(169,785)	(196,100)
	220.00	(56,620)	(82,935)	(109,251)	(135,567)	(161,883)	(188,199)	(214,514)
	230.00	(75,034)	(101,349)	(127,665)	(153,981)	(180,297)	(206,613)	(232,928)
	240.00	(93,448)	(119,763)	(146,079)	(172,395)	(198,711)	(225,027)	(251,342)
	250.00	(112,514)	(138,830)	(165,146)	(191,462)	(217,777)	(244,093)	(270,409)

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Houses and Flats — No Units: 30
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	224,125	Density (dph) (net) 30	35	40 (50)	45	50	55	60
	0.00	28,941	77,737	126,533	175,329	224,125	272,921	321,717
	10.00	18,562	65,628	112,695	159,761	206,827	253,893	300,960
CIL £psm	20.00	8,184	53,520	98,857	144,193	189,530	234,866	280,203
0.00	30.00	(2,195)	41,412	85,018	128,625	172,232	215,839	259,445
(recommended CIL)	40.00	(12,574)	29,303	71,180	113,057	154,934	196,811	238,688
(100)	50.00	(22,952)	17,195	57,342	97,489	137,636	177,784	217,931
	60.00	(33,331)	5,087	43,504	81,921	120,339	158,756	197,174
	70.00	(43,710)	(7,022)	29,666	66,353	103,041	139,729	176,416
	80.00	(54,088)	(19,130)	15,828	50,786	85,743	120,701	155,659
	90.00	(64,467)	(31,239)	1,989	35,218	68,446	101,674	134,902
	100.00	(74,851)	(43,347)	(11,849)	19,650	51,148	82,646	114,145
	110.00	(85,292)	(55,481)	(25,687)	4,082	33,850	63,619	93,387
	120.00	(95,734)	(67,663)	(39,592)	(11,521)	16,549	44,591	72,630
	130.00	(106,175)	(79,844)	(53,514)	(27,184)	(853)	25,477	51,808
	140.00	(116,616)	(92,026)	(67,436)	(42,846)	(18,255)	6,335	30,925
	150.00	(127,329)	(104,213)	(81,358)	(58,508)	(35,658)	(12,808)	10,042
	160.00	(138,135)	(116,819)	(95,504)	(74,188)	(53,060)	(31,950)	(10,840)
	170.00	(148,941)	(129,426)	(109,911)	(90,397)	(70,882)	(51,367)	(31,853)
	180.00	(159,846)	(142,032)	(124,319)	(106,605)	(88,891)	(71,177)	(53,464)
	190.00	(170,895)	(154,831)	(138,768)	(122,813)	(106,900)	(90,988)	(75,075)
	200.00	(181,943)	(167,721)	(153,499)	(139,277)	(125,055)	(110,833)	(96,686)
	210.00	(192,992)	(180,611)	(168,230)	(155,849)	(143,469)	(131,088)	(118,707)
	220.00	(204,040)	(193,501)	(182,961)	(172,422)	(161,883)	(151,343)	(140,804)
	230.00	(215,540)	(206,390)	(197,693)	(188,995)	(180,297)	(171,599)	(162,901)
	240.00	(227,681)	(220,146)	(212,611)	(205,567)	(198,711)	(191,854)	(184,998)
	250.00	(239,822)	(234,311)	(228,800)	(223,289)	(217,777)	(212,266)	(207,095)

TABLE 6

Balance (RLV - BLV £ per acre (n))	224,125	Build cost 70%	80%	90% (100%)	100%	105%	110%	115%
	0.00	1,407,792	1,014,650	620,519	224,125	25,928	(178,750)	(407,462)
	10.00	1,390,702	997,457	603,221	206,827	8,579	(197,164)	(427,697)
CIL £psm	20.00	1,373,611	980,263	585,923	189,530	(8,823)	(216,077)	(447,932)
0.00	30.00	1,356,521	963,069	568,626	172,232	(26,225)	(236,313)	(468,167)
(recommended CIL)	40.00	1,339,430	945,875	551,328	154,934	(43,628)	(256,548)	(488,402)
(100)	50.00	1,322,340	928,682	534,030	137,636	(61,121)	(276,783)	(508,638)
	60.00	1,305,249	911,488	516,732	120,339	(79,130)	(297,018)	(528,873)
	70.00	1,288,159	894,294	499,435	103,041	(97,139)	(317,253)	(549,108)
	80.00	1,271,068	877,100	482,137	85,743	(115,149)	(337,489)	(569,343)
	90.00	1,253,919	859,907	464,839	68,446	(133,488)	(357,724)	(589,578)
	100.00	1,236,725	842,713	447,542	51,148	(151,902)	(377,959)	(609,813)
	110.00	1,219,531	825,519	430,244	33,850	(170,316)	(398,194)	(630,049)
	120.00	1,202,337	808,325	412,946	16,549	(188,730)	(418,429)	(650,284)
	130.00	1,185,144	791,132	395,649	(853)	(207,144)	(438,664)	(670,519)
	140.00	1,167,950	773,938	378,351	(18,255)	(227,045)	(458,900)	(690,826)
	150.00	1,150,756	756,744	361,053	(35,658)	(247,280)	(479,135)	(711,184)
	160.00	1,133,562	739,550	343,756	(53,060)	(267,515)	(499,370)	(731,541)
	170.00	1,116,369	722,357	326,458	(70,882)	(287,751)	(519,605)	(751,899)
	180.00	1,099,175	705,163	309,160	(88,891)	(307,986)	(539,840)	(772,256)
	190.00	1,081,981	687,969	291,863	(106,900)	(328,221)	(560,076)	(792,614)
	200.00	1,064,787	670,775	274,565	(125,055)	(348,456)	(580,311)	(812,971)
	210.00	1,047,594	653,582	257,267	(143,469)	(368,691)	(600,546)	(833,329)
	220.00	1,030,400	636,363	239,969	(161,883)	(388,926)	(620,781)	(853,686)
	230.00	1,013,206	619,065	222,672	(180,297)	(409,162)	(641,016)	(874,044)
	240.00	996,012	601,768	205,374	(198,711)	(429,397)	(661,251)	(894,401)
	250.00	978,818	584,470	188,076	(217,777)	(449,632)	(681,502)	(914,759)

(where 105% is a 5% increase, and 95% is a 5% decrease etc.)

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Houses and Flats — No Units: 30
Site Typology: Location / Value Zone: High — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	224,125	Market Values 100% 90%	95%	(where 105% is a 5% increase, and 95% is a 5% decrease etc.) 100%	105%	110%	115%	120%
	0.00	(259,653)	(10,159)	224,125	458,311	692,497	925,723	1,158,756
	10.00	(279,889)	(27,561)	206,827	441,013	675,199	908,530	1,141,562
CIL £psm	20.00	(300,124)	(44,963)	189,530	423,715	657,901	891,336	1,124,368
0.00	30.00	(320,359)	(62,503)	172,232	406,418	640,604	874,142	1,107,175
(recommended CIL)	40.00	(340,594)	(80,512)	154,934	389,120	623,306	856,948	1,089,981
(100)	50.00	(360,829)	(98,521)	137,636	371,822	606,008	839,755	1,072,787
	60.00	(381,065)	(116,531)	120,339	354,525	588,711	822,561	1,055,593
	70.00	(401,300)	(134,901)	103,041	337,227	571,413	805,367	1,038,399
	80.00	(421,535)	(153,315)	85,743	319,929	554,115	788,173	1,021,206
	90.00	(441,770)	(171,729)	68,446	302,632	536,818	770,980	1,004,012
	100.00	(462,005)	(190,143)	51,148	285,334	519,520	753,706	986,818
	110.00	(482,240)	(208,557)	33,850	268,036	502,222	736,408	969,624
	120.00	(502,476)	(228,598)	16,549	250,739	484,924	719,110	952,431
	130.00	(522,711)	(248,833)	(853)	233,441	467,627	701,813	935,237
	140.00	(542,946)	(269,068)	(18,255)	216,143	450,329	684,515	918,043
	150.00	(563,181)	(289,303)	(35,658)	198,845	433,031	667,217	900,849
	160.00	(583,416)	(309,539)	(53,060)	181,548	415,734	649,920	883,656
	170.00	(603,651)	(329,774)	(70,882)	164,250	398,436	632,622	866,462
	180.00	(623,887)	(350,009)	(88,891)	146,952	381,138	615,324	849,268
	190.00	(644,195)	(370,244)	(106,900)	129,655	363,841	598,027	832,074
	200.00	(664,552)	(390,479)	(125,055)	112,357	346,543	580,729	814,881
	210.00	(684,910)	(410,714)	(143,469)	95,059	329,245	563,431	797,617
	220.00	(705,267)	(430,950)	(161,883)	77,762	311,948	546,133	780,319
	230.00	(725,625)	(451,185)	(180,297)	60,464	294,650	528,836	763,022
	240.00	(745,982)	(471,420)	(198,711)	43,166	277,352	511,538	745,724
	250.00	(766,340)	(491,655)	(217,777)	25,855	260,054	494,240	728,426

TABLE 8

Balance (RLV - BLV £ per acre (n))	224,125	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	224,125	410,672	597,220	782,906	968,333	1,153,760	2,074,849
	10.00	206,827	393,375	579,922	765,713	951,139	1,136,566	2,057,861
CIL £psm	20.00	189,530	376,077	562,625	748,519	933,946	1,119,372	2,040,873
0.00	30.00	172,232	358,779	545,327	731,325	916,752	1,102,178	2,023,885
(recommended CIL)	40.00	154,934	341,482	528,029	714,131	899,558	1,084,985	2,006,898
(100)	50.00	137,636	324,184	510,732	696,938	882,364	1,067,791	1,989,910
	60.00	120,339	306,886	493,434	679,744	865,171	1,050,597	1,972,922
	70.00	103,041	289,589	476,136	662,550	847,977	1,033,403	1,955,934
	80.00	85,743	272,291	458,838	645,356	830,783	1,016,210	1,938,947
	90.00	68,446	254,993	441,541	628,088	813,589	999,016	1,921,959
	100.00	51,148	237,696	424,243	610,791	796,395	981,822	1,904,971
	110.00	33,850	220,398	406,945	593,493	779,202	964,628	1,887,983
	120.00	16,549	203,100	389,648	576,195	762,008	947,435	1,870,898
	130.00	(853)	185,802	372,350	558,897	744,814	930,241	1,853,807
	140.00	(18,255)	168,505	355,052	541,600	727,620	913,047	1,836,717
	150.00	(35,658)	151,207	337,755	524,302	710,427	895,853	1,819,627
	160.00	(53,060)	133,909	320,457	507,004	693,233	878,660	1,802,536
	170.00	(70,882)	116,612	303,159	489,707	676,039	861,466	1,785,446
	180.00	(88,891)	99,314	285,862	472,409	658,845	844,272	1,768,355
	190.00	(106,900)	82,016	268,564	455,111	641,652	827,078	1,751,265
	200.00	(125,055)	64,719	251,266	437,814	624,361	809,885	1,734,174
	210.00	(143,469)	47,421	233,968	420,516	607,063	792,691	1,717,084
	220.00	(161,883)	30,123	216,671	403,218	589,766	775,497	1,699,993
	230.00	(180,297)	12,800	199,373	385,921	572,468	758,303	1,682,903
	240.00	(198,711)	(4,603)	182,075	368,623	555,170	741,110	1,665,813
	250.00	(217,777)	(22,005)	164,778	351,325	537,873	723,916	1,648,722

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Houses and Flats**	No Units:	**30**
Site Typology:	Location / Value Zone: **High**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**EE**	
Scheme Typology:	Houses and Flats	
No Units:	30	
Location / Value Zone:	High	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	9,919,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	23.31%	
Developers Profit Total (£)	1,735,913	
Land Value KPI's		
RLV (£/acre (net))	434,651	
RLV (£/ha (net))	1,074,023	
RLV (% of GDV)	6.50%	
RLV Total (£)	644,414	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	312,126	
Surplus/Deficit (£/acre) [RLV-BLV]	224,125	
Surplus/Deficit (£/ha)	553,813	
Surplus/Deficit Total (£)	332,288	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	400,302	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	55,283	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	15,186	Put into summary table for ease of checking. Don't print this row in the summary table

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Appraisal Ref:	FF				(see Typologies Matrix)
Scheme Typology:	Flats		No Units:	150	
Site Typology:	Location / Value Zone:	Mid	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		150	Units		
AH Policy requirement (% Target)		0%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)	100%			
AH tenure split %	Affordable Rent:		70.0%		
	Social Rent:		0.0%	70.0%	% Rented
	First Homes:		0.0%		
	Other Intermediate (LCHO/Sub-Market etc.):		30.0%	0.0%	% of total (>10% First Homes PPG 023)
		100%	100.0%		
CIL Rate (£ psm)		0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	17.0%	25.5	17.5%	0.0	17%	25.5
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	33.0%	49.5	30.0%	0.0	33%	49.5
4 bed House (with garage)	15.0%	22.5	5.0%	0.0	15%	22.5
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	18.0%	27.0	30.0%	0.0	18%	27.0
2 bed Flat	17.0%	25.5	17.5%	0.0	17%	25.5
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	150.0	100.0%	0.0	100%	150.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		16.0	106.0	1,141
4 bed House (with garage)	115.0	1,238		24.0	139.0	1,496
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	75.0	807			75.0	807
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	90.0	969		0.0	90.0	969
4 bed House (with garage)	115.0	1,238		0.0	115.0	1,238
5 bed House (with garage)	0.0	0		0.0	0.0	0
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	65.0	700	85.0%		76.5	823
3 bed Flat	0.0	0	85.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	1,913	20,586	0	0	1,913	20,586
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	5,247	56,478	0	0	5,247	56,478
4 bed House (with garage)	3,128	33,664	0	0	3,128	33,664
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,588	17,096	0	0	1,588	17,096
2 bed Flat	1,950	20,990	0	0	1,950	20,990
3 bed Flat	0	0	0	0	0	0
	13,825	148,814	0	0	13,825	148,814
AH % by floor area:			0.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	337,500	4,500	418	4,500	418	8,606,250
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	372,500	4,139	385	3,514	326	18,438,750
4 bed House (with garage)	450,000	3,913	364	3,237	301	10,125,000
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
1 bed Flat	210,000	4,200	390	3,570	332	5,670,000
2 bed Flat	265,000	4,077	379	3,465	322	6,757,500
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						49,597,500

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	First Homes £*	% of MV	Other Int. £	% of MV
2 bed House	202,500	60%	135,000	40%	0	0%	236,250	70%
3 bed House	0	60%	0	40%	0	0%	0	70%
3 bed House (with garage)	223,500	60%	149,000	40%	0	0%	260,750	70%
4 bed House (with garage)	270,000	60%	180,000	40%	0	0%	315,000	70%
5 bed House (with garage)	0	60%	0	40%	0	0%	0	70%
1 bed Flat	126,000	60%	84,000	40%	0	0%	147,000	70%
2 bed Flat	159,000	60%	106,000	40%	0	0%	185,500	70%
3 bed Flat	0	60%	0	40%	0	0%	0	70%

* capped @£250K

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology:	**Flats**		No Units:	**150**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

GROSS DEVELOPMENT VALUE					
OMS GDV -	(part houses due to % mix)				
2 bed House	25.5	@	337,500		8,606,250
3 bed House	0.0	@	0		-
3 bed House (with garage)	49.5	@	372,500		18,438,750
4 bed House (with garage)	22.5	@	450,000		10,125,000
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	27.0	@	210,000		5,670,000
2 bed Flat	25.5	@	265,000		6,757,500
3 bed Flat	0.0	@	0		-
	150.0				49,597,500
Affordable Rent GDV -					
2 bed House	0.0	@	202,500		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	223,500		-
4 bed House (with garage)	0.0	@	270,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	126,000		-
2 bed Flat	0.0	@	159,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
Social Rent GDV -					
2 bed House	0.0	@	135,000		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	149,000		-
4 bed House (with garage)	0.0	@	180,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	84,000		-
2 bed Flat	0.0	@	106,000		-
3 bed Flat	0.0	@	0		-
	0.0				-
First Homes GDV -					
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	0		-
4 bed House (with garage)	0.0	@	0		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	0		-
3 bed Flat	0.0	@	0		-
	0.0				-
Other Intermediate GDV -					
2 bed House	0.0	@	236,250		-
3 bed House	0.0	@	0		-
3 bed House (with garage)	0.0	@	260,750		-
4 bed House (with garage)	0.0	@	315,000		-
5 bed House (with garage)	0.0	@	0		-
1 bed Flat	0.0	@	147,000		-
2 bed Flat	0.0	@	185,500		-
3 bed Flat	0.0	@	0		-
	0.0	0.0			-
Sub-total GDV Residential	**150**				**49,597,500**
AH on-site cost analysis:				£MV (no AH) less £GDV (inc. AH)	0
	0 £ psm (total GIA sqm)			0 £ per unit (total units)	
Grant	150	units @	0	per unit	-
Total GDV					**49,597,500**

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Scheme Typology:	**Flats**	No Units:	**150**
Site Typology:	Location / Value Zone: **Mid**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS										
Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	50,285	£		(50,285)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	150,855	£		(150,855)
Building Safety Levy				13,825	sqm	15.11	£ psm			(208,899)
CIL (Mrkt only inc. garages)	Max			13,825	sqm	0.00	£ psm			-
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				150	units @	2,500	per unit			(375,000)
	Sub-total								(375,000)	
S106 analysis:	132,350	£ per ha		0.76%	% of GDV	2,500	£ per unit (total units)			
AH Commuted Sum				13,825	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				2.83	ha @	123,500	£ per ha (if brownfield)			(349,924)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			150	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				1,913	sqm @	1,892	psm			(3,618,450)
3 bed House				-	sqm @	1,892	psm			-
3 bed House (EXC. garage)				4,455	sqm @	1,892	psm			(8,428,860)
4 bed House (EXC. garage)				2,588	sqm @	1,892	psm			(4,895,550)
5 bed House (EXC. garage)				-	sqm @	1,892	psm			-
1 bed Flat				1,588	sqm @	2,064	psm			(3,278,118)
2 bed Flat				1,950	sqm @	2,064	psm			(4,024,800)
3 bed Flat				-	sqm @	2,064	psm			-
Garages for 3B House	49.5	16.0		792	sqm @	600	psm			(475,200)
Garages for 4B House	22.5	24.0		540	sqm @	600	psm			(324,000)
Garages for 5B House	-	-		0	sqm @	600	psm			-
Total GIA check:				13,825	£ per garage	£0				
External works				25,044,978	@	10.0%				(2,504,498)
Ext. Works analysis:						16,697	£ per unit (total units)			
Policy Costs on design -										
Net Biodiversity costs				150	units @	400	£ per unit			(60,000)
M4(2) Category 2 Housing	Aff units	-	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	150	units @		100%	@	0	£ per unit		-
M4(3) Category 3 Housing	Aff units	-	units @		10%	@	0	£ per unit		-
M4(3) Category 3 Housing	OMS units	150	units @		10%	@	0	£ per unit		-
Part L/FHS		150	units @				4,350	£ per unit		(652,500)
Part L/FHS analysis:						2.6%	% of BCIS costs			
Net Zero for Housing		10,287	sqm				0	£ psm		-
Net Zero for Flats		3,538	sqm				0	£ psm		-
Water Efficiency		150	units @				20	£ per unit		(3,000)
Urban Greening Factor	52.5	flats @	6		per floor = GIA	404	0	£ per unit		-
	Sub-total								(715,500)	
Policy Costs analysis:	(design costs only)					4,770	£ per unit (total units)			
						2.9%	% of BCIS costs			
Contingency (on construction)				28,614,900	@	5.0%				(1,430,745)

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Scheme Typology:	**Flats**		No Units:	**150**	
Site Typology:	Location / Value Zone:	**Mid**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

Professional Fees		28,614,900	@	10.0%			(2,861,490)
Disposal Costs -							
OMS Marketing and Promotion		49,597,500	OMS @	1.00%	3,307	£ per unit	(495,975)
Residential Sales Agent Costs		49,597,500	OMS @	1.00%	3,307	£ per unit	(495,975)
Residential Sales Legal Costs		49,597,500	OMS @	0.50%	1,653	£ per unit	(247,988)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	150	units (1/2 back during sales period) @		0	0	£ per unit PA (£ p	-
Disposal Cost analysis:					8,266	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(3,846,836)
Developers Profit -							
Profit on OMS		49,597,500		17.50%			(8,679,563)
Margin on AH		0		6.00%	on AH values		-
Profit analysis:		49,597,500		17.50%	blended GDV	(8,679,563)	
		38,778,948		22.38%	on costs	(8,679,563)	
TOTAL COSTS							**(47,458,511)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							2,138,989
SDLT		2,138,989	@	HMRC formula			(96,449)
Acquisition Agent fees		2,138,989	@	1.0%			(21,390)
Acquisition Legal fees		2,138,989	@	0.5%			(10,695)
Interest on Land		2,138,989	@	7.50%			(160,424)
Residual Land Value							**1,850,031**
RLV analysis:	12,334 £ per plot	652,938	£ per ha (net)	264,240	£ per acre (net)		
		554,997	£ per ha (gross)	224,604	£ per acre (gross)		
				3.73%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		52.9	dph (net)				
Site Area (net)		2.83	ha (net)	7.00	acres (net)		
Net to Gross ratio		85%					
Site Area (gross)		3.33	ha (gross)	8.24	acres (gross)		
Density analysis:		4,879	sqm/ha (net)	21,255	sqft/ac (net)		
		45	dph (gross)				
Benchmark Land Value (net)	10,982 £ per plot	494,200	£ per ha (gross)	200,000	£ per acre (gross)		**1,647,370**
BLV analysis:		581,412	£ per ha (net)	235,294	£ per acre (net)		

BALANCE				
Surplus/(Deficit)	**71,526**	£ per ha (net)	**28,946**	£ per acre (net)	**202,661**

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Scheme Typology: Flats | No Units: 150
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	28,946	Affordable Housing - % on site 0%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	28,946	1,248	(26,451)	(54,149)	(81,848)	(109,546)	(137,245)
	10.00	8,620	(18,062)	(44,744)	(71,426)	(98,109)	(124,791)	(151,473)
Max CIL £ psm	20.00	(11,706)	(37,372)	(63,038)	(88,704)	(114,369)	(140,035)	(165,701)
0.00	30.00	(32,032)	(56,682)	(81,331)	(105,981)	(130,630)	(155,280)	(179,929)
(recommended CIL)	40.00	(52,358)	(75,992)	(99,625)	(123,258)	(146,891)	(170,525)	(194,158)
(100)	50.00	(72,684)	(95,301)	(117,918)	(140,535)	(163,152)	(185,769)	(208,571)
	60.00	(93,011)	(114,611)	(136,212)	(157,812)	(179,413)	(201,022)	(223,506)
	70.00	(113,337)	(133,921)	(154,528)	(175,138)	(195,748)	(216,844)	(238,985)
	80.00	(133,757)	(153,345)	(172,932)	(192,520)	(212,422)	(233,073)	(255,629)
	90.00	(154,206)	(172,771)	(191,336)	(210,139)	(229,657)	(250,687)	(272,274)
	100.00	(174,655)	(192,198)	(209,973)	(228,404)	(248,121)	(268,520)	(288,918)
	110.00	(195,104)	(211,922)	(229,316)	(247,934)	(267,144)	(286,353)	(305,563)
	120.00	(215,992)	(232,391)	(250,125)	(268,145)	(286,166)	(304,187)	(322,207)
	130.00	(237,861)	(254,693)	(271,525)	(288,357)	(305,188)	(322,020)	(338,852)
	140.00	(261,639)	(277,282)	(292,925)	(308,568)	(324,211)	(339,854)	(355,497)
	150.00	(285,417)	(299,871)	(314,325)	(328,779)	(343,233)	(357,687)	(372,141)
	160.00	(309,195)	(322,460)	(335,725)	(348,990)	(362,264)	(375,564)	(388,864)
	170.00	(332,985)	(345,089)	(357,193)	(369,297)	(381,401)	(393,505)	(405,609)
	180.00	(356,907)	(367,815)	(378,723)	(389,631)	(400,539)	(411,446)	(422,354)
	190.00	(380,828)	(390,540)	(400,252)	(409,964)	(419,676)	(429,388)	(439,100)
	200.00	(404,750)	(413,266)	(421,781)	(430,297)	(438,813)	(447,329)	(455,845)
	210.00	(428,672)	(435,991)	(443,311)	(450,631)	(457,950)	(465,270)	(472,590)
	220.00	(452,593)	(458,717)	(464,840)	(470,964)	(477,088)	(483,211)	(489,335)
	230.00	(476,515)	(481,442)	(486,370)	(491,297)	(496,225)	(501,153)	(506,080)
	240.00	(500,436)	(504,168)	(507,899)	(511,631)	(515,362)	(519,094)	(522,825)
	250.00	(524,358)	(526,893)	(529,429)	(531,964)	(534,500)	(537,035)	(539,586)

TABLE 2

Balance (RLV - BLV £ per acre (n))	28,946	Site Specific S106	100%	(where 110% is a 10% increase etc.)				
		0%	25%	50%	75%	100%	125%	150%
	0.00	84,055	70,296	56,513	42,729	28,946	15,163	1,380
	10.00	63,753	49,970	36,187	22,403	8,620	(5,163)	(18,947)
CIL £psm	20.00	43,427	29,644	15,860	2,077	(11,706)	(25,489)	(39,273)
0.00	30.00	23,101	9,318	(4,466)	(18,249)	(32,032)	(45,816)	(59,599)
(recommended CIL)	40.00	2,775	(11,008)	(24,792)	(38,575)	(52,358)	(66,142)	(79,925)
(100)	50.00	(17,551)	(31,335)	(45,118)	(58,901)	(72,684)	(86,468)	(100,251)
	60.00	(37,877)	(51,661)	(65,444)	(79,227)	(93,011)	(106,794)	(120,592)
	70.00	(58,203)	(71,987)	(85,770)	(99,553)	(113,337)	(127,175)	(141,041)
	80.00	(78,530)	(92,313)	(106,096)	(119,891)	(133,757)	(147,624)	(161,490)
	90.00	(98,856)	(112,639)	(126,473)	(140,340)	(154,206)	(168,073)	(181,939)
	100.00	(119,189)	(133,055)	(146,922)	(160,789)	(174,655)	(188,522)	(202,388)
	110.00	(139,638)	(153,504)	(167,371)	(181,237)	(195,104)	(209,176)	(223,700)
	120.00	(160,087)	(173,953)	(187,820)	(201,686)	(215,992)	(230,665)	(246,331)
	130.00	(180,536)	(194,402)	(208,450)	(222,957)	(237,861)	(253,985)	(270,109)
	140.00	(200,985)	(215,262)	(229,922)	(245,515)	(261,639)	(277,763)	(293,887)
	150.00	(222,215)	(237,045)	(253,169)	(269,293)	(285,417)	(301,541)	(317,665)
	160.00	(244,699)	(260,823)	(276,947)	(293,071)	(309,195)	(325,319)	(341,506)
	170.00	(268,477)	(284,601)	(300,725)	(316,849)	(332,985)	(349,206)	(365,428)
	180.00	(292,255)	(308,379)	(324,503)	(340,685)	(356,907)	(373,128)	(389,350)
	190.00	(316,033)	(332,164)	(348,385)	(364,607)	(380,828)	(397,050)	(413,271)
	200.00	(339,864)	(356,086)	(372,307)	(388,528)	(404,750)	(420,971)	(437,193)
	210.00	(363,786)	(380,007)	(396,229)	(412,450)	(428,672)	(444,893)	(461,114)
	220.00	(387,707)	(403,929)	(420,150)	(436,372)	(452,593)	(468,815)	(485,036)
	230.00	(411,629)	(427,850)	(444,072)	(460,293)	(476,515)	(492,736)	(508,958)
	240.00	(435,551)	(451,772)	(467,993)	(484,215)	(500,436)	(516,658)	(532,879)
	250.00	(459,472)	(475,694)	(491,915)	(508,137)	(524,358)	(540,579)	(556,801)

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Scheme Typology: Flats | No Units: 150
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 3

Balance (RLV - BLV £ per acre (n))	28,946	Profit 15%	16%	17%	18%	19%	20%	21%
	0.00	181,253	120,330	59,407	(1,515)	(62,438)	(123,360)	(184,283)
	10.00	160,926	100,004	39,081	(21,841)	(82,764)	(143,686)	(204,662)
CIL £psm	20.00	140,600	79,678	18,755	(42,167)	(103,090)	(164,013)	(225,920)
0.00	30.00	120,274	59,352	(1,571)	(62,493)	(123,416)	(184,339)	(248,628)
(recommended CIL)	40.00	99,948	39,026	(21,897)	(82,820)	(143,742)	(204,720)	(272,263)
(100)	50.00	79,622	18,699	(42,223)	(103,146)	(164,068)	(225,979)	(295,898)
	60.00	59,296	(1,627)	(62,549)	(123,472)	(184,394)	(248,692)	(319,533)
	70.00	38,970	(21,953)	(82,875)	(143,798)	(204,778)	(272,327)	(343,168)
	80.00	18,549	(42,373)	(103,296)	(164,218)	(226,138)	(296,072)	(366,912)
	90.00	(1,900)	(62,822)	(123,745)	(184,667)	(249,010)	(319,850)	(390,690)
	100.00	(22,349)	(83,271)	(144,194)	(205,187)	(272,788)	(343,628)	(414,468)
	110.00	(42,798)	(103,720)	(164,643)	(226,587)	(296,566)	(367,406)	(438,246)
	120.00	(63,247)	(124,169)	(185,092)	(249,503)	(320,344)	(391,184)	(462,024)
	130.00	(83,696)	(144,618)	(205,626)	(273,281)	(344,121)	(414,962)	(485,802)
	140.00	(104,145)	(165,067)	(227,036)	(297,059)	(367,899)	(438,740)	(509,580)
	150.00	(124,594)	(185,516)	(249,997)	(320,837)	(391,677)	(462,517)	(533,358)
	160.00	(145,043)	(206,066)	(273,775)	(344,615)	(415,455)	(486,295)	(557,135)
	170.00	(165,502)	(227,496)	(297,565)	(368,405)	(439,245)	(510,086)	(580,926)
	180.00	(186,075)	(250,646)	(321,487)	(392,327)	(463,167)	(534,007)	(604,847)
	190.00	(206,772)	(274,568)	(345,408)	(416,248)	(487,089)	(557,929)	(628,769)
	200.00	(228,337)	(298,490)	(369,330)	(440,170)	(511,010)	(581,850)	(652,691)
	210.00	(251,571)	(322,411)	(393,251)	(464,092)	(534,932)	(605,772)	(676,612)
	220.00	(275,493)	(346,333)	(417,173)	(488,013)	(558,853)	(629,694)	(700,534)
	230.00	(299,414)	(370,254)	(441,095)	(511,935)	(582,775)	(653,615)	(724,455)
	240.00	(323,336)	(394,176)	(465,016)	(535,856)	(606,697)	(677,537)	(748,377)
	250.00	(347,257)	(418,098)	(488,938)	(559,778)	(630,618)	(701,458)	(772,299)

TABLE 4

Balance (RLV - BLV £ per acre (n))	28,946	BLV (£ per acre (n)) 100,000	125,000	200,000 150,000	175,000	200,000	225,000	250,000
	0.00	146,593	117,181	87,770	58,358	28,946	(466)	(29,877)
	10.00	126,267	96,855	67,444	38,032	8,620	(20,792)	(50,204)
CIL £psm	20.00	105,941	76,529	47,117	17,706	(11,706)	(41,118)	(70,530)
0.00	30.00	85,615	56,203	26,791	(2,620)	(32,032)	(61,444)	(90,856)
(recommended CIL)	40.00	65,289	35,877	6,465	(22,947)	(52,358)	(81,770)	(111,182)
(100)	50.00	44,963	15,551	(13,861)	(43,273)	(72,684)	(102,096)	(131,508)
	60.00	24,637	(4,775)	(34,187)	(63,599)	(93,011)	(122,422)	(151,834)
	70.00	4,310	(25,101)	(54,513)	(83,925)	(113,337)	(142,748)	(172,160)
	80.00	(16,110)	(45,522)	(74,934)	(104,345)	(133,757)	(163,169)	(192,581)
	90.00	(36,559)	(65,971)	(95,383)	(124,794)	(154,206)	(183,618)	(213,030)
	100.00	(57,008)	(86,420)	(115,832)	(145,243)	(174,655)	(204,067)	(233,479)
	110.00	(77,457)	(106,869)	(136,281)	(165,692)	(195,104)	(224,516)	(253,928)
	120.00	(98,345)	(127,757)	(157,169)	(186,580)	(215,992)	(245,404)	(274,816)
	130.00	(120,214)	(149,626)	(179,038)	(208,449)	(237,861)	(267,273)	(296,685)
	140.00	(143,992)	(173,404)	(202,816)	(232,227)	(261,639)	(291,051)	(320,463)
	150.00	(167,770)	(197,182)	(226,593)	(256,005)	(285,417)	(314,829)	(344,240)
	160.00	(191,548)	(220,960)	(250,371)	(279,783)	(309,195)	(338,607)	(368,018)
	170.00	(215,338)	(244,750)	(274,162)	(303,573)	(332,985)	(362,397)	(391,809)
	180.00	(239,260)	(268,671)	(298,083)	(327,495)	(356,907)	(386,318)	(415,730)
	190.00	(263,181)	(292,593)	(322,005)	(351,417)	(380,828)	(410,240)	(439,652)
	200.00	(287,103)	(316,515)	(345,926)	(375,338)	(404,750)	(434,162)	(463,573)
	210.00	(311,024)	(340,436)	(369,848)	(399,260)	(428,672)	(458,083)	(487,495)
	220.00	(334,946)	(364,358)	(393,770)	(423,181)	(452,593)	(482,005)	(511,417)
	230.00	(358,868)	(388,279)	(417,691)	(447,103)	(476,515)	(505,926)	(535,338)
	240.00	(382,789)	(412,201)	(441,613)	(471,025)	(500,436)	(529,848)	(559,260)
	250.00	(406,711)	(436,123)	(465,534)	(494,946)	(524,358)	(553,770)	(583,181)

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats — No Units: 150
Site Typology: Location / Value Zone: Mid — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	28,946	Density (dph) (net) 30	35	53 40	45	50	55	60
	0.00	(111,191)	(80,647)	(50,103)	(19,558)	10,986	41,530	72,075
	10.00	(122,710)	(94,085)	(65,461)	(36,836)	(8,211)	20,413	49,038
CIL £psm	20.00	(134,228)	(107,523)	(80,818)	(54,113)	(27,409)	(704)	26,001
0.00	30.00	(145,747)	(120,961)	(96,176)	(71,391)	(46,606)	(21,821)	2,964
(recommended CIL)	40.00	(157,265)	(134,400)	(111,534)	(88,669)	(65,803)	(42,938)	(20,072)
(100)	50.00	(168,783)	(147,838)	(126,892)	(105,946)	(85,001)	(64,055)	(43,109)
	60.00	(180,371)	(161,297)	(142,250)	(123,224)	(104,198)	(85,172)	(66,146)
	70.00	(191,959)	(174,816)	(157,674)	(140,531)	(123,395)	(106,289)	(89,183)
	80.00	(203,547)	(188,336)	(173,124)	(157,913)	(142,701)	(127,490)	(112,279)
	90.00	(215,135)	(201,855)	(188,575)	(175,295)	(162,015)	(148,735)	(135,455)
	100.00	(227,124)	(215,422)	(204,026)	(192,677)	(181,328)	(169,979)	(158,631)
	110.00	(239,790)	(229,571)	(219,773)	(210,134)	(200,642)	(191,224)	(181,807)
	120.00	(253,265)	(244,725)	(236,185)	(228,333)	(220,562)	(212,840)	(205,199)
	130.00	(266,739)	(260,445)	(254,151)	(247,856)	(241,562)	(235,270)	(229,543)
	140.00	(280,214)	(276,165)	(272,117)	(268,068)	(264,020)	(259,971)	(255,923)
	150.00	(293,713)	(291,885)	(290,083)	(288,280)	(286,477)	(284,674)	(282,871)
	160.00	(307,269)	(307,660)	(308,051)	(308,491)	(308,934)	(309,377)	(309,820)
	170.00	(320,825)	(323,476)	(326,126)	(328,776)	(331,427)	(334,080)	(336,769)
	180.00	(334,381)	(339,291)	(344,200)	(349,110)	(354,020)	(358,929)	(363,839)
	190.00	(347,937)	(355,106)	(362,275)	(369,444)	(376,613)	(383,782)	(390,951)
	200.00	(361,493)	(370,921)	(380,349)	(389,778)	(399,206)	(408,634)	(418,063)
	210.00	(375,049)	(386,736)	(398,424)	(410,112)	(421,799)	(433,487)	(445,174)
	220.00	(388,605)	(402,552)	(416,498)	(430,445)	(444,392)	(458,339)	(472,286)
	230.00	(402,161)	(418,367)	(434,573)	(450,779)	(466,985)	(483,192)	(499,398)
	240.00	(415,716)	(434,182)	(452,648)	(471,113)	(489,579)	(508,044)	(526,510)
	250.00	(429,329)	(449,997)	(470,722)	(491,447)	(512,172)	(532,897)	(553,621)

TABLE 6

Balance (RLV - BLV £ per acre (n))	28,946	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.) 70%	80%	90%	100%	105%	110%	115%
	0.00	1,395,442	946,218	490,869	28,946	(204,518)	(474,505)	(749,732)
	10.00	1,375,955	926,496	470,877	8,620	(225,902)	(498,427)	(773,798)
CIL £psm	20.00	1,356,469	906,773	450,794	(11,706)	(248,751)	(522,348)	(797,903)
0.00	30.00	1,336,982	887,050	430,711	(32,032)	(272,529)	(546,270)	(822,115)
(recommended CIL)	40.00	1,317,496	867,300	410,629	(52,358)	(296,307)	(570,246)	(846,327)
(100)	50.00	1,298,009	847,458	390,546	(72,684)	(320,085)	(594,312)	(870,539)
	60.00	1,278,523	827,616	370,464	(93,011)	(343,941)	(618,379)	(894,750)
	70.00	1,258,983	807,774	350,381	(113,337)	(367,863)	(642,445)	(918,962)
	80.00	1,239,379	787,932	330,299	(133,757)	(391,784)	(666,511)	(943,174)
	90.00	1,219,774	768,090	310,216	(154,206)	(415,706)	(690,577)	(967,385)
	100.00	1,200,170	748,248	290,133	(174,655)	(439,627)	(714,643)	(991,597)
	110.00	1,180,566	728,406	270,003	(195,104)	(463,549)	(738,710)	(1,015,809)
	120.00	1,160,962	708,564	249,799	(215,992)	(487,471)	(762,776)	(1,040,132)
	130.00	1,141,357	688,722	229,595	(237,861)	(511,392)	(786,842)	(1,064,490)
	140.00	1,121,753	668,849	209,391	(261,639)	(535,314)	(811,026)	(1,088,848)
	150.00	1,102,149	648,887	189,187	(285,417)	(559,236)	(835,238)	(1,113,206)
	160.00	1,082,545	628,925	168,983	(309,195)	(583,290)	(859,450)	(1,137,564)
	170.00	1,062,898	608,963	148,779	(332,985)	(607,356)	(883,661)	(1,161,922)
	180.00	1,043,175	589,002	128,575	(356,907)	(631,423)	(907,873)	(1,186,280)
	190.00	1,023,453	569,040	108,371	(380,828)	(655,489)	(932,085)	(1,210,638)
	200.00	1,003,730	549,078	88,167	(404,750)	(679,555)	(956,297)	(1,234,996)
	210.00	984,007	529,116	67,891	(428,672)	(703,621)	(980,508)	(1,259,400)
	220.00	964,284	509,154	47,565	(452,593)	(727,687)	(1,004,720)	(1,283,905)
	230.00	944,562	489,192	27,239	(476,515)	(751,754)	(1,028,976)	(1,308,410)
	240.00	924,839	469,189	6,912	(500,436)	(775,820)	(1,053,334)	(1,332,915)
	250.00	905,116	449,107	(13,414)	(524,358)	(799,937)	(1,077,692)	(1,357,421)

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: Flats | No Units: 150
Site Typology: Location / Value Zone: Mid | Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 7

Balance (RLV - BLV £ per acre (n))	28,946	Market Values 100% 90%	95%	100%	105%	110%	115%	120%
				(where 105% is a 5% increase, and 95% is a 5% decrease etc.)				
	0.00	(540,721)	(234,153)	28,946	288,786	547,002	803,792	1,059,350
	10.00	(564,788)	(257,818)	8,620	268,582	526,920	783,830	1,039,508
CIL £psm	20.00	(588,854)	(281,596)	(11,706)	248,378	506,837	763,868	1,019,666
0.00	30.00	(612,920)	(305,373)	(32,032)	228,174	486,755	743,906	999,824
(recommended CIL)	40.00	(636,986)	(329,169)	(52,358)	207,970	466,672	723,944	979,982
(100)	50.00	(661,052)	(353,091)	(72,684)	187,766	446,590	703,983	960,140
	60.00	(685,119)	(377,013)	(93,011)	167,562	426,507	684,021	940,298
	70.00	(709,185)	(400,934)	(113,337)	147,358	406,424	664,059	920,456
	80.00	(733,251)	(424,856)	(133,757)	127,154	386,342	644,097	900,614
	90.00	(757,448)	(448,777)	(154,206)	106,950	366,259	624,135	880,772
	100.00	(781,659)	(472,699)	(174,655)	86,693	346,177	604,173	860,930
	110.00	(805,871)	(496,621)	(195,104)	66,366	326,076	584,211	841,001
	120.00	(830,083)	(520,542)	(215,992)	46,040	305,872	564,139	821,039
	130.00	(854,294)	(544,464)	(237,861)	25,714	285,668	544,057	801,077
	140.00	(878,506)	(568,528)	(261,639)	5,388	265,464	523,974	781,115
	150.00	(902,718)	(592,594)	(285,417)	(14,938)	245,260	503,892	761,153
	160.00	(926,929)	(616,660)	(309,195)	(35,264)	225,056	483,809	741,192
	170.00	(951,190)	(640,726)	(332,985)	(55,590)	204,852	463,726	721,230
	180.00	(975,548)	(664,793)	(356,907)	(75,916)	184,648	443,644	701,268
	190.00	(999,906)	(688,859)	(380,828)	(96,242)	164,444	423,561	681,306
	200.00	(1,024,265)	(712,925)	(404,750)	(116,595)	144,240	403,479	661,344
	210.00	(1,048,623)	(736,991)	(428,672)	(137,044)	124,036	383,396	641,382
	220.00	(1,072,981)	(761,058)	(452,593)	(157,493)	103,787	363,314	621,420
	230.00	(1,097,339)	(785,254)	(476,515)	(177,942)	83,461	343,162	601,359
	240.00	(1,121,697)	(809,466)	(500,436)	(198,391)	63,135	322,958	581,276
	250.00	(1,146,055)	(833,677)	(524,358)	(219,470)	42,808	302,754	561,194

TABLE 8

Balance (RLV - BLV £ per acre (n))	28,946	Grant (£ per unit) 0	- 10,000	20,000	30,000	40,000	50,000	100,000
	0.00	28,946	247,143	463,909	679,230	893,088	1,105,574	2,147,952
	10.00	8,620	226,939	443,827	659,300	873,366	1,085,969	2,128,930
CIL £psm	20.00	(11,706)	206,735	423,744	639,338	853,532	1,066,343	2,109,908
0.00	30.00	(32,032)	186,531	403,662	619,376	833,690	1,046,621	2,090,886
(recommended CIL)	40.00	(52,358)	166,327	383,579	599,414	813,848	1,026,898	2,071,863
(100)	50.00	(72,684)	146,123	363,497	579,452	794,006	1,007,175	2,052,798
	60.00	(93,011)	125,919	343,414	559,490	774,164	987,452	2,033,661
	70.00	(113,337)	105,715	323,331	539,528	754,322	967,730	2,014,523
	80.00	(133,757)	85,511	303,249	519,566	734,480	948,007	1,995,386
	90.00	(154,206)	65,219	283,166	499,604	714,638	928,284	1,976,249
	100.00	(174,655)	44,893	262,994	479,643	694,796	908,561	1,957,112
	110.00	(195,104)	24,567	242,790	459,582	674,954	888,839	1,937,974
	120.00	(215,992)	4,240	222,586	439,500	654,999	869,099	1,918,837
	130.00	(237,861)	(16,086)	202,382	419,417	635,037	849,257	1,899,700
	140.00	(261,639)	(36,412)	182,178	399,335	615,075	829,415	1,880,562
	150.00	(285,417)	(56,738)	161,974	379,252	595,113	809,573	1,861,422
	160.00	(309,195)	(77,064)	141,770	359,169	575,151	789,731	1,842,169
	170.00	(332,985)	(97,390)	121,566	339,087	555,189	769,889	1,822,916
	180.00	(356,907)	(117,716)	101,362	319,004	535,227	750,047	1,803,663
	190.00	(380,828)	(138,163)	81,158	298,922	515,265	730,205	1,784,410
	200.00	(404,750)	(158,612)	60,839	278,839	495,303	710,363	1,765,157
	210.00	(428,672)	(179,061)	40,513	258,640	475,338	690,521	1,745,904
	220.00	(452,593)	(199,510)	20,187	238,436	455,255	670,659	1,726,651
	230.00	(476,515)	(220,654)	(139)	218,233	435,173	650,698	1,707,398
	240.00	(500,436)	(242,985)	(20,465)	198,029	415,090	630,736	1,688,145
	250.00	(524,358)	(266,762)	(40,791)	177,825	395,007	610,774	1,668,892

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

C - 260915 Hastings WPV_Hastings Borough Council_Brownfield HV_v0.4

Scheme Typology: **Flats** No Units: **150**
Site Typology: Location / Value Zone: **Mid** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

[KPI's for Report Summary Table]

[note that this table is combined with other similar Scheme Typologies as a Summary table]

[please check that is captures the required KPI's that you would like carried forward to the Summary Table]

Appraisal Ref:	**FF**	
Scheme Typology:	Flats	
No Units:	150	
Location / Value Zone:	Mid	
Greenfield/Brownfield:	Brownfield	
Notes/Comments:	0	
Total GDV (£)	49,597,500	
Policy Assumptions		
AH Target %	0%	
Max CIL (£ psm)	-	<< This is the maximum backsolved CIL rate to balance = £1
Max CIL (£ per unit)	-	
Site Specific S106 (£ per unit)	2,500	
Sub-total CIL+S106 (£ per unit)	2,500	
Site Infrastructure (£ per unit)	-	
Sub-total CIL+S106+Infra. (£ per unit)	2,500	
Profit KPI's		
Developers Profit (% on OMS)	17.5%	
Developers Profit (% on AH)	6.0%	
Developers Profit (% blended)	17.50%	
Developers Profit (% on costs)	22.38%	
Developers Profit Total (£)	8,679,563	
Land Value KPI's		
RLV (£/acre (net))	264,240	
RLV (£/ha (net))	652,938	
RLV (% of GDV)	3.73%	
RLV Total (£)	1,850,031	
BLV (£/acre (net))	200,000	
BLV (£/ha (net))	494,200	
BLV Total (£)	1,647,370	
Surplus/Deficit (£/acre) [RLV-BLV]	28,946	
Surplus/Deficit (£/ha)	71,526	
Surplus/Deficit Total (£)	202,661	
Recommended CIL (£ psm)	**100.00**	<<< enter the recommended amount of CIL here, which will calculate the Buffer
Buffer (% from Max)	**#DIV/0!**	
Interest on development costs	3,846,836	Put into summary table for ease of checking. Don't print this row in the summary table
Interest on land	160,424	Put into summary table for ease of checking. Don't print this row in the summary table
Interest total per unit	26,715	Put into summary table for ease of checking. Don't print this row in the summary table

Appendix 14 – Older Persons' Housing Typology Appraisals

Aspinall Verdi

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Appraisal Ref:	GG			(see Typologies Matrix)
Scheme Typology:	Retirement / Age Restricted	No Units:	75	
Site Typology:	Location / Value Zone: n/a	Greenfield/Brownfield:	Greenfield	
Notes/Comments:				

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		75	Units		
AH Policy requirement (% Target)		40%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)	60%			
AH tenure split %	Affordable Rent:		35.0%		
	Social Rent:		35.0%	70.0%	% Rented
	Shared Ownership:		0.0%		
	DMS:		30.0%	12.0%	% of total (>10% First Homes PPG 023)
		100%	100.0%		
CIL Rate (£ psm)		0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	40.0%	18.0	40.0%	12.0	40%	30.0
2 bed Flat	60.0%	27.0	60.0%	18.0	60%	45.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	45.0	100.0%	30.0	100%	75.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	0.0	0			0.0	0
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	0.0	0		16.0	16.0	172
4 bed House (with garage)	0.0	0		32.0	32.0	344
5 bed House (with garage)	0.0	0		32.0	32.0	344
1 bed Flat	55.0	592	80.0%		68.8	740
2 bed Flat	80.0	861	80.0%		100.0	1,076
3 bed Flat	0.0	0	80.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	0.0	0			0.0	0
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	0.0	0		16.0	16.0	172
4 bed House (with garage)	0.0	0		32.0	32.0	344
5 bed House (with garage)	0.0	0		32.0	32.0	344
1 bed Flat	55.0	592	80.0%		68.8	740
2 bed Flat	80.0	861	80.0%		100.0	1,076
3 bed Flat	0.0	0	80.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,238	13,320	825	8,880	2,063	22,201
2 bed Flat	2,700	29,063	1,800	19,375	4,500	48,438
3 bed Flat	0	0	0	0	0	0
	3,938	42,383	2,625	28,255	6,563	70,638
AH % by floor area:			40.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	0	#DIV/0!	#DIV/0!	0	0	0
4 bed House (with garage)	0	#DIV/0!	#DIV/0!	0	0	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	0	0	0
1 bed Flat	275,000	5,000	465	4,000	372	8,250,000
2 bed Flat	340,000	4,250	395	3,400	316	15,300,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						23,550,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	hared Ownership:	% of MV	DMS:	% of MV
2 bed House	0	60%	0	40%	0	70%	0	80%
3 bed House	0	60%	0	40%	0	70%	0	80%
3 bed House (with garage)	0	60%	0	40%	0	70%	0	80%
4 bed House (with garage)	0	60%	0	40%	0	70%	0	80%
5 bed House (with garage)	0	60%	0	40%	0	70%	0	80%
1 bed Flat	0	60%	110,000	40%	192,500	70%	220,000	80%
2 bed Flat	0	60%	136,000	40%	238,000	70%	272,000	80%
3 bed Flat	0	60%	0	40%	0	70%	0	80%

* capped @£250K

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Scheme Typology:	**Retirement / Age Restricted**	No Units:	**75**
Site Typology:	Location / Value Zone: **n/a**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	18.0	@	275,000	4,950,000
2 bed Flat	27.0	@	340,000	9,180,000
3 bed Flat	0.0	@	0	-
	45.0			14,130,000
Affordable Rent GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	4.2	@	0	-
2 bed Flat	6.3	@	0	-
3 bed Flat	0.0	@	0	-
	10.5			-
Social Rent GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	4.2	@	110,000	462,000
2 bed Flat	6.3	@	136,000	856,800
3 bed Flat	0.0	@	0	-
	10.5			1,318,800
Shared Ownership -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	192,500	-
2 bed Flat	0.0	@	238,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
DMS -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	3.6	@	220,000	792,000
2 bed Flat	5.4	@	272,000	1,468,800
3 bed Flat	0.0	@	0	-
	9.0	30.0		2,260,800
Sub-total GDV Residential	**75**			**17,709,600**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	5,840,400
	890 £ psm (total GIA sqm)		77,872 £ per unit (total units)	
Grant	75	units @	0 per unit	-
Total GDV				**17,709,600**

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Scheme Typology:	**Retirement / Age Restricted**	No Units:	**75**
Site Typology:	Location / Value Zone: **n/a**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	36,110	£		(36,110)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	108,330	£		(108,330)
CIL (Mrkt only inc. garages)	Max			3,938	sqm	0.00	£ psm			-
Building Safety Levy	Max			3,938	sqm	30.21	£ psm			(118,952)
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				75	units @	6,700	per unit			(502,500)
	Sub-total								(502,500)	
S106 analysis:	837,500	£ per ha		2.84%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				6,563	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.48	ha @	0	£ per acre (if brownfield)			-
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			75	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	0	psm			-
3 bed House				-	sqm @	0	psm			-
3 bed House (EXC. garage)				-	sqm @	0	psm			-
4 bed House (EXC. garage)				-	sqm @	0	psm			-
5 bed House (EXC. garage)				-	sqm @	0	psm			-
1 bed Flat				2,063	sqm @	2,367	psm			(4,881,938)
2 bed Flat				4,500	sqm @	2,367	psm			(10,651,500)
3 bed Flat				-	sqm @	2,367	psm			-
Garages for 3B House	-	16.0		0	sqm @	0	psm			-
Garages for 4B House	-	32.0		0	sqm @	0	psm			-
Garages for 5B House	-	32.0		0	sqm @	0	psm			-
Total GIA check:				6,563	£ per garage	£0				
External works				15,533,438	@	15.0%				(2,330,016)
Ext. Works analysis:						31,067	£ per unit (total units)			
Policy Costs on design -										
Biodiversity Net Gain 10%		75	units @			1,000	£ per unit			(75,000)
M4(2) Category 2 Housing	Aff units	30	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	45	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	30	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	45	units @		10%	@	0	£ per unit		-
Net Zero Carbon (Flats)		6,563	sqm @		100%		72	£ psm		(472,500)
Future Homes Standard		75	units @				4,350	£ per unit		(326,250)
Part L/FHS analysis:						2.1%	% of BCIS costs			
EV Charging - Flats		75	units @			4 flats per charger		£ per 4 units		-
EV Charging - Houses		-	units @			4 flats per charger		£ per 4 units		-
Water Efficiency		75	units @				20	£ per unit		(1,500)
Urban Greening Factor	75.0	units @	8		per storey = GIA	700	0	£ / psm		-
	Sub-total								(875,250)	
Policy Costs analysis:	(design costs only)					11,670	£ per unit (total units)			
						5.6%	% of BCIS costs			
Contingency (on construction)				18,738,703	@	3.0%				(562,161)

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Scheme Typology:	**Retirement / Age Restricted**	No Units:	**75**
Site Typology:	Location / Value Zone: **n/a**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

Professional Fees		18,738,703	@	10.0%			(1,873,870)
				Total Fees inc. planning & consultants:			10.77%
Disposal Costs -							
OMS Marketing and Promotion		14,130,000	OMS @	3.00%	5,652	£ per unit	(423,900)
Residential Sales Agent Costs		14,130,000	OMS @	1.00%	1,884	£ per unit	(141,300)
Residential Sales Legal Costs		14,130,000	OMS @	0.50%	942	£ per unit	(70,650)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	75	units (1/2 back during sales period) @		500	42	£ per unit PA (£ p	(37,500)
Disposal Cost analysis:					8,478	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(3,119,327)
Developers Profit -							
Profit on OMS		14,130,000		17.50%			(2,472,750)
Margin on AH		3,579,600		6.00%	on AH values		(214,776)
Profit analysis:		17,709,600		15.18%	blended GDV	(2,687,526)	
		25,733,303		10.44%	on costs	(2,687,526)	
TOTAL COSTS							**(28,420,829)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(10,711,229)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(10,711,229)**
RLV analysis:	(142,816) £ per plot	(17,852,049)	£ per ha (net)	(7,224,625)	£ per acre (net)		
		(14,281,639)	£ per ha (gross)	(5,779,700)	£ per acre (gross)		
				-60.48%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		125.0	dph (net)				
Site Area (net)		0.60	ha (net)	1.48	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.75	ha (gross)	1.85	acres (gross)		
Density analysis:		10,938	sqm/ha (net)	47,645	sqft/ac (net)		
		100	dph (gross)				
Benchmark Land Value (net)	4,201 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**315,053**
BLV analysis:		525,088	£ per ha (net)	212,500	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(18,377,136)**	£ per ha (net)	**(7,437,125)**	£ per acre (net)	**(11,026,282)**

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Scheme Typology: Retirement / Age Restricted — No Units: 75
Site Typology: Location / Value Zone: n/a — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	(7,437,125)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(4,877,792)	(5,197,709)	(5,517,626)	(5,837,542)	(6,157,459)	(6,477,375)	(6,797,292)
	10.00	(4,932,313)	(5,249,503)	(5,566,694)	(5,883,884)	(6,201,075)	(6,518,266)	(6,835,456)
CIL £ psm	20.00	(4,986,833)	(5,301,297)	(5,615,762)	(5,930,226)	(6,244,691)	(6,559,156)	(6,873,620)
0.00	30.00	(5,041,353)	(5,353,091)	(5,664,830)	(5,976,569)	(6,288,307)	(6,600,046)	(6,911,784)
	40.00	(5,095,873)	(5,404,886)	(5,713,898)	(6,022,911)	(6,331,923)	(6,640,936)	(6,949,948)
	50.00	(5,150,393)	(5,456,680)	(5,762,966)	(6,069,253)	(6,375,539)	(6,681,826)	(6,988,112)
	60.00	(5,204,913)	(5,508,474)	(5,812,034)	(6,115,595)	(6,419,155)	(6,722,716)	(7,026,277)
	70.00	(5,259,433)	(5,560,268)	(5,861,103)	(6,161,937)	(6,462,772)	(6,763,606)	(7,064,441)
	80.00	(5,313,954)	(5,612,062)	(5,910,171)	(6,208,279)	(6,506,388)	(6,804,496)	(7,102,605)
	90.00	(5,368,474)	(5,663,856)	(5,959,239)	(6,254,621)	(6,550,004)	(6,845,386)	(7,140,769)
	100.00	(5,422,994)	(5,715,650)	(6,008,307)	(6,300,963)	(6,593,620)	(6,886,276)	(7,178,933)
	110.00	(5,477,514)	(5,767,444)	(6,057,375)	(6,347,306)	(6,637,236)	(6,927,167)	(7,217,097)
	120.00	(5,532,034)	(5,819,239)	(6,106,443)	(6,393,648)	(6,680,852)	(6,968,057)	(7,255,261)
	130.00	(5,586,554)	(5,871,033)	(6,155,511)	(6,439,990)	(6,724,468)	(7,008,947)	(7,293,425)
	140.00	(5,641,074)	(5,922,827)	(6,204,579)	(6,486,332)	(6,768,084)	(7,049,837)	(7,331,589)
	150.00	(5,695,595)	(5,974,621)	(6,253,647)	(6,532,674)	(6,811,700)	(7,090,727)	(7,369,753)
	160.00	(5,750,115)	(6,026,415)	(6,302,716)	(6,579,016)	(6,855,317)	(7,131,617)	(7,407,918)
	170.00	(5,804,635)	(6,078,209)	(6,351,784)	(6,625,358)	(6,898,933)	(7,172,507)	(7,446,082)
	180.00	(5,859,155)	(6,130,003)	(6,400,852)	(6,671,700)	(6,942,549)	(7,213,397)	(7,484,246)
	190.00	(5,913,675)	(6,181,798)	(6,449,920)	(6,718,042)	(6,986,165)	(7,254,287)	(7,522,410)
	200.00	(5,968,195)	(6,233,592)	(6,498,988)	(6,764,385)	(7,029,781)	(7,295,177)	(7,560,574)
	210.00	(6,022,715)	(6,285,386)	(6,548,056)	(6,810,727)	(7,073,397)	(7,336,068)	(7,598,738)
	220.00	(6,077,235)	(6,337,180)	(6,597,124)	(6,857,069)	(7,117,013)	(7,376,958)	(7,636,902)
	230.00	(6,131,756)	(6,388,974)	(6,646,192)	(6,903,411)	(7,160,629)	(7,417,848)	(7,675,066)
	240.00	(6,186,276)	(6,440,768)	(6,695,261)	(6,949,753)	(7,204,245)	(7,458,738)	(7,713,230)
	250.00	530,398	460,285	390,002	319,516	248,767	177,741	106,375

TABLE 2

Balance (RLV - BLV £ per acre (n))	(7,437,125)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	500	(4,491,478)	(4,811,395)	(5,131,312)	(5,451,228)	(5,771,145)	(6,091,061)	(6,410,978)
	1,000	(4,522,633)	(4,842,549)	(5,162,466)	(5,482,382)	(5,802,299)	(6,122,216)	(6,442,132)
Site Specific S106	1,500	(4,553,787)	(4,873,704)	(5,193,620)	(5,513,537)	(5,833,453)	(6,153,370)	(6,473,287)
6,700	2,000	(4,584,941)	(4,904,858)	(5,224,775)	(5,544,691)	(5,864,608)	(6,184,524)	(6,504,441)
	2,500	(4,616,096)	(4,936,012)	(5,255,929)	(5,575,846)	(5,895,762)	(6,215,679)	(6,535,595)
	5,000	(4,771,868)	(5,091,784)	(5,411,701)	(5,731,617)	(6,051,534)	(6,371,451)	(6,691,367)
	6,000	(4,834,176)	(5,154,093)	(5,474,010)	(5,793,926)	(6,113,843)	(6,433,759)	(6,753,676)
	7,000	(4,896,485)	(5,216,402)	(5,536,318)	(5,856,235)	(6,176,151)	(6,496,068)	(6,815,985)
	8,000	(4,958,794)	(5,278,710)	(5,598,627)	(5,918,544)	(6,238,460)	(6,558,377)	(6,878,293)
	9,000	(5,021,103)	(5,341,019)	(5,660,936)	(5,980,852)	(6,300,769)	(6,620,685)	(6,940,602)
	10,000	(5,083,411)	(5,403,328)	(5,723,244)	(6,043,161)	(6,363,078)	(6,682,994)	(7,002,911)
	12,500	(5,239,183)	(5,559,100)	(5,879,016)	(6,198,933)	(6,518,849)	(6,838,766)	(7,158,683)
	15,000	(5,394,955)	(5,714,871)	(6,034,788)	(6,354,705)	(6,674,621)	(6,994,538)	(7,314,454)
	17,500	(5,550,727)	(5,870,643)	(6,190,560)	(6,510,476)	(6,830,393)	(7,150,310)	(7,470,226)
	20,000	(5,706,499)	(6,026,415)	(6,346,332)	(6,666,248)	(6,986,165)	(7,306,081)	(7,625,998)

TABLE 3

Balance (RLV - BLV £ per acre (n))	(7,437,125)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	15.0%	(4,480,686)	(4,820,458)	(5,160,230)	(5,500,002)	(5,839,774)	(6,179,546)	(6,519,317)
	16.0%	(4,639,529)	(4,971,358)	(5,303,188)	(5,635,018)	(5,966,848)	(6,298,678)	(6,630,507)
Profit	17.0%	(4,798,371)	(5,122,259)	(5,446,146)	(5,770,034)	(6,093,922)	(6,417,809)	(6,741,697)
17.5%	18.0%	(4,957,214)	(5,273,159)	(5,589,105)	(5,905,050)	(6,220,996)	(6,536,941)	(6,852,887)
	19.0%	(5,116,056)	(5,424,060)	(5,732,063)	(6,040,067)	(6,348,070)	(6,656,073)	(6,964,077)
	20.0%	(5,274,899)	(5,574,960)	(5,875,021)	(6,175,083)	(6,475,144)	(6,775,205)	(7,075,266)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(7,437,125)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	100,000	(4,790,292)	(5,110,209)	(5,430,126)	(5,750,042)	(6,069,959)	(6,389,875)	(6,709,792)
	110,000	(4,802,792)	(5,122,709)	(5,442,626)	(5,762,542)	(6,082,459)	(6,402,375)	(6,722,292)
BLV (£ per acre)	120,000	(4,815,292)	(5,135,209)	(5,455,126)	(5,775,042)	(6,094,959)	(6,414,875)	(6,734,792)
170,000	130,000	(4,827,792)	(5,147,709)	(5,467,626)	(5,787,542)	(6,107,459)	(6,427,375)	(6,747,292)
	140,000	(4,840,292)	(5,160,209)	(5,480,126)	(5,800,042)	(6,119,959)	(6,439,875)	(6,759,792)
	150,000	(4,852,792)	(5,172,709)	(5,492,626)	(5,812,542)	(6,132,459)	(6,452,375)	(6,772,292)
	160,000	(4,865,292)	(5,185,209)	(5,505,126)	(5,825,042)	(6,144,959)	(6,464,875)	(6,784,792)
	170,000	(4,877,792)	(5,197,709)	(5,517,626)	(5,837,542)	(6,157,459)	(6,477,375)	(6,797,292)
	180,000	(4,890,292)	(5,210,209)	(5,530,126)	(5,850,042)	(6,169,959)	(6,489,875)	(6,809,792)
	190,000	(4,902,792)	(5,222,709)	(5,542,626)	(5,862,542)	(6,182,459)	(6,502,375)	(6,822,292)
	200,000	(4,915,292)	(5,235,209)	(5,555,126)	(5,875,042)	(6,194,959)	(6,514,875)	(6,834,792)
	210,000	(4,927,792)	(5,247,709)	(5,567,626)	(5,887,542)	(6,207,459)	(6,527,375)	(6,847,292)
	220,000	(4,940,292)	(5,260,209)	(5,580,126)	(5,900,042)	(6,219,959)	(6,539,875)	(6,859,792)
	230,000	(4,952,792)	(5,272,709)	(5,592,626)	(5,912,542)	(6,232,459)	(6,552,375)	(6,872,292)
	240,000	(4,965,292)	(5,285,209)	(5,605,126)	(5,925,042)	(6,244,959)	(6,564,875)	(6,884,792)
	250,000	(4,977,792)	(5,297,709)	(5,617,626)	(5,937,542)	(6,257,459)	(6,577,375)	(6,897,292)

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Scheme Typology: **Retirement / Age Restricted** No Units: **75**
Site Typology: Location / Value Zone: **n/a** Greenfield/Brownfield: **Greenfield**
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(7,437,125)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	80	(3,198,287)	(3,403,034)	(3,607,780)	(3,812,527)	(4,017,274)	(4,222,020)	(4,426,767)
	90	(3,571,511)	(3,801,851)	(4,032,190)	(4,262,530)	(4,492,870)	(4,723,210)	(4,953,550)
Density (dph)	100	(3,944,734)	(4,200,667)	(4,456,601)	(4,712,534)	(4,968,467)	(5,224,400)	(5,480,334)
125.0	110	(4,317,957)	(4,599,484)	(4,881,011)	(5,162,537)	(5,444,064)	(5,725,590)	(6,007,117)
	120	(4,691,181)	(4,998,301)	(5,305,421)	(5,612,541)	(5,919,660)	(6,226,780)	(6,533,900)
	125	(4,877,792)	(5,197,709)	(5,517,626)	(5,837,542)	(6,157,459)	(6,477,375)	(6,797,292)
	130	(5,064,404)	(5,397,117)	(5,729,831)	(6,062,544)	(6,395,257)	(6,727,970)	(7,060,684)
	135	(5,251,016)	(5,596,526)	(5,942,036)	(6,287,546)	(6,633,056)	(6,978,565)	(7,324,075)
	140	(5,437,628)	(5,795,934)	(6,154,241)	(6,512,547)	(6,870,854)	(7,229,160)	(7,587,467)
	145	(5,624,239)	(5,995,343)	(6,366,446)	(6,737,549)	(7,108,652)	(7,479,755)	(7,850,859)
	150	(5,810,851)	(6,194,751)	(6,578,651)	(6,962,551)	(7,346,451)	(7,730,350)	(8,114,250)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(7,437,125)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	75%	(725,560)	(1,035,741)	(1,346,293)	(1,658,763)	(1,972,275)	(2,287,424)	(2,604,807)
	80%	(1,544,475)	(1,857,062)	(2,171,076)	(2,486,347)	(2,803,615)	(3,123,388)	(3,443,304)
Build Cost	85%	(2,369,876)	(2,685,270)	(3,002,538)	(3,322,051)	(3,641,968)	(3,961,885)	(4,281,801)
100%	90%	(3,201,460)	(3,520,715)	(3,840,632)	(4,160,548)	(4,480,465)	(4,800,382)	(5,120,298)
(105% = 5% increase)	85%	(2,369,876)	(2,685,270)	(3,002,538)	(3,322,051)	(3,641,968)	(3,961,885)	(4,281,801)
	100%	(4,877,792)	(5,197,709)	(5,517,626)	(5,837,542)	(6,157,459)	(6,477,375)	(6,797,292)
	105%	(5,716,289)	(6,036,206)	(6,356,123)	(6,676,039)	(6,995,956)	(7,315,872)	(7,635,789)
	110%	(6,554,786)	(6,874,703)	(7,194,620)	(7,514,536)	(7,834,453)	(8,154,369)	(8,474,286)
	115%	(7,393,283)	(7,713,200)	(8,033,116)	(8,353,033)	(8,672,950)	(8,992,866)	(9,312,783)
	120%	(8,231,780)	(8,551,697)	(8,871,613)	(9,191,530)	(9,511,447)	(9,831,363)	(10,151,280)
	125%	(9,070,277)	(9,390,194)	(9,710,110)	(10,030,027)	(10,349,943)	(10,669,860)	(10,989,777)
	130%	(9,908,774)	(10,228,691)	(10,548,607)	(10,868,524)	(11,188,440)	(11,508,357)	(11,828,274)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(7,437,125)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	80%	(7,595,969)	(7,779,977)	(7,963,984)	(8,147,992)	(8,332,000)	(8,516,008)	(8,700,015)
	82%	(7,324,151)	(7,521,750)	(7,719,348)	(7,916,947)	(8,114,546)	(8,312,144)	(8,509,743)
Market Values	84%	(7,052,333)	(7,263,523)	(7,474,713)	(7,685,902)	(7,897,092)	(8,108,281)	(8,319,471)
100%	86%	(6,780,516)	(7,005,296)	(7,230,077)	(7,454,857)	(7,679,638)	(7,904,418)	(8,129,198)
(105% = 5% increase)	88%	(6,508,698)	(6,747,070)	(6,985,441)	(7,223,812)	(7,462,183)	(7,700,555)	(7,938,926)
	90%	(6,236,881)	(6,488,843)	(6,740,805)	(6,992,767)	(7,244,729)	(7,496,692)	(7,748,654)
	92%	(5,965,063)	(6,230,616)	(6,496,169)	(6,761,722)	(7,027,275)	(7,292,828)	(7,558,381)
	94%	(5,693,245)	(5,972,389)	(6,251,533)	(6,530,677)	(6,809,821)	(7,088,965)	(7,368,109)
	96%	(5,421,428)	(5,714,163)	(6,006,897)	(6,299,632)	(6,592,367)	(6,885,102)	(7,177,837)
	98%	(5,149,610)	(5,455,936)	(5,762,262)	(6,068,587)	(6,374,913)	(6,681,239)	(6,987,564)
	100%	(4,877,792)	(5,197,709)	(5,517,626)	(5,837,542)	(6,157,459)	(6,477,375)	(6,797,292)
	102%	(4,605,975)	(4,939,482)	(5,272,990)	(5,606,497)	(5,940,005)	(6,273,512)	(6,607,020)
	104%	(4,334,157)	(4,681,256)	(5,028,354)	(5,375,452)	(5,722,551)	(6,069,649)	(6,416,747)
	106%	(4,062,340)	(4,423,029)	(4,783,718)	(5,144,407)	(5,505,097)	(5,865,786)	(6,226,475)
	108%	(3,790,522)	(4,164,802)	(4,539,082)	(4,913,362)	(5,287,642)	(5,661,923)	(6,036,203)
	110%	(3,519,126)	(3,906,575)	(4,294,446)	(4,682,317)	(5,070,188)	(5,458,059)	(5,845,930)
	112%	(3,249,276)	(3,648,349)	(4,049,810)	(4,451,272)	(4,852,734)	(5,254,196)	(5,655,658)
	114%	(2,979,433)	(3,391,141)	(3,805,175)	(4,220,227)	(4,635,280)	(5,050,333)	(5,465,386)
	116%	(2,711,462)	(3,134,783)	(3,560,539)	(3,989,182)	(4,417,826)	(4,846,470)	(5,275,113)
	118%	(2,443,491)	(2,878,903)	(3,317,126)	(3,758,137)	(4,200,372)	(4,642,606)	(5,084,841)
	120%	(2,176,581)	(2,624,331)	(3,074,261)	(3,527,092)	(3,982,918)	(4,438,743)	(4,894,569)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(7,437,125)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	5,000	(4,568,121)	(4,888,037)	(5,207,954)	(5,527,871)	(5,847,787)	(6,167,704)	(6,487,620)
	10,000	(4,258,449)	(4,578,366)	(4,898,282)	(5,218,199)	(5,538,115)	(5,858,032)	(6,177,949)
Grant (£ per unit)	20,000	(3,639,106)	(3,959,022)	(4,278,939)	(4,598,855)	(4,918,772)	(5,238,689)	(5,558,605)
-	30,000	(3,021,512)	(3,339,679)	(3,659,595)	(3,979,512)	(4,299,429)	(4,619,345)	(4,939,262)
	40,000	(2,407,537)	(2,723,158)	(3,040,426)	(3,360,169)	(3,680,085)	(4,000,002)	(4,319,918)
	50,000	(1,797,136)	(2,110,439)	(2,425,264)	(2,742,072)	(3,060,742)	(3,380,658)	(3,700,575)
	60,000	(1,190,266)	(1,501,477)	(1,814,064)	(2,128,166)	(2,443,718)	(2,761,315)	(3,081,232)
	70,000	(586,883)	(896,226)	(1,206,779)	(1,518,404)	(1,831,069)	(2,145,894)	(2,462,632)
	80,000	(11,441)	(294,644)	(603,364)	(912,739)	(1,223,292)	(1,535,332)	(1,848,796)
	90,000	501,579	238,182	(25,913)	(311,124)	(619,844)	(929,252)	(1,239,804)
	100,000	1,011,709	749,347	486,484	223,620	(40,385)	(327,689)	(636,324)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Appraisal Ref:	HH				(see Typologies Matrix)
Scheme Typology:	Extra Care		No Units:	60	
Site Typology:	Location / Value Zone:	n/a	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			60	Units		
AH Policy requirement (% Target)			40%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		60%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	Shared Ownership:			0.0%		
	DMS:			30.0%	12.0%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	40.0%	14.4	40.0%	9.6	40%	24.0
2 bed Flat	60.0%	21.6	60.0%	14.4	60%	36.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	36.0	100.0%	24.0	100%	60.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	0.0	0			0.0	0
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	0.0	0		16.0	16.0	172
4 bed House (with garage)	0.0	0		32.0	32.0	344
5 bed House (with garage)	0.0	0		32.0	32.0	344
1 bed Flat	55.0	592	75.0%		73.3	789
2 bed Flat	80.0	861	75.0%		106.7	1,148
3 bed Flat	0.0	0	75.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	0.0	0			0.0	0
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	0.0	0		16.0	16.0	172
4 bed House (with garage)	0.0	0		32.0	32.0	344
5 bed House (with garage)	0.0	0		32.0	32.0	344
1 bed Flat	55.0	592	75.0%		73.3	789
2 bed Flat	80.0	861	75.0%		106.7	1,148
3 bed Flat	0.0	0	75.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,056	11,367	704	7,578	1,760	18,944
2 bed Flat	2,304	24,800	1,536	16,533	3,840	41,333
3 bed Flat	0	0	0	0	0	0
	3,360	36,167	2,240	24,111	5,600	60,278
AH % by floor area:			40.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	0	#DIV/0!	#DIV/0!	0	0	0
4 bed House (with garage)	0	#DIV/0!	#DIV/0!	0	0	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	0	0	0
1 bed Flat	295,000	5,364	498	4,023	374	7,080,000
2 bed Flat	360,000	4,500	418	3,375	314	12,960,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						20,040,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	hared Ownership:	% of MV	DMS:	% of MV
2 bed House	0	60%	0	40%	0	70%	0	80%
3 bed House	0	60%	0	40%	0	70%	0	80%
3 bed House (with garage)	0	60%	0	40%	0	70%	0	80%
4 bed House (with garage)	0	60%	0	40%	0	70%	0	80%
5 bed House (with garage)	0	60%	0	40%	0	70%	0	80%
1 bed Flat	0	60%	118,000	40%	206,500	70%	236,000	80%
2 bed Flat	0	60%	144,000	40%	252,000	70%	288,000	80%
3 bed Flat	0	60%	0	40%	0	70%	0	80%

* capped @£250K

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260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Scheme Typology:	**Extra Care**	No Units:	**60**
Site Typology:	Location / Value Zone: **n/a**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	14.4	@	295,000	4,248,000
2 bed Flat	21.6	@	360,000	7,776,000
3 bed Flat	0.0	@	0	-
	36.0			12,024,000
Affordable Rent GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	3.4	@	0	-
2 bed Flat	5.0	@	0	-
3 bed Flat	0.0	@	0	-
	8.4			-
Social Rent GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	3.4	@	118,000	396,480
2 bed Flat	5.0	@	144,000	725,760
3 bed Flat	0.0	@	0	-
	8.4			1,122,240
Shared Ownership -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	206,500	-
2 bed Flat	0.0	@	252,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
DMS -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	2.9	@	236,000	679,680
2 bed Flat	4.3	@	288,000	1,244,160
3 bed Flat	0.0	@	0	-
	7.2	24.0		1,923,840
Sub-total GDV Residential	**60**			**15,070,080**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	4,969,920
	887 £ psm (total GIA sqm)		82,832 £ per unit (total units)	
Grant	60	units @	0 per unit	-
Total GDV				**15,070,080**

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Scheme Typology:	**Extra Care**	No Units:	**60**
Site Typology:	Location / Value Zone: **n/a**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25				(capped at £411,885)	33,275	£		(33,275)
Planning Application Professional Fees, Surveys and reports					(capped at £1,500,000)	99,825	£		(99,825)
CIL (Mrkt only inc. garages)	Max		3,360	sqm	0.00	£ psm			-
Building Safety Levy	Max		3,360	sqm	30.21	£ psm			(101,506)
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	Year 2				0				-
	Year 3				0				-
	Year 4				0				-
	Year 5				0				-
	Year 6				0				-
	Year 7				0				-
	Year 8				0				-
	Year 9				0				-
	Year 10				0				-
	Year 11				0				-
	Year 12				0				-
	Year 13				0				-
	Year 14				0				-
	Year 15				0				-
Site Specific S106 (installment)			60	units @	6,700	per unit			(402,000)
	Sub-total							(402,000)	
S106 analysis:	837,500	£ per ha	2.67%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum			5,600	sqm (total)	0	£ psm			-
Comm. Sum analysis:			0.00%	% of GDV					
Construction Costs -									
Site Clearance, Demolition & Remediation			1.19	ha @	0	£ per acre (if brownfield)			-
Strategic Site Infra. costs	Year 1	0							-
	Year 2	0							-
	Year 3	0							-
	Year 4	0							-
	Year 5	0							-
	Year 6	0							-
	Year 7	0							-
	Year 8	0							-
	Year 9	0							-
	Year 10	0							-
	Year 11	0							-
	Year 12	0							-
	Year 13	0							-
	Year 14	0							-
	Year 15	0							-
	Years 1-15		60	units @	0	per unit			-
	Sub-total							-	
Infra. Costs analysis:	-	£ per ha	0.00%	% of GDV	0	£ per unit (total units)			
2 bed House			-	sqm @	0	psm			-
3 bed House			-	sqm @	0	psm			-
3 bed House (EXC. garage)			-	sqm @	0	psm			-
4 bed House (EXC. garage)			-	sqm @	0	psm			-
5 bed House (EXC. garage)			-	sqm @	0	psm			-
1 bed Flat			1,760	sqm @	2,367	psm			(4,165,920)
2 bed Flat			3,840	sqm @	2,367	psm			(9,089,280)
3 bed Flat			-	sqm @	2,367	psm			-
Garages for 3B House	-	16.0	0	sqm @	0	psm			-
Garages for 4B House	-	32.0	0	sqm @	0	psm			-
Garages for 5B House	-	32.0	0	sqm @	0	psm			-
Total GIA check:			5,600	£ per garage	£0				
External works			13,255,200	@	15.0%				(1,988,280)
Ext. Works analysis:					33,138	£ per unit (total units)			
Policy Costs on design -									
Biodiversity Net Gain 10%			60	units @	1,000	£ per unit			(60,000)
M4(2) Category 2 Housing	Aff units		24	units @	100% @	0	£ per unit		-
M4(2) Category 2 Housing	OMS units		36	units @	100% @	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units		24	units @	10% @	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units		36	units @	10% @	0	£ per unit		-
Net Zero Carbon (Flats)			5,600	sqm @	100%	72	£ psm		(403,200)
Future Homes Standard			60	units @		4,350	£ per unit		(261,000)
Part L/FHS analysis:					2.0%	% of BCIS costs			
EV Charging - Flats			60	units @	4 flats per charger		£ per 4 units		-
EV Charging - Houses			-	units @	4 flats per charger		£ per 4 units		-
Water Efficiency			60	units @		20	£ per unit		(1,200)
Urban Greening Factor	60.0	units @	8	per storey = GIA	747	0	£ / psm		-
	Sub-total							(725,400)	
Policy Costs analysis:	(design costs only)				12,090	£ per unit (total units)			
					5.5%	% of BCIS costs			
Contingency (on construction)			15,968,880	@	3.0%				(479,066)

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Scheme Typology:	**Extra Care**		No Units:	**60**
Site Typology:	Location / Value Zone:	**n/a**	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

Professional Fees		15,968,880	@	10.0%			(1,596,888)
				Total Fees inc. planning & consultants:			10.83%
Disposal Costs -							
OMS Marketing and Promotion		12,024,000	OMS @	3.00%	6,012	£ per unit	(360,720)
Residential Sales Agent Costs		12,024,000	OMS @	1.00%	2,004	£ per unit	(120,240)
Residential Sales Legal Costs		12,024,000	OMS @	0.50%	1,002	£ per unit	(60,120)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	60	units (1/2 back during sales period) @		500	42	£ per unit PA (£ p	(30,000)
Disposal Cost analysis:					9,018	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(2,657,468)
Developers Profit -							
Profit on OMS		12,024,000		17.50%			(2,104,200)
Margin on AH		3,046,080		6.00%	on AH values		(182,765)
Profit analysis:		15,070,080		15.18%	blended GDV	(2,286,965)	
		21,909,988		10.44%	on costs	(2,286,965)	
TOTAL COSTS							**(24,196,953)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(9,126,873)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(9,126,873)**
RLV analysis:	(152,115) £ per plot	(19,014,318)	£ per ha (net)	(7,694,989)	£ per acre (net)		
		(15,211,454)	£ per ha (gross)	(6,155,991)	£ per acre (gross)		
				-60.56%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		125.0	dph (net)				
Site Area (net)		0.48	ha (net)	1.19	acres (net)		
Net to Gross ratio		80%					
Site Area (gross)		0.60	ha (gross)	1.48	acres (gross)		
Density analysis:		11,667	sqm/ha (net)	50,821	sqft/ac (net)		
		100	dph (gross)				
Benchmark Land Value (net)	4,201 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)		**252,042**
BLV analysis:		525,088	£ per ha (net)	212,500	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(19,539,406)**	£ per ha (net)	**(7,907,489)**	£ per acre (net)	**(9,378,915)**

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Scheme Typology: Extra Care — No Units: 60
Site Typology: Location / Value Zone: n/a — Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	(7,907,489)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(5,185,337)	(5,525,606)	(5,865,875)	(6,206,144)	(6,546,413)	(6,886,682)	(7,226,951)
	10.00	(5,243,492)	(5,580,853)	(5,918,215)	(6,255,576)	(6,592,937)	(6,930,298)	(7,267,660)
CIL £ psm	20.00	(5,301,647)	(5,636,101)	(5,970,554)	(6,305,007)	(6,639,461)	(6,973,914)	(7,308,368)
0.00	30.00	(5,359,802)	(5,691,348)	(6,022,893)	(6,354,439)	(6,685,985)	(7,017,531)	(7,349,076)
	40.00	(5,417,957)	(5,746,595)	(6,075,233)	(6,403,871)	(6,732,509)	(7,061,147)	(7,389,785)
	50.00	(5,476,111)	(5,801,842)	(6,127,572)	(6,453,302)	(6,779,033)	(7,104,763)	(7,430,493)
	60.00	(5,534,266)	(5,857,089)	(6,179,911)	(6,502,734)	(6,825,556)	(7,148,379)	(7,471,201)
	70.00	(5,592,421)	(5,912,336)	(6,232,251)	(6,552,165)	(6,872,080)	(7,191,995)	(7,511,910)
	80.00	(5,650,576)	(5,967,583)	(6,284,590)	(6,601,597)	(6,918,604)	(7,235,611)	(7,552,618)
	90.00	(5,708,731)	(6,022,830)	(6,336,929)	(6,651,029)	(6,965,128)	(7,279,227)	(7,593,327)
	100.00	(5,766,886)	(6,078,077)	(6,389,269)	(6,700,460)	(7,011,652)	(7,322,843)	(7,634,035)
	110.00	(5,825,040)	(6,133,324)	(6,441,608)	(6,749,892)	(7,058,176)	(7,366,459)	(7,674,743)
	120.00	(5,883,195)	(6,188,571)	(6,493,947)	(6,799,323)	(7,104,699)	(7,410,076)	(7,715,452)
	130.00	(5,941,350)	(6,243,818)	(6,546,287)	(6,848,755)	(7,151,223)	(7,453,692)	(7,756,160)
	140.00	(5,999,505)	(6,299,065)	(6,598,626)	(6,898,187)	(7,197,747)	(7,497,308)	(7,796,868)
	150.00	(6,057,660)	(6,354,312)	(6,650,965)	(6,947,618)	(7,244,271)	(7,540,924)	(7,837,577)
	160.00	(6,115,814)	(6,409,560)	(6,703,305)	(6,997,050)	(7,290,795)	(7,584,540)	(7,878,285)
	170.00	(6,173,969)	(6,464,807)	(6,755,644)	(7,046,481)	(7,337,319)	(7,628,156)	(7,918,993)
	180.00	(6,232,124)	(6,520,054)	(6,807,983)	(7,095,913)	(7,383,843)	(7,671,772)	(7,959,702)
	190.00	(6,290,279)	(6,575,301)	(6,860,323)	(7,145,345)	(7,430,366)	(7,715,388)	(8,000,410)
	200.00	(6,348,434)	(6,630,548)	(6,912,662)	(7,194,776)	(7,476,890)	(7,759,004)	(8,041,119)
	210.00	(6,406,588)	(6,685,795)	(6,965,001)	(7,244,208)	(7,523,414)	(7,802,621)	(8,081,827)
	220.00	(6,464,743)	(6,741,042)	(7,017,341)	(7,293,639)	(7,569,938)	(7,846,237)	(8,122,535)
	230.00	(6,522,898)	(6,796,289)	(7,069,680)	(7,343,071)	(7,616,462)	(7,889,853)	(8,163,244)
	240.00	(6,581,053)	(6,851,536)	(7,122,019)	(7,392,502)	(7,662,986)	(7,933,469)	(8,203,952)
	250.00	530,398	460,285	390,002	319,516	248,767	177,741	106,375

TABLE 2

Balance (RLV - BLV £ per acre (n))	(7,907,489)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	500	(4,799,023)	(5,139,292)	(5,479,561)	(5,819,830)	(6,160,099)	(6,500,368)	(6,840,637)
	1,000	(4,830,178)	(5,170,447)	(5,510,716)	(5,850,985)	(6,191,254)	(6,531,522)	(6,871,791)
Site Specific S106	1,500	(4,861,332)	(5,201,601)	(5,541,870)	(5,882,139)	(6,222,408)	(6,562,677)	(6,902,946)
6,700	2,000	(4,892,486)	(5,232,755)	(5,573,024)	(5,913,293)	(6,253,562)	(6,593,831)	(6,934,100)
	2,500	(4,923,641)	(5,263,910)	(5,604,179)	(5,944,448)	(6,284,717)	(6,624,986)	(6,965,255)
	5,000	(5,079,413)	(5,419,682)	(5,759,951)	(6,100,219)	(6,440,488)	(6,780,757)	(7,121,026)
	6,000	(5,141,721)	(5,481,990)	(5,822,259)	(6,162,528)	(6,502,797)	(6,843,066)	(7,183,335)
	7,000	(5,204,030)	(5,544,299)	(5,884,568)	(6,224,837)	(6,565,106)	(6,905,375)	(7,245,644)
	8,000	(5,266,339)	(5,606,608)	(5,946,877)	(6,287,146)	(6,627,415)	(6,967,684)	(7,307,953)
	9,000	(5,328,648)	(5,668,916)	(6,009,185)	(6,349,454)	(6,689,723)	(7,029,992)	(7,370,261)
	10,000	(5,390,956)	(5,731,225)	(6,071,494)	(6,411,763)	(6,752,032)	(7,092,301)	(7,432,570)
	12,500	(5,546,728)	(5,886,997)	(6,227,266)	(6,567,535)	(6,907,804)	(7,248,073)	(7,588,342)
	15,000	(5,702,500)	(6,042,769)	(6,383,038)	(6,723,307)	(7,063,576)	(7,403,845)	(7,744,114)
	17,500	(5,858,272)	(6,198,541)	(6,538,810)	(6,879,079)	(7,219,348)	(7,559,616)	(7,899,885)
	20,000	(6,014,044)	(6,354,312)	(6,694,581)	(7,034,850)	(7,375,119)	(7,715,388)	(8,055,657)

TABLE 3

Balance (RLV - BLV £ per acre (n))	(7,907,489)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	15.0%	(4,762,938)	(5,124,327)	(5,485,716)	(5,847,104)	(6,208,493)	(6,569,882)	(6,931,271)
	16.0%	(4,931,898)	(5,284,838)	(5,637,779)	(5,990,720)	(6,343,661)	(6,696,602)	(7,049,543)
Profit	17.0%	(5,100,857)	(5,445,350)	(5,789,843)	(6,134,336)	(6,478,829)	(6,823,322)	(7,167,815)
17.5%	18.0%	(5,269,817)	(5,605,862)	(5,941,907)	(6,277,952)	(6,613,997)	(6,950,042)	(7,286,087)
	19.0%	(5,438,777)	(5,766,374)	(6,093,971)	(6,421,568)	(6,749,165)	(7,076,762)	(7,404,359)
	20.0%	(5,607,737)	(5,926,886)	(6,246,035)	(6,565,184)	(6,884,333)	(7,203,482)	(7,522,631)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(7,907,489)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	100,000	(5,097,837)	(5,438,106)	(5,778,375)	(6,118,644)	(6,458,913)	(6,799,182)	(7,139,451)
	110,000	(5,110,337)	(5,450,606)	(5,790,875)	(6,131,144)	(6,471,413)	(6,811,682)	(7,151,951)
BLV (£ per acre)	120,000	(5,122,837)	(5,463,106)	(5,803,375)	(6,143,644)	(6,483,913)	(6,824,182)	(7,164,451)
170,000	130,000	(5,135,337)	(5,475,606)	(5,815,875)	(6,156,144)	(6,496,413)	(6,836,682)	(7,176,951)
	140,000	(5,147,837)	(5,488,106)	(5,828,375)	(6,168,644)	(6,508,913)	(6,849,182)	(7,189,451)
	150,000	(5,160,337)	(5,500,606)	(5,840,875)	(6,181,144)	(6,521,413)	(6,861,682)	(7,201,951)
	160,000	(5,172,837)	(5,513,106)	(5,853,375)	(6,193,644)	(6,533,913)	(6,874,182)	(7,214,451)
	170,000	(5,185,337)	(5,525,606)	(5,865,875)	(6,206,144)	(6,546,413)	(6,886,682)	(7,226,951)
	180,000	(5,197,837)	(5,538,106)	(5,878,375)	(6,218,644)	(6,558,913)	(6,899,182)	(7,239,451)
	190,000	(5,210,337)	(5,550,606)	(5,890,875)	(6,231,144)	(6,571,413)	(6,911,682)	(7,251,951)
	200,000	(5,222,837)	(5,563,106)	(5,903,375)	(6,243,644)	(6,583,913)	(6,924,182)	(7,264,451)
	210,000	(5,235,337)	(5,575,606)	(5,915,875)	(6,256,144)	(6,596,413)	(6,936,682)	(7,276,951)
	220,000	(5,247,837)	(5,588,106)	(5,928,375)	(6,268,644)	(6,608,913)	(6,949,182)	(7,289,451)
	230,000	(5,260,337)	(5,600,606)	(5,940,875)	(6,281,144)	(6,621,413)	(6,961,682)	(7,301,951)
	240,000	(5,272,837)	(5,613,106)	(5,953,375)	(6,293,644)	(6,633,913)	(6,974,182)	(7,314,451)
	250,000	(5,285,337)	(5,625,606)	(5,965,875)	(6,306,144)	(6,646,413)	(6,986,682)	(7,326,951)

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Scheme Typology: Extra Care — No Units: 60
Site Typology: Location / Value Zone: n/a — Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(7,907,489)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	80	(3,395,116)	(3,612,888)	(3,830,660)	(4,048,432)	(4,266,204)	(4,483,977)	(4,701,749)
	90	(3,792,943)	(4,037,937)	(4,282,930)	(4,527,924)	(4,772,918)	(5,017,911)	(5,262,905)
Density (dph)	100	(4,190,770)	(4,462,985)	(4,735,200)	(5,007,415)	(5,279,631)	(5,551,846)	(5,824,061)
125.0	110	(4,588,597)	(4,888,034)	(5,187,470)	(5,486,907)	(5,786,344)	(6,085,780)	(6,385,217)
	120	(4,986,424)	(5,313,082)	(5,639,740)	(5,966,399)	(6,293,057)	(6,619,715)	(6,946,373)
	125	(5,185,337)	(5,525,606)	(5,865,875)	(6,206,144)	(6,546,413)	(6,886,682)	(7,226,951)
	130	(5,384,251)	(5,738,131)	(6,092,010)	(6,445,890)	(6,799,770)	(7,153,650)	(7,507,529)
	135	(5,583,164)	(5,950,655)	(6,318,145)	(6,685,636)	(7,053,126)	(7,420,617)	(7,788,107)
	140	(5,782,078)	(6,163,179)	(6,544,280)	(6,925,382)	(7,306,483)	(7,687,584)	(8,068,685)
	145	(5,980,991)	(6,375,703)	(6,770,415)	(7,165,127)	(7,559,839)	(7,954,551)	(8,349,263)
	150	(6,179,905)	(6,588,228)	(6,996,550)	(7,404,873)	(7,813,196)	(8,221,519)	(8,629,841)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(7,907,489)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	75%	(756,255)	(1,086,153)	(1,416,462)	(1,748,793)	(2,082,233)	(2,417,412)	(2,754,968)
	80%	(1,629,745)	(1,962,218)	(2,296,206)	(2,631,531)	(2,968,983)	(3,309,095)	(3,649,364)
Build Cost	85%	(2,510,180)	(2,845,650)	(3,183,102)	(3,522,954)	(3,863,223)	(4,203,492)	(4,543,761)
100%	90%	(3,397,221)	(3,736,813)	(4,077,082)	(4,417,351)	(4,757,620)	(5,097,889)	(5,438,158)
(105% = 5% increase)	85%	(2,510,180)	(2,845,650)	(3,183,102)	(3,522,954)	(3,863,223)	(4,203,492)	(4,543,761)
	100%	(5,185,337)	(5,525,606)	(5,865,875)	(6,206,144)	(6,546,413)	(6,886,682)	(7,226,951)
	105%	(6,079,734)	(6,420,003)	(6,760,272)	(7,100,541)	(7,440,810)	(7,781,079)	(8,121,348)
	110%	(6,974,131)	(7,314,400)	(7,654,669)	(7,994,938)	(8,335,207)	(8,675,476)	(9,015,745)
	115%	(7,868,528)	(8,208,797)	(8,549,066)	(8,889,334)	(9,229,603)	(9,569,872)	(9,910,141)
	120%	(8,762,924)	(9,103,193)	(9,443,462)	(9,783,731)	(10,124,000)	(10,464,269)	(10,804,538)
	125%	(9,657,321)	(9,997,590)	(10,337,859)	(10,678,128)	(11,018,397)	(11,358,666)	(11,698,935)
	130%	(10,551,718)	(10,891,987)	(11,232,256)	(11,572,525)	(11,912,794)	(12,253,063)	(12,593,332)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(7,907,489)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	80%	(8,076,646)	(8,272,349)	(8,468,053)	(8,663,757)	(8,859,460)	(9,055,164)	(9,250,867)
	82%	(7,787,515)	(7,997,675)	(8,207,835)	(8,417,995)	(8,628,155)	(8,838,315)	(9,048,476)
Market Values	84%	(7,498,384)	(7,723,001)	(7,947,617)	(8,172,234)	(8,396,851)	(8,621,467)	(8,846,084)
100%	86%	(7,209,253)	(7,448,327)	(7,687,400)	(7,926,473)	(8,165,546)	(8,404,619)	(8,643,692)
(105% = 5% increase)	88%	(6,920,123)	(7,173,652)	(7,427,182)	(7,680,712)	(7,934,241)	(8,187,771)	(8,441,301)
	90%	(6,630,992)	(6,898,978)	(7,166,964)	(7,434,950)	(7,702,937)	(7,970,923)	(8,238,909)
	92%	(6,341,861)	(6,624,304)	(6,906,746)	(7,189,189)	(7,471,632)	(7,754,075)	(8,036,518)
	94%	(6,052,730)	(6,349,629)	(6,646,529)	(6,943,428)	(7,240,327)	(7,537,227)	(7,834,126)
	96%	(5,763,599)	(6,074,955)	(6,386,311)	(6,697,667)	(7,009,023)	(7,320,379)	(7,631,734)
	98%	(5,474,468)	(5,800,281)	(6,126,093)	(6,451,906)	(6,777,718)	(7,103,530)	(7,429,343)
	100%	(5,185,337)	(5,525,606)	(5,865,875)	(6,206,144)	(6,546,413)	(6,886,682)	(7,226,951)
	102%	(4,896,207)	(5,250,932)	(5,605,658)	(5,960,383)	(6,315,109)	(6,669,834)	(7,024,560)
	104%	(4,607,076)	(4,976,258)	(5,345,440)	(5,714,622)	(6,083,804)	(6,452,986)	(6,822,168)
	106%	(4,317,945)	(4,701,583)	(5,085,222)	(5,468,861)	(5,852,499)	(6,236,138)	(6,619,776)
	108%	(4,028,814)	(4,426,909)	(4,825,004)	(5,223,099)	(5,621,195)	(6,019,290)	(6,417,385)
	110%	(3,740,075)	(4,152,235)	(4,564,787)	(4,977,338)	(5,389,890)	(5,802,442)	(6,214,993)
	112%	(3,453,037)	(3,877,561)	(4,304,569)	(4,731,577)	(5,158,585)	(5,585,593)	(6,012,602)
	114%	(3,165,999)	(3,603,914)	(4,044,351)	(4,485,816)	(4,927,281)	(5,368,745)	(5,810,210)
	116%	(2,880,910)	(3,331,228)	(3,784,133)	(4,240,055)	(4,695,976)	(5,151,897)	(5,607,818)
	118%	(2,595,871)	(3,058,993)	(3,525,160)	(3,994,293)	(4,464,671)	(4,935,049)	(5,405,427)
	120%	(2,311,904)	(2,788,206)	(3,266,826)	(3,748,532)	(4,233,366)	(4,718,201)	(5,203,035)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(7,907,489)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	5,000	(4,875,666)	(5,215,935)	(5,556,204)	(5,896,473)	(6,236,742)	(6,577,011)	(6,917,280)
	10,000	(4,565,994)	(4,906,263)	(5,246,532)	(5,586,801)	(5,927,070)	(6,267,339)	(6,607,608)
Grant (£ per unit)	20,000	(3,946,651)	(4,286,920)	(4,627,189)	(4,967,458)	(5,307,727)	(5,647,995)	(5,988,264)
-	30,000	(3,328,400)	(3,667,576)	(4,007,845)	(4,348,114)	(4,688,383)	(5,028,652)	(5,368,921)
	40,000	(2,713,531)	(3,050,230)	(3,388,502)	(3,728,771)	(4,069,040)	(4,409,309)	(4,749,578)
	50,000	(2,101,999)	(2,436,461)	(2,772,060)	(3,109,512)	(3,449,696)	(3,789,965)	(4,130,234)
	60,000	(1,493,763)	(1,826,226)	(2,159,392)	(2,494,246)	(2,831,342)	(3,170,622)	(3,510,891)
	70,000	(889,171)	(1,219,480)	(1,550,453)	(1,882,926)	(2,217,176)	(2,553,172)	(2,891,548)
	80,000	(287,822)	(616,182)	(945,197)	(1,275,506)	(1,607,153)	(1,940,107)	(2,275,002)
	90,000	245,992	(35,342)	(343,582)	(671,942)	(1,001,223)	(1,331,532)	(1,663,852)
	100,000	757,699	478,113	197,918	(85,092)	(399,342)	(727,702)	(1,057,249)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

©

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Appraisal Ref:	II			(see Typologies Matrix)
Scheme Typology:	**Retirement / Age Restricted**	No Units:	**75**	
Site Typology:	Location / Value Zone: **n/a**	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:				

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			75	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	Shared Ownership:			0.0%		
	DMS:			30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	40.0%	22.5	40.0%	7.5	40%	30.0
2 bed Flat	60.0%	33.8	60.0%	11.3	60%	45.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	56.3	100.0%	18.8	100%	75.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	0.0	0			0.0	0
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	0.0	0		16.0	16.0	172
4 bed House (with garage)	0.0	0		32.0	32.0	344
5 bed House (with garage)	0.0	0		32.0	32.0	344
1 bed Flat	55.0	592	80.0%		68.8	740
2 bed Flat	80.0	861	80.0%		100.0	1,076
3 bed Flat	0.0	0	80.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	0.0	0			0.0	0
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	0.0	0		16.0	16.0	172
4 bed House (with garage)	0.0	0		32.0	32.0	344
5 bed House (with garage)	0.0	0		32.0	32.0	344
1 bed Flat	55.0	592	80.0%		68.8	740
2 bed Flat	80.0	861	80.0%		100.0	1,076
3 bed Flat	0.0	0	80.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,547	16,650	516	5,550	2,063	22,201
2 bed Flat	3,375	36,328	1,125	12,109	4,500	48,438
3 bed Flat	0	0	0	0	0	0
	4,922	52,979	1,641	17,660	6,563	70,638
AH % by floor area:			25.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	0	#DIV/0!	#DIV/0!	0	0	0
4 bed House (with garage)	0	#DIV/0!	#DIV/0!	0	0	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	0	0	0
1 bed Flat	275,000	5,000	465	4,000	372	8,250,000
2 bed Flat	340,000	4,250	395	3,400	316	15,300,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						23,550,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	hared Ownership:	% of MV	DMS:	% of MV
2 bed House	0	60%	0	40%	0	70%	0	80%
3 bed House	0	60%	0	40%	0	70%	0	80%
3 bed House (with garage)	0	60%	0	40%	0	70%	0	80%
4 bed House (with garage)	0	60%	0	40%	0	70%	0	80%
5 bed House (with garage)	0	60%	0	40%	0	70%	0	80%
1 bed Flat	165,000	60%	110,000	40%	192,500	70%	220,000	80%
2 bed Flat	204,000	60%	136,000	40%	238,000	70%	272,000	80%
3 bed Flat	0	60%	0	40%	0	70%	0	80%

* capped @£250K

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Scheme Typology:	**Retirement / Age Restricted**	No Units:	**75**
Site Typology:	Location / Value Zone: **n/a**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	22.5	@	275,000	6,187,500
2 bed Flat	33.8	@	340,000	11,475,000
3 bed Flat	0.0	@	0	-
	56.3			17,662,500
Affordable Rent GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	2.6	@	165,000	433,125
2 bed Flat	3.9	@	204,000	803,250
3 bed Flat	0.0	@	0	-
	6.6			1,236,375
Social Rent GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	2.6	@	110,000	288,750
2 bed Flat	3.9	@	136,000	535,500
3 bed Flat	0.0	@	0	-
	6.6			824,250
Shared Ownership -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	192,500	-
2 bed Flat	0.0	@	238,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
DMS -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	2.3	@	220,000	495,000
2 bed Flat	3.4	@	272,000	918,000
3 bed Flat	0.0	@	0	-
	5.6	18.8		1,413,000
Sub-total GDV Residential	**75**			**21,136,125**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	2,413,875
	368 £ psm (total GIA sqm)		32,185 £ per unit (total units)	
Grant	75	units @	0 per unit	-
Total GDV				**21,136,125**

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Scheme Typology:	**Retirement / Age Restricted**	No Units:	**75**
Site Typology:	Location / Value Zone: **n/a**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS

Initial Payments -										
Statutory Planning Fees (Residential)	01-Apr-25					(capped at £411,885)	36,110	£		(36,110)
Planning Application Professional Fees, Surveys and reports						(capped at £1,500,000)	108,330	£		(108,330)
CIL (Mrkt only inc. garages)	Max			4,922	sqm	0.00	£ psm			-
Building Safety Levy	Max			4,922	sqm	15.11	£ psm			(74,370)
CIL analysis:				0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1					0				-
(strategic site cashflow yrs 1-15)	Year 2					0				-
	Year 3					0				-
	Year 4					0				-
	Year 5					0				-
	Year 6					0				-
	Year 7					0				-
	Year 8					0				-
	Year 9					0				-
	Year 10					0				-
	Year 11					0				-
	Year 12					0				-
	Year 13					0				-
	Year 14					0				-
	Year 15					0				-
Site Specific S106 (installment)				75	units @	6,700	per unit			(502,500)
	Sub-total								(502,500)	
S106 analysis:	837,500	£ per ha		2.38%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum				6,563	sqm (total)	0	£ psm			-
Comm. Sum analysis:				0.00%	% of GDV					
Construction Costs -										
Site Clearance, Demolition & Remediation				1.48	acre @	50,000	£ per acre (if brownfield)			(74,130)
Strategic Site Infra. costs	Year 1		0							-
	Year 2		0							-
	Year 3		0							-
	Year 4		0							-
	Year 5		0							-
	Year 6		0							-
	Year 7		0							-
	Year 8		0							-
	Year 9		0							-
	Year 10		0							-
	Year 11		0							-
	Year 12		0							-
	Year 13		0							-
	Year 14		0							-
	Year 15		0							-
	Years 1-15			75	units @	0	per unit			-
	Sub-total								-	
Infra. Costs analysis:	-	£ per ha		0.00%	% of GDV	0	£ per unit (total units)			
2 bed House				-	sqm @	0	psm			-
3 bed House				-	sqm @	0	psm			-
3 bed House (EXC. garage)				-	sqm @	0	psm			-
4 bed House (EXC. garage)				-	sqm @	0	psm			-
5 bed House (EXC. garage)				-	sqm @	0	psm			-
1 bed Flat				2,063	sqm @	2,367	psm			(4,881,938)
2 bed Flat				4,500	sqm @	2,367	psm			(10,651,500)
3 bed Flat				-	sqm @	2,367	psm			-
Garages for 3B House	-	16.0		0	sqm @	0	psm			-
Garages for 4B House	-	32.0		0	sqm @	0	psm			-
Garages for 5B House	-	32.0		0	sqm @	0	psm			-
Total GIA check:				6,563	£ per garage	£0				
External works				15,533,438	@	10.0%				(1,553,344)
Ext. Works analysis:						20,711	£ per unit (total units)			
Policy Costs on design -										
Biodiversity Net Gain 10%		75	units @			400	£ per unit			(30,000)
M4(2) Category 2 Housing	Aff units	19	units @		100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	56	units @		100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	19	units @		10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	56	units @		10%	@	0	£ per unit		-
Net Zero Carbon (Flats)		6,563	sqm @		100%		72	£ psm		(472,500)
Future Homes Standard		75	units @				4,350	£ per unit		(326,250)
Part L/FHS analysis:						2.1%	% of BCIS costs			
EV Charging - Flats		75	units @			4 flats per charger		£ per 4 units		-
EV Charging - Houses		-	units @			4 flats per charger		£ per 4 units		-
Water Efficiency		75	units @				20	£ per unit		(1,500)
Urban Greening Factor	75.0	units @	8		per storey = GIA	700	128	£ psm		(89,250)
	Sub-total								(830,250)	
Policy Costs analysis:	(design costs only)					11,070	£ per unit (total units)			
						5.3%	% of BCIS costs			
Contingency (on construction)				18,080,411	@	5.0%				(904,021)

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Scheme Typology:	**Retirement / Age Restricted**	No Units:	**75**
Site Typology:	Location / Value Zone: **n/a**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

Professional Fees		18,080,411	@	10.0%			(1,808,041)
				Total Fees inc. planning & consultants:			10.80%
Disposal Costs -							
OMS Marketing and Promotion		17,662,500	OMS @	3.00%	7,065	£ per unit	(529,875)
Residential Sales Agent Costs		17,662,500	OMS @	1.00%	2,355	£ per unit	(176,625)
Residential Sales Legal Costs		17,662,500	OMS @	0.50%	1,178	£ per unit	(88,313)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	75	units (1/2 back during sales period) @		500	42	£ per unit PA (£ p	(37,500)
Disposal Cost analysis:					10,598	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(2,783,870)
Developers Profit -							
Profit on OMS		17,662,500		17.50%			(3,090,938)
Margin on AH		3,473,625		6.00%	on AH values		(208,418)
Profit analysis:		21,136,125		15.61%	blended GDV	(3,299,355)	
		25,129,965		13.13%	on costs	(3,299,355)	
TOTAL COSTS							**(28,429,320)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(7,293,195)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(7,293,195)**
RLV analysis:	(97,243) £ per plot	(12,155,326)	£ per ha (net)	(4,919,193)	£ per acre (net)		
		(10,939,793)	£ per ha (gross)	(4,427,274)	£ per acre (gross)		
				-34.51%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		125.0	dph (net)				
Site Area (net)		0.60	ha (net)	1.48	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		0.67	ha (gross)	1.65	acres (gross)		
Density analysis:		10,938	sqm/ha (net)	47,645	sqft/ac (net)		
		113	dph (gross)				
Benchmark Land Value (net)	8,786 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**658,933**
BLV analysis:		1,098,222	£ per ha (net)	444,444	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(13,253,548)**	£ per ha (net)	**(5,363,637)**	£ per acre (net)	**(7,952,129)**

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Scheme Typology: Retirement / Age Restricted — No Units: 75
Site Typology: Location / Value Zone: n/a — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	(5,363,637)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(4,714,425)	(4,844,268)	(4,974,110)	(5,103,952)	(5,233,795)	(5,363,637)	(5,493,480)
	10.00	(4,768,945)	(4,896,062)	(5,023,178)	(5,150,295)	(5,277,411)	(5,404,527)	(5,531,644)
CIL £ psm	20.00	(4,823,465)	(4,947,856)	(5,072,246)	(5,196,637)	(5,321,027)	(5,445,418)	(5,569,808)
0.00	30.00	(4,877,986)	(4,999,650)	(5,121,314)	(5,242,979)	(5,364,643)	(5,486,308)	(5,607,972)
	40.00	(4,932,506)	(5,051,444)	(5,170,383)	(5,289,321)	(5,408,259)	(5,527,198)	(5,646,136)
	50.00	(4,987,026)	(5,103,238)	(5,219,451)	(5,335,663)	(5,451,875)	(5,568,088)	(5,684,300)
	60.00	(5,041,546)	(5,155,032)	(5,268,519)	(5,382,005)	(5,495,492)	(5,608,978)	(5,722,464)
	70.00	(5,096,066)	(5,206,827)	(5,317,587)	(5,428,347)	(5,539,108)	(5,649,868)	(5,760,628)
	80.00	(5,150,586)	(5,258,621)	(5,366,655)	(5,474,689)	(5,582,724)	(5,690,758)	(5,798,792)
	90.00	(5,205,106)	(5,310,415)	(5,415,723)	(5,521,031)	(5,626,340)	(5,731,648)	(5,836,957)
	100.00	(5,259,627)	(5,362,209)	(5,464,791)	(5,567,374)	(5,669,956)	(5,772,538)	(5,875,121)
	110.00	(5,314,147)	(5,414,003)	(5,513,859)	(5,613,716)	(5,713,572)	(5,813,428)	(5,913,285)
	120.00	(5,368,667)	(5,465,797)	(5,562,927)	(5,660,058)	(5,757,188)	(5,854,319)	(5,951,449)
	130.00	(5,423,187)	(5,517,591)	(5,611,996)	(5,706,400)	(5,800,804)	(5,895,209)	(5,989,613)
	140.00	(5,477,707)	(5,569,385)	(5,661,064)	(5,752,742)	(5,844,420)	(5,936,099)	(6,027,777)
	150.00	(5,532,227)	(5,621,180)	(5,710,132)	(5,799,084)	(5,888,037)	(5,976,989)	(6,065,941)
	160.00	(5,586,747)	(5,672,974)	(5,759,200)	(5,845,426)	(5,931,653)	(6,017,879)	(6,104,105)
	170.00	(5,641,267)	(5,724,768)	(5,808,268)	(5,891,768)	(5,975,269)	(6,058,769)	(6,142,269)
	180.00	(5,695,788)	(5,776,562)	(5,857,336)	(5,938,111)	(6,018,885)	(6,099,659)	(6,180,433)
	190.00	(5,750,308)	(5,828,356)	(5,906,404)	(5,984,453)	(6,062,501)	(6,140,549)	(6,218,598)
	200.00	(5,804,828)	(5,880,150)	(5,955,472)	(6,030,795)	(6,106,117)	(6,181,439)	(6,256,762)
	210.00	(5,859,348)	(5,931,944)	(6,004,541)	(6,077,137)	(6,149,733)	(6,222,329)	(6,294,926)
	220.00	(5,913,868)	(5,983,738)	(6,053,609)	(6,123,479)	(6,193,349)	(6,263,220)	(6,333,090)
	230.00	(5,968,388)	(6,035,533)	(6,102,677)	(6,169,821)	(6,236,965)	(6,304,110)	(6,371,254)
	240.00	(6,022,908)	(6,087,327)	(6,151,745)	(6,216,163)	(6,280,581)	(6,345,000)	(6,409,418)
	250.00	530,398	460,285	390,002	319,516	248,767	177,741	106,375

TABLE 2

Balance (RLV - BLV £ per acre (n))	(5,363,637)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	500	(4,328,111)	(4,457,953)	(4,587,796)	(4,717,638)	(4,847,481)	(4,977,323)	(5,107,166)
	1,000	(4,359,265)	(4,489,108)	(4,618,950)	(4,748,793)	(4,878,635)	(5,008,478)	(5,138,320)
Site Specific S106	1,500	(4,390,420)	(4,520,262)	(4,650,105)	(4,779,947)	(4,909,789)	(5,039,632)	(5,169,474)
6,700	2,000	(4,421,574)	(4,551,417)	(4,681,259)	(4,811,101)	(4,940,944)	(5,070,786)	(5,200,629)
	2,500	(4,452,729)	(4,582,571)	(4,712,413)	(4,842,256)	(4,972,098)	(5,101,941)	(5,231,783)
	5,000	(4,608,500)	(4,738,343)	(4,868,185)	(4,998,028)	(5,127,870)	(5,257,712)	(5,387,555)
	6,000	(4,670,809)	(4,800,651)	(4,930,494)	(5,060,336)	(5,190,179)	(5,320,021)	(5,449,864)
	7,000	(4,733,118)	(4,862,960)	(4,992,803)	(5,122,645)	(5,252,487)	(5,382,330)	(5,512,172)
	8,000	(4,795,427)	(4,925,269)	(5,055,111)	(5,184,954)	(5,314,796)	(5,444,639)	(5,574,481)
	9,000	(4,857,735)	(4,987,578)	(5,117,420)	(5,247,263)	(5,377,105)	(5,506,947)	(5,636,790)
	10,000	(4,920,044)	(5,049,886)	(5,179,729)	(5,309,571)	(5,439,414)	(5,569,256)	(5,699,099)
	12,500	(5,075,816)	(5,205,658)	(5,335,501)	(5,465,343)	(5,595,185)	(5,725,028)	(5,854,870)
	15,000	(5,231,588)	(5,361,430)	(5,491,272)	(5,621,115)	(5,750,957)	(5,880,800)	(6,010,642)
	17,500	(5,387,359)	(5,517,202)	(5,647,044)	(5,776,887)	(5,906,729)	(6,036,572)	(6,166,414)
	20,000	(5,543,131)	(5,672,974)	(5,802,816)	(5,932,659)	(6,062,501)	(6,192,343)	(6,322,186)

TABLE 3

Balance (RLV - BLV £ per acre (n))	(5,363,637)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	15.0%	(4,317,319)	(4,467,016)	(4,616,714)	(4,766,412)	(4,916,110)	(5,065,807)	(5,215,505)
	16.0%	(4,476,161)	(4,617,917)	(4,759,673)	(4,901,428)	(5,043,184)	(5,184,939)	(5,326,695)
Profit	17.0%	(4,635,004)	(4,768,817)	(4,902,631)	(5,036,444)	(5,170,258)	(5,304,071)	(5,437,885)
17.5%	18.0%	(4,793,846)	(4,919,718)	(5,045,589)	(5,171,461)	(5,297,332)	(5,423,203)	(5,549,075)
	19.0%	(4,952,689)	(5,070,618)	(5,188,548)	(5,306,477)	(5,424,406)	(5,542,335)	(5,660,264)
	20.0%	(5,111,532)	(5,221,519)	(5,331,506)	(5,441,493)	(5,551,480)	(5,661,467)	(5,771,454)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(5,363,637)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	100,000	(4,381,092)	(4,510,934)	(4,640,777)	(4,770,619)	(4,900,462)	(5,030,304)	(5,160,146)
	110,000	(4,392,203)	(4,522,045)	(4,651,888)	(4,781,730)	(4,911,573)	(5,041,415)	(5,171,257)
BLV (£ per acre)	120,000	(4,403,314)	(4,533,156)	(4,662,999)	(4,792,841)	(4,922,684)	(5,052,526)	(5,182,369)
400,000	130,000	(4,414,425)	(4,544,268)	(4,674,110)	(4,803,952)	(4,933,795)	(5,063,637)	(5,193,480)
	140,000	(4,425,536)	(4,555,379)	(4,685,221)	(4,815,064)	(4,944,906)	(5,074,748)	(5,204,591)
	150,000	(4,436,647)	(4,566,490)	(4,696,332)	(4,826,175)	(4,956,017)	(5,085,860)	(5,215,702)
	160,000	(4,447,759)	(4,577,601)	(4,707,443)	(4,837,286)	(4,967,128)	(5,096,971)	(5,226,813)
	170,000	(4,458,870)	(4,588,712)	(4,718,554)	(4,848,397)	(4,978,239)	(5,108,082)	(5,237,924)
	180,000	(4,469,981)	(4,599,823)	(4,729,666)	(4,859,508)	(4,989,350)	(5,119,193)	(5,249,035)
	190,000	(4,481,092)	(4,610,934)	(4,740,777)	(4,870,619)	(5,000,462)	(5,130,304)	(5,260,146)
	200,000	(4,492,203)	(4,622,045)	(4,751,888)	(4,881,730)	(5,011,573)	(5,141,415)	(5,271,257)
	210,000	(4,503,314)	(4,633,156)	(4,762,999)	(4,892,841)	(5,022,684)	(5,152,526)	(5,282,369)
	220,000	(4,514,425)	(4,644,268)	(4,774,110)	(4,903,952)	(5,033,795)	(5,163,637)	(5,293,480)
	230,000	(4,525,536)	(4,655,379)	(4,785,221)	(4,915,064)	(5,044,906)	(5,174,748)	(5,304,591)
	240,000	(4,536,647)	(4,666,490)	(4,796,332)	(4,926,175)	(5,056,017)	(5,185,860)	(5,315,702)
	250,000	(4,547,759)	(4,677,601)	(4,807,443)	(4,937,286)	(5,067,128)	(5,196,971)	(5,326,813)

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Scheme Typology: **Retirement / Age Restricted** No Units: **75**
Site Typology: Location / Value Zone: **n/a** Greenfield/Brownfield: **Brownfield**
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(5,363,637)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	80	(3,204,381)	(3,287,480)	(3,370,579)	(3,453,679)	(3,536,778)	(3,619,877)	(3,702,976)
	90	(3,539,946)	(3,633,433)	(3,726,920)	(3,820,406)	(3,913,893)	(4,007,379)	(4,100,866)
Density (dph)	100	(3,875,512)	(3,979,386)	(4,083,260)	(4,187,134)	(4,291,008)	(4,394,882)	(4,498,755)
125.0	110	(4,211,077)	(4,325,338)	(4,439,600)	(4,553,861)	(4,668,122)	(4,782,384)	(4,896,645)
	120	(4,546,643)	(4,671,291)	(4,795,940)	(4,920,589)	(5,045,237)	(5,169,886)	(5,294,535)
	125	(4,714,425)	(4,844,268)	(4,974,110)	(5,103,952)	(5,233,795)	(5,363,637)	(5,493,480)
	130	(4,882,208)	(5,017,244)	(5,152,280)	(5,287,316)	(5,422,352)	(5,557,388)	(5,692,425)
	135	(5,049,991)	(5,190,220)	(5,330,450)	(5,470,680)	(5,610,910)	(5,751,140)	(5,891,369)
	140	(5,217,773)	(5,363,197)	(5,508,620)	(5,654,044)	(5,799,467)	(5,944,891)	(6,090,314)
	145	(5,385,556)	(5,536,173)	(5,686,790)	(5,837,408)	(5,988,025)	(6,138,642)	(6,289,259)
	150	(5,553,339)	(5,709,149)	(5,864,960)	(6,020,771)	(6,176,582)	(6,332,393)	(6,488,204)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(5,363,637)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	75%	(681,928)	(806,513)	(931,097)	(1,055,682)	(1,180,866)	(1,306,110)	(1,431,354)
	80%	(1,476,686)	(1,601,929)	(1,727,835)	(1,853,932)	(1,980,030)	(2,106,513)	(2,233,661)
Build Cost	85%	(2,277,250)	(2,404,376)	(2,531,524)	(2,658,673)	(2,786,976)	(2,915,372)	(3,044,772)
100%	90%	(3,084,723)	(3,213,119)	(3,341,638)	(3,471,481)	(3,601,323)	(3,731,165)	(3,861,008)
(105% = 5% increase)	85%	(2,277,250)	(2,404,376)	(2,531,524)	(2,658,673)	(2,786,976)	(2,915,372)	(3,044,772)
	100%	(4,714,425)	(4,844,268)	(4,974,110)	(5,103,952)	(5,233,795)	(5,363,637)	(5,493,480)
	105%	(5,530,661)	(5,660,504)	(5,790,346)	(5,920,188)	(6,050,031)	(6,179,873)	(6,309,716)
	110%	(6,346,897)	(6,476,739)	(6,606,582)	(6,736,424)	(6,866,267)	(6,996,109)	(7,125,952)
	115%	(7,163,133)	(7,292,975)	(7,422,818)	(7,552,660)	(7,682,503)	(7,812,345)	(7,942,188)
	120%	(7,979,369)	(8,109,211)	(8,239,054)	(8,368,896)	(8,498,739)	(8,628,581)	(8,758,424)
	125%	(8,795,605)	(8,925,447)	(9,055,290)	(9,185,132)	(9,314,975)	(9,444,817)	(9,574,659)
	130%	(9,611,841)	(9,741,683)	(9,871,526)	(10,001,368)	(10,131,211)	(10,261,053)	(10,390,895)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(5,363,637)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	80%	(7,432,601)	(7,426,535)	(7,420,469)	(7,414,402)	(7,408,336)	(7,402,269)	(7,396,203)
	82%	(7,160,784)	(7,168,308)	(7,175,833)	(7,183,357)	(7,190,882)	(7,198,406)	(7,205,931)
Market Values	84%	(6,888,966)	(6,910,082)	(6,931,197)	(6,952,312)	(6,973,428)	(6,994,543)	(7,015,658)
100%	86%	(6,617,149)	(6,651,855)	(6,686,561)	(6,721,267)	(6,755,974)	(6,790,680)	(6,825,386)
(105% = 5% increase)	88%	(6,345,331)	(6,393,628)	(6,441,925)	(6,490,222)	(6,538,519)	(6,586,817)	(6,635,114)
	90%	(6,073,513)	(6,135,401)	(6,197,289)	(6,259,177)	(6,321,065)	(6,382,953)	(6,444,841)
	92%	(5,801,696)	(5,877,175)	(5,952,653)	(6,028,132)	(6,103,611)	(6,179,090)	(6,254,569)
	94%	(5,529,878)	(5,618,948)	(5,708,018)	(5,797,087)	(5,886,157)	(5,975,227)	(6,064,297)
	96%	(5,258,060)	(5,360,721)	(5,463,382)	(5,566,042)	(5,668,703)	(5,771,364)	(5,874,024)
	98%	(4,986,243)	(5,102,494)	(5,218,746)	(5,334,997)	(5,451,249)	(5,567,501)	(5,683,752)
	100%	(4,714,425)	(4,844,268)	(4,974,110)	(5,103,952)	(5,233,795)	(5,363,637)	(5,493,480)
	102%	(4,442,608)	(4,586,041)	(4,729,474)	(4,872,907)	(5,016,341)	(5,159,774)	(5,303,207)
	104%	(4,170,790)	(4,327,814)	(4,484,838)	(4,641,862)	(4,798,887)	(4,955,911)	(5,112,935)
	106%	(3,898,972)	(4,069,587)	(4,240,202)	(4,410,818)	(4,581,433)	(4,752,048)	(4,922,663)
	108%	(3,627,985)	(3,811,361)	(3,995,567)	(4,179,773)	(4,363,978)	(4,548,184)	(4,732,390)
	110%	(3,358,134)	(3,553,993)	(3,750,931)	(3,948,728)	(4,146,524)	(4,344,321)	(4,542,118)
	112%	(3,088,772)	(3,297,635)	(3,506,986)	(3,717,683)	(3,929,070)	(4,140,458)	(4,351,846)
	114%	(2,820,802)	(3,041,740)	(3,264,121)	(3,486,965)	(3,711,616)	(3,936,595)	(4,161,573)
	116%	(2,552,831)	(2,787,167)	(3,021,504)	(3,257,592)	(3,494,162)	(3,732,732)	(3,971,301)
	118%	(2,286,475)	(2,532,595)	(2,780,330)	(3,028,219)	(3,278,048)	(3,528,868)	(3,781,029)
	120%	(2,020,297)	(2,279,484)	(2,539,157)	(2,800,290)	(3,062,167)	(3,325,489)	(3,590,756)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(5,363,637)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	5,000	(4,404,753)	(4,534,596)	(4,664,438)	(4,794,281)	(4,924,123)	(5,053,966)	(5,183,808)
	10,000	(4,095,082)	(4,224,924)	(4,354,767)	(4,484,609)	(4,614,451)	(4,744,294)	(4,874,136)
Grant (£ per unit)	20,000	(3,476,142)	(3,605,581)	(3,735,423)	(3,865,266)	(3,995,108)	(4,124,951)	(4,254,793)
-	30,000	(2,860,828)	(2,988,916)	(3,117,312)	(3,245,922)	(3,375,765)	(3,505,607)	(3,635,450)
	40,000	(2,249,098)	(2,376,054)	(2,503,202)	(2,630,350)	(2,758,482)	(2,886,878)	(3,016,106)
	50,000	(1,640,906)	(1,766,949)	(1,893,047)	(2,019,145)	(2,145,576)	(2,272,724)	(2,399,872)
	60,000	(1,036,314)	(1,161,558)	(1,286,802)	(1,412,045)	(1,537,289)	(1,663,095)	(1,789,193)
	70,000	(436,078)	(559,835)	(684,420)	(809,004)	(933,589)	(1,058,173)	(1,183,185)
	80,000	84,509	(22,234)	(128,977)	(235,719)	(344,210)	(458,214)	(582,333)
	90,000	595,558	489,050	382,542	276,034	169,526	63,018	(43,490)
	100,000	1,103,730	997,292	890,853	784,415	677,977	571,538	465,100

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Appraisal Ref:	JJ				(see Typologies Matrix)
Scheme Typology:	Extra Care		No Units:	60	
Site Typology:	Location / Value Zone:	n/a	Greenfield/Brownfield:	Brownfield	
Notes/Comments:					

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			60	Units		
AH Policy requirement (% Target)			25%			
Open Market Sale (OMS) housing	Open Market Sale (OMS)		75%			
AH tenure split %	Affordable Rent:			35.0%		
	Social Rent:			35.0%	70.0%	% Rented
	Shared Ownership:			0.0%		
	DMS:			30.0%	7.5%	% of total (>10% First Homes PPG 023)
			100%	100.0%		
CIL Rate (£ psm)			0.00	£ psm		

Unit Mix -	OMS Unit mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House (with garage)	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	40.0%	18.0	40.0%	6.0	40%	24.0
2 bed Flat	60.0%	27.0	60.0%	9.0	60%	36.0
3 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	45.0	100.0%	15.0	100%	60.0

OMS Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	0.0	0			0.0	0
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	0.0	0		16.0	16.0	172
4 bed House (with garage)	0.0	0		32.0	32.0	344
5 bed House (with garage)	0.0	0		32.0	32.0	344
1 bed Flat	55.0	592	75.0%		73.3	789
2 bed Flat	80.0	861	75.0%		106.7	1,148
3 bed Flat	0.0	0	75.0%		0.0	0

AH Floor areas, per Unit -	Net area per unit (sqm)	(sqft)	Net to Gross % %	Garage area (sqm)	Gross (GIA) per unit (sqm)	(sqft)
2 bed House	0.0	0			0.0	0
3 bed House	0.0	0			0.0	0
3 bed House (with garage)	0.0	0		16.0	16.0	172
4 bed House (with garage)	0.0	0		32.0	32.0	344
5 bed House (with garage)	0.0	0		32.0	32.0	344
1 bed Flat	55.0	592	75.0%		73.3	789
2 bed Flat	80.0	861	75.0%		106.7	1,148
3 bed Flat	0.0	0	75.0%		0.0	0

Total Gross Overall Floor areas -	OMS Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
2 bed House	0	0	0	0	0	0
3 bed House	0	0	0	0	0	0
3 bed House (with garage)	0	0	0	0	0	0
4 bed House (with garage)	0	0	0	0	0	0
5 bed House (with garage)	0	0	0	0	0	0
1 bed Flat	1,320	14,208	440	4,736	1,760	18,944
2 bed Flat	2,880	31,000	960	10,333	3,840	41,333
3 bed Flat	0	0	0	0	0	0
	4,200	45,208	1,400	15,069	5,600	60,278
AH % by floor area:			25.00%	AH % by floor area (difference due to mix)		

Open Market Sales values (£) -	£ OMS (per unit)	£ psm (net)	£ psf (net)	£ psm (gross)	£ psf (gross)	total MV £ (no AH)
2 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
3 bed House (with garage)	0	#DIV/0!	#DIV/0!	0	0	0
4 bed House (with garage)	0	#DIV/0!	#DIV/0!	0	0	0
5 bed House (with garage)	0	#DIV/0!	#DIV/0!	0	0	0
1 bed Flat	295,000	5,364	498	4,023	374	7,080,000
2 bed Flat	360,000	4,500	418	3,375	314	12,960,000
3 bed Flat	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0
						20,040,000

Affordable Housing values (£) -	Aff. Rent £	% of MV	Social Rent £	% of MV	hared Ownership:	% of MV	DMS:	% of MV
2 bed House	0	60%	0	40%	0	70%	0	80%
3 bed House	0	60%	0	40%	0	70%	0	80%
3 bed House (with garage)	0	60%	0	40%	0	70%	0	80%
4 bed House (with garage)	0	60%	0	40%	0	70%	0	80%
5 bed House (with garage)	0	60%	0	40%	0	70%	0	80%
1 bed Flat	177,000	60%	118,000	40%	206,500	70%	236,000	80%
2 bed Flat	216,000	60%	144,000	40%	252,000	70%	288,000	80%
3 bed Flat	0	60%	0	40%	0	70%	0	80%

* capped @£250K

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Scheme Typology:	**Extra Care**	No Units:	**60**
Site Typology:	Location / Value Zone: **n/a**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE				
OMS GDV -	(part houses due to % mix)			
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	18.0	@	295,000	5,310,000
2 bed Flat	27.0	@	360,000	9,720,000
3 bed Flat	0.0	@	0	-
	45.0			15,030,000
Affordable Rent GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	2.1	@	177,000	371,700
2 bed Flat	3.2	@	216,000	680,400
3 bed Flat	0.0	@	0	-
	5.3			1,052,100
Social Rent GDV -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	2.1	@	118,000	247,800
2 bed Flat	3.2	@	144,000	453,600
3 bed Flat	0.0	@	0	-
	5.3			701,400
Shared Ownership -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	0.0	@	206,500	-
2 bed Flat	0.0	@	252,000	-
3 bed Flat	0.0	@	0	-
	0.0			-
DMS -				
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
3 bed House (with garage)	0.0	@	0	-
4 bed House (with garage)	0.0	@	0	-
5 bed House (with garage)	0.0	@	0	-
1 bed Flat	1.8	@	236,000	424,800
2 bed Flat	2.7	@	288,000	777,600
3 bed Flat	0.0	@	0	-
	4.5	15.0		1,202,400
Sub-total GDV Residential	**60**			**17,985,900**
AH on-site cost analysis:			£MV (no AH) less £GDV (inc. AH)	2,054,100
	367 £ psm (total GIA sqm)		34,235 £ per unit (total units)	
Grant	60	units @	0 per unit	-
Total GDV				**17,985,900**

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Scheme Typology:	**Extra Care**	No Units:	**60**
Site Typology:	Location / Value Zone: **n/a**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

DEVELOPMENT COSTS									
Initial Payments -									
Statutory Planning Fees (Residential)	01-Apr-25				(capped at £411,885)	33,275	£		(33,275)
Planning Application Professional Fees, Surveys and reports					(capped at £1,500,000)	99,825	£		(99,825)
CIL (Mrkt only inc. garages)	Max		4,200	sqm	0.00	£ psm			-
Building Safety Levy	Max		4,200	sqm	15.11	£ psm			(63,462)
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106	Year 1				0				-
(strategic site cashflow yrs 1-15)	Year 2				0				-
	Year 3				0				-
	Year 4				0				-
	Year 5				0				-
	Year 6				0				-
	Year 7				0				-
	Year 8				0				-
	Year 9				0				-
	Year 10				0				-
	Year 11				0				-
	Year 12				0				-
	Year 13				0				-
	Year 14				0				-
	Year 15				0				-
Site Specific S106 (installment)			60	units @	6,700	per unit			(402,000)
	Sub-total							(402,000)	
S106 analysis:		837,500 £ per ha	2.24%	% of GDV	6,700	£ per unit (total units)			
AH Commuted Sum			5,600	sqm (total)	0	£ psm			-
Comm. Sum analysis:			0.00%	% of GDV					
Construction Costs -									
Site Clearance, Demolition & Remediation			1.19	acre @	50,000	£ per acre (if brownfield)			(59,304)
Strategic Site Infra. costs	Year 1	0							-
	Year 2	0							-
	Year 3	0							-
	Year 4	0							-
	Year 5	0							-
	Year 6	0							-
	Year 7	0							-
	Year 8	0							-
	Year 9	0							-
	Year 10	0							-
	Year 11	0							-
	Year 12	0							-
	Year 13	0							-
	Year 14	0							-
	Year 15	0							-
	Years 1-15		60	units @	0	per unit			-
	Sub-total							-	
Infra. Costs analysis:		- £ per ha	0.00%	% of GDV	0	£ per unit (total units)			
2 bed House			-	sqm @	0	psm			-
3 bed House			-	sqm @	0	psm			-
3 bed House (EXC. garage)			-	sqm @	0	psm			-
4 bed House (EXC. garage)			-	sqm @	0	psm			-
5 bed House (EXC. garage)			-	sqm @	0	psm			-
1 bed Flat			1,760	sqm @	2,367	psm			(4,165,920)
2 bed Flat			3,840	sqm @	2,367	psm			(9,089,280)
3 bed Flat			-	sqm @	2,367	psm			-
Garages for 3B House	-	16.0	0	sqm @	0	psm			-
Garages for 4B House	-	32.0	0	sqm @	0	psm			-
Garages for 5B House	-	32.0	0	sqm @	0	psm			-
Total GIA check:			5,600	£ per garage	£0				
External works			13,255,200	@	10.0%				(1,325,520)
Ext. Works analysis:					22,092	£ per unit (total units)			
Policy Costs on design -									
Biodiversity Net Gain 10%		60	units @		400	£ per unit			(24,000)
M4(2) Category 2 Housing	Aff units	15	units @	100%	@	0	£ per unit		-
M4(2) Category 2 Housing	OMS units	45	units @	100%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	Aff units	15	units @	10%	@	0	£ per unit		-
M4(3)(b) Category 3 Housing	OMS units	45	units @	10%	@	0	£ per unit		-
Net Zero Carbon (Flats)		5,600	sqm @	100%		72	£ psm		(403,200)
Future Homes Standard		60	units @			4,350	£ per unit		(261,000)
Part L/FHS analysis:					2.0%	% of BCIS costs			
EV Charging - Flats		60	units @	4	flats per charger		£ per 4 units		-
EV Charging - Houses		-	units @	4	flats per charger		£ per 4 units		-
Water Efficiency		60	units @			20	£ per unit		(1,200)
Urban Greening Factor	60.0	units @	8	per storey = GIA	747	128	£ psm		(95,200)
	Sub-total							(689,400)	
Policy Costs analysis:	(design costs only)				11,490	£ per unit (total units)			
					5.2%	% of BCIS costs			
Contingency (on construction)			15,424,624	@	5.0%				(771,231)

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Scheme Typology:	**Extra Care**	No Units:	**60**
Site Typology:	Location / Value Zone: **n/a**	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

Professional Fees		15,424,624	@	10.0%			(1,542,462)
				Total Fees inc. planning & consultants:			10.86%
Disposal Costs -							
OMS Marketing and Promotion		15,030,000	OMS @	3.00%	7,515	£ per unit	(450,900)
Residential Sales Agent Costs		15,030,000	OMS @	1.00%	2,505	£ per unit	(150,300)
Residential Sales Legal Costs		15,030,000	OMS @	0.50%	1,253	£ per unit	(75,150)
Affordable Sale Legal Costs						lump sum	-
Empty Property Costs (SC, Council Tax proxy)	60	units (1/2 back during sales period) @		500	42	£ per unit PA (£ p	(30,000)
Disposal Cost analysis:					11,273	£ per unit (exc. EPC)	
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(2,375,988)
Developers Profit -							
Profit on OMS		15,030,000		17.50%			(2,630,250)
Margin on AH		2,955,900		6.00%	on AH values		(177,354)
Profit analysis:		17,985,900		15.61%	blended GDV	(2,807,604)	
		21,419,217		13.11%	on costs	(2,807,604)	
TOTAL COSTS							**(24,226,821)**

RESIDUAL LAND VALUE (RLV)							
Residual Land Value (gross)							(6,240,921)
SDLT		-	@	HMRC formula			-
Acquisition Agent fees		-	@	1.0%			-
Acquisition Legal fees		-	@	0.5%			-
Interest on Land		-	@	7.50%			-
Residual Land Value							**(6,240,921)**
RLV analysis:	(104,015) £ per plot	(13,001,919)	£ per ha (net)	(5,261,805)	£ per acre (net)		
		(11,701,727)	£ per ha (gross)	(4,735,624)	£ per acre (gross)		
				-34.70%	% RLV / GDV		

BENCHMARK LAND VALUE (BLV)							
Residential Density		125.0	dph (net)				
Site Area (net)		0.48	ha (net)	1.19	acres (net)		
Net to Gross ratio		90%					
Site Area (gross)		0.53	ha (gross)	1.32	acres (gross)		
Density analysis:		11,667	sqm/ha (net)	50,821	sqft/ac (net)		
		113	dph (gross)				
Benchmark Land Value (net)	8,786 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)		**527,147**
BLV analysis:		1,098,222	£ per ha (net)	444,444	£ per acre (net)		

BALANCE					
Surplus/(Deficit)	**(14,100,141)**	£ per ha (net)	**(5,706,249)**	£ per acre (net)	**(6,768,068)**

260811 Hastings WPV_Hastings Borough Council_OP Housing Typology Appraisals_v0.2

Scheme Typology: Extra Care — No Units: 60
Site Typology: Location / Value Zone: n/a — Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	(5,706,249)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	10.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
CIL £ psm	20.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
0.00	30.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	40.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	50.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	60.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	70.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	80.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	90.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	100.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	110.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	120.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	130.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	140.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	150.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	160.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	170.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	180.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	190.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	200.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	210.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	220.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	230.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	240.00	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	250.00	530,398	460,285	390,002	319,516	248,767	177,741	106,375

TABLE 2

Balance (RLV - BLV £ per acre (n))	(5,706,249)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	500	(4,629,433)	(4,767,533)	(4,905,634)	(5,043,734)	(5,181,835)	(5,319,935)	(5,458,035)
	1,000	(4,660,587)	(4,798,688)	(4,936,788)	(5,074,888)	(5,212,989)	(5,351,089)	(5,489,190)
Site Specific S106	1,500	(4,691,742)	(4,829,842)	(4,967,942)	(5,106,043)	(5,244,143)	(5,382,244)	(5,520,344)
6,700	2,000	(4,722,896)	(4,860,996)	(4,999,097)	(5,137,197)	(5,275,298)	(5,413,398)	(5,551,498)
	2,500	(4,754,050)	(4,892,151)	(5,030,251)	(5,168,352)	(5,306,452)	(5,444,552)	(5,582,653)
	5,000	(4,909,822)	(5,047,923)	(5,186,023)	(5,324,123)	(5,462,224)	(5,600,324)	(5,738,425)
	6,000	(4,972,131)	(5,110,231)	(5,248,332)	(5,386,432)	(5,524,533)	(5,662,633)	(5,800,733)
	7,000	(5,034,440)	(5,172,540)	(5,310,640)	(5,448,741)	(5,586,841)	(5,724,942)	(5,863,042)
	8,000	(5,096,748)	(5,234,849)	(5,372,949)	(5,511,050)	(5,649,150)	(5,787,250)	(5,925,351)
	9,000	(5,159,057)	(5,297,157)	(5,435,258)	(5,573,358)	(5,711,459)	(5,849,559)	(5,987,659)
	10,000	(5,221,366)	(5,359,466)	(5,497,567)	(5,635,667)	(5,773,767)	(5,911,868)	(6,049,968)
	12,500	(5,377,138)	(5,515,238)	(5,653,338)	(5,791,439)	(5,929,539)	(6,067,640)	(6,205,740)
	15,000	(5,532,909)	(5,671,010)	(5,809,110)	(5,947,211)	(6,085,311)	(6,223,411)	(6,361,512)
	17,500	(5,688,681)	(5,826,782)	(5,964,882)	(6,102,982)	(6,241,083)	(6,379,183)	(6,517,284)
	20,000	(5,844,453)	(5,982,553)	(6,120,654)	(6,258,754)	(6,396,855)	(6,534,955)	(6,673,055)

TABLE 3

Balance (RLV - BLV £ per acre (n))	(5,706,249)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	15.0%	(4,593,347)	(4,752,568)	(4,911,788)	(5,071,008)	(5,230,229)	(5,389,449)	(5,548,670)
	16.0%	(4,762,307)	(4,913,080)	(5,063,852)	(5,214,624)	(5,365,397)	(5,516,169)	(5,666,941)
Profit	17.0%	(4,931,267)	(5,073,591)	(5,215,916)	(5,358,240)	(5,500,565)	(5,642,889)	(5,785,213)
17.5%	18.0%	(5,100,227)	(5,234,103)	(5,367,980)	(5,501,856)	(5,635,733)	(5,769,609)	(5,903,485)
	19.0%	(5,269,187)	(5,394,615)	(5,520,044)	(5,645,472)	(5,770,901)	(5,896,329)	(6,021,757)
	20.0%	(5,438,147)	(5,555,127)	(5,672,108)	(5,789,088)	(5,906,068)	(6,023,049)	(6,140,029)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(5,706,249)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	100,000	(4,682,414)	(4,820,514)	(4,958,614)	(5,096,715)	(5,234,815)	(5,372,916)	(5,511,016)
	110,000	(4,693,525)	(4,831,625)	(4,969,726)	(5,107,826)	(5,245,926)	(5,384,027)	(5,522,127)
BLV (£ per acre)	120,000	(4,704,636)	(4,842,736)	(4,980,837)	(5,118,937)	(5,257,038)	(5,395,138)	(5,533,238)
400,000	130,000	(4,715,747)	(4,853,847)	(4,991,948)	(5,130,048)	(5,268,149)	(5,406,249)	(5,544,349)
	140,000	(4,726,858)	(4,864,959)	(5,003,059)	(5,141,159)	(5,279,260)	(5,417,360)	(5,555,461)
	150,000	(4,737,969)	(4,876,070)	(5,014,170)	(5,152,270)	(5,290,371)	(5,428,471)	(5,566,572)
	160,000	(4,749,080)	(4,887,181)	(5,025,281)	(5,163,382)	(5,301,482)	(5,439,582)	(5,577,683)
	170,000	(4,760,191)	(4,898,292)	(5,036,392)	(5,174,493)	(5,312,593)	(5,450,693)	(5,588,794)
	180,000	(4,771,303)	(4,909,403)	(5,047,503)	(5,185,604)	(5,323,704)	(5,461,805)	(5,599,905)
	190,000	(4,782,414)	(4,920,514)	(5,058,614)	(5,196,715)	(5,334,815)	(5,472,916)	(5,611,016)
	200,000	(4,793,525)	(4,931,625)	(5,069,726)	(5,207,826)	(5,345,926)	(5,484,027)	(5,622,127)
	210,000	(4,804,636)	(4,942,736)	(5,080,837)	(5,218,937)	(5,357,038)	(5,495,138)	(5,633,238)
	220,000	(4,815,747)	(4,953,847)	(5,091,948)	(5,230,048)	(5,368,149)	(5,506,249)	(5,644,349)
	230,000	(4,826,858)	(4,964,959)	(5,103,059)	(5,241,159)	(5,379,260)	(5,517,360)	(5,655,461)
	240,000	(4,837,969)	(4,976,070)	(5,114,170)	(5,252,270)	(5,390,371)	(5,528,471)	(5,666,572)
	250,000	(4,849,080)	(4,987,181)	(5,125,281)	(5,263,382)	(5,401,482)	(5,539,582)	(5,677,683)

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Scheme Typology: Extra Care — No Units: 60
Site Typology: Location / Value Zone: n/a — Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(5,706,249)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	80	(3,397,227)	(3,485,611)	(3,573,996)	(3,662,380)	(3,750,764)	(3,839,148)	(3,927,533)
	90	(3,756,898)	(3,856,330)	(3,955,763)	(4,055,195)	(4,154,627)	(4,254,060)	(4,353,492)
Density (dph)	100	(4,116,569)	(4,227,050)	(4,337,530)	(4,448,010)	(4,558,491)	(4,668,971)	(4,779,451)
125.0	110	(4,476,240)	(4,597,769)	(4,719,297)	(4,840,825)	(4,962,354)	(5,083,882)	(5,205,410)
	120	(4,835,911)	(4,968,488)	(5,101,064)	(5,233,641)	(5,366,217)	(5,498,793)	(5,631,370)
	125	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	130	(5,195,583)	(5,339,207)	(5,482,831)	(5,626,456)	(5,770,080)	(5,913,705)	(6,057,329)
	135	(5,375,418)	(5,524,567)	(5,673,715)	(5,822,863)	(5,972,012)	(6,121,160)	(6,270,309)
	140	(5,555,254)	(5,709,926)	(5,864,599)	(6,019,271)	(6,173,943)	(6,328,616)	(6,483,288)
	145	(5,735,089)	(5,895,286)	(6,055,482)	(6,215,679)	(6,375,875)	(6,536,072)	(6,696,268)
	150	(5,914,925)	(6,080,645)	(6,246,366)	(6,412,086)	(6,577,807)	(6,743,527)	(6,909,248)

TABLE 6

Balance (RLV - BLV £ per acre (n))	(5,706,249)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	75%	(713,785)	(846,293)	(978,801)	(1,111,343)	(1,244,552)	(1,377,761)	(1,510,970)
	80%	(1,561,630)	(1,694,839)	(1,828,863)	(1,962,980)	(2,097,098)	(2,231,736)	(2,366,971)
Build Cost	85%	(2,415,782)	(2,551,017)	(2,686,252)	(2,821,514)	(2,958,076)	(3,094,638)	(3,232,394)
100%	90%	(3,277,248)	(3,413,810)	(3,550,644)	(3,688,745)	(3,826,845)	(3,964,946)	(4,103,046)
(105% = 5% increase)	85%	(2,415,782)	(2,551,017)	(2,686,252)	(2,821,514)	(2,958,076)	(3,094,638)	(3,232,394)
	100%	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	105%	(5,886,399)	(6,024,499)	(6,162,600)	(6,300,700)	(6,438,800)	(6,576,901)	(6,715,001)
	110%	(6,757,050)	(6,895,151)	(7,033,251)	(7,171,352)	(7,309,452)	(7,447,552)	(7,585,653)
	115%	(7,627,702)	(7,765,802)	(7,903,903)	(8,042,003)	(8,180,104)	(8,318,204)	(8,456,304)
	120%	(8,498,354)	(8,636,454)	(8,774,555)	(8,912,655)	(9,050,755)	(9,188,856)	(9,326,956)
	125%	(9,369,005)	(9,507,106)	(9,645,206)	(9,783,307)	(9,921,407)	(10,059,507)	(10,197,608)
	130%	(10,239,657)	(10,377,757)	(10,515,858)	(10,653,958)	(10,792,059)	(10,930,159)	(11,068,259)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(5,706,249)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	80%	(7,907,056)	(7,900,590)	(7,894,125)	(7,887,660)	(7,881,195)	(7,874,730)	(7,868,265)
	82%	(7,617,925)	(7,625,916)	(7,633,908)	(7,641,899)	(7,649,891)	(7,657,882)	(7,665,874)
Market Values	84%	(7,328,794)	(7,351,242)	(7,373,690)	(7,396,138)	(7,418,586)	(7,441,034)	(7,463,482)
100%	86%	(7,039,663)	(7,076,568)	(7,113,472)	(7,150,377)	(7,187,281)	(7,224,186)	(7,261,091)
(105% = 5% increase)	88%	(6,750,532)	(6,801,893)	(6,853,254)	(6,904,616)	(6,955,977)	(7,007,338)	(7,058,699)
	90%	(6,461,401)	(6,527,219)	(6,593,037)	(6,658,854)	(6,724,672)	(6,790,490)	(6,856,307)
	92%	(6,172,270)	(6,252,545)	(6,332,819)	(6,413,093)	(6,493,367)	(6,573,642)	(6,653,916)
	94%	(5,883,140)	(5,977,870)	(6,072,601)	(6,167,332)	(6,262,063)	(6,356,793)	(6,451,524)
	96%	(5,594,009)	(5,703,196)	(5,812,383)	(5,921,571)	(6,030,758)	(6,139,945)	(6,249,133)
	98%	(5,304,878)	(5,428,522)	(5,552,166)	(5,675,809)	(5,799,453)	(5,923,097)	(6,046,741)
	100%	(5,015,747)	(5,153,847)	(5,291,948)	(5,430,048)	(5,568,149)	(5,706,249)	(5,844,349)
	102%	(4,726,616)	(4,879,173)	(5,031,730)	(5,184,287)	(5,336,844)	(5,489,401)	(5,641,958)
	104%	(4,437,485)	(4,604,499)	(4,771,512)	(4,938,526)	(5,105,539)	(5,272,553)	(5,439,566)
	106%	(4,148,354)	(4,329,825)	(4,511,295)	(4,692,765)	(4,874,235)	(5,055,705)	(5,237,175)
	108%	(3,859,936)	(4,055,150)	(4,251,077)	(4,447,003)	(4,642,930)	(4,838,856)	(5,034,783)
	110%	(3,572,897)	(3,781,219)	(3,990,859)	(4,201,242)	(4,411,625)	(4,622,008)	(4,832,391)
	112%	(3,286,209)	(3,508,533)	(3,731,206)	(3,955,481)	(4,180,321)	(4,405,160)	(4,630,000)
	114%	(3,001,170)	(3,236,168)	(3,472,872)	(3,709,897)	(3,949,016)	(4,188,312)	(4,427,608)
	116%	(2,716,131)	(2,965,381)	(3,214,632)	(3,465,915)	(3,717,711)	(3,971,464)	(4,225,217)
	118%	(2,432,641)	(2,694,594)	(2,958,097)	(3,221,932)	(3,487,661)	(3,754,616)	(4,022,825)
	120%	(2,149,508)	(2,425,192)	(2,701,561)	(2,979,316)	(3,258,031)	(3,538,112)	(3,820,433)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(5,706,249)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	5,000	(4,706,075)	(4,844,176)	(4,982,276)	(5,120,377)	(5,258,477)	(5,396,577)	(5,534,678)
	10,000	(4,396,404)	(4,534,504)	(4,672,604)	(4,810,705)	(4,948,805)	(5,086,906)	(5,225,006)
Grant (£ per unit)	20,000	(3,777,060)	(3,915,161)	(4,053,261)	(4,191,361)	(4,329,462)	(4,467,562)	(4,605,663)
-	30,000	(3,161,223)	(3,297,785)	(3,434,347)	(3,572,018)	(3,710,118)	(3,848,219)	(3,986,319)
	40,000	(2,548,751)	(2,683,986)	(2,819,221)	(2,955,287)	(3,091,849)	(3,228,875)	(3,366,976)
	50,000	(1,939,603)	(2,073,721)	(2,207,838)	(2,342,533)	(2,477,767)	(2,613,002)	(2,749,351)
	60,000	(1,333,737)	(1,466,946)	(1,600,155)	(1,733,710)	(1,867,827)	(2,001,945)	(2,136,314)
	70,000	(731,110)	(863,618)	(996,126)	(1,128,772)	(1,261,981)	(1,395,190)	(1,528,399)
	80,000	(166,616)	(281,048)	(400,094)	(527,721)	(660,183)	(792,691)	(925,199)
	90,000	346,177	232,895	119,613	6,331	(107,022)	(220,553)	(337,035)
	100,000	856,289	743,082	629,874	516,666	403,458	290,250	177,043

NOTES

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

Appendix 15 – Build to Rent Typology Appraisals

Aspinall Verdi

260807 Hastings WPV_Hastings Borough Council_BTR Appraisals_v0.1

Appraisal Ref:	KK				(see Typologies Matrix)
Scheme Typology:	BTR - Multifamily Flats		No Units:	150	
Site Typology:	Location:	Specialist - single value zone	Greenfield/Brownfield:	Greenfield	
Notes/Comments:					

ASSUMPTIONS - COMMERCIAL USES

Units -	# Com. Units	AH %	% mix	# Units	# Mkt Resi Units	# AH Units
BTR 1 Bed units			35%	31.5	32	
BTR 2 Bed units			65%	58.5	59	
BTR 1 Bed units - Disc Mrkt Rent		40%	46%	27.6		27.6
BTR 2 Bed units - Disc Mrkt Rent			54%	32.4		32.4
[blank spare]	0		0			
[blank spare]	0					
[blank spare]	0					
[blank spare]						
	0			150	90	60

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
BTR 1 Bed units	50	538	85.0%	59	633
BTR 2 Bed units	70	753	85.0%	82	886
BTR 1 Bed units - Disc Mrkt Rent	50	538	85.0%	59	633
BTR 2 Bed units - Disc Mrkt Rent	70	753	85.0%	82	886
[blank spare]	0	0	85.0%	0	0
[blank spare]	0	0	85.0%	0	0
[blank spare]					
[blank spare]					

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
BTR 1 Bed units	1,575	16,953	1,853	19,945
BTR 2 Bed units	4,095	44,078	4,818	51,857
BTR 1 Bed units - Disc Mrkt Rent	1,380	14,854	1,624	17,476
BTR 2 Bed units - Disc Mrkt Rent	2,268	24,413	2,668	28,721
[blank spare]	0	0	0	0
[blank spare]	0	0	0	0
[blank spare]				
[blank spare]				
	9,318	100,298	10,962	117,998

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
BTR 1 Bed units	1,100	13,200		25%	0	5.00%
BTR 2 Bed units	1,350	16,200		25%	0	5.00%
BTR 1 Bed units - Disc Mrkt Rent	880	10,560		25%	0	5.00%
BTR 2 Bed units - Disc Mrkt Rent	1,080	12,960		25%	0	5.00%
[blank spare]		-	0.00	25%	0	5.00%
[blank spare]		-	0.00	25%	0	5.00%
[blank spare]						
[blank spare]						

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

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260807 Hastings WPV_Hastings Borough Council_BTR Appraisals_v0.1

Scheme Typology:	**BTR - Multifamily Flats**	No Units:	**150**
Site Typology:	Location: Specialist - single value zone	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
BTR 1 Bed units	unit	415,800	25%	311,850	5.00%	6,237,000
BTR 2 Bed units	unit	947,700	25%	710,775	5.00%	14,215,500
BTR 1 Bed units - Disc Mrkt Rent	unit	291,456	25%	218,592	5.00%	4,371,840
BTR 2 Bed units - Disc Mrkt Rent	unit	419,904	25%	314,928	5.00%	6,298,560
[blank spare]	£ psf	-	25%	-	5.00%	-
[blank spare]	£ psf	-	25%	-	5.00%	
[blank spare]			0%		0.00%	
[blank spare]					0.00%	
				1,556,145		31,122,900

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
BTR 1 Bed units	-	6,237,000	6.80%	(424,116)	5,812,884
BTR 2 Bed units	-	14,215,500	6.80%	(966,654)	13,248,846
BTR 1 Bed units - Disc Mrkt Rent	-	4,371,840	6.80%	(297,285)	4,074,555
BTR 2 Bed units - Disc Mrkt Rent	-	6,298,560	6.80%	(428,302)	5,870,258
[blank spare]	-	0	6.80%	-	-
[blank spare]	-	0	6.80%	-	-
[blank spare]	-	0	6.80%	-	-
[blank spare]					
Sub-total GDV Commercial					**29,006,543**
Grant Funding	150 units @	0	per unit		-
Total GDV					**29,006,543**

DEVELOPMENT COSTS

Initial Payments -									
Statutory Planning Fees (Residential)					(capped at £411,885)	50,285	£		(50,285)
Planning Application Professional Fees, Surveys and reports					(capped at £1,500,000)	150,855	£		(150,855)
CIL (exl. Aff. Housing - discounted market rent) (Max CIL)			6,671	sqm (gross)		£ psm			-
Building Safety Levy			6,671	sqm (gross)	30.21	£ psm			(201,518)
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions		150 units @			6,700				(1,005,000)
S106 analysis			3.46%	% of GDV	91.68	£ psm (GIA)			
Construction Costs -									
Site Clearance and Demolition			0.85	ha @	0	£ per ha (if brownfield)			-
Strategic Site Infra. costs		0							-
Infra. Costs analysis:			0.00%	% of GDV	0.00	£ psm (GIA)			
BTR 1 Bed units			1,853	sqm @	2,064	psm			(3,824,471)
BTR 2 Bed units			4,818	sqm @	2,064	psm			(9,943,624)
BTR 1 Bed units - Disc Mrkt Rent			1,624	sqm @	2,064	psm			(3,350,965)
BTR 2 Bed units - Disc Mrkt Rent			2,668	sqm @	2,064	psm			(5,507,238)
[blank spare]			-	sqm @	0	psm			-
[blank spare]			-	sqm @	0	psm			-
[blank spare]			-	sqm @	0	psm			-
[blank spare]		10,962	-	sqm @	0	psm			-
External works			22,626,296	@	15.0%				(3,393,944)
Ext. Works analysis:					22,626	£ per unit (total units)			
Policy Costs on design -									
Biodiversity Net Gain	All units	150 units @		100%	@	1,000	£ per dwelling		(150,000)
M4(2) Category 2 Housing	Aff units	60 units @		100%	@	1,400	£ per dwelling		(84,000)
M4(2) Category 2 Housing	OMS units	90 units @		100%	@	1,400	£ per dwelling		(126,000)
M4(3) Category 3 Housing	Aff units	60 units @		10%	@	22,000	£ per dwelling		(132,000)
M4(3) Category 3 Housing	OMS units	90 units @		10%	@	22,000	£ per dwelling		(198,000)
Net Zero Carbon (Flats)		9,318 psm @		100%	@	72	£ psm		(670,896)
Future Homes Standard		150 units @		100%	@	4,350	£ per dwelling		(652,500)
Part L/FHS analysis:					2.9%	% of BCIS costs			
		units @				0			-
		150 units @		4		0			-
Water Efficiency additional cost		150 units @				20	£ per unit		(3,000)
Urban Greening Factor	150	units @	8	per floor = GIA	585	0			-
	Sub-total							(2,016,396)	
Policy Costs analysis:	(design costs only)				13,443	£ per unit (total units)			
Contingency (on construction)			28,036,637	@	3.0%				(841,099)

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260807 Hastings WPV_Hastings Borough Council_BTR Appraisals_v0.1

Scheme Typology:	**BTR - Multifamily Flats**	No Units:	**150**	
Site Typology:	Location:	Specialist - single value zone	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:				

Professional Fees	28,036,637	@	10.0%		(2,803,664)
			Total Fees inc. planning & consultants:		10.72%
Disposal Costs -					
Letting Agents Costs	1,556,145	ERV @	10.00%		(155,615)
Letting Legal Costs	1,556,145	ERV @	5.00%		(77,807)
Investment Sale Agents Costs	29,006,543	GDV @	1.00%		(290,065)
Investment Sale Legal Costs	29,006,543	GDV @	0.50%		(145,033)
Marketing and Promotion	29,006,543	GDV @	0.50%		(145,033)
Interest (on Development Costs) -	7.50%	APR	0.604%	pcm	(3,914,412)
Developers Profit -					
Profit on Cost	37,817,023		15.00%		(5,672,553)
TOTAL COSTS					**(43,489,577)**

RESIDUAL LAND VALUE						
Residual Land Value (gross)						(14,483,034)
SDLT		-	@	HMRC formula		-
Acquisition Agent fees		-	@	1.00%		-
Acquisition Legal fees		-	@	0.50%		-
Interest on Land		-	@	7.50%		-
Residual Land Value						**(14,483,034)**
RLV analysis:	(96,554) £ per plot	(16,993,426)	£ per ha (net)	(6,877,145)	£ per acre (net)	
		(13,594,741)	£ per ha (gross)	(5,501,716)	£ per acre (gross)	
				-49.93%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)						
Plot Ratio / Density		176	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.01 < alt formula >	0.85	ha (net)	2.11	acres (net)	
Net to Gross ratio		80%				
Site Area (gross)		1.07	ha (gross)	2.63	acres (gross)	
Density analysis:		12,862	sqm/ha (net)	56,030	sqft/ac (net)	
		141	dph (gross)			
Benchmark Land Value (net)	2,983 £ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)	**447,518**
BLV analysis:		525,098	£ per ha (net)	212,500	£ per acre (net)	

BALANCE					
Surplus/(Deficit)	**(17,518,514)**	£ per ha (net)	**(7,089,645)**	£ per acre (net)	**(14,930,552)**

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260807 Hastings WPV_Hastings Borough Council_BTR Appraisals_v0.1

Scheme Typology: BTR - Multifamily Flats No Units: 150
Site Typology: Location: Specialist - single value zone Greenfield/Brownfield: Greenfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre (n))	(7,089,645)	0%	5%	10%	15%	20%	25%	30%
	0.00	(6,155,645)	(6,272,395)	(6,389,145)	(6,505,895)	(6,622,645)	(6,739,395)	(6,856,145)
	10.00	(6,223,985)	(6,337,318)	(6,450,651)	(6,563,984)	(6,677,317)	(6,790,650)	(6,903,983)
CIL £ psm	20.00	(6,292,326)	(6,402,242)	(6,512,158)	(6,622,074)	(6,731,990)	(6,841,906)	(6,951,822)
0.00	30.00	(6,360,666)	(6,467,165)	(6,573,664)	(6,680,163)	(6,786,662)	(6,893,161)	(6,999,660)
	40.00	(6,429,006)	(6,532,088)	(6,635,170)	(6,738,252)	(6,841,334)	(6,944,416)	(7,047,498)
	50.00	(6,497,346)	(6,597,011)	(6,696,676)	(6,796,341)	(6,896,006)	(6,995,671)	(7,095,336)
	60.00	(6,565,686)	(6,661,934)	(6,758,182)	(6,854,430)	(6,950,678)	(7,046,926)	(7,143,174)
	70.00	(6,634,026)	(6,726,857)	(6,819,688)	(6,912,519)	(7,005,350)	(7,098,181)	(7,191,012)
	80.00	(6,702,367)	(6,791,780)	(6,881,194)	(6,970,608)	(7,060,022)	(7,149,436)	(7,238,850)
	90.00	(6,770,707)	(6,856,704)	(6,942,701)	(7,028,698)	(7,114,694)	(7,200,691)	(7,286,688)
	100.00	(6,839,047)	(6,921,627)	(7,004,207)	(7,086,787)	(7,169,367)	(7,251,947)	(7,334,527)
	110.00	(6,907,387)	(6,986,550)	(7,065,713)	(7,144,876)	(7,224,039)	(7,303,202)	(7,382,365)
	120.00	(6,975,727)	(7,051,473)	(7,127,219)	(7,202,965)	(7,278,711)	(7,354,457)	(7,430,203)
	130.00	(7,044,067)	(7,116,396)	(7,188,725)	(7,261,054)	(7,333,383)	(7,405,712)	(7,478,041)
	140.00	(7,112,407)	(7,181,319)	(7,250,231)	(7,319,143)	(7,388,055)	(7,456,967)	(7,525,879)
	150.00	(7,180,748)	(7,246,243)	(7,311,737)	(7,377,232)	(7,442,727)	(7,508,222)	(7,573,717)
	160.00	(7,249,088)	(7,311,166)	(7,373,244)	(7,435,321)	(7,497,399)	(7,559,477)	(7,621,555)
	170.00	(7,317,428)	(7,376,089)	(7,434,750)	(7,493,411)	(7,552,072)	(7,610,732)	(7,669,393)
	180.00	(7,385,768)	(7,441,012)	(7,496,256)	(7,551,500)	(7,606,744)	(7,661,988)	(7,717,231)
	190.00	(7,454,108)	(7,505,935)	(7,557,762)	(7,609,589)	(7,661,416)	(7,713,243)	(7,765,070)
	200.00	(7,522,448)	(7,570,858)	(7,619,268)	(7,667,678)	(7,716,088)	(7,764,498)	(7,812,908)
	210.00	(7,590,789)	(7,635,781)	(7,680,774)	(7,725,767)	(7,770,760)	(7,815,753)	(7,860,746)
	220.00	(7,659,129)	(7,700,705)	(7,742,280)	(7,783,856)	(7,825,432)	(7,867,008)	(7,908,584)
	230.00	(7,727,469)	(7,765,628)	(7,803,787)	(7,841,945)	(7,880,104)	(7,918,263)	(7,956,422)
	240.00	(7,795,809)	(7,830,551)	(7,865,293)	(7,900,035)	(7,934,776)	(7,969,518)	(8,004,260)
	250.00	(7,864,149)	(7,895,474)	(7,926,799)	(7,958,124)	(7,989,449)	(8,020,773)	(8,052,098)

TABLE 2

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre (n))	(7,089,645)	0%	5%	10%	15%	20%	25%	30%
	1,000	(5,630,077)	(5,746,827)	(5,863,577)	(5,980,327)	(6,097,077)	(6,213,827)	(6,330,577)
	2,000	(5,722,282)	(5,839,032)	(5,955,782)	(6,072,532)	(6,189,282)	(6,306,032)	(6,422,782)
Site Specific S106	3,000	(5,814,487)	(5,931,237)	(6,047,987)	(6,164,737)	(6,281,487)	(6,398,237)	(6,514,987)
6,700	4,000	(5,906,692)	(6,023,442)	(6,140,192)	(6,256,942)	(6,373,692)	(6,490,442)	(6,607,192)
	5,000	(5,998,897)	(6,115,647)	(6,232,397)	(6,349,147)	(6,465,897)	(6,582,647)	(6,699,397)
	6,000	(6,091,102)	(6,207,852)	(6,324,602)	(6,441,352)	(6,558,102)	(6,674,852)	(6,791,602)
	7,000	(6,183,307)	(6,300,057)	(6,416,807)	(6,533,557)	(6,650,307)	(6,767,057)	(6,883,807)
	8,000	(6,275,512)	(6,392,262)	(6,509,012)	(6,625,762)	(6,742,512)	(6,859,262)	(6,976,012)
	9,000	(6,367,717)	(6,484,467)	(6,601,217)	(6,717,967)	(6,834,717)	(6,951,467)	(7,068,217)
	10,000	(6,459,922)	(6,576,672)	(6,693,422)	(6,810,172)	(6,926,922)	(7,043,672)	(7,160,422)
	11,000	(6,552,127)	(6,668,877)	(6,785,627)	(6,902,377)	(7,019,127)	(7,135,877)	(7,252,627)
	12,000	(6,644,332)	(6,761,082)	(6,877,832)	(6,994,582)	(7,111,332)	(7,228,082)	(7,344,832)
	13,000	(6,736,537)	(6,853,287)	(6,970,037)	(7,086,787)	(7,203,537)	(7,320,287)	(7,437,037)
	14,000	(6,828,742)	(6,945,492)	(7,062,242)	(7,178,992)	(7,295,742)	(7,412,492)	(7,529,242)
	15,000	(6,920,947)	(7,037,697)	(7,154,447)	(7,271,197)	(7,387,947)	(7,504,697)	(7,621,447)

TABLE 3

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre (n))	(7,089,645)	0%	5%	10%	15%	20%	25%	30%
	15.0%	(6,155,645)	(6,272,395)	(6,389,145)	(6,505,895)	(6,622,645)	(6,739,395)	(6,856,145)
	16.0%	(6,338,503)	(6,454,842)	(6,571,181)	(6,687,521)	(6,803,860)	(6,920,199)	(7,036,538)
Profit	17.0%	(6,521,361)	(6,637,289)	(6,753,217)	(6,869,146)	(6,985,074)	(7,101,002)	(7,216,931)
15.0%	18.0%	(6,704,219)	(6,819,736)	(6,935,253)	(7,050,771)	(7,166,288)	(7,281,806)	(7,397,323)
	19.0%	(6,887,076)	(7,002,183)	(7,117,290)	(7,232,396)	(7,347,503)	(7,462,609)	(7,577,716)
	20.0%	(7,069,934)	(7,184,630)	(7,299,326)	(7,414,021)	(7,528,717)	(7,643,413)	(7,758,109)

TABLE 4

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre (n))	(7,089,645)	0%	5%	10%	15%	20%	25%	30%
	100,000	(6,068,145)	(6,184,895)	(6,301,645)	(6,418,395)	(6,535,145)	(6,651,895)	(6,768,645)
	150,000	(6,130,645)	(6,247,395)	(6,364,145)	(6,480,895)	(6,597,645)	(6,714,395)	(6,831,145)
BLV (£ per acre)	200,000	(6,193,145)	(6,309,895)	(6,426,645)	(6,543,395)	(6,660,145)	(6,776,895)	(6,893,645)
170,000	250,000	(6,255,645)	(6,372,395)	(6,489,145)	(6,605,895)	(6,722,645)	(6,839,395)	(6,956,145)
	300,000	(6,318,145)	(6,434,895)	(6,551,645)	(6,668,395)	(6,785,145)	(6,901,895)	(7,018,645)
	350,000	(6,380,645)	(6,497,395)	(6,614,145)	(6,730,895)	(6,847,645)	(6,964,395)	(7,081,145)
	400,000	(6,443,145)	(6,559,895)	(6,676,645)	(6,793,395)	(6,910,145)	(7,026,895)	(7,143,645)
	450,000	(6,505,645)	(6,622,395)	(6,739,145)	(6,855,895)	(6,972,645)	(7,089,395)	(7,206,145)
	500,000	(6,568,145)	(6,684,895)	(6,801,645)	(6,918,395)	(7,035,145)	(7,151,895)	(7,268,645)
	550,000	(6,630,645)	(6,747,395)	(6,864,145)	(6,980,895)	(7,097,645)	(7,214,395)	(7,331,145)
	600,000	(6,693,145)	(6,809,895)	(6,926,645)	(7,043,395)	(7,160,145)	(7,276,895)	(7,393,645)
	650,000	(6,755,645)	(6,872,395)	(6,989,145)	(7,105,895)	(7,222,645)	(7,339,395)	(7,456,145)
	700,000	(6,818,145)	(6,934,895)	(7,051,645)	(7,168,395)	(7,285,145)	(7,401,895)	(7,518,645)
	750,000	(6,880,645)	(6,997,395)	(7,114,145)	(7,230,895)	(7,347,645)	(7,464,395)	(7,581,145)
	800,000	(6,943,145)	(7,059,895)	(7,176,645)	(7,293,395)	(7,410,145)	(7,526,895)	(7,643,645)
	850,000	(7,005,645)	(7,122,395)	(7,239,145)	(7,355,895)	(7,472,645)	(7,589,395)	(7,706,145)

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Scheme Typology: BTR - Multifamily Flats No Units: 150
Site Typology: Location: Specialist - single value zone Greenfield/Brownfield: Greenfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(7,089,645)	Affordable Housing - % on site 40%						
		10%	15%	20%	25%	30%	35%	40%
	-	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
Part L/FHS	2,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
(£ per unit)	4,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
- 4,473	6,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	8,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	10,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	12,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	14,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	16,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	18,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	20,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	22,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	24,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	26,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	28,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	30,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!

TABLE 6

Balance (RLV - BLV £ per acre (n))	(7,089,645)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	70%	(672,429)	(797,844)	(923,259)	(1,048,674)	(1,174,089)	(1,299,504)	(1,424,919)
	75%	(1,583,421)	(1,707,246)	(1,831,070)	(1,954,894)	(2,078,719)	(2,202,543)	(2,326,368)
Build Cost	80%	(2,494,413)	(2,616,647)	(2,738,881)	(2,861,115)	(2,983,348)	(3,105,582)	(3,228,555)
100%	85%	(3,406,148)	(3,527,699)	(3,649,250)	(3,770,801)	(3,892,351)	(4,013,902)	(4,135,453)
(105% = 5% increase)	90%	(4,322,647)	(4,442,598)	(4,562,548)	(4,682,499)	(4,802,449)	(4,922,400)	(5,042,350)
	95%	(5,239,146)	(5,357,497)	(5,475,847)	(5,594,197)	(5,712,547)	(5,830,898)	(5,949,248)
	100%	(6,155,645)	(6,272,395)	(6,389,145)	(6,505,895)	(6,622,645)	(6,739,395)	(6,856,145)
	105%	(7,072,144)	(7,187,294)	(7,302,444)	(7,417,594)	(7,532,743)	(7,647,893)	(7,763,043)
	110%	(7,988,643)	(8,102,193)	(8,215,742)	(8,329,292)	(8,442,841)	(8,556,391)	(8,669,940)
	115%	(8,905,142)	(9,017,091)	(9,129,041)	(9,240,990)	(9,352,939)	(9,464,889)	(9,576,838)
	120%	(9,821,641)	(9,931,990)	(10,042,339)	(10,152,688)	(10,263,037)	(10,373,386)	(10,483,736)
	125%	(10,738,140)	(10,846,889)	(10,955,638)	(11,064,387)	(11,173,135)	(11,281,884)	(11,390,633)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(7,089,645)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	80%	(9,102,542)	(9,187,256)	(9,271,969)	(9,356,682)	(9,441,396)	(9,526,109)	(9,610,823)
	82%	(8,807,852)	(8,895,770)	(8,983,687)	(9,071,604)	(9,159,521)	(9,247,438)	(9,335,355)
Market Values	84%	(8,513,163)	(8,604,283)	(8,695,404)	(8,786,525)	(8,877,646)	(8,968,767)	(9,059,887)
100%	86%	(8,218,473)	(8,312,797)	(8,407,122)	(8,501,446)	(8,595,771)	(8,690,095)	(8,784,420)
(105% = 5% increase)	88%	(7,923,783)	(8,021,311)	(8,118,840)	(8,216,368)	(8,313,896)	(8,411,424)	(8,508,952)
	90%	(7,629,094)	(7,729,825)	(7,830,557)	(7,931,289)	(8,032,021)	(8,132,752)	(8,233,484)
	92%	(7,334,404)	(7,438,339)	(7,542,275)	(7,646,210)	(7,750,146)	(7,854,081)	(7,958,016)
	94%	(7,039,714)	(7,146,853)	(7,253,992)	(7,361,131)	(7,468,271)	(7,575,410)	(7,682,549)
	96%	(6,745,025)	(6,855,367)	(6,965,710)	(7,076,053)	(7,186,395)	(7,296,738)	(7,407,081)
	98%	(6,450,335)	(6,563,881)	(6,677,428)	(6,790,974)	(6,904,520)	(7,018,067)	(7,131,613)
	100%	(6,155,645)	(6,272,395)	(6,389,145)	(6,505,895)	(6,622,645)	(6,739,395)	(6,856,145)
	102%	(5,860,956)	(5,980,909)	(6,100,863)	(6,220,817)	(6,340,770)	(6,460,724)	(6,580,678)
	104%	(5,566,266)	(5,689,423)	(5,812,581)	(5,935,738)	(6,058,895)	(6,182,053)	(6,305,210)
	106%	(5,271,576)	(5,397,937)	(5,524,298)	(5,650,659)	(5,777,020)	(5,903,381)	(6,029,742)
	108%	(4,976,886)	(5,106,451)	(5,236,016)	(5,365,580)	(5,495,145)	(5,624,710)	(5,754,274)
	110%	(4,682,197)	(4,814,965)	(4,947,733)	(5,080,502)	(5,213,270)	(5,346,038)	(5,478,807)
	112%	(4,387,507)	(4,523,479)	(4,659,451)	(4,795,423)	(4,931,395)	(5,067,367)	(5,203,339)
	114%	(4,092,817)	(4,231,993)	(4,371,169)	(4,510,344)	(4,649,520)	(4,788,696)	(4,927,871)
	116%	(3,798,128)	(3,940,507)	(4,082,886)	(4,225,266)	(4,367,645)	(4,510,024)	(4,652,403)
	118%	(3,503,438)	(3,649,021)	(3,794,604)	(3,940,187)	(4,085,770)	(4,231,353)	(4,376,936)
	120%	(3,208,748)	(3,357,535)	(3,506,322)	(3,655,108)	(3,803,895)	(3,952,681)	(4,101,468)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(7,089,645)	Affordable Housing - % on site 40%						
		0%	5%	10%	15%	20%	25%	30%
	5,000	(5,745,253)	(5,862,003)	(5,978,753)	(6,095,503)	(6,212,253)	(6,329,003)	(6,445,753)
	10,000	(5,334,861)	(5,451,611)	(5,568,361)	(5,685,111)	(5,801,861)	(5,918,611)	(6,035,361)
Grant (£ per unit)	20,000	(4,514,077)	(4,630,827)	(4,747,577)	(4,864,327)	(4,981,077)	(5,097,827)	(5,214,577)
0	30,000	(3,693,293)	(3,810,043)	(3,926,793)	(4,043,543)	(4,160,293)	(4,277,043)	(4,393,793)
	40,000	(2,877,691)	(2,993,562)	(3,109,434)	(3,225,305)	(3,341,176)	(3,457,047)	(3,573,160)
	50,000	(2,062,687)	(2,178,558)	(2,294,430)	(2,410,301)	(2,526,172)	(2,642,043)	(2,757,915)
	60,000	(1,247,683)	(1,363,554)	(1,479,425)	(1,595,297)	(1,711,168)	(1,827,039)	(1,942,910)
	70,000	(432,679)	(548,550)	(664,421)	(780,293)	(896,164)	(1,012,035)	(1,127,906)
	80,000	304,036	204,386	104,737	5,088	(94,561)	(194,211)	(312,902)
	90,000	1,004,939	905,290	805,641	705,991	606,342	506,693	407,044
	100,000	1,705,843	1,606,194	1,506,544	1,406,895	1,307,246	1,207,596	1,107,947

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Appraisal Ref:	LL			(see Typologies Matrix)
Scheme Typology:	BTR - Single Family Housing	No Units:	150	
Site Typology:	Location: Specialist - single value zone	Greenfield/Brownfield:	Greenfield	
Notes/Comments:				

ASSUMPTIONS - COMMERCIAL USES

Units -	# Com. Units	AH %	% mix	# Units	# Mkt Resi Units	# AH Units
BTR - 2B House			42%	37.8	38	
BTR - 3B House			40%	36	36	
BTR - 4B House		40%	18%	16.2	16	
BTR - 5B House			0%	0	0	
BTR - 2B House - DMR		40%	50%	30		30
BTR - 3B House - DMR			43%	25.8		25.8
BTR - 4B House - DMR			18%	10.8		10.8
BTR - 5B House - DMR			0%	0		0
				150	90	67

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
BTR - 2B House	75	807	100.0%	75	807
BTR - 3B House	90	969	100.0%	90	969
BTR - 4B House	115	1,238	100.0%	115	1,238
BTR - 5B House	0	0	100.0%	0	0
BTR - 2B House - DMR	75	807	100.0%	75	807
BTR - 3B House - DMR	90	969	100.0%	90	969
BTR - 4B House - DMR	115	1,238	100.0%	115	1,238
BTR - 5B House - DMR	0	0	100.0%	0	0

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
BTR - 2B House	2,835	30,516	2,835	30,516
BTR - 3B House	3,240	34,875	3,240	34,875
BTR - 4B House	1,863	20,053	1,863	20,053
BTR - 5B House	0	0	0	0
BTR - 2B House - DMR	2,250	24,219	2,250	24,219
BTR - 3B House - DMR	2,322	24,994	2,322	24,994
BTR - 4B House - DMR	1,242	13,369	1,242	13,369
BTR - 5B House - DMR	0	0	0	0
	13,752	148,025	13,752	148,025

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
BTR - 2B House	1,425	17,100		20%	0	
BTR - 3B House	1,750	21,000		20%	0	
BTR - 4B House	1,950	23,400		20%	0	
BTR - 5B House	-	-		20%	0	
BTR - 2B House - DMR	1,140	13,680	0.00	20%	0	
BTR - 3B House - DMR	1,400	16,800	0.00	20%	0	
BTR - 4B House - DMR	1,560	18,720		20%	0	
BTR - 5B House - DMR	-	-		20%	0	
Discount			* as applicable			*Total Incentive including Rent Free & Void allowance (months)

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260807 Hastings WPV_Hastings Borough Council_BTR Appraisals_v0.1

Scheme Typology:	**BTR - Single Family Housing**	No Units:	**150**
Site Typology:	Location: Specialist - single value zone	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £		
BTR - 2B House	unit	646,380	20%	517,104	5.00%	10,342,080		
BTR - 3B House	unit	756,000	20%	604,800	5.00%	12,096,000		
BTR - 4B House	unit	379,080	20%	303,264	5.00%	6,065,280		
BTR - 5B House	unit	-	20%	-	5.00%	-		
BTR - 2B House - DMR	unit	410,400	20%	328,320	5.00%	6,566,400		
BTR - 3B House - DMR	unit	433,440	20%	346,752	5.00%	6,935,040		
BTR - 4B House - DMR	unit	202,176	20%	161,741	5.00%	3,234,816		
BTR - 5B House - DMR	unit	-	20%	-	5.00%	-		
				2,261,981		45,239,616		1,130,990
Commercial GDV -				less RF/Void		Purchasers Costs %	PC £	£
BTR - 2B House					10,342,080	6.80%	(703,261)	9,638,819
BTR - 3B House					12,096,000	6.80%	(822,528)	11,273,472
BTR - 4B House					6,065,280	6.80%	(412,439)	5,652,841
BTR - 5B House					0	6.80%	-	-
BTR - 2B House - DMR					6,566,400	6.80%	(446,515)	6,119,885
BTR - 3B House - DMR					6,935,040	6.80%	(471,583)	6,463,457
BTR - 4B House - DMR					3,234,816	6.80%	(219,967)	3,014,849
BTR - 5B House - DMR				-	0	6.80%	-	-
Sub-total GDV Commercial								**42,163,322**
Grant Funding			150	units @	0	per unit		-
Total GDV								**42,163,322**
								39,621,154

DEVELOPMENT COSTS

Initial Payments -								
Statutory Planning Fees (Residential)				(capped at £411,885)		50,285	£	(50,285)
Planning Application Professional Fees, Surveys and reports				(capped at £1,500,000)		150,855	£	(150,855)
CIL (ext. Aff. Housing - discounted market rent) (Max CIL)			7,938	sqm (gross)		£ psm		-
Building Safety Levy			7,938	sqm (gross)	30.21	£ psm		(239,807)
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions		150	units @		6,700			(1,005,000)
S106 analysis			2.38%	% of GDV	73.08	£ psm (GIA)		
Construction Costs -								
Site Clearance and Demolition			3.49	ha @	0	£ per ha (if brownfield)		-
Strategic Site Infra. costs			0					-
Infra. Costs analysis:			0.00%	% of GDV	0.00	£ psm (GIA)		
BTR - 2B House			2,835	sqm @	1,892	psm		(5,363,820)
BTR - 3B House			3,240	sqm @	1,892	psm		(6,130,080)
BTR - 4B House			1,863	sqm @	1,892	psm		(3,524,796)
BTR - 5B House			-	sqm @	1,892	psm		-
BTR - 2B House - DMR			2,250	sqm @	1,892	psm		(4,257,000)
BTR - 3B House - DMR			2,322	sqm @	1,892	psm		(4,393,224)
BTR - 4B House - DMR			1,242	sqm @	1,892	psm		(2,349,864)
BTR - 5B House - DMR		13,752	-	sqm @	1,892	psm		-
External works			26,018,784	@	15.0%			(3,902,818)
Ext. Works analysis:					26,019	£ per unit (total units)		
Policy Costs on design -								
Biodiversity Net Gain	All units	150	units @	100%	@	1,000	£ per dwelling	(150,000)
M4(2) Category 2 Housing	Aff units	67	units @	100%	@	1,400	£ per dwelling	(93,240)
M4(2) Category 2 Housing	OMS units	90	units @	100%	@	1,400	£ per dwelling	(126,000)
M4(3)(b) Category 3 Housing	Aff units	67	units @	10%	@	22,000	£ per dwelling	(146,520)
M4(3)(b) Category 3 Housing	OMS units	90	units @	10%	@	22,000	£ per dwelling	(198,000)
Net Zero Carbon (Houses)		13,752	psm @	100%	@	105	£ psm	(1,443,960)
Future Homes Standard		150	units @	100%	@	4,350	£ per dwelling	(652,500)
Part L/FHS analysis:					2.5%	% of BCIS costs		
			units @			0		-
		150	units @	4		0		-
Water Efficiency additional cost		150	units @			20	£ per unit	(3,000)
Urban Greening Factor	150	units @	8	per floor = GIA	423	0		-
	Sub-total						(2,813,220)	
Policy Costs analysis:	(design costs only)				18,755	£ per unit (total units)		
Contingency (on construction)			32,734,822	@	3.0%			(982,045)

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Scheme Typology:	**BTR - Single Family Housing**	No Units:	**150**
Site Typology:	Location: Specialist - single value zone	Greenfield/Brownfield:	**Greenfield**
Notes/Comments:			

Professional Fees	32,734,822	@	10.0%		(3,273,482)
			Total Fees inc. planning & consultants:		10.61%
Disposal Costs -					
Letting Agents Costs	2,261,981	ERV @	10.00%		(226,198)
Letting Legal Costs	2,261,981	ERV @	5.00%		(113,099)
Investment Sale Agents Costs	42,163,322	GDV @	1.00%		(421,633)
Investment Sale Legal Costs	42,163,322	GDV @	0.50%		(210,817)
Marketing and Promotion	42,163,322	GDV @	0.50%		(210,817)
Interest (on Development Costs) -	7.50%	APR	0.604%	pcm	(4,407,826)
Developers Profit -					
Profit on Cost	44,026,685		15.00%		(6,604,003)
TOTAL COSTS					**(50,630,687)**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							(8,467,365)
SDLT			-	@	HMRC formula		-
Acquisition Agent fees			-	@	1.00%		-
Acquisition Legal fees			-	@	0.50%		-
Interest on Land			-	@	7.50%		-
Residual Land Value							**(8,467,365)**
RLV analysis:	(56,449)	£ per plot	(2,427,311)	£ per ha (net)	(982,319)	£ per acre (net)	
			(1,820,484)	£ per ha (gross)	(736,740)	£ per acre (gross)	
					-20.08%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)							
Plot Ratio / Density			43	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.03	< alt formula >	3.49	ha (net)	8.62	acres (net)	
Net to Gross ratio			75%				
Site Area (gross)			4.65	ha (gross)	11.49	acres (gross)	
Density analysis:			3,942	sqm/ha (net)	17,173	sqft/ac (net)	
			32	dph (gross)			
Benchmark Land Value (net)	13,025	£ per plot	420,070	£ per ha (gross)	170,000	£ per acre (gross)	**1,953,814**
BLV analysis:			560,105	£ per ha (net)	226,667	£ per acre (net)	

BALANCE					
Surplus/(Deficit)	**(2,987,405)**	£ per ha (net)	**(1,208,986)**	£ per acre (net)	**(10,421,179)**

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260807 Hastings WPV_Hastings Borough Council_BTR Appraisals_v0.1

Scheme Typology: BTR - Single Family Housing No Units: 150
Site Typology: Location: Specialist - single value zone Greenfield/Brownfield: Greenfield
Notes/Comments:

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

TABLE 1 Affordable Housing - % on site 40%

Balance (RLV - BLV £ per acre (n))	(1,208,986)	0%	5%	10%	15%	20%	25%	30%
	0.00	(791,692)	(843,854)	(896,016)	(948,178)	(1,000,339)	(1,052,501)	(1,104,663)
	10.00	(811,442)	(862,616)	(913,791)	(964,965)	(1,016,139)	(1,067,313)	(1,118,488)
CIL £ psm	20.00	(831,192)	(881,379)	(931,565)	(981,752)	(1,031,939)	(1,082,126)	(1,132,312)
0.00	30.00	(850,942)	(900,141)	(949,340)	(998,539)	(1,047,739)	(1,096,938)	(1,146,137)
	40.00	(870,691)	(918,903)	(967,115)	(1,015,327)	(1,063,538)	(1,111,750)	(1,159,962)
	50.00	(890,441)	(937,665)	(984,890)	(1,032,114)	(1,079,338)	(1,126,563)	(1,173,787)
	60.00	(910,191)	(956,428)	(1,002,664)	(1,048,901)	(1,095,138)	(1,141,375)	(1,187,612)
	70.00	(929,941)	(975,190)	(1,020,439)	(1,065,688)	(1,110,938)	(1,156,187)	(1,201,436)
	80.00	(949,690)	(993,952)	(1,038,214)	(1,082,476)	(1,126,738)	(1,170,999)	(1,215,261)
	90.00	(969,440)	(1,012,714)	(1,055,989)	(1,099,263)	(1,142,537)	(1,185,812)	(1,229,086)
	100.00	(989,190)	(1,031,477)	(1,073,763)	(1,116,050)	(1,158,337)	(1,200,624)	(1,242,911)
	110.00	(1,008,940)	(1,050,239)	(1,091,538)	(1,132,838)	(1,174,137)	(1,215,436)	(1,256,736)
	120.00	(1,028,689)	(1,069,001)	(1,109,313)	(1,149,625)	(1,189,937)	(1,230,249)	(1,270,561)
	130.00	(1,048,439)	(1,087,763)	(1,127,088)	(1,166,412)	(1,205,737)	(1,245,061)	(1,284,385)
	140.00	(1,068,189)	(1,106,526)	(1,144,863)	(1,183,199)	(1,221,536)	(1,259,873)	(1,298,210)
	150.00	(1,087,938)	(1,125,288)	(1,162,637)	(1,199,987)	(1,237,336)	(1,274,686)	(1,312,057)
	160.00	(1,107,688)	(1,144,050)	(1,180,412)	(1,216,774)	(1,253,136)	(1,289,498)	(1,325,965)
	170.00	(1,127,438)	(1,162,812)	(1,198,187)	(1,233,561)	(1,268,936)	(1,304,310)	(1,339,874)
	180.00	(1,147,188)	(1,181,575)	(1,215,962)	(1,250,349)	(1,284,736)	(1,319,159)	(1,353,782)
	190.00	(1,166,937)	(1,200,337)	(1,233,736)	(1,267,136)	(1,300,535)	(1,334,061)	(1,367,690)
	200.00	(1,186,687)	(1,219,099)	(1,251,511)	(1,283,923)	(1,316,335)	(1,348,963)	(1,381,599)
	210.00	(1,206,437)	(1,237,861)	(1,269,286)	(1,300,710)	(1,332,223)	(1,363,865)	(1,395,507)
	220.00	(1,226,187)	(1,256,624)	(1,287,061)	(1,317,498)	(1,348,118)	(1,378,767)	(1,409,415)
	230.00	(1,245,936)	(1,275,386)	(1,304,835)	(1,334,358)	(1,364,013)	(1,393,669)	(1,423,324)
	240.00	(1,265,686)	(1,294,148)	(1,322,610)	(1,351,247)	(1,379,909)	(1,408,570)	(1,437,232)
	250.00	(1,285,436)	(1,312,910)	(1,340,467)	(1,368,135)	(1,395,804)	(1,423,472)	(1,451,141)

TABLE 2 Affordable Housing - % on site 40%

Balance (RLV - BLV £ per acre (n))	(1,208,986)	0%	5%	10%	15%	20%	25%	30%
	1,000	(664,058)	(716,220)	(768,381)	(820,543)	(872,705)	(924,867)	(977,028)
	2,000	(686,450)	(738,612)	(790,773)	(842,935)	(895,097)	(947,259)	(999,420)
Site Specific S106	3,000	(708,842)	(761,004)	(813,165)	(865,327)	(917,489)	(969,651)	(1,021,812)
6,700	4,000	(731,234)	(783,396)	(835,557)	(887,719)	(939,881)	(992,043)	(1,044,204)
	5,000	(753,626)	(805,788)	(857,949)	(910,111)	(962,273)	(1,014,435)	(1,066,596)
	6,000	(776,018)	(828,180)	(880,341)	(932,503)	(984,665)	(1,036,827)	(1,088,988)
	7,000	(798,410)	(850,572)	(902,733)	(954,895)	(1,007,057)	(1,059,219)	(1,111,380)
	8,000	(820,802)	(872,964)	(925,125)	(977,287)	(1,029,449)	(1,081,611)	(1,133,772)
	9,000	(843,194)	(895,356)	(947,517)	(999,679)	(1,051,841)	(1,104,003)	(1,156,164)
	10,000	(865,586)	(917,748)	(969,909)	(1,022,071)	(1,074,233)	(1,126,395)	(1,178,556)
	11,000	(887,978)	(940,140)	(992,301)	(1,044,463)	(1,096,625)	(1,148,787)	(1,200,948)
	12,000	(910,370)	(962,532)	(1,014,693)	(1,066,855)	(1,119,017)	(1,171,179)	(1,223,340)
	13,000	(932,762)	(984,924)	(1,037,085)	(1,089,247)	(1,141,409)	(1,193,571)	(1,245,732)
	14,000	(955,154)	(1,007,316)	(1,059,477)	(1,111,639)	(1,163,801)	(1,215,963)	(1,268,124)
	15,000	(977,546)	(1,029,708)	(1,081,869)	(1,134,031)	(1,186,193)	(1,238,355)	(1,290,516)

TABLE 3 Affordable Housing - % on site 40%

Balance (RLV - BLV £ per acre (n))	(1,208,986)	0%	5%	10%	15%	20%	25%	30%
	15.0%	(791,692)	(843,854)	(896,016)	(948,178)	(1,000,339)	(1,052,501)	(1,104,663)
	16.0%	(841,271)	(893,620)	(945,969)	(998,318)	(1,050,667)	(1,103,016)	(1,155,365)
Profit	17.0%	(890,849)	(943,385)	(995,921)	(1,048,458)	(1,100,994)	(1,153,530)	(1,206,066)
15.0%	18.0%	(940,427)	(993,151)	(1,045,874)	(1,098,598)	(1,151,321)	(1,204,045)	(1,256,768)
	19.0%	(990,005)	(1,042,916)	(1,095,827)	(1,148,738)	(1,201,649)	(1,254,559)	(1,307,470)
	20.0%	(1,039,584)	(1,092,682)	(1,145,780)	(1,198,878)	(1,251,976)	(1,305,074)	(1,358,172)

TABLE 4 Affordable Housing - % on site 40%

Balance (RLV - BLV £ per acre (n))	(1,208,986)	0%	5%	10%	15%	20%	25%	30%
	100,000	(698,359)	(750,521)	(802,682)	(854,844)	(907,006)	(959,168)	(1,011,329)
	150,000	(765,026)	(817,187)	(869,349)	(921,511)	(973,673)	(1,025,834)	(1,077,996)
BLV (£ per acre)	200,000	(831,692)	(883,854)	(936,016)	(988,178)	(1,040,339)	(1,092,501)	(1,144,663)
170,000	250,000	(898,359)	(950,521)	(1,002,682)	(1,054,844)	(1,107,006)	(1,159,168)	(1,211,329)
	300,000	(965,026)	(1,017,187)	(1,069,349)	(1,121,511)	(1,173,673)	(1,225,834)	(1,277,996)
	350,000	(1,031,692)	(1,083,854)	(1,136,016)	(1,188,178)	(1,240,339)	(1,292,501)	(1,344,663)
	400,000	(1,098,359)	(1,150,521)	(1,202,682)	(1,254,844)	(1,307,006)	(1,359,168)	(1,411,329)
	450,000	(1,165,026)	(1,217,187)	(1,269,349)	(1,321,511)	(1,373,673)	(1,425,834)	(1,477,996)
	500,000	(1,231,692)	(1,283,854)	(1,336,016)	(1,388,178)	(1,440,339)	(1,492,501)	(1,544,663)
	550,000	(1,298,359)	(1,350,521)	(1,402,682)	(1,454,844)	(1,507,006)	(1,559,168)	(1,611,329)
	600,000	(1,365,026)	(1,417,187)	(1,469,349)	(1,521,511)	(1,573,673)	(1,625,834)	(1,677,996)
	650,000	(1,431,692)	(1,483,854)	(1,536,016)	(1,588,178)	(1,640,339)	(1,692,501)	(1,744,663)
	700,000	(1,498,359)	(1,550,521)	(1,602,682)	(1,654,844)	(1,707,006)	(1,759,168)	(1,811,329)
	750,000	(1,565,026)	(1,617,187)	(1,669,349)	(1,721,511)	(1,773,673)	(1,825,834)	(1,877,996)
	800,000	(1,631,692)	(1,683,854)	(1,736,016)	(1,788,178)	(1,840,339)	(1,892,501)	(1,944,663)
	850,000	(1,698,359)	(1,750,521)	(1,802,682)	(1,854,844)	(1,907,006)	(1,959,168)	(2,011,329)

TABLE 5 Affordable Housing - % on site 40%

Balance (RLV - BLV £ per acre (n))	(1,208,986)	10%	15%	20%	25%	30%	35%	40%
	-	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
Part L/FHS	2,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
(£ per unit)	4,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
- 4,350	6,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	8,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	10,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	12,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	14,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	16,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	18,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	20,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	22,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	24,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	26,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	28,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	30,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!

TABLE 6 Affordable Housing - % on site 40%

Balance (RLV - BLV £ per acre (n))	(1,208,986)	0%	5%	10%	15%	20%	25%	30%

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Scheme Typology: BTR - Single Family Housing No Units: 150
Site Typology: Location: Specialist - single value zone Greenfield/Brownfield: Greenfield
Notes/Comments:

	70%	541,420	502,740	464,059	425,379	386,699	348,018	309,338
	75%	332,622	292,911	253,201	213,491	173,781	134,071	94,361
Build Cost	80%	123,823	83,083	42,343	1,603	(39,137)	(79,877)	(120,616)
100%	85%	(84,975)	(126,745)	(168,515)	(210,284)	(257,603)	(306,173)	(354,742)
(105% = 5% increase)	90%	(306,115)	(355,881)	(405,648)	(455,415)	(505,182)	(554,949)	(604,716)
	95%	(548,904)	(599,868)	(650,832)	(701,796)	(752,761)	(803,725)	(854,689)
	100%	(791,692)	(843,854)	(896,016)	(948,178)	(1,000,339)	(1,052,501)	(1,104,663)
	105%	(1,034,481)	(1,087,840)	(1,141,200)	(1,194,559)	(1,247,918)	(1,301,277)	(1,354,915)
	110%	(1,277,270)	(1,331,829)	(1,386,743)	(1,441,658)	(1,496,572)	(1,551,486)	(1,606,400)
	115%	(1,521,172)	(1,577,290)	(1,633,409)	(1,689,528)	(1,745,647)	(1,801,766)	(1,857,885)
	120%	(1,765,428)	(1,822,752)	(1,880,075)	(1,937,399)	(1,994,722)	(2,052,046)	(2,109,369)
	125%	(2,009,685)	(2,068,213)	(2,126,741)	(2,185,269)	(2,243,797)	(2,302,325)	(2,360,854)

TABLE 7

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre (n))	(1,208,986)	0%	5%	10%	15%	20%	25%	30%
	80%	(1,795,233)	(1,841,412)	(1,887,590)	(1,933,768)	(1,979,946)	(2,026,124)	(2,072,302)
	82%	(1,694,879)	(1,741,656)	(1,788,432)	(1,835,209)	(1,881,985)	(1,928,762)	(1,975,539)
Market Values	84%	(1,594,525)	(1,641,900)	(1,689,275)	(1,736,650)	(1,784,025)	(1,831,400)	(1,878,775)
100%	86%	(1,494,171)	(1,542,144)	(1,590,118)	(1,638,091)	(1,686,064)	(1,734,037)	(1,782,011)
(105% = 5% increase)	88%	(1,393,817)	(1,442,389)	(1,490,960)	(1,539,532)	(1,588,103)	(1,636,675)	(1,685,247)
	90%	(1,293,463)	(1,342,633)	(1,391,803)	(1,440,973)	(1,490,143)	(1,539,313)	(1,588,483)
	92%	(1,193,109)	(1,242,877)	(1,292,645)	(1,342,414)	(1,392,182)	(1,441,950)	(1,491,719)
	94%	(1,092,755)	(1,143,121)	(1,193,488)	(1,243,855)	(1,294,221)	(1,344,588)	(1,394,955)
	96%	(992,401)	(1,043,366)	(1,094,331)	(1,145,296)	(1,196,261)	(1,247,226)	(1,298,191)
	98%	(892,046)	(943,610)	(995,173)	(1,046,737)	(1,098,300)	(1,149,863)	(1,201,427)
	100%	(791,692)	(843,854)	(896,016)	(948,178)	(1,000,339)	(1,052,501)	(1,104,663)
	102%	(691,338)	(744,098)	(796,858)	(849,619)	(902,379)	(955,139)	(1,007,899)
	104%	(590,984)	(644,343)	(697,701)	(751,059)	(804,418)	(857,776)	(911,135)
	106%	(490,630)	(544,587)	(598,544)	(652,500)	(706,457)	(760,414)	(814,371)
	108%	(390,276)	(444,831)	(499,386)	(553,941)	(608,497)	(663,052)	(717,607)
	110%	(289,922)	(345,075)	(400,229)	(455,382)	(510,536)	(565,689)	(620,843)
	112%	(193,544)	(245,320)	(301,071)	(356,823)	(412,575)	(468,327)	(524,079)
	114%	(107,239)	(155,700)	(204,161)	(258,264)	(314,614)	(370,965)	(427,315)
	116%	(20,934)	(69,910)	(118,886)	(167,862)	(216,837)	(273,602)	(330,551)
	118%	65,370	15,880	(33,611)	(83,101)	(132,591)	(182,082)	(233,787)
	120%	151,675	101,670	51,665	1,660	(48,345)	(98,350)	(148,355)

TABLE 8

		Affordable Housing - % on site 40%						
Balance (RLV - BLV £ per acre (n))	(1,208,986)	0%	5%	10%	15%	20%	25%	30%
	5,000	(692,107)	(744,269)	(796,430)	(848,592)	(900,754)	(952,916)	(1,005,077)
	10,000	(592,522)	(644,683)	(696,845)	(749,007)	(801,169)	(853,330)	(905,492)
Grant (£ per unit)	20,000	(393,351)	(445,513)	(497,674)	(549,836)	(601,998)	(654,160)	(706,321)
0	30,000	(197,510)	(246,342)	(298,504)	(350,665)	(402,827)	(454,989)	(507,150)
	40,000	(26,255)	(71,114)	(115,973)	(160,832)	(205,691)	(255,855)	(308,017)
	50,000	144,988	100,129	55,270	10,411	(34,448)	(79,307)	(124,166)
	60,000	316,232	271,373	226,514	181,655	136,796	91,936	47,077
	70,000	487,475	442,616	397,757	352,898	308,039	263,180	218,321
	80,000	658,719	613,860	569,001	524,142	479,283	434,423	389,564
	90,000	829,962	785,103	740,244	695,385	650,526	605,667	560,808
	100,000	1,001,206	956,347	911,488	866,629	821,770	776,910	732,051

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

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260807 Hastings WPV_Hastings Borough Council_BTR Appraisals_v0.1

Appraisal Ref:	**MM**				(see Typologies Matrix)
Scheme Typology:	**BTR - Multifamily Flats**		No Units:	**150**	
Site Typology:	Location:	Specialist - single value zone	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

ASSUMPTIONS - COMMERCIAL USES

Units -	# Com. Units	AH %	% mix	# Units	# Mkt Resi Units	# AH Units
BTR 1 Bed units			35%	39.375	39	
BTR 2 Bed units			65%	73.125	73	
BTR 1 Bed units - Disc Mrkt Rent		25%	46%	17.25		17.25
BTR 2 Bed units - Disc Mrkt Rent			54%	20.25		20.25
[blank spare]	0		0			
[blank spare]	0					
[blank spare]	0					
[blank spare]						
	0			150	113	38

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
BTR 1 Bed units	50	538	80.0%	63	673
BTR 2 Bed units	70	753	80.0%	88	942
BTR 1 Bed units - Disc Mrkt Rent	50	538	80.0%	63	673
BTR 2 Bed units - Disc Mrkt Rent	70	753	80.0%	88	942
[blank spare]	0	0	80.0%	0	0
[blank spare]	0	0	80.0%	0	0
[blank spare]					
[blank spare]					

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
BTR 1 Bed units	1,969	21,191	2,461	26,489
BTR 2 Bed units	5,119	55,098	6,398	68,872
BTR 1 Bed units - Disc Mrkt Rent	863	9,284	1,078	11,605
BTR 2 Bed units - Disc Mrkt Rent	1,418	15,258	1,772	19,072
[blank spare]	0	0	0	0
[blank spare]	0	0	0	0
[blank spare]				
[blank spare]				
	9,368	100,831	11,709	126,039

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
BTR 1 Bed units	1,100	13,200		25%	0	5.00%
BTR 2 Bed units	1,350	16,200		25%	0	5.00%
BTR 1 Bed units - Disc Mrkt Rent	880	10,560		25%	0	5.00%
BTR 2 Bed units - Disc Mrkt Rent	1,080	12,960		25%	0	5.00%
[blank spare]		-	0.00	0%	0	5.00%
[blank spare]		-	0.00	0%	0	5.00%
[blank spare]						
[blank spare]						

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

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260807 Hastings WPV_Hastings Borough Council_BTR Appraisals_v0.1

Scheme Typology:	**BTR - Multifamily Flats**	No Units:	**150**
Site Typology:	Location: Specialist - single value zone	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £		
BTR 1 Bed units	unit	519,750	25%	389,813	5.00%	7,796,250		
BTR 2 Bed units	unit	1,184,625	25%	888,469	5.00%	17,769,375		
BTR 1 Bed units - Disc Mrkt Rent	unit	182,160	25%	136,620	5.00%	2,732,400		
BTR 2 Bed units - Disc Mrkt Rent	unit	262,440	25%	196,830	5.00%	3,936,600		
[blank spare]	£ psf	-	0%	-	5.00%	-		
[blank spare]	£ psf	-	0%	-	5.00%			
[blank spare]			0%		0.00%			
[blank spare]					0.00%			
				1,611,731		32,234,625		805,866

Commercial GDV -	less RF/Void	Purchasers Costs %		PC £	£
BTR 1 Bed units	-	7,796,250	6.80%	(530,145)	7,266,105
BTR 2 Bed units	-	17,769,375	6.80%	(1,208,318)	16,561,058
BTR 1 Bed units - Disc Mrkt Rent	-	2,732,400	6.80%	(185,803)	2,546,597
BTR 2 Bed units - Disc Mrkt Rent	-	3,936,600	6.80%	(267,689)	3,668,911
[blank spare]	-	0	6.80%	-	-
[blank spare]	-	0	6.80%	-	-
[blank spare]	-	0	6.80%	-	-
[blank spare]					
Sub-total GDV Commercial					**30,042,671**
Grant Funding	150 units @	0	per unit		-
Total GDV					**30,042,671**

DEVELOPMENT COSTS

Initial Payments -									
Statutory Planning Fees (Residential)					(capped at £411,885)	50,285	£		(50,285)
Planning Application Professional Fees, Surveys and reports					(capped at £1,500,000)	150,855	£		(150,855)
CIL (exl. Aff. Housing - discounted market rent) (Max CIL)			8,859	sqm (gross)		£ psm			-
Building Safety Levy			8,859	sqm (gross)	15.11	£ psm			(133,865)
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)			
Site Specific S106 Contributions		150 units @			6,700				(1,005,000)
S106 analysis			3.35%	% of GDV	85.83	£ psm (GIA)			
Construction Costs -									
Site Clearance and Demolition			0.85	ha @	123,500	£ per ha (if brownfield)			(105,256)
Strategic Site Infra. costs		0							-
Infra. Costs analysis:			0.00%	% of GDV	0.00	£ psm (GIA)			
BTR 1 Bed units			2,461	sqm @	2,064	psm			(5,079,375)
BTR 2 Bed units			6,398	sqm @	2,064	psm			(13,206,375)
BTR 1 Bed units - Disc Mrkt Rent			1,078	sqm @	2,064	psm			(2,225,250)
BTR 2 Bed units - Disc Mrkt Rent			1,772	sqm @	2,064	psm			(3,657,150)
[blank spare]			-	sqm @	0	psm			-
[blank spare]			-	sqm @	0	psm			-
[blank spare]			-	sqm @	0	psm			-
[blank spare]		11,709	-	sqm @	0	psm			-
External works			24,168,150	@	10.0%				(2,416,815)
Ext. Works analysis:					16,112	£ per unit (total units)			
Policy Costs on design -									
Biodiversity Net Gain	All units	150 units @		100%	@	400	£ per dwelling		(60,000)
M4(2) Category 2 Housing	Aff units	38 units @		100%	@	1,400	£ per dwelling		(52,500)
M4(2) Category 2 Housing	OMS units	113 units @		100%	@	1,400	£ per dwelling		(157,500)
M4(3)(b) Category 3 Housing	Aff units	38 units @		10%	@	22,000	£ per dwelling		(82,500)
M4(3)(b) Category 3 Housing	OMS units	113 units @		10%	@	22,000	£ per dwelling		(247,500)
Net Zero Carbon (Flats)		9,368 psm @		100%	@	72	£ psm		(674,460)
Future Homes Standard		150 units @		100%	@	4,350	£ per dwelling		(652,500)
Part L/FHS analysis:					2.7%	% of BCIS costs			
		units @				0			-
		150 units @		4	flats per charger	0			-
Water Efficiency additional cost		150 units @				20	£ per unit		(3,000)
Urban Greening Factor	150	units @	8	per floor = GIA	625	128			(79,624)
	Sub-total							(2,009,584)	
Policy Costs analysis:	(design costs only)				13,397	£ per unit (total units)			
Contingency (on construction)			28,699,804	@	5.0%				(1,434,990)

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260807 Hastings WPV_Hastings Borough Council_BTR Appraisals_v0.1

Scheme Typology:	**BTR - Multifamily Flats**	No Units:	**150**	
Site Typology:	Location:	Specialist - single value zone	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:				

Professional Fees	28,699,804	@	10.0%		(2,869,980)
			Total Fees inc. planning & consultants:		10.70%
Disposal Costs -					
Letting Agents Costs	1,611,731	ERV @	10.00%		(161,173)
Letting Legal Costs	1,611,731	ERV @	5.00%		(80,587)
Investment Sale Agents Costs	30,042,671	GDV @	1.00%		(300,427)
Investment Sale Legal Costs	30,042,671	GDV @	0.50%		(150,213)
Marketing and Promotion	30,042,671	GDV @	0.50%		(150,213)
Interest (on Development Costs) -	7.50%	APR	0.604%	pcm	(4,064,478)
Developers Profit -					
Profit on Cost	39,251,871		15.00%		(5,887,781)
TOTAL COSTS					**(45,139,652)**

RESIDUAL LAND VALUE							
Residual Land Value (gross)							(15,096,982)
SDLT			-	@	HMRC formula		-
Acquisition Agent fees			-	@	1.00%		-
Acquisition Legal fees			-	@	0.50%		-
Interest on Land			-	@	7.50%		-
Residual Land Value							**(15,096,982)**
RLV analysis:	(100,647)	£ per plot	(17,713,792)	£ per ha (net)	(7,168,673)	£ per acre (net)	
			(15,942,413)	£ per ha (gross)	(6,451,806)	£ per acre (gross)	
					-50.25%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)							
Plot Ratio / Density			176	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.01	< alt formula >	0.85	ha (net)	2.11	acres (net)	
Net to Gross ratio			90%				
Site Area (gross)			0.95	ha (gross)	2.34	acres (gross)	
Density analysis:			13,739	sqm/ha (net)	59,848	sqft/ac (net)	
			158	dph (gross)			
Benchmark Land Value (net)	6,240	£ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)	**935,985**
BLV analysis:			1,098,244	£ per ha (net)	444,444	£ per acre (net)	

BALANCE					
Surplus/(Deficit)	**(18,812,014)**	£ per ha (net)	**(7,613,118)**	£ per acre (net)	**(16,032,966)**

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Scheme Typology: BTR - Multifamily Flats No Units: 150
Site Typology: Location: Specialist - single value zone Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(7,613,118)	0%	5%	10%	15%	20%	25%	30%
	0.00	(7,010,746)	(7,131,220)	(7,251,695)	(7,372,169)	(7,492,643)	(7,613,118)	(7,733,592)
	10.00	(7,083,357)	(7,200,201)	(7,317,045)	(7,433,889)	(7,550,732)	(7,667,576)	(7,784,420)
CIL £ psm	20.00	(7,155,969)	(7,269,182)	(7,382,395)	(7,495,608)	(7,608,822)	(7,722,035)	(7,835,248)
0.00	30.00	(7,228,580)	(7,338,163)	(7,447,745)	(7,557,328)	(7,666,911)	(7,776,493)	(7,886,076)
	40.00	(7,301,191)	(7,407,144)	(7,513,096)	(7,619,048)	(7,725,000)	(7,830,952)	(7,936,904)
	50.00	(7,373,803)	(7,476,124)	(7,578,446)	(7,680,767)	(7,783,089)	(7,885,411)	(7,987,732)
	60.00	(7,446,414)	(7,545,105)	(7,643,796)	(7,742,487)	(7,841,178)	(7,939,869)	(8,038,560)
	70.00	(7,519,026)	(7,614,086)	(7,709,147)	(7,804,207)	(7,899,267)	(7,994,328)	(8,089,388)
	80.00	(7,591,637)	(7,683,067)	(7,774,497)	(7,865,927)	(7,957,356)	(8,048,786)	(8,140,216)
	90.00	(7,664,249)	(7,752,048)	(7,839,847)	(7,927,646)	(8,015,446)	(8,103,245)	(8,191,044)
	100.00	(7,736,860)	(7,821,029)	(7,905,197)	(7,989,366)	(8,073,535)	(8,157,703)	(8,241,872)
	110.00	(7,809,471)	(7,890,010)	(7,970,548)	(8,051,086)	(8,131,624)	(8,212,162)	(8,292,700)
	120.00	(7,882,083)	(7,958,990)	(8,035,898)	(8,112,805)	(8,189,713)	(8,266,621)	(8,343,528)
	130.00	(7,954,694)	(8,027,971)	(8,101,248)	(8,174,525)	(8,247,802)	(8,321,079)	(8,394,356)
	140.00	(8,027,306)	(8,096,952)	(8,166,598)	(8,236,245)	(8,305,891)	(8,375,538)	(8,445,184)
	150.00	(8,099,917)	(8,165,933)	(8,231,949)	(8,297,965)	(8,363,980)	(8,429,996)	(8,496,012)
	160.00	(8,172,529)	(8,234,914)	(8,297,299)	(8,359,684)	(8,422,070)	(8,484,455)	(8,546,840)
	170.00	(8,245,140)	(8,303,895)	(8,362,649)	(8,421,404)	(8,480,159)	(8,538,913)	(8,597,668)
	180.00	(8,317,751)	(8,372,875)	(8,428,000)	(8,483,124)	(8,538,248)	(8,593,372)	(8,648,496)
	190.00	(8,390,363)	(8,441,856)	(8,493,350)	(8,544,843)	(8,596,337)	(8,647,830)	(8,699,324)
	200.00	(8,462,974)	(8,510,837)	(8,558,700)	(8,606,563)	(8,654,426)	(8,702,289)	(8,750,152)
	210.00	(8,535,586)	(8,579,818)	(8,624,050)	(8,668,283)	(8,712,515)	(8,756,748)	(8,800,980)
	220.00	(8,608,197)	(8,648,799)	(8,689,401)	(8,730,003)	(8,770,604)	(8,811,206)	(8,851,808)
	230.00	(8,680,808)	(8,717,780)	(8,754,751)	(8,791,722)	(8,828,693)	(8,865,665)	(8,902,636)
	240.00	(8,753,420)	(8,786,761)	(8,820,101)	(8,853,442)	(8,886,783)	(8,920,123)	(8,953,464)
	250.00	(8,826,031)	(8,855,741)	(8,885,452)	(8,915,162)	(8,944,872)	(8,974,582)	(9,004,292)

TABLE 2

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(7,613,118)	0%	5%	10%	15%	20%	25%	30%
	1,000	(6,485,177)	(6,605,652)	(6,726,126)	(6,846,601)	(6,967,075)	(7,087,549)	(7,208,024)
	2,000	(6,577,382)	(6,697,857)	(6,818,331)	(6,938,806)	(7,059,280)	(7,179,754)	(7,300,229)
Site Specific S106	3,000	(6,669,587)	(6,790,062)	(6,910,536)	(7,031,011)	(7,151,485)	(7,271,959)	(7,392,434)
6,700	4,000	(6,761,792)	(6,882,267)	(7,002,741)	(7,123,216)	(7,243,690)	(7,364,164)	(7,484,639)
	5,000	(6,853,997)	(6,974,472)	(7,094,946)	(7,215,420)	(7,335,895)	(7,456,369)	(7,576,844)
	6,000	(6,946,202)	(7,066,677)	(7,187,151)	(7,307,625)	(7,428,100)	(7,548,574)	(7,669,049)
	7,000	(7,038,407)	(7,158,882)	(7,279,356)	(7,399,830)	(7,520,305)	(7,640,779)	(7,761,254)
	8,000	(7,130,612)	(7,251,087)	(7,371,561)	(7,492,035)	(7,612,510)	(7,732,984)	(7,853,459)
	9,000	(7,222,817)	(7,343,292)	(7,463,766)	(7,584,240)	(7,704,715)	(7,825,189)	(7,945,664)
	10,000	(7,315,022)	(7,435,497)	(7,555,971)	(7,676,445)	(7,796,920)	(7,917,394)	(8,037,869)
	11,000	(7,407,227)	(7,527,702)	(7,648,176)	(7,768,650)	(7,889,125)	(8,009,599)	(8,130,074)
	12,000	(7,499,432)	(7,619,907)	(7,740,381)	(7,860,855)	(7,981,330)	(8,101,804)	(8,222,279)
	13,000	(7,591,637)	(7,712,112)	(7,832,586)	(7,953,060)	(8,073,535)	(8,194,009)	(8,314,483)
	14,000	(7,683,842)	(7,804,317)	(7,924,791)	(8,045,265)	(8,165,740)	(8,286,214)	(8,406,688)
	15,000	(7,776,047)	(7,896,521)	(8,016,996)	(8,137,470)	(8,257,945)	(8,378,419)	(8,498,893)

TABLE 3

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(7,613,118)	0%	5%	10%	15%	20%	25%	30%
	15.0%	(7,010,746)	(7,131,220)	(7,251,695)	(7,372,169)	(7,492,643)	(7,613,118)	(7,733,592)
	16.0%	(7,199,022)	(7,319,118)	(7,439,214)	(7,559,310)	(7,679,406)	(7,799,502)	(7,919,598)
Profit	17.0%	(7,387,299)	(7,507,016)	(7,626,734)	(7,746,451)	(7,866,169)	(7,985,886)	(8,105,604)
15.0%	18.0%	(7,575,575)	(7,694,914)	(7,814,253)	(7,933,592)	(8,052,931)	(8,172,270)	(8,291,609)
	19.0%	(7,763,852)	(7,882,812)	(8,001,773)	(8,120,733)	(8,239,694)	(8,358,654)	(8,477,615)
	20.0%	(7,952,128)	(8,070,710)	(8,189,293)	(8,307,875)	(8,426,457)	(8,545,039)	(8,663,621)

TABLE 4

		Affordable Housing - % on site 25%						
Balance (RLV - BLV £ per acre (n))	(7,613,118)	0%	5%	10%	15%	20%	25%	30%
	100,000	(6,677,412)	(6,797,887)	(6,918,361)	(7,038,836)	(7,159,310)	(7,279,784)	(7,400,259)
	150,000	(6,732,968)	(6,853,442)	(6,973,917)	(7,094,391)	(7,214,866)	(7,335,340)	(7,455,814)
BLV (£ per acre)	200,000	(6,788,524)	(6,908,998)	(7,029,472)	(7,149,947)	(7,270,421)	(7,390,896)	(7,511,370)
400,000	250,000	(6,844,079)	(6,964,553)	(7,085,028)	(7,205,502)	(7,325,977)	(7,446,451)	(7,566,925)
	300,000	(6,899,635)	(7,020,109)	(7,140,583)	(7,261,058)	(7,381,532)	(7,502,007)	(7,622,481)
	350,000	(6,955,190)	(7,075,665)	(7,196,139)	(7,316,613)	(7,437,088)	(7,557,562)	(7,678,037)
	400,000	(7,010,746)	(7,131,220)	(7,251,695)	(7,372,169)	(7,492,643)	(7,613,118)	(7,733,592)
	450,000	(7,066,301)	(7,186,776)	(7,307,250)	(7,427,724)	(7,548,199)	(7,668,673)	(7,789,148)
	500,000	(7,121,857)	(7,242,331)	(7,362,806)	(7,483,280)	(7,603,754)	(7,724,229)	(7,844,703)
	550,000	(7,177,412)	(7,297,887)	(7,418,361)	(7,538,836)	(7,659,310)	(7,779,784)	(7,900,259)
	600,000	(7,232,968)	(7,353,442)	(7,473,917)	(7,594,391)	(7,714,866)	(7,835,340)	(7,955,814)
	650,000	(7,288,524)	(7,408,998)	(7,529,472)	(7,649,947)	(7,770,421)	(7,890,896)	(8,011,370)
	700,000	(7,344,079)	(7,464,553)	(7,585,028)	(7,705,502)	(7,825,977)	(7,946,451)	(8,066,925)
	750,000	(7,399,635)	(7,520,109)	(7,640,583)	(7,761,058)	(7,881,532)	(8,002,007)	(8,122,481)
	800,000	(7,455,190)	(7,575,665)	(7,696,139)	(7,816,613)	(7,937,088)	(8,057,562)	(8,178,037)
	850,000	(7,510,746)	(7,631,220)	(7,751,695)	(7,872,169)	(7,992,643)	(8,113,118)	(8,233,592)

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260807 Hastings WPV_Hastings Borough Council_BTR Appraisals_v0.1

Scheme Typology: BTR - Multifamily Flats No Units: 150
Site Typology: Location: Specialist - single value zone Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(7,613,118)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	-	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
Part L/FHS	2,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
(£ per unit)	4,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
- 4,350	6,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	8,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	10,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	12,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	14,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	16,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	18,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	20,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	22,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	24,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	26,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	28,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	30,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!

TABLE 6

Balance (RLV - BLV £ per acre (n))	(7,613,118)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	70%	(1,338,002)	(1,467,425)	(1,596,849)	(1,726,272)	(1,855,695)	(1,985,119)	(2,114,542)
	75%	(2,280,234)	(2,408,012)	(2,535,790)	(2,663,568)	(2,791,347)	(2,919,125)	(3,046,903)
Build Cost	80%	(3,222,466)	(3,348,599)	(3,474,732)	(3,600,865)	(3,727,415)	(3,854,510)	(3,981,604)
100%	85%	(4,166,963)	(4,292,403)	(4,417,842)	(4,543,282)	(4,668,722)	(4,794,162)	(4,919,601)
(105% = 5% increase)	90%	(5,114,891)	(5,238,675)	(5,362,460)	(5,486,244)	(5,610,029)	(5,733,814)	(5,857,598)
	95%	(6,062,818)	(6,184,948)	(6,307,077)	(6,429,207)	(6,551,336)	(6,673,466)	(6,795,595)
	100%	(7,010,746)	(7,131,220)	(7,251,695)	(7,372,169)	(7,492,643)	(7,613,118)	(7,733,592)
	105%	(7,958,673)	(8,077,493)	(8,196,312)	(8,315,131)	(8,433,950)	(8,552,770)	(8,671,589)
	110%	(8,906,601)	(9,023,765)	(9,140,929)	(9,258,093)	(9,375,258)	(9,492,422)	(9,609,586)
	115%	(9,854,529)	(9,970,038)	(10,085,547)	(10,201,056)	(10,316,565)	(10,432,074)	(10,547,583)
	120%	(10,802,456)	(10,916,310)	(11,030,164)	(11,144,018)	(11,257,872)	(11,371,726)	(11,485,580)
	125%	(11,750,384)	(11,862,583)	(11,974,781)	(12,086,980)	(12,199,179)	(12,311,378)	(12,423,577)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(7,613,118)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	80%	(9,957,957)	(10,046,392)	(10,134,826)	(10,223,260)	(10,311,695)	(10,400,129)	(10,488,564)
	82%	(9,663,236)	(9,754,874)	(9,846,513)	(9,938,151)	(10,029,790)	(10,121,428)	(10,213,067)
Market Values	84%	(9,368,515)	(9,463,357)	(9,558,200)	(9,653,042)	(9,747,885)	(9,842,727)	(9,937,569)
100%	86%	(9,073,794)	(9,171,840)	(9,269,887)	(9,367,933)	(9,465,979)	(9,564,026)	(9,662,072)
(105% = 5% increase)	88%	(8,779,073)	(8,880,323)	(8,981,573)	(9,082,824)	(9,184,074)	(9,285,325)	(9,386,575)
	90%	(8,484,352)	(8,588,806)	(8,693,260)	(8,797,715)	(8,902,169)	(9,006,624)	(9,111,078)
	92%	(8,189,630)	(8,297,289)	(8,404,947)	(8,512,606)	(8,620,264)	(8,727,922)	(8,835,581)
	94%	(7,894,909)	(8,005,772)	(8,116,634)	(8,227,496)	(8,338,359)	(8,449,221)	(8,560,084)
	96%	(7,600,188)	(7,714,254)	(7,828,321)	(7,942,387)	(8,056,454)	(8,170,520)	(8,284,586)
	98%	(7,305,467)	(7,422,737)	(7,540,008)	(7,657,278)	(7,774,548)	(7,891,819)	(8,009,089)
	100%	(7,010,746)	(7,131,220)	(7,251,695)	(7,372,169)	(7,492,643)	(7,613,118)	(7,733,592)
	102%	(6,716,025)	(6,839,703)	(6,963,381)	(7,087,060)	(7,210,738)	(7,334,417)	(7,458,095)
	104%	(6,421,303)	(6,548,186)	(6,675,068)	(6,801,951)	(6,928,833)	(7,055,715)	(7,182,598)
	106%	(6,126,582)	(6,256,669)	(6,386,755)	(6,516,841)	(6,646,928)	(6,777,014)	(6,907,101)
	108%	(5,831,861)	(5,965,152)	(6,098,442)	(6,231,732)	(6,365,023)	(6,498,313)	(6,631,603)
	110%	(5,537,140)	(5,673,634)	(5,810,129)	(5,946,623)	(6,083,118)	(6,219,612)	(6,356,106)
	112%	(5,242,419)	(5,382,117)	(5,521,816)	(5,661,514)	(5,801,212)	(5,940,911)	(6,080,609)
	114%	(4,947,698)	(5,090,600)	(5,233,503)	(5,376,405)	(5,519,307)	(5,662,210)	(5,805,112)
	116%	(4,652,977)	(4,799,083)	(4,945,189)	(5,091,296)	(5,237,402)	(5,383,508)	(5,529,615)
	118%	(4,358,255)	(4,507,566)	(4,656,876)	(4,806,187)	(4,955,497)	(5,104,807)	(5,254,118)
	120%	(4,063,534)	(4,216,049)	(4,368,563)	(4,521,077)	(4,673,592)	(4,826,106)	(4,978,621)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(7,613,118)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	5,000	(6,600,354)	(6,720,828)	(6,841,302)	(6,961,777)	(7,082,251)	(7,202,726)	(7,323,200)
	10,000	(6,189,962)	(6,310,436)	(6,430,910)	(6,551,385)	(6,671,859)	(6,792,334)	(6,912,808)
Grant (£ per unit)	20,000	(5,369,177)	(5,489,652)	(5,610,126)	(5,730,601)	(5,851,075)	(5,971,549)	(6,092,024)
0	30,000	(4,548,393)	(4,668,868)	(4,789,342)	(4,909,816)	(5,030,291)	(5,150,765)	(5,271,240)
	40,000	(3,730,703)	(3,850,255)	(3,969,807)	(4,089,360)	(4,209,658)	(4,330,132)	(4,450,607)
	50,000	(2,915,698)	(3,035,251)	(3,154,803)	(3,274,355)	(3,393,908)	(3,513,460)	(3,633,013)
	60,000	(2,100,694)	(2,220,247)	(2,339,799)	(2,459,351)	(2,578,904)	(2,698,456)	(2,818,008)
	70,000	(1,285,690)	(1,405,242)	(1,524,795)	(1,644,347)	(1,763,900)	(1,883,452)	(2,003,004)
	80,000	(470,686)	(590,238)	(709,791)	(829,343)	(948,895)	(1,068,448)	(1,188,000)
	90,000	238,877	136,062	33,247	(69,568)	(172,383)	(275,198)	(378,013)
	100,000	939,781	836,966	734,151	631,336	528,521	425,706	322,891

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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260807 Hastings WPV_Hastings Borough Council_BTR Appraisals_v0.1

Appraisal Ref:	**NN**				(see Typologies Matrix)
Scheme Typology:	**BTR - Single Family Housing**		No Units:	**150**	
Site Typology:	Location:	Specialist - single value zone	Greenfield/Brownfield:	**Brownfield**	
Notes/Comments:					

ASSUMPTIONS - COMMERCIAL USES

Units -	# Com. Units	AH %	% mix	# Units	# Mkt Resi Units	# AH Units
BTR - 2B House				47.25	47	
BTR - 3B House				45	45	
BTR - 4B House		25%		20.25	20	
BTR - 5B House				0	0	
BTR - 2B House - DMR			50%	18.75		18.75
BTR - 3B House - DMR			43%	16.125		16.125
BTR - 4B House - DMR			18%	6.75		6.75
BTR - 5B House - DMR			0%	0		0
				150	113	42

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
BTR - 2B House		807		75	807
BTR - 3B House		969		90	969
BTR - 4B House		1,238		115	1,238
BTR - 5B House		0		0	0
BTR - 2B House - DMR		807		75	807
BTR - 3B House - DMR		969		90	969
BTR - 4B House - DMR		1,238		115	1,238
BTR - 5B House - DMR		0		0	0

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
BTR - 2B House	3,544	38,145	3,544	38,145
BTR - 3B House	4,050	43,594	4,050	43,594
BTR - 4B House	2,329	25,066	2,329	25,066
BTR - 5B House	0	0	0	0
BTR - 2B House - DMR	1,406	15,137	1,406	15,137
BTR - 3B House - DMR	1,451	15,621	1,451	15,621
BTR - 4B House - DMR	776	8,355	776	8,355
BTR - 5B House - DMR	0	0	0	0
	13,556	145,918	13,556	145,918

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
BTR - 2B House	1,425	17,100		20%	0	
BTR - 3B House	1,750	21,000		20%	0	
BTR - 4B House	1,950	23,400		20%	0	
BTR - 5B House	-	-		20%	0	
BTR - 2B House - DMR	1,140	13,680	0.00	20%	0	
BTR - 3B House - DMR	1,400	16,800	0.00	20%	0	
BTR - 4B House - DMR	1,560	18,720		20%	0	
BTR - 5B House - DMR	-	-		20%	0	
Discount			* as applicable	*Total Incentive including Rent Free & Void allowance (months)		

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260807 Hastings WPV_Hastings Borough Council_BTR Appraisals_v0.1

Scheme Typology:	**BTR - Single Family Housing**	No Units:	**150**
Site Typology:	Location: Specialist - single value zone	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:			

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £		
BTR - 2B House	unit	807,975	20%	646,380	5.00%	12,927,600		
BTR - 3B House	unit	945,000	20%	756,000	5.00%	15,120,000		
BTR - 4B House	unit	473,850	20%	379,080	5.00%	7,581,600		
BTR - 5B House	unit	-	20%	-	5.00%	-		
BTR - 2B House - DMR	unit	256,500	20%	205,200	5.00%	4,104,000		
BTR - 3B House - DMR	unit	270,900	20%	216,720	5.00%	4,334,400		
BTR - 4B House - DMR	unit	126,360	20%	101,088	5.00%	2,021,760		
BTR - 5B House - DMR	unit	-	20%	-	5.00%	-		
				2,304,468		46,089,360		1,152,234

Commercial GDV -	less RF/Void	Purchasers Costs %	PC £	£
BTR - 2B House	12,927,600	6.80%	(879,077)	12,048,523
BTR - 3B House	15,120,000	6.80%	(1,028,160)	14,091,840
BTR - 4B House	7,581,600	6.80%	(515,549)	7,066,051
BTR - 5B House	0	6.80%	-	-
BTR - 2B House - DMR	4,104,000	6.80%	(279,072)	3,824,928
BTR - 3B House - DMR	4,334,400	6.80%	(294,739)	4,039,661
BTR - 4B House - DMR	2,021,760	6.80%	(137,480)	1,884,280
BTR - 5B House - DMR	- 0	6.80%	-	-
Sub-total GDV Commercial				**42,955,284**
Grant Funding	150 units @	0 per unit		-
Total GDV				**42,955,284**

DEVELOPMENT COSTS

Initial Payments -								
Statutory Planning Fees (Residential)					(capped at £411,885)	50,285	£	(50,285)
Planning Application Professional Fees, Surveys and reports					(capped at £1,500,000)	150,855	£	(150,855)
CIL (exl. Aff. Housing - discounted market rent) (Max CIL)			9,923	sqm (gross)		£ psm		-
Building Safety Levy			9,923	sqm (gross)	15.11	£ psm		(149,929)
CIL analysis:			0.00%	% of GDV	0	£ per unit (total units)		
Site Specific S106 Contributions		150 units @			6,700			(1,005,000)
S106 analysis			2.34%	% of GDV	74.14	£ psm (GIA)		
Construction Costs -								
Site Clearance and Demolition			3.49	ha @	123,500	£ per ha (if brownfield)		(430,814)
Strategic Site Infra. costs			0					-
Infra. Costs analysis:			0.00%	% of GDV	0.00	£ psm (GIA)		
BTR - 2B House			3,544	sqm @	1,892	psm		(6,704,775)
BTR - 3B House			4,050	sqm @	1,892	psm		(7,662,600)
BTR - 4B House			2,329	sqm @	1,892	psm		(4,405,995)
BTR - 5B House			-	sqm @	1,892	psm		-
BTR - 2B House - DMR			1,406	sqm @	1,892	psm		(2,660,625)
BTR - 3B House - DMR			1,451	sqm @	1,892	psm		(2,745,765)
BTR - 4B House - DMR			776	sqm @	1,892	psm		(1,468,665)
BTR - 5B House - DMR		13,556	-	sqm @	1,892	psm		-
External works			25,648,425	@	10.0%			(2,564,843)
Ext. Works analysis:					17,099	£ per unit (total units)		
Policy Costs on design -								
Biodiversity Net Gain	All units	150 units @	100%	@	400	£ per dwelling		(60,000)
M4(2) Category 2 Housing	Aff units	42 units @	100%	@	1,400	£ per dwelling		(58,275)
M4(2) Category 2 Housing	OMS units	113 units @	100%	@	1,400	£ per dwelling		(157,500)
M4(3) Category 3 Housing	Aff units	42 units @	5%	@	22,000	£ per dwelling		(45,788)
M4(3) Category 3 Housing	OMS units	113 units @	0%	@	22,000	£ per dwelling		-
Net Zero Carbon (Houses)		13,556 psm @	100%	@	105	£ psm		(1,423,406)
Future Homes Standard		150 units @	100%	@	4,350	£ per dwelling		(652,500)
Part L/FHS analysis:					2.5%	% of BCIS costs		
		units @			0			-
		150 units @	4		0			-
Water Efficiency additional cost		150 units @			20	£ per unit		(3,000)
Urban Greening Factor	150	units @ 8	per floor = GIA	529	0			-
	Sub-total						(2,400,469)	
Policy Costs analysis:	(design costs only)				16,003	£ per unit (total units)		
Contingency (on construction)			31,044,550	@	5.0%			(1,552,228)
Professional Fees			31,044,550	@	10.0%			(3,104,455)

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260807 Hastings WPV_Hastings Borough Council_BTR Appraisals_v0.1

Scheme Typology:	**BTR - Single Family Housing**		No Units:	**150**
Site Typology:	Location:	Specialist - single value zone	Greenfield/Brownfield:	**Brownfield**
Notes/Comments:				

					Total Fees inc. planning & consultants:	10.65%
Disposal Costs -						
Letting Agents Costs		2,304,468	ERV @	10.00%		(230,447)
Letting Legal Costs		2,304,468	ERV @	5.00%		(115,223)
Investment Sale Agents Costs		42,955,284	GDV @	1.00%		(429,553)
Investment Sale Legal Costs		42,955,284	GDV @	0.50%		(214,776)
Marketing and Promotion		42,955,284	GDV @	0.50%		(214,776)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm	(4,277,096)
Developers Profit -						
Profit on Cost		42,539,173		15.00%		(6,380,876)
TOTAL COSTS						**(48,920,049)**

RESIDUAL LAND VALUE						
Residual Land Value (gross)						(5,964,766)
SDLT		-	@	HMRC formula		-
Acquisition Agent fees		-	@	1.00%		-
Acquisition Legal fees		-	@	0.50%		-
Interest on Land		-	@	7.50%		-
Residual Land Value						**(5,964,766)**
RLV analysis:	(39,765) £ per plot	(1,709,900)	£ per ha (net)	(691,987)	£ per acre (net)	
		(1,367,920)	£ per ha (gross)	(553,589)	£ per acre (gross)	
				-13.89%	% RLV / GDV	

BENCHMARK LAND VALUE (BLV)						
Plot Ratio / Density		43	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.03 < alt formula >	3.49	ha (net)	8.62	acres (net)	
Net to Gross ratio		80%				
Site Area (gross)		4.36	ha (gross)	10.77	acres (gross)	
Density analysis:		3,886	sqm/ha (net)	16,928	sqft/ac (net)	
		34	dph (gross)			
Benchmark Land Value (net)	28,733 £ per plot	988,400	£ per ha (gross)	400,000	£ per acre (gross)	**4,309,884**
BLV analysis:		1,235,525	£ per ha (net)	500,000	£ per acre (net)	

BALANCE					
Surplus/(Deficit)	**(2,945,400)**	£ per ha (net)	**(1,191,987)**	£ per acre (net)	**(10,274,650)**

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260807 Hastings WPV_Hastings Borough Council_BTR Appraisals_v0.1

Scheme Typology: BTR - Single Family Housing No Units: 150
Site Typology: Location: Specialist - single value zone Greenfield/Brownfield: Brownfield
Notes/Comments:

SENSITIVITY ANALYSIS

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

TABLE 1

Balance (RLV - BLV £ per acre (n))	(1,191,987)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	0.00	(920,453)	(974,759)	(1,029,066)	(1,083,373)	(1,137,680)	(1,191,987)	(1,246,294)
	10.00	(940,202)	(993,522)	(1,046,841)	(1,100,160)	(1,153,480)	(1,206,799)	(1,260,119)
CIL £ psm	20.00	(959,952)	(1,012,284)	(1,064,616)	(1,116,948)	(1,169,280)	(1,221,611)	(1,273,943)
0.00	30.00	(979,702)	(1,031,046)	(1,082,391)	(1,133,735)	(1,185,079)	(1,236,424)	(1,287,768)
	40.00	(999,452)	(1,049,809)	(1,100,165)	(1,150,522)	(1,200,879)	(1,251,236)	(1,301,593)
	50.00	(1,019,201)	(1,068,571)	(1,117,940)	(1,167,310)	(1,216,679)	(1,266,048)	(1,315,418)
	60.00	(1,038,951)	(1,087,333)	(1,135,715)	(1,184,097)	(1,232,479)	(1,280,861)	(1,329,243)
	70.00	(1,058,701)	(1,106,095)	(1,153,490)	(1,200,884)	(1,248,279)	(1,295,673)	(1,343,067)
	80.00	(1,078,451)	(1,124,858)	(1,171,264)	(1,217,671)	(1,264,078)	(1,310,485)	(1,356,892)
	90.00	(1,098,200)	(1,143,620)	(1,189,039)	(1,234,459)	(1,279,878)	(1,325,298)	(1,370,717)
	100.00	(1,117,950)	(1,162,382)	(1,206,814)	(1,251,246)	(1,295,678)	(1,340,110)	(1,384,542)
	110.00	(1,137,700)	(1,181,144)	(1,224,589)	(1,268,033)	(1,311,478)	(1,354,922)	(1,398,367)
	120.00	(1,157,450)	(1,199,907)	(1,242,364)	(1,284,821)	(1,327,278)	(1,369,735)	(1,412,192)
	130.00	(1,177,199)	(1,218,669)	(1,260,138)	(1,301,608)	(1,343,077)	(1,384,547)	(1,426,016)
	140.00	(1,196,949)	(1,237,431)	(1,277,913)	(1,318,395)	(1,358,877)	(1,399,359)	(1,439,841)
	150.00	(1,216,699)	(1,256,193)	(1,295,688)	(1,335,182)	(1,374,677)	(1,414,171)	(1,453,666)
	160.00	(1,236,448)	(1,274,956)	(1,313,463)	(1,351,970)	(1,390,477)	(1,428,984)	(1,467,491)
	170.00	(1,256,198)	(1,293,718)	(1,331,237)	(1,368,757)	(1,406,276)	(1,443,796)	(1,481,316)
	180.00	(1,275,948)	(1,312,480)	(1,349,012)	(1,385,544)	(1,422,076)	(1,458,608)	(1,495,140)
	190.00	(1,295,698)	(1,331,242)	(1,366,787)	(1,402,331)	(1,437,876)	(1,473,421)	(1,508,965)
	200.00	(1,315,447)	(1,350,005)	(1,384,562)	(1,419,119)	(1,453,676)	(1,488,233)	(1,522,790)
	210.00	(1,335,197)	(1,368,767)	(1,402,336)	(1,435,906)	(1,469,476)	(1,503,045)	(1,536,615)
	220.00	(1,354,947)	(1,387,529)	(1,420,111)	(1,452,693)	(1,485,275)	(1,517,858)	(1,550,440)
	230.00	(1,374,697)	(1,406,291)	(1,437,886)	(1,469,481)	(1,501,075)	(1,532,670)	(1,564,265)
	240.00	(1,394,446)	(1,425,054)	(1,455,661)	(1,486,268)	(1,516,875)	(1,547,482)	(1,578,089)
	250.00	(1,414,196)	(1,443,816)	(1,473,435)	(1,503,055)	(1,532,675)	(1,562,294)	(1,591,976)

TABLE 2

Balance (RLV - BLV £ per acre (n))	(1,191,987)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	1,000	(792,818)	(847,125)	(901,432)	(955,739)	(1,010,046)	(1,064,353)	(1,118,659)
	2,000	(815,210)	(869,517)	(923,824)	(978,131)	(1,032,438)	(1,086,744)	(1,141,051)
Site Specific S106	3,000	(837,602)	(891,909)	(946,216)	(1,000,523)	(1,054,830)	(1,109,136)	(1,163,443)
6,700	4,000	(859,994)	(914,301)	(968,608)	(1,022,915)	(1,077,222)	(1,131,528)	(1,185,835)
	5,000	(882,386)	(936,693)	(991,000)	(1,045,307)	(1,099,614)	(1,153,920)	(1,208,227)
	6,000	(904,778)	(959,085)	(1,013,392)	(1,067,699)	(1,122,006)	(1,176,312)	(1,230,619)
	7,000	(927,170)	(981,477)	(1,035,784)	(1,090,091)	(1,144,398)	(1,198,704)	(1,253,011)
	8,000	(949,562)	(1,003,869)	(1,058,176)	(1,112,483)	(1,166,790)	(1,221,096)	(1,275,403)
	9,000	(971,954)	(1,026,261)	(1,080,568)	(1,134,875)	(1,189,182)	(1,243,488)	(1,297,795)
	10,000	(994,346)	(1,048,653)	(1,102,960)	(1,157,267)	(1,211,574)	(1,265,880)	(1,320,187)
	11,000	(1,016,738)	(1,071,045)	(1,125,352)	(1,179,659)	(1,233,966)	(1,288,272)	(1,342,579)
	12,000	(1,039,130)	(1,093,437)	(1,147,744)	(1,202,051)	(1,256,358)	(1,310,664)	(1,364,971)
	13,000	(1,061,522)	(1,115,829)	(1,170,136)	(1,224,443)	(1,278,750)	(1,333,056)	(1,387,363)
	14,000	(1,083,914)	(1,138,221)	(1,192,528)	(1,246,835)	(1,301,142)	(1,355,448)	(1,409,755)
	15,000	(1,106,306)	(1,160,613)	(1,214,920)	(1,269,227)	(1,323,534)	(1,377,840)	(1,432,147)

TABLE 3

Balance (RLV - BLV £ per acre (n))	(1,191,987)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	15.0%	(920,453)	(974,759)	(1,029,066)	(1,083,373)	(1,137,680)	(1,191,987)	(1,246,294)
	16.0%	(968,774)	(1,023,287)	(1,077,799)	(1,132,312)	(1,186,825)	(1,241,338)	(1,295,850)
Profit	17.0%	(1,017,095)	(1,071,814)	(1,126,532)	(1,181,251)	(1,235,970)	(1,290,688)	(1,345,407)
15.0%	18.0%	(1,065,416)	(1,120,341)	(1,175,265)	(1,230,190)	(1,285,114)	(1,340,039)	(1,394,964)
	19.0%	(1,113,737)	(1,168,868)	(1,223,998)	(1,279,129)	(1,334,259)	(1,389,390)	(1,444,520)
	20.0%	(1,162,058)	(1,217,395)	(1,272,731)	(1,328,068)	(1,383,404)	(1,438,740)	(1,494,077)

TABLE 4

Balance (RLV - BLV £ per acre (n))	(1,191,987)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	100,000	(545,453)	(599,759)	(654,066)	(708,373)	(762,680)	(816,987)	(871,294)
	150,000	(607,953)	(662,259)	(716,566)	(770,873)	(825,180)	(879,487)	(933,794)
BLV (£ per acre)	200,000	(670,453)	(724,759)	(779,066)	(833,373)	(887,680)	(941,987)	(996,294)
400,000	250,000	(732,953)	(787,259)	(841,566)	(895,873)	(950,180)	(1,004,487)	(1,058,794)
	300,000	(795,453)	(849,759)	(904,066)	(958,373)	(1,012,680)	(1,066,987)	(1,121,294)
	350,000	(857,953)	(912,259)	(966,566)	(1,020,873)	(1,075,180)	(1,129,487)	(1,183,794)
	400,000	(920,453)	(974,759)	(1,029,066)	(1,083,373)	(1,137,680)	(1,191,987)	(1,246,294)
	450,000	(982,953)	(1,037,259)	(1,091,566)	(1,145,873)	(1,200,180)	(1,254,487)	(1,308,794)
	500,000	(1,045,453)	(1,099,759)	(1,154,066)	(1,208,373)	(1,262,680)	(1,316,987)	(1,371,294)
	550,000	(1,107,953)	(1,162,259)	(1,216,566)	(1,270,873)	(1,325,180)	(1,379,487)	(1,433,794)
	600,000	(1,170,453)	(1,224,759)	(1,279,066)	(1,333,373)	(1,387,680)	(1,441,987)	(1,496,294)
	650,000	(1,232,953)	(1,287,259)	(1,341,566)	(1,395,873)	(1,450,180)	(1,504,487)	(1,558,794)
	700,000	(1,295,453)	(1,349,759)	(1,404,066)	(1,458,373)	(1,512,680)	(1,566,987)	(1,621,294)
	750,000	(1,357,953)	(1,412,259)	(1,466,566)	(1,520,873)	(1,575,180)	(1,629,487)	(1,683,794)
	800,000	(1,420,453)	(1,474,759)	(1,529,066)	(1,583,373)	(1,637,680)	(1,691,987)	(1,746,294)
	850,000	(1,482,953)	(1,537,259)	(1,591,566)	(1,645,873)	(1,700,180)	(1,754,487)	(1,808,794)

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Scheme Typology: BTR - Single Family Housing No Units: 150
Site Typology: Location: Specialist - single value zone Greenfield/Brownfield: Brownfield
Notes/Comments:

TABLE 5

Balance (RLV - BLV £ per acre (n))	(1,191,987)	Affordable Housing - % on site 25%						
		10%	15%	20%	25%	30%	35%	40%
	-	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
Part L/FHS	2,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
(£ per unit)	4,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
- 4,350	6,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	8,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	10,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	12,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	14,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	16,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	18,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	20,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	22,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	24,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	26,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	28,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
	30,000	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!

TABLE 6

Balance (RLV - BLV £ per acre (n))	(1,191,987)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	70%	359,160	318,470	277,781	237,092	196,403	155,714	115,024
	75%	155,904	114,213	72,521	30,830	(10,862)	(52,554)	(94,245)
Build Cost	80%	(47,351)	(90,045)	(132,739)	(175,433)	(218,127)	(260,821)	(303,515)
100%	85%	(250,606)	(294,302)	(337,999)	(381,695)	(425,392)	(469,088)	(516,283)
(105% = 5% increase)	90%	(453,861)	(498,560)	(551,717)	(603,693)	(655,669)	(707,644)	(759,620)
	95%	(684,109)	(737,251)	(790,392)	(843,533)	(896,674)	(949,816)	(1,002,957)
	100%	(920,453)	(974,759)	(1,029,066)	(1,083,373)	(1,137,680)	(1,191,987)	(1,246,294)
	105%	(1,156,796)	(1,212,268)	(1,267,741)	(1,323,213)	(1,378,686)	(1,434,158)	(1,489,631)
	110%	(1,393,139)	(1,449,777)	(1,506,415)	(1,563,053)	(1,619,865)	(1,676,873)	(1,733,882)
	115%	(1,629,604)	(1,687,785)	(1,745,966)	(1,804,147)	(1,862,328)	(1,920,509)	(1,978,690)
	120%	(1,867,376)	(1,926,729)	(1,986,083)	(2,045,437)	(2,104,790)	(2,164,144)	(2,223,498)
	125%	(2,105,148)	(2,165,674)	(2,226,200)	(2,286,727)	(2,347,253)	(2,407,779)	(2,468,306)

TABLE 7

Balance (RLV - BLV £ per acre (n))	(1,191,987)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	80%	(1,923,994)	(1,972,317)	(2,020,640)	(2,068,964)	(2,117,287)	(2,165,610)	(2,213,934)
	82%	(1,823,640)	(1,872,561)	(1,921,483)	(1,970,405)	(2,019,326)	(2,068,248)	(2,117,170)
Market Values	84%	(1,723,285)	(1,772,805)	(1,822,325)	(1,871,845)	(1,921,366)	(1,970,886)	(2,020,406)
100%	86%	(1,622,931)	(1,673,050)	(1,723,168)	(1,773,286)	(1,823,405)	(1,873,523)	(1,923,642)
(105% = 5% increase)	88%	(1,522,577)	(1,573,294)	(1,624,011)	(1,674,727)	(1,725,444)	(1,776,161)	(1,826,878)
	90%	(1,422,223)	(1,473,538)	(1,524,853)	(1,576,168)	(1,627,483)	(1,678,799)	(1,730,114)
	92%	(1,321,869)	(1,373,782)	(1,425,696)	(1,477,609)	(1,529,523)	(1,581,436)	(1,633,350)
	94%	(1,221,515)	(1,274,027)	(1,326,539)	(1,379,050)	(1,431,562)	(1,484,074)	(1,536,586)
	96%	(1,121,161)	(1,174,271)	(1,227,381)	(1,280,491)	(1,333,601)	(1,386,712)	(1,439,822)
	98%	(1,020,807)	(1,074,515)	(1,128,224)	(1,181,932)	(1,235,641)	(1,289,349)	(1,343,058)
	100%	(920,453)	(974,759)	(1,029,066)	(1,083,373)	(1,137,680)	(1,191,987)	(1,246,294)
	102%	(820,099)	(875,004)	(929,909)	(984,814)	(1,039,719)	(1,094,625)	(1,149,530)
	104%	(719,744)	(775,248)	(830,752)	(886,255)	(941,759)	(997,262)	(1,052,766)
	106%	(619,390)	(675,492)	(731,594)	(787,696)	(843,798)	(899,900)	(956,002)
	108%	(519,036)	(575,737)	(632,437)	(689,137)	(745,837)	(802,538)	(859,238)
	110%	(428,849)	(478,125)	(533,279)	(590,578)	(647,877)	(705,175)	(762,474)
	112%	(342,544)	(392,335)	(442,127)	(491,918)	(549,916)	(607,813)	(665,710)
	114%	(256,239)	(306,545)	(356,851)	(407,157)	(457,463)	(510,451)	(568,946)
	116%	(169,935)	(220,756)	(271,576)	(322,397)	(373,217)	(424,038)	(474,858)
	118%	(83,630)	(134,966)	(186,301)	(237,636)	(288,971)	(340,306)	(391,641)
	120%	2,674	(49,176)	(101,025)	(152,875)	(204,725)	(256,575)	(308,424)

TABLE 8

Balance (RLV - BLV £ per acre (n))	(1,191,987)	Affordable Housing - % on site 25%						
		0%	5%	10%	15%	20%	25%	30%
	5,000	(820,867)	(875,174)	(929,481)	(983,788)	(1,038,095)	(1,092,402)	(1,146,708)
	10,000	(721,282)	(775,589)	(829,896)	(884,202)	(938,509)	(992,816)	(1,047,123)
Grant (£ per unit)	20,000	(522,111)	(576,418)	(630,725)	(685,032)	(739,339)	(793,645)	(847,952)
0	30,000	(346,511)	(393,215)	(439,918)	(486,622)	(540,168)	(594,475)	(648,782)
	40,000	(175,256)	(221,959)	(268,663)	(315,367)	(362,071)	(408,775)	(455,479)
	50,000	(4,012)	(50,716)	(97,420)	(144,124)	(190,828)	(237,532)	(284,235)
	60,000	167,231	120,528	73,824	27,120	(19,584)	(66,288)	(112,992)
	70,000	338,475	291,771	245,067	198,363	151,659	104,955	58,252
	80,000	509,718	463,014	416,311	369,607	322,903	276,199	229,495
	90,000	680,962	634,258	587,554	540,850	494,146	447,442	400,739
	100,000	852,205	805,501	758,798	712,094	665,390	618,686	571,982

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Appendix 16 – Employment Typology Appraisals

Aspinall Verdi

Scheme Ref: EMP 1
No Units: 300 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: B2/B8/ Eg(iii) Mixed use

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Industrial	1	100%	1	1	
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Industrial	300	3,229	100.0%	300	3,229
		0	100.0%	0	0

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Industrial	300	3,229	300	3,229
	300	3,229	300	3,229

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Industrial	3,633	43,594	13.50	0%	0	7.50%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

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Scheme Ref:	EMP 1				
No Units:	300 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	B2/B8/ Eg(iii) Mixed use				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Industrial	unit	43,594	0%	43,594	7.50%	581,251
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				43,594		581,251

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Industrial	-	581,251	6.80%	(37,008)	544,243
	-		6.80%	-	-
	-			-	-
	-			-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**544,243**
Grant Funding					**-**
Total GDV					**544,243**

DEVELOPMENT COSTS

Initial Payments -						
Planning Application Professional Fees, Surveys and reports				2.0	x	(5,000)
Statutory Planning Fees (Planning Portal)				2,312	£	(2,312)
CIL		300	sqm (gross)	0.00	£ psm	-
CIL analysis:		0.00%	% of GDV			
Site Specific S106 Contributions		300	sqm (gross)	2		(600)
S106 analysis		0.11%	% of GDV	2.00	£ psm (GIA)	
Construction Costs -						
Site Clearance and Demolition (inc. Mineworking)		0.19	acres @	0	£ per acre (if brownfield)	-
Infrastructure costs						-
Industrial		300	sqm @	1,037	psm	(311,100)
		-	sqm @	1,037	psm	-
		-	sqm @	1,037	psm	-
		-	sqm @	1,037	psm	-
		-	sqm @	1,037	psm	-
		-	sqm @	1,037	psm	-
		-	sqm @	1,037	psm	-
	300	-	sqm @	1,037	psm	-
External works		311,100	@	10.0%		(31,110)
Biodiversity Net Gain - 10%	0.08	hectares @		0	£ per hectare	-
Urban Greening Factor	300	base construction @		-	% additional	-
Net Zero Carbon	300	base construction @		31.00	£ psm	(9,300)
Contingency		351,510	@	3.0%		(10,545)
Professional Fees		351,510	@	10.0%		(35,151)
Disposal Costs -						
Letting Agents Costs		43,594	ERV @	10.00%		(4,359)
Letting Legal Costs		43,594	ERV @	5.00%		(2,180)
Investment Sale Agents Costs		544,243	GDV @	1.00%		(5,442)
Investment Sale Legal Costs		544,243	GDV @	0.50%		(2,721)
Marketing and Promotion		544,243	GDV @	0.50%		(2,721)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm	(8,921)
Developers Profit -						
Profit on Cost		431,463		15.00%		(64,720)
TOTAL COSTS						**(496,183)**

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Scheme Ref:	EMP 1				
No Units:	300 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	B2/B8/ Eg(iii) Mixed use				

RESIDUAL LAND VALUE

Residual Land Value (gross)					48,060
SDLT	48,060	@	5.00%	(slabbed)	8,097
Acquisition Agent fees	48,060	@	1.00%		(481)
Acquisition Legal fees	48,060	@	0.50%		(240)
Interest on Land	48,060	@	7.50%		(3,604)
Residual Land Value					**51,831**
RLV analysis:	*691,084*	*£ per ha*	*279,678*	*£ per acre*	

THRESHOLD LAND VALUE

Plot Ratio / Density	40%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.08	ha	0.19	acres	
Density analysis:	*4,000*	*sqm/ha*	*17,424*	*sqft/ac*	
Threshold Land Value	247,100	£ per ha	100,000	£ per acre	**18,533**

BALANCE

Surplus/(Deficit)	**443,984**	£ per ha	**179,678**	£ per acre	**33,299**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	33,299	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	33,299	90%	100%	110%	120%	130%	140%	150%
	0	33,299	33,299	33,299	33,299	33,299	33,299	33,299
	10	30,268	30,268	30,268	30,268	30,268	30,268	30,268
	20	27,238	27,238	27,238	27,238	27,238	27,238	27,238
	30	24,208	24,208	24,208	24,208	24,208	24,208	24,208
	40	21,177	21,177	21,177	21,177	21,177	21,177	21,177
CIL £psm	50	18,147	18,147	18,147	18,147	18,147	18,147	18,147
0.00	60	15,116	15,116	15,116	15,116	15,116	15,116	15,116
	70	12,086	12,086	12,086	12,086	12,086	12,086	12,086
	80	9,056	9,056	9,056	9,056	9,056	9,056	9,056
	90	6,025	6,025	6,025	6,025	6,025	6,025	6,025
	100	2,995	2,995	2,995	2,995	2,995	2,995	2,995
	110	(36)	(36)	(36)	(36)	(36)	(36)	(36)
	120	(3,066)	(3,066)	(3,066)	(3,066)	(3,066)	(3,066)	(3,066)
	130	(6,096)	(6,096)	(6,096)	(6,096)	(6,096)	(6,096)	(6,096)
	140	(19,805)	(19,805)	(19,805)	(19,805)	(19,805)	(19,805)	(19,805)
	150	(23,329)	(23,329)	(23,329)	(23,329)	(23,329)	(23,329)	(23,329)
	160	(26,853)	(26,853)	(26,853)	(26,853)	(26,853)	(26,853)	(26,853)
	170	(30,376)	(30,376)	(30,376)	(30,376)	(30,376)	(30,376)	(30,376)
	180	(33,900)	(33,900)	(33,900)	(33,900)	(33,900)	(33,900)	(33,900)
	190	(37,424)	(37,424)	(37,424)	(37,424)	(37,424)	(37,424)	(37,424)
	200	(40,947)	(40,947)	(40,947)	(40,947)	(40,947)	(40,947)	(40,947)
	210	(44,471)	(44,471)	(44,471)	(44,471)	(44,471)	(44,471)	(44,471)
	220	(47,995)	(47,995)	(47,995)	(47,995)	(47,995)	(47,995)	(47,995)
	230	(51,519)	(51,519)	(51,519)	(51,519)	(51,519)	(51,519)	(51,519)
	240	(55,042)	(55,042)	(55,042)	(55,042)	(55,042)	(55,042)	(55,042)
	250	(58,566)	(58,566)	(58,566)	(58,566)	(58,566)	(58,566)	(58,566)

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Scheme Ref: EMP 1
No Units: 300 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: B2/B8/ Eg(iii) Mixed use

TABLE 3

		Build rate 100% (where 110% is a 10% increase etc.)						
Balance (RLV - TLV)	33,299	80%	90%	100%	110%	120%	130%	140%
	0	111,422	72,361	33,299	(5,763)	(61,314)	(107,446)	(157,708)
	20	105,361	66,300	27,238	(22,941)	(68,361)	(115,211)	(165,515)
	40	99,301	60,239	21,177	(29,988)	(75,409)	(123,002)	(173,323)
	60	93,240	54,178	15,116	(37,036)	(82,456)	(130,810)	(181,131)
	80	87,179	48,117	9,056	(44,083)	(89,504)	(138,618)	(188,939)
CIL £psm	100	81,118	42,056	2,995	(51,131)	(96,551)	(146,426)	(196,746)
0	120	75,057	35,996	(3,066)	(58,178)	(103,991)	(154,233)	(204,554)
	140	68,997	29,935	(19,805)	(65,226)	(111,756)	(162,041)	(212,362)
	160	62,936	23,874	(26,853)	(72,273)	(119,528)	(169,849)	(220,170)
	180	56,875	17,813	(33,900)	(79,321)	(127,336)	(177,657)	(227,978)
	200	50,814	11,752	(40,947)	(86,368)	(135,144)	(185,465)	(235,785)
	220	44,753	5,692	(47,995)	(93,416)	(142,951)	(193,272)	(243,593)
	240	38,692	(369)	(55,042)	(100,536)	(150,759)	(201,080)	(251,401)
	260	32,632	(6,430)	(62,090)	(108,301)	(158,567)	(208,888)	(259,209)
	280	26,571	(23,717)	(69,137)	(116,066)	(166,375)	(216,696)	(267,017)
	300	20,510	(30,764)	(76,185)	(123,862)	(174,183)	(224,504)	(274,824)
	320	14,449	(37,812)	(83,232)	(131,670)	(181,990)	(232,311)	(282,632)
	340	8,388	(44,859)	(90,280)	(139,477)	(189,798)	(240,119)	(290,440)
	360	2,327	(51,907)	(97,327)	(147,285)	(197,606)	(247,927)	(298,248)
	380	(3,733)	(58,954)	(104,846)	(155,093)	(205,414)	(255,735)	(306,056)
	400	(20,581)	(66,002)	(112,611)	(162,901)	(213,222)	(263,542)	(313,863)
	420	(27,628)	(73,049)	(120,388)	(170,709)	(221,029)	(271,350)	(321,671)
	440	(34,676)	(80,096)	(128,195)	(178,516)	(228,837)	(279,158)	(329,479)
	460	(41,723)	(87,144)	(136,003)	(186,324)	(236,645)	(286,966)	(337,287)
	480	(48,771)	(94,191)	(143,811)	(194,132)	(244,453)	(294,774)	(345,095)
	500	(55,818)	(101,391)	(151,619)	(201,940)	(252,261)	(302,581)	(352,902)
	520	(62,866)	(109,156)	(159,427)	(209,748)	(260,068)	(310,389)	(360,710)
	540	(69,913)	(116,921)	(167,234)	(217,555)	(267,876)	(318,197)	(368,518)
	560	(76,961)	(124,721)	(175,042)	(225,363)	(275,684)	(326,005)	(376,326)
	580	(84,008)	(132,529)	(182,850)	(233,171)	(283,492)	(333,813)	(384,133)
	600	(91,056)	(140,337)	(190,658)	(240,979)	(291,300)	(341,620)	(391,941)

TABLE 4

		GDV						
Balance (RLV - TLV)	33,299	80%	90%	100%	110%	120%	130%	140%
	0	(76,804)	(23,639)	33,299	79,021	124,744	170,467	216,189
	20	(83,852)	(30,686)	27,238	72,961	118,683	164,406	210,128
	40	(90,899)	(37,734)	21,177	66,900	112,622	158,345	204,068
	60	(97,947)	(44,781)	15,116	60,839	106,562	152,284	198,007
	80	(104,994)	(51,828)	9,056	54,778	100,501	146,223	191,946
CIL £psm	100	(112,042)	(58,876)	2,995	48,717	94,440	140,163	185,885
0	120	(119,089)	(65,923)	(3,066)	42,657	88,379	134,102	179,824
	140	(126,137)	(72,971)	(19,805)	36,596	82,318	128,041	173,764
	160	(133,184)	(80,018)	(26,853)	30,535	76,257	121,980	167,703
	180	(140,232)	(87,066)	(33,900)	24,474	70,197	115,919	161,642
	200	(147,279)	(94,113)	(40,947)	18,413	64,136	109,858	155,581
	220	(154,327)	(101,161)	(47,995)	12,352	58,075	103,798	149,520
	240	(161,374)	(108,208)	(55,042)	6,292	52,014	97,737	143,459
	260	(168,421)	(115,256)	(62,090)	231	45,953	91,676	137,399
	280	(175,469)	(122,303)	(69,137)	(5,830)	39,893	85,615	131,338
	300	(182,516)	(129,351)	(76,185)	(23,019)	33,832	79,554	125,277
	320	(189,564)	(136,398)	(83,232)	(30,066)	27,771	73,494	119,216
	340	(196,611)	(143,446)	(90,280)	(37,114)	21,710	67,433	113,155
	360	(203,659)	(150,493)	(97,327)	(44,161)	15,633	61,241	106,849
	380	(210,912)	(157,879)	(104,846)	(51,813)	8,955	54,563	100,171
	400	(218,677)	(165,644)	(112,611)	(59,578)	2,277	47,885	93,493
	420	(226,449)	(173,418)	(120,388)	(67,357)	(4,415)	41,191	86,798
	440	(234,257)	(181,226)	(128,195)	(75,165)	(22,134)	34,476	80,083
	460	(242,065)	(189,034)	(136,003)	(82,973)	(29,942)	27,762	73,368
	480	(249,872)	(196,842)	(143,811)	(90,780)	(37,750)	21,047	66,653
	500	(257,680)	(204,650)	(151,619)	(98,588)	(45,558)	14,332	59,939
	520	(265,488)	(212,457)	(159,427)	(106,396)	(53,365)	7,618	53,224
	540	(273,296)	(220,265)	(167,234)	(114,204)	(61,173)	903	46,509
	560	(281,104)	(228,073)	(175,042)	(122,012)	(68,981)	(5,812)	39,795
	580	(288,911)	(235,881)	(182,850)	(129,819)	(76,789)	(23,758)	33,080
	600	(296,719)	(243,688)	(190,658)	(137,627)	(84,596)	(31,566)	26,365

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Ref: EMP 2
No Units: 620 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: B2/B8/ Eg(iii) Mixed use

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Industrial	1	100%	1	1	
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Industrial	620	6,674	100.0%	620	6,674
		0	100.0%	0	0

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Industrial	620	6,674	620	6,674
	0	0	0	0
	620	6,674	620	6,674

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Industrial	7,508	90,094	13.50	0%	0	7.50%
	-	-		0%		

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

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Scheme Ref:	EMP 2				
No Units:	620 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	B2/B8/ Eg(iii) Mixed use				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Industrial	unit	90,094	0%	90,094	7.50%	1,201,252
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				90,094		1,201,252

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Industrial	-	1,201,252	6.80%	(76,484)	1,124,768
	-		6.80%	-	-
	-			-	-
	-			-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**1,124,768**
Grant Funding					**-**
Total GDV					**1,124,768**

DEVELOPMENT COSTS

Initial Payments -						
Planning Application Professional Fees, Surveys and reports				2.0	x	(10,000)
Statutory Planning Fees (Planning Portal)				4,778	£	(4,778)
CIL		620	sqm (gross)	0.00	£ psm	-
CIL analysis:		0.00%	% of GDV			
Site Specific S106 Contributions		620	sqm (gross)	2		(1,240)
S106 analysis		0.11%	% of GDV	2.00	£ psm (GIA)	
Construction Costs -						
Site Clearance and Demolition (inc. Mineworking)		0.38	acres @	0	£ per acre (if brownfield)	-
Infrastructure costs						-
Industrial		620	sqm @	1,037	psm	(642,940)
0		-	sqm @	1,037	psm	-
0		-	sqm @	1,037	psm	-
0		-	sqm @	1,037	psm	-
0		-	sqm @	1,037	psm	-
0		-	sqm @	1,037	psm	-
0		-	sqm @	1,037	psm	-
	620	-	sqm @	1,037	psm	-
External works		642,940	@	10.0%		(64,294)
Biodiversity Net Gain - 10%	0.16	hectares @		0	£ per hectare	-
Urban Greening Factor	620	base construction @		-	% additional	-
Net Zero Carbon	620	base construction @		31.00	£ psm	(19,220)
Contingency		726,454	@	3.0%		(21,794)
Professional Fees		726,454	@	10.0%		(72,645)
Disposal Costs -						
Letting Agents Costs		90,094	ERV @	10.00%		(9,009)
Letting Legal Costs		90,094	ERV @	5.00%		(4,505)
Investment Sale Agents Costs		1,124,768	GDV @	1.00%		(11,248)
Investment Sale Legal Costs		1,124,768	GDV @	0.50%		(5,624)
Marketing and Promotion		1,124,768	GDV @	0.50%		(5,624)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm	(18,421)
Developers Profit -						
Profit on Cost		891,341		15.00%		(133,701)
TOTAL COSTS						**(1,025,042)**

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Scheme Ref:	EMP 2				
No Units:	620 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	B2/B8/ Eg(iii) Mixed use				

RESIDUAL LAND VALUE					
Residual Land Value (gross)					99,726
SDLT	99,726	@	5.00%	(slabbed)	5,514
Acquisition Agent fees	99,726	@	1.00%		(997)
Acquisition Legal fees	99,726	@	0.50%		(499)
Interest on Land	99,726	@	7.50%		(7,479)
Residual Land Value					**96,264**
RLV analysis:	*621,058*	*£ per ha*	*251,339*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	40%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.16	ha	0.38	acres	
Density analysis:	*4,000*	*sqm/ha*	*17,424*	*sqft/ac*	
Threshold Land Value	247,100	£ per ha	100,000	£ per acre	**38,301**

BALANCE					
Surplus/(Deficit)	**373,958**	£ per ha	**151,339**	£ per acre	**57,964**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site	0%					
Balance (RLV - BLV)	57,964	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106		100%	(where 110% is a 10% increase etc.)			
Balance (RLV - BLV)	57,964	90%	100%	110%	120%	130%	140%	150%
	0	57,964	57,964	57,964	57,964	57,964	57,964	57,964
	10	51,701	51,701	51,701	51,701	51,701	51,701	51,701
	20	45,438	45,438	45,438	45,438	45,438	45,438	45,438
	30	39,175	39,175	39,175	39,175	39,175	39,175	39,175
	40	32,912	32,912	32,912	32,912	32,912	32,912	32,912
CIL £psm	50	26,649	26,649	26,649	26,649	26,649	26,649	26,649
0.00	60	20,386	20,386	20,386	20,386	20,386	20,386	20,386
	70	14,124	14,124	14,124	14,124	14,124	14,124	14,124
	80	7,861	7,861	7,861	7,861	7,861	7,861	7,861
	90	1,598	1,598	1,598	1,598	1,598	1,598	1,598
	100	(4,665)	(4,665)	(4,665)	(4,665)	(4,665)	(4,665)	(4,665)
	110	(10,928)	(10,928)	(10,928)	(10,928)	(10,928)	(10,928)	(10,928)
	120	(17,191)	(17,191)	(17,191)	(17,191)	(17,191)	(17,191)	(17,191)
	130	(23,453)	(23,453)	(23,453)	(23,453)	(23,453)	(23,453)	(23,453)
	140	(40,528)	(40,528)	(40,528)	(40,528)	(40,528)	(40,528)	(40,528)
	150	(47,811)	(47,811)	(47,811)	(47,811)	(47,811)	(47,811)	(47,811)
	160	(55,093)	(55,093)	(55,093)	(55,093)	(55,093)	(55,093)	(55,093)
	170	(62,375)	(62,375)	(62,375)	(62,375)	(62,375)	(62,375)	(62,375)
	180	(69,658)	(69,658)	(69,658)	(69,658)	(69,658)	(69,658)	(69,658)
	190	(76,940)	(76,940)	(76,940)	(76,940)	(76,940)	(76,940)	(76,940)
	200	(84,222)	(84,222)	(84,222)	(84,222)	(84,222)	(84,222)	(84,222)
	210	(91,505)	(91,505)	(91,505)	(91,505)	(91,505)	(91,505)	(91,505)
	220	(98,787)	(98,787)	(98,787)	(98,787)	(98,787)	(98,787)	(98,787)
	230	(106,070)	(106,070)	(106,070)	(106,070)	(106,070)	(106,070)	(106,070)
	240	(113,352)	(113,352)	(113,352)	(113,352)	(113,352)	(113,352)	(113,352)
	250	(120,634)	(120,634)	(120,634)	(120,634)	(120,634)	(120,634)	(120,634)

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Scheme Ref: EMP 2
No Units: 620 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: B2/B8/ Eg(iii) Mixed use

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	57,964	80%	90%	100%	110%	120%	130%	140%
	0	219,419	138,691	57,964	(22,764)	(126,313)	(221,612)	(325,483)
	20	206,893	126,165	45,438	(47,009)	(140,878)	(237,660)	(341,619)
	40	194,367	113,640	32,912	(61,574)	(155,443)	(253,759)	(357,755)
	60	181,842	101,114	20,386	(76,138)	(170,008)	(269,895)	(373,892)
	80	169,316	88,588	7,861	(90,703)	(184,572)	(286,031)	(390,028)
CIL £psm	100	156,790	76,063	(4,665)	(105,268)	(199,137)	(302,167)	(406,164)
0	120	144,264	63,537	(17,191)	(119,833)	(214,471)	(318,303)	(422,300)
	140	131,739	51,011	(40,528)	(134,397)	(230,519)	(334,439)	(438,436)
	160	119,213	38,486	(55,093)	(148,962)	(246,579)	(350,576)	(454,572)
	180	106,687	25,960	(69,658)	(163,527)	(262,715)	(366,712)	(470,708)
	200	94,162	13,434	(84,222)	(178,092)	(278,851)	(382,848)	(486,844)
	220	81,636	908	(98,787)	(192,656)	(294,987)	(398,984)	(502,980)
	240	69,110	(11,617)	(113,352)	(207,331)	(311,124)	(415,120)	(519,116)
	260	56,585	(24,143)	(127,917)	(223,379)	(327,260)	(431,256)	(535,253)
	280	44,059	(48,612)	(142,482)	(239,427)	(343,396)	(447,392)	(551,389)
	300	31,533	(63,177)	(157,046)	(255,535)	(359,532)	(463,528)	(567,525)
	320	19,008	(77,742)	(171,611)	(271,671)	(375,668)	(479,664)	(583,661)
	340	6,482	(92,307)	(186,176)	(287,808)	(391,804)	(495,800)	(599,797)
	360	(6,044)	(106,871)	(200,741)	(303,944)	(407,940)	(511,937)	(615,933)
	380	(18,570)	(121,436)	(216,238)	(320,080)	(424,076)	(528,073)	(632,069)
	400	(42,132)	(136,001)	(232,286)	(336,216)	(440,212)	(544,209)	(648,205)
	420	(56,696)	(150,566)	(248,356)	(352,352)	(456,348)	(560,345)	(664,341)
	440	(71,261)	(165,130)	(264,492)	(368,488)	(472,485)	(576,481)	(680,477)
	460	(85,826)	(179,695)	(280,628)	(384,624)	(488,621)	(592,617)	(696,614)
	480	(100,391)	(194,260)	(296,764)	(400,760)	(504,757)	(608,753)	(712,750)
	500	(114,955)	(209,097)	(312,900)	(416,896)	(520,893)	(624,889)	(728,886)
	520	(129,520)	(225,145)	(329,036)	(433,033)	(537,029)	(641,025)	(745,022)
	540	(144,085)	(241,193)	(345,172)	(449,169)	(553,165)	(657,162)	(761,158)
	560	(158,650)	(257,312)	(361,308)	(465,305)	(569,301)	(673,298)	(777,294)
	580	(173,214)	(273,448)	(377,444)	(481,441)	(585,437)	(689,434)	(793,430)
	600	(187,779)	(289,584)	(393,580)	(497,577)	(601,573)	(705,570)	(809,566)

TABLE 4

GDV

Balance (RLV - TLV)	57,964	80%	90%	100%	110%	120%	130%	140%
	0	(158,327)	(48,451)	57,964	152,457	246,950	341,444	435,937
	20	(172,892)	(63,016)	45,438	139,931	234,425	328,918	423,411
	40	(187,456)	(77,580)	32,912	127,406	221,899	316,392	410,886
	60	(202,021)	(92,145)	20,386	114,880	209,373	303,867	398,360
	80	(216,586)	(106,710)	7,861	102,354	196,848	291,341	385,834
CIL £psm	100	(231,151)	(121,275)	(4,665)	89,828	184,322	278,815	373,309
0	120	(245,715)	(135,839)	(17,191)	77,303	171,796	266,290	360,783
	140	(260,280)	(150,404)	(40,528)	64,777	159,270	253,764	348,257
	160	(274,845)	(164,969)	(55,093)	52,251	146,745	241,238	335,732
	180	(289,410)	(179,534)	(69,658)	39,726	134,219	228,712	323,206
	200	(303,975)	(194,098)	(84,222)	27,200	121,693	216,187	310,680
	220	(318,539)	(208,663)	(98,787)	14,674	109,168	203,661	298,154
	240	(333,104)	(223,228)	(113,352)	2,149	96,642	191,135	285,629
	260	(347,669)	(237,793)	(127,917)	(10,377)	84,116	178,610	273,103
	280	(362,234)	(252,358)	(142,482)	(22,903)	71,591	166,084	260,577
	300	(376,798)	(266,922)	(157,046)	(47,170)	59,065	153,558	248,052
	320	(391,363)	(281,487)	(171,611)	(61,735)	46,539	141,033	235,526
	340	(405,928)	(296,052)	(186,176)	(76,300)	34,014	128,507	223,000
	360	(420,493)	(310,617)	(200,741)	(90,865)	21,488	115,746	210,003
	380	(435,441)	(325,839)	(216,238)	(106,637)	7,688	101,945	196,202
	400	(451,489)	(341,887)	(232,286)	(122,685)	(6,114)	88,143	182,401
	420	(467,549)	(357,952)	(248,356)	(138,759)	(19,941)	74,312	168,565
	440	(483,685)	(374,088)	(264,492)	(154,895)	(45,298)	60,435	154,688
	460	(499,821)	(390,224)	(280,628)	(171,031)	(61,434)	46,558	140,811
	480	(515,957)	(406,361)	(296,764)	(187,167)	(77,570)	32,681	126,934
	500	(532,093)	(422,497)	(312,900)	(203,303)	(93,707)	18,804	113,057
	520	(548,229)	(438,633)	(329,036)	(219,439)	(109,843)	4,926	99,180
	540	(564,366)	(454,769)	(345,172)	(235,575)	(125,979)	(8,951)	85,303
	560	(580,502)	(470,905)	(361,308)	(251,712)	(142,115)	(22,828)	71,426
	580	(596,638)	(487,041)	(377,444)	(267,848)	(158,251)	(48,654)	57,549
	600	(612,774)	(503,177)	(393,580)	(283,984)	(174,387)	(64,790)	43,671

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Ref: EMP 3
No Units: 2,200 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: B2/B8/ Eg(iii) Mixed use

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Industrial - Phase 1	1	100%	1	1	
Industrial - Phase 2	1	100%	1	1	
Industrial - Phase 3	1	100%	1	1	
Industrial - Phase 4	1	100%	1	1	
			4	4	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Industrial - Phase 1	550	5,920	100.0%	550	5,920
Industrial - Phase 2	550	5,920	100.0%	550	5,920
Industrial - Phase 3	550	5,920	100.0%	550	5,920
Industrial - Phase 4	550	5,920	100.0%	550	5,920
0					

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Industrial - Phase 1	550	5,920	550	5,920
Industrial - Phase 2	550	5,920	550	5,920
Industrial - Phase 3	550	5,920	550	5,920
Industrial - Phase 4	550	5,920	550	5,920
	2,200	23,681	2,200	23,681

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Industrial - Phase 1	6,660	79,922	13.50	0%	0	7.50%
Industrial - Phase 2	6,660	79,922	13.50	0%	0	7.50%
Industrial - Phase 3	6,660	79,922	13.50	0%	0	7.50%
Industrial - Phase 4	6,660	79,922	13.50	0%	0	7.50%
0						

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

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Scheme Ref:	EMP 3				
No Units:	2,200 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	B2/B8/ Eg(iii) Mixed use				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Industrial - Phase 1	unit	79,922	0%	79,922	7.50%	1,065,627
Industrial - Phase 2	unit	79,922	0%	79,922	7.50%	1,065,627
Industrial - Phase 3	unit	79,922	0%	79,922	7.50%	1,065,627
Industrial - Phase 4	unit	79,922	0%	79,922	7.50%	1,065,627
				319,688		4,262,508

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Industrial - Phase 1	-	1,065,627	6.80%	(67,849)	997,778
Industrial - Phase 2	-	1,065,627	6.80%	(67,849)	997,778
Industrial - Phase 3	-	1,065,627	6.80%	(67,849)	997,778
Industrial - Phase 4	-	1,065,627	6.80%	(67,849)	997,778
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**3,991,113**
Grant Funding					**-**
Total GDV					**3,991,113**

DEVELOPMENT COSTS

Initial Payments -							
Planning Application Professional Fees, Surveys and reports					2.0	x	(37,000)
Statutory Planning Fees (Planning Portal)					18,304	£	(18,304)
CIL		2,200	sqm (gross)	0.00	£ psm		-
CIL analysis:		0.00%	% of GDV				
Site Specific S106 Contributions		2,200	sqm (gross)	2			(4,400)
S106 analysis		0.11%	% of GDV	2.00	£ psm (GIA)		
Construction Costs -							
Site Clearance and Demolition (inc. Mineworking)		1.36	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs							-
Industrial - Phase 1		550	sqm @	935	psm		(514,250)
Industrial - Phase 2		550	sqm @	935	psm		(514,250)
Industrial - Phase 3		550	sqm @	935	psm		(514,250)
Industrial - Phase 4		550	sqm @	935	psm		(514,250)
0		-	sqm @	935	psm		-
0		-	sqm @	935	psm		-
0		-	sqm @	935	psm		-
	2,200	-	sqm @	935	psm		-
External works		2,057,000	@	10.0%			(205,700)
Biodiversity Net Gain - 10%	0.55	hectares @			6,600	£ per hectare	(3,630)
Urban Greening Factor	2,200	base construction @			-	% additional	-
Net Zero Carbon	2,200	base construction @			31.00	£ psm	(68,200)
Contingency		2,334,530	@	3.0%			(70,036)
Professional Fees		2,334,530	@	10.0%			(233,453)
Disposal Costs -							
Letting Agents Costs		319,688	ERV @	10.00%			(31,969)
Letting Legal Costs		319,688	ERV @	5.00%			(15,984)
Investment Sale Agents Costs		3,991,113	GDV @	1.00%			(39,911)
Investment Sale Legal Costs		3,991,113	GDV @	0.50%			(19,956)
Marketing and Promotion		3,991,113	GDV @	0.50%			(19,956)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(15,086)
Developers Profit -							
Profit on Cost		2,840,584		15.00%			(426,088)
TOTAL COSTS							**(3,266,672)**

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Scheme Ref:	EMP 3				
No Units:	2,200 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	B2/B8/ Eg(iii) Mixed use				

RESIDUAL LAND VALUE					
Residual Land Value (gross)					724,441
SDLT	724,441	@	5.00%	(slabbed)	(25,722)
Acquisition Agent fees	724,441	@	1.00%		(7,244)
Acquisition Legal fees	724,441	@	0.50%		(3,622)
Interest on Land	724,441	@	7.50%		(54,333)
Residual Land Value					**633,519**
RLV analysis:	*1,151,852*	*£ per ha*	*466,148*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	40%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.55	ha	1.36	acres	
Density analysis:	*4,000*	*sqm/ha*	*17,424*	*sqft/ac*	
Threshold Land Value	247,100	£ per ha	100,000	£ per acre	**135,905**

BALANCE					
Surplus/(Deficit)	**904,752**	£ per ha	**366,148**	£ per acre	**497,614**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	497,614	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	497,614	90%	100%	110%	120%	130%	140%	150%
	0	497,614	497,614	497,614	497,614	497,614	497,614	497,614
	10	475,106	475,106	475,106	475,106	475,106	475,106	475,106
	20	452,545	452,545	452,545	452,545	452,545	452,545	452,545
	30	429,984	429,984	429,984	429,984	429,984	429,984	429,984
	40	407,363	407,363	407,363	407,363	407,363	407,363	407,363
CIL £psm	50	384,666	384,666	384,666	384,666	384,666	384,666	384,666
0.00	60	361,968	361,968	361,968	361,968	361,968	361,968	361,968
	70	339,257	339,257	339,257	339,257	339,257	339,257	339,257
	80	316,420	316,420	316,420	316,420	316,420	316,420	316,420
	90	293,583	293,583	293,583	293,583	293,583	293,583	293,583
	100	270,745	270,745	270,745	270,745	270,745	270,745	270,745
	110	247,908	247,908	247,908	247,908	247,908	247,908	247,908
	120	225,071	225,071	225,071	225,071	225,071	225,071	225,071
	130	202,234	202,234	202,234	202,234	202,234	202,234	202,234
	140	179,353	179,353	179,353	179,353	179,353	179,353	179,353
	150	156,381	156,381	156,381	156,381	156,381	156,381	156,381
	160	133,408	133,408	133,408	133,408	133,408	133,408	133,408
	170	110,405	110,405	110,405	110,405	110,405	110,405	110,405
	180	87,293	87,293	87,293	87,293	87,293	87,293	87,293
	190	64,182	64,182	64,182	64,182	64,182	64,182	64,182
	200	41,070	41,070	41,070	41,070	41,070	41,070	41,070
	210	17,959	17,959	17,959	17,959	17,959	17,959	17,959
	220	(5,153)	(5,153)	(5,153)	(5,153)	(5,153)	(5,153)	(5,153)
	230	(28,265)	(28,265)	(28,265)	(28,265)	(28,265)	(28,265)	(28,265)
	240	(51,376)	(51,376)	(51,376)	(51,376)	(51,376)	(51,376)	(51,376)
	250	(74,488)	(74,488)	(74,488)	(74,488)	(74,488)	(74,488)	(74,488)

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Scheme Ref: EMP 3
No Units: 2,200 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: B2/B8/ Eg(iii) Mixed use

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	497,614	80%	90%	100%	110%	120%	130%	140%
	0	1,008,627	753,566	497,614	239,746	(20,183)	(318,116)	(623,967)
	20	964,045	708,985	452,545	194,072	(66,368)	(372,185)	(678,036)
	40	919,464	664,137	407,363	148,398	(112,591)	(426,254)	(732,105)
	60	874,882	619,050	361,968	102,723	(174,753)	(480,323)	(789,711)
	80	830,300	573,928	316,420	56,686	(228,540)	(534,392)	(847,485)
CIL £psm	100	785,470	528,806	270,745	10,463	(282,609)	(588,460)	(905,260)
0	120	740,433	483,574	225,071	(35,760)	(336,678)	(642,529)	(963,035)
	140	695,311	438,179	179,353	(81,983)	(390,747)	(696,598)	(1,020,810)
	160	650,189	392,784	133,408	(139,163)	(444,816)	(751,770)	(1,078,584)
	180	605,066	347,389	87,293	(193,033)	(498,884)	(809,545)	(1,136,359)
	200	559,784	301,744	41,070	(247,102)	(552,953)	(867,319)	(1,194,134)
	220	514,389	255,850	(5,153)	(301,171)	(607,022)	(925,094)	(1,251,909)
	240	468,994	209,905	(51,376)	(355,240)	(661,091)	(982,869)	(1,309,683)
	260	423,599	163,960	(97,599)	(409,309)	(715,160)	(1,040,644)	(1,367,458)
	280	378,079	117,901	(157,526)	(463,377)	(771,604)	(1,098,418)	(1,425,233)
	300	332,347	71,677	(211,595)	(517,446)	(829,379)	(1,156,193)	(1,483,008)
	320	286,402	25,454	(265,664)	(571,515)	(887,153)	(1,213,968)	(1,540,782)
	340	240,457	(20,769)	(319,733)	(625,584)	(944,928)	(1,271,743)	(1,598,557)
	360	194,511	(66,992)	(373,801)	(679,653)	(1,002,703)	(1,329,517)	(1,656,332)
	380	148,508	(113,463)	(427,870)	(733,721)	(1,060,478)	(1,387,292)	(1,714,106)
	400	102,285	(176,088)	(481,939)	(791,438)	(1,118,252)	(1,445,067)	(1,771,881)
	420	56,062	(230,157)	(536,008)	(849,213)	(1,176,027)	(1,502,841)	(1,829,656)
	440	9,838	(284,225)	(590,077)	(906,987)	(1,233,802)	(1,560,616)	(1,887,431)
	460	(36,428)	(338,294)	(644,145)	(964,762)	(1,291,577)	(1,618,391)	(1,945,205)
	480	(82,927)	(392,363)	(698,214)	(1,022,537)	(1,349,351)	(1,676,166)	(2,002,980)
	500	(140,581)	(446,432)	(753,497)	(1,080,312)	(1,407,126)	(1,733,940)	(2,060,755)
	520	(194,650)	(500,501)	(811,272)	(1,138,086)	(1,464,901)	(1,791,715)	(2,118,530)
	540	(248,718)	(554,570)	(869,047)	(1,195,861)	(1,522,675)	(1,849,490)	(2,176,304)
	560	(302,787)	(608,638)	(926,821)	(1,253,636)	(1,580,450)	(1,907,265)	(2,234,079)
	580	(356,856)	(662,707)	(984,596)	(1,311,410)	(1,638,225)	(1,965,039)	(2,291,854)
	600	(410,925)	(716,776)	(1,042,371)	(1,369,185)	(1,696,000)	(2,022,814)	(2,349,629)

TABLE 4

GDV

Balance (RLV - TLV)	497,614	80%	90%	100%	110%	120%	130%	140%
	0	(191,084)	162,378	497,614	832,850	1,168,086	1,503,323	1,838,548
	20	(243,452)	117,325	452,545	787,766	1,122,986	1,458,206	1,793,426
	40	(295,919)	72,175	407,363	742,551	1,077,739	1,412,926	1,748,114
	60	(348,698)	26,780	361,968	697,156	1,032,344	1,367,509	1,702,648
	80	(401,547)	(18,719)	316,420	651,558	986,697	1,321,835	1,656,973
CIL £psm	100	(454,657)	(64,393)	270,745	605,884	941,022	1,276,161	1,611,299
0	120	(507,766)	(110,067)	225,071	560,210	895,348	1,230,486	1,565,625
	140	(560,876)	(171,198)	179,353	514,464	849,574	1,184,684	1,519,794
	160	(614,285)	(224,622)	133,408	468,518	803,628	1,138,711	1,473,776
	180	(667,802)	(278,192)	87,293	422,358	757,423	1,092,488	1,427,553
	200	(721,550)	(331,940)	41,070	376,135	711,200	1,046,265	1,381,330
	220	(775,298)	(385,688)	(5,153)	329,912	664,977	1,000,042	1,335,107
	240	(829,046)	(439,435)	(51,376)	283,689	618,754	953,819	1,288,884
	260	(882,794)	(493,183)	(97,599)	237,466	572,531	907,572	1,242,596
	280	(936,652)	(547,089)	(157,526)	191,025	526,049	861,073	1,196,097
	300	(990,721)	(601,158)	(211,595)	144,526	479,550	814,574	1,149,598
	320	(1,044,790)	(655,227)	(265,664)	98,027	433,051	768,075	1,103,099
	340	(1,098,858)	(709,296)	(319,733)	51,527	386,551	721,576	1,056,600
	360	(1,152,927)	(763,364)	(373,801)	5,028	340,052	675,076	1,010,101
	380	(1,206,996)	(817,433)	(427,870)	(41,471)	293,553	628,577	963,601
	400	(1,261,065)	(871,502)	(481,939)	(87,970)	247,054	582,078	917,102
	420	(1,315,134)	(925,571)	(536,008)	(146,445)	200,555	535,579	870,603
	440	(1,369,202)	(979,640)	(590,077)	(200,514)	154,056	489,080	824,104
	460	(1,423,271)	(1,033,708)	(644,145)	(254,583)	107,556	442,580	777,605
	480	(1,477,340)	(1,087,777)	(698,214)	(308,651)	61,057	396,081	730,997
	500	(1,531,409)	(1,142,406)	(753,497)	(364,589)	12,388	346,850	681,311
	520	(1,589,089)	(1,200,180)	(811,272)	(422,363)	(37,298)	297,163	631,625
	540	(1,646,863)	(1,257,955)	(869,047)	(480,138)	(86,984)	247,477	581,938
	560	(1,704,638)	(1,315,730)	(926,821)	(537,913)	(149,004)	197,791	532,252
	580	(1,762,413)	(1,373,504)	(984,596)	(595,688)	(206,779)	148,105	482,566
	600	(1,820,188)	(1,431,279)	(1,042,371)	(653,462)	(264,554)	98,418	432,880

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Ref: EMP 4
No Units: 5,600 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: B2/B8/ Eg(iii) Mixed use

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Industrial - Phase 1	1	100%	1	1	
Industrial - Phase 2	1	100%	1	1	
Industrial - Phase 3	1	100%	1	1	
Industrial - Phase 4	1	100%	1	1	
			4	4	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Industrial - Phase 1	1,120	12,056	100.0%	1,120	12,056
Industrial - Phase 2	1,120	12,056	100.0%	1,120	12,056
Industrial - Phase 3	1,120	12,056	100.0%	1,120	12,056
Industrial - Phase 4	1,120	12,056	100.0%	1,120	12,056

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Industrial - Phase 1	1,120	12,056	1,120	12,056
Industrial - Phase 2	1,120	12,056	1,120	12,056
Industrial - Phase 3	1,120	12,056	1,120	12,056
Industrial - Phase 4	1,120	12,056	1,120	12,056
	4,480	48,222	4,480	48,222

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Industrial - Phase 1	11,051	132,611	11.00	0%	0	7.25%
Industrial - Phase 2	11,051	132,611	11.00	0%	0	7.25%
Industrial - Phase 3	11,051	132,611	11.00	0%	0	7.25%
Industrial - Phase 4	11,051	132,611	11.00	0%	0	7.25%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

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Scheme Ref:	EMP 4				
No Units:	5,600 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	B2/B8/ Eg(iii) Mixed use				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Industrial - Phase 1	unit	132,611	0%	132,611	7.25%	1,829,122
Industrial - Phase 2	unit	132,611	0%	132,611	7.25%	1,829,122
Industrial - Phase 3	unit	132,611	0%	132,611	7.25%	1,829,122
Industrial - Phase 4	unit	132,611	0%	132,611	7.25%	1,829,122
				530,445		7,316,489

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Industrial - Phase 1	-	1,829,122	6.80%	(116,461)	1,712,661
Industrial - Phase 2	-	1,829,122	6.80%	(116,461)	1,712,661
Industrial - Phase 3	-	1,829,122	6.80%	(116,461)	1,712,661
Industrial - Phase 4	-	1,829,122	6.80%	(116,461)	1,712,661
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**6,850,646**
Grant Funding					**-**
Total GDV					**6,850,646**

DEVELOPMENT COSTS

Initial Payments -							
Planning Application Professional Fees, Surveys and reports					2.0	x	(65,000)
Statutory Planning Fees (Planning Portal)					32,490	£	(32,490)
CIL		4,480	sqm (gross)	0.00	£ psm		-
CIL analysis:		0.00%	% of GDV				
Site Specific S106 Contributions		4,480	sqm (gross)	2			(8,960)
S106 analysis		0.13%	% of GDV	2.00	£ psm (GIA)		
Construction Costs -							
Site Clearance and Demolition (inc. Mineworking)		2.77	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs							-
Industrial - Phase 1		1,120	sqm @	935	psm		(1,047,200)
Industrial - Phase 2		1,120	sqm @	935	psm		(1,047,200)
Industrial - Phase 3		1,120	sqm @	935	psm		(1,047,200)
Industrial - Phase 4		1,120	sqm @	935	psm		(1,047,200)
0		-	sqm @	935	psm		-
0		-	sqm @	935	psm		-
0		-	sqm @	935	psm		-
	4,480	-	sqm @	935	psm		-
External works		4,188,800	@	10.0%			(418,880)
Biodiversity Net Gain - 10%	1.12	hectares @			6,600	£ per hectare	(7,392)
Urban Greening Factor	4,480	base construction @			-	% additional	-
Net Zero Carbon	4,480	base construction @			31.00	£ psm	(138,880)
Contingency		4,753,952	@	3.0%			(142,619)
Professional Fees		4,753,952	@	10.0%			(475,395)
Disposal Costs -							
Letting Agents Costs		530,445	ERV @	10.00%			(53,045)
Letting Legal Costs		530,445	ERV @	5.00%			(26,522)
Investment Sale Agents Costs		6,850,646	GDV @	1.00%			(68,506)
Investment Sale Legal Costs		6,850,646	GDV @	0.50%			(34,253)
Marketing and Promotion		6,850,646	GDV @	0.50%			(34,253)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(56,900)
Developers Profit -							
Profit on Cost		5,751,896		15.00%			(862,784)
TOTAL COSTS							**(6,614,681)**

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Scheme Ref:	EMP 4				
No Units:	5,600 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	B2/B8/ Eg(iii) Mixed use				

RESIDUAL LAND VALUE					
Residual Land Value (gross)					235,965
SDLT	235,965	@	5.00%	(slabbed)	(1,298)
Acquisition Agent fees	235,965	@	1.00%		(2,360)
Acquisition Legal fees	235,965	@	0.50%		(1,180)
Interest on Land	235,965	@	7.50%		(17,697)
Residual Land Value					**213,430**
RLV analysis:	*190,562*	*£ per ha*	*77,119*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	40%	(GIA-Site Area / Dph, as appropriate)			
Site Area	1.12	ha	2.77	acres	
Density analysis:	*4,000*	*sqm/ha*	*17,424*	*sqft/ac*	
Threshold Land Value	247,100	£ per ha	100,000	£ per acre	**276,752**

BALANCE					
Surplus/(Deficit)	**(56,538)**	£ per ha	**(22,881)**	£ per acre	**(63,322)**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	(63,322)	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	(63,322)	90%	100%	110%	120%	130%	140%	150%
	0	(63,322)	(63,322)	(63,322)	(63,322)	(63,322)	(63,322)	(63,322)
	10	(110,826)	(110,826)	(110,826)	(110,826)	(110,826)	(110,826)	(110,826)
	20	(158,338)	(158,338)	(158,338)	(158,338)	(158,338)	(158,338)	(158,338)
	30	(206,141)	(206,141)	(206,141)	(206,141)	(206,141)	(206,141)	(206,141)
	40	(254,210)	(254,210)	(254,210)	(254,210)	(254,210)	(254,210)	(254,210)
CIL £psm	50	(318,644)	(318,644)	(318,644)	(318,644)	(318,644)	(318,644)	(318,644)
0.00	60	(374,538)	(374,538)	(374,538)	(374,538)	(374,538)	(374,538)	(374,538)
	70	(430,433)	(430,433)	(430,433)	(430,433)	(430,433)	(430,433)	(430,433)
	80	(486,327)	(486,327)	(486,327)	(486,327)	(486,327)	(486,327)	(486,327)
	90	(542,221)	(542,221)	(542,221)	(542,221)	(542,221)	(542,221)	(542,221)
	100	(598,363)	(598,363)	(598,363)	(598,363)	(598,363)	(598,363)	(598,363)
	110	(654,589)	(654,589)	(654,589)	(654,589)	(654,589)	(654,589)	(654,589)
	120	(710,815)	(710,815)	(710,815)	(710,815)	(710,815)	(710,815)	(710,815)
	130	(767,041)	(767,041)	(767,041)	(767,041)	(767,041)	(767,041)	(767,041)
	140	(823,267)	(823,267)	(823,267)	(823,267)	(823,267)	(823,267)	(823,267)
	150	(879,493)	(879,493)	(879,493)	(879,493)	(879,493)	(879,493)	(879,493)
	160	(935,719)	(935,719)	(935,719)	(935,719)	(935,719)	(935,719)	(935,719)
	170	(991,945)	(991,945)	(991,945)	(991,945)	(991,945)	(991,945)	(991,945)
	180	(1,048,172)	(1,048,172)	(1,048,172)	(1,048,172)	(1,048,172)	(1,048,172)	(1,048,172)
	190	(1,104,398)	(1,104,398)	(1,104,398)	(1,104,398)	(1,104,398)	(1,104,398)	(1,104,398)
	200	(1,160,624)	(1,160,624)	(1,160,624)	(1,160,624)	(1,160,624)	(1,160,624)	(1,160,624)
	210	(1,216,850)	(1,216,850)	(1,216,850)	(1,216,850)	(1,216,850)	(1,216,850)	(1,216,850)
	220	(1,273,076)	(1,273,076)	(1,273,076)	(1,273,076)	(1,273,076)	(1,273,076)	(1,273,076)
	230	(1,330,377)	(1,330,377)	(1,330,377)	(1,330,377)	(1,330,377)	(1,330,377)	(1,330,377)
	240	(1,389,026)	(1,389,026)	(1,389,026)	(1,389,026)	(1,389,026)	(1,389,026)	(1,389,026)
	250	(1,447,675)	(1,447,675)	(1,447,675)	(1,447,675)	(1,447,675)	(1,447,675)	(1,447,675)

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Scheme Ref: EMP 4
No Units: 5,600 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: B2/B8/ Eg(iii) Mixed use

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	(63,322)	80%	90%	100%	110%	120%	130%	140%
	0	994,346	469,351	(63,322)	(666,607)	(1,297,070)	(1,954,407)	(2,612,058)
	20	902,166	375,517	(158,338)	(779,038)	(1,414,054)	(2,071,705)	(2,729,356)
	40	809,840	281,263	(254,210)	(891,490)	(1,531,351)	(2,189,002)	(2,846,653)
	60	716,552	186,623	(374,538)	(1,003,943)	(1,648,649)	(2,306,300)	(2,963,951)
	80	623,264	91,616	(486,327)	(1,116,395)	(1,765,947)	(2,423,598)	(3,081,249)
CIL £psm	100	529,896	(3,559)	(598,363)	(1,228,847)	(1,883,244)	(2,540,895)	(3,198,546)
0	120	435,467	(99,170)	(710,815)	(1,342,891)	(2,000,542)	(2,658,193)	(3,315,844)
	140	341,037	(195,308)	(823,267)	(1,460,189)	(2,117,840)	(2,775,491)	(3,433,141)
	160	246,509	(306,047)	(935,719)	(1,577,486)	(2,235,137)	(2,892,788)	(3,550,439)
	180	150,945	(417,836)	(1,048,172)	(1,694,784)	(2,352,435)	(3,010,086)	(3,667,737)
	200	55,381	(530,140)	(1,160,624)	(1,812,081)	(2,469,732)	(3,127,383)	(3,785,034)
	220	(40,267)	(642,592)	(1,273,076)	(1,929,379)	(2,587,030)	(3,244,681)	(3,902,332)
	240	(136,405)	(755,044)	(1,389,026)	(2,046,677)	(2,704,328)	(3,361,979)	(4,019,630)
	260	(232,544)	(867,496)	(1,506,323)	(2,163,974)	(2,821,625)	(3,479,276)	(4,136,927)
	280	(349,465)	(979,948)	(1,623,621)	(2,281,272)	(2,938,923)	(3,596,574)	(4,254,225)
	300	(461,917)	(1,092,400)	(1,740,919)	(2,398,570)	(3,056,221)	(3,713,871)	(4,371,522)
	320	(574,369)	(1,204,853)	(1,858,216)	(2,515,867)	(3,173,518)	(3,831,169)	(4,488,820)
	340	(686,821)	(1,317,863)	(1,975,514)	(2,633,165)	(3,290,816)	(3,948,467)	(4,606,118)
	360	(799,273)	(1,435,161)	(2,092,812)	(2,750,462)	(3,408,113)	(4,065,764)	(4,723,415)
	380	(911,725)	(1,552,458)	(2,210,109)	(2,867,760)	(3,525,411)	(4,183,062)	(4,840,713)
	400	(1,024,177)	(1,669,756)	(2,327,407)	(2,985,058)	(3,642,709)	(4,300,360)	(4,958,011)
	420	(1,136,629)	(1,787,053)	(2,444,704)	(3,102,355)	(3,760,006)	(4,417,657)	(5,075,308)
	440	(1,249,082)	(1,904,351)	(2,562,002)	(3,219,653)	(3,877,304)	(4,534,955)	(5,192,606)
	460	(1,363,998)	(2,021,649)	(2,679,300)	(3,336,951)	(3,994,602)	(4,652,252)	(5,309,903)
	480	(1,481,295)	(2,138,946)	(2,796,597)	(3,454,248)	(4,111,899)	(4,769,550)	(5,427,201)
	500	(1,598,593)	(2,256,244)	(2,913,895)	(3,571,546)	(4,229,197)	(4,886,848)	(5,544,499)
	520	(1,715,891)	(2,373,542)	(3,031,193)	(3,688,843)	(4,346,494)	(5,004,145)	(5,661,796)
	540	(1,833,188)	(2,490,839)	(3,148,490)	(3,806,141)	(4,463,792)	(5,121,443)	(5,779,094)
	560	(1,950,486)	(2,608,137)	(3,265,788)	(3,923,439)	(4,581,090)	(5,238,741)	(5,896,392)
	580	(2,067,783)	(2,725,434)	(3,383,085)	(4,040,736)	(4,698,387)	(5,356,038)	(6,013,689)
	600	(2,185,081)	(2,842,732)	(3,500,383)	(4,158,034)	(4,815,685)	(5,473,336)	(6,130,987)

TABLE 4

GDV

Balance (RLV - TLV)	(63,322)	80%	90%	100%	110%	120%	130%	140%
	0	(1,378,178)	(709,483)	(63,322)	511,756	1,086,834	1,661,912	2,236,990
	20	(1,488,651)	(819,956)	(158,338)	416,665	991,668	1,566,672	2,141,675
	40	(1,599,857)	(931,304)	(254,210)	320,746	895,702	1,470,658	2,045,615
	60	(1,711,646)	(1,043,092)	(374,538)	224,608	799,564	1,374,520	1,949,477
	80	(1,823,434)	(1,154,881)	(486,327)	128,470	703,426	1,278,382	1,853,338
CIL £psm	100	(1,935,310)	(1,266,837)	(598,363)	32,050	606,937	1,181,824	1,756,711
0	120	(2,047,762)	(1,379,289)	(710,815)	(64,659)	510,228	1,085,115	1,660,002
	140	(2,160,214)	(1,491,741)	(823,267)	(161,368)	413,519	988,406	1,563,294
	160	(2,272,666)	(1,604,193)	(935,719)	(258,077)	316,810	891,698	1,466,585
	180	(2,385,118)	(1,716,645)	(1,048,172)	(379,698)	220,102	794,989	1,369,876
	200	(2,497,571)	(1,829,097)	(1,160,624)	(492,150)	123,393	698,280	1,273,167
	220	(2,610,023)	(1,941,549)	(1,273,076)	(604,602)	26,613	600,886	1,175,158
	240	(2,724,543)	(2,056,784)	(1,389,026)	(721,267)	(74,263)	500,010	1,074,282
	260	(2,841,841)	(2,174,082)	(1,506,323)	(838,565)	(175,139)	399,134	973,406
	280	(2,959,138)	(2,291,380)	(1,623,621)	(955,862)	(288,104)	298,258	872,530
	300	(3,076,436)	(2,408,677)	(1,740,919)	(1,073,160)	(405,402)	197,382	771,654
	320	(3,193,733)	(2,525,975)	(1,858,216)	(1,190,458)	(522,699)	96,506	670,778
	340	(3,311,031)	(2,643,272)	(1,975,514)	(1,307,755)	(639,997)	(4,370)	569,902
	360	(3,428,329)	(2,760,570)	(2,092,812)	(1,425,053)	(757,294)	(105,246)	469,026
	380	(3,545,626)	(2,877,868)	(2,210,109)	(1,542,351)	(874,592)	(206,122)	368,150
	400	(3,662,924)	(2,995,165)	(2,327,407)	(1,659,648)	(991,890)	(324,131)	267,274
	420	(3,780,222)	(3,112,463)	(2,444,704)	(1,776,946)	(1,109,187)	(441,429)	166,398
	440	(3,897,519)	(3,229,761)	(2,562,002)	(1,894,243)	(1,226,485)	(558,726)	65,522
	460	(4,014,817)	(3,347,058)	(2,679,300)	(2,011,541)	(1,343,782)	(676,024)	(35,353)
	480	(4,132,114)	(3,464,356)	(2,796,597)	(2,128,839)	(1,461,080)	(793,322)	(136,229)
	500	(4,249,412)	(3,581,653)	(2,913,895)	(2,246,136)	(1,578,378)	(910,619)	(237,105)
	520	(4,366,710)	(3,698,951)	(3,031,193)	(2,363,434)	(1,695,675)	(1,027,917)	(360,158)
	540	(4,484,007)	(3,816,249)	(3,148,490)	(2,480,732)	(1,812,973)	(1,145,214)	(477,456)
	560	(4,601,305)	(3,933,546)	(3,265,788)	(2,598,029)	(1,930,271)	(1,262,512)	(594,753)
	580	(4,718,603)	(4,050,844)	(3,383,085)	(2,715,327)	(2,047,568)	(1,379,810)	(712,051)
	600	(4,835,900)	(4,168,142)	(3,500,383)	(2,832,624)	(2,164,866)	(1,497,107)	(829,349)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Ref: EMP 5
No Units: 300 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: B2/B8/ Eg(iii) Mixed use

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Industrial	1	100%	1	1	
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Industrial	300	3,229	100.0%	300	3,229
		0	100.0%	0	0

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Industrial	300	3,229	300	3,229
	300	3,229	300	3,229

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Industrial	3,633	43,594	13.50	0%	0	7.50%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

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Scheme Ref:	EMP 5				
No Units:	300 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	B2/B8/ Eg(iii) Mixed use				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Industrial	unit	43,594	0%	43,594	7.50%	581,251
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				43,594		581,251

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Industrial	-	581,251	6.80%	(37,008)	544,243
	-		6.80%	-	-
	-			-	-
	-			-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**544,243**
Grant Funding					**-**
Total GDV					**544,243**

DEVELOPMENT COSTS

Initial Payments -						
Planning Application Professional Fees, Surveys and reports				2.0	x	(5,000)
Statutory Planning Fees (Planning Portal)				2,312	£	(2,312)
CIL		300	sqm (gross)	0.00	£ psm	-
CIL analysis:		0.00%	% of GDV			
Site Specific S106 Contributions		300	sqm (gross)	2		(600)
S106 analysis		0.11%	% of GDV	2.00	£ psm (GIA)	
Construction Costs -						
Site Clearance and Demolition (inc. Mineworking)		0.19	acres @	0	£ per acre (if brownfield)	-
Infrastructure costs						-
Industrial		300	sqm @	1,037	psm	(311,100)
		-	sqm @	1,037	psm	-
		-	sqm @	1,037	psm	-
		-	sqm @	1,037	psm	-
		-	sqm @	1,037	psm	-
		-	sqm @	1,037	psm	-
		-	sqm @	1,037	psm	-
	300	-	sqm @	1,037	psm	-
External works		311,100	@	10.0%		(31,110)
Biodiversity Net Gain - 10%	0.08	hectares @		0	£ per hectare	-
Urban Greening Factor	300	base construction @		-	% additional	-
Net Zero Carbon	300	base construction @		31.00	£ psm	(9,300)
Contingency		351,510	@	5.0%		(17,576)
Professional Fees		351,510	@	10.0%		(35,151)
Disposal Costs -						
Letting Agents Costs		43,594	ERV @	10.00%		(4,359)
Letting Legal Costs		43,594	ERV @	5.00%		(2,180)
Investment Sale Agents Costs		544,243	GDV @	1.00%		(5,442)
Investment Sale Legal Costs		544,243	GDV @	0.50%		(2,721)
Marketing and Promotion		544,243	GDV @	0.50%		(2,721)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm	(9,071)
Developers Profit -						
Profit on Cost		438,644		15.00%		(65,797)
TOTAL COSTS						**(504,440)**

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Scheme Ref:	EMP 5				
No Units:	300 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	B2/B8/ Eg(iii) Mixed use				

RESIDUAL LAND VALUE

Residual Land Value (gross)					39,802
SDLT	39,802	@	5.00%	(slabbed)	8,510
Acquisition Agent fees	39,802	@	1.00%		(398)
Acquisition Legal fees	39,802	@	0.50%		(199)
Interest on Land	39,802	@	7.50%		(2,985)
Residual Land Value					**44,730**
RLV analysis:	*596,398*	*£ per ha*	*241,359*	*£ per acre*	

THRESHOLD LAND VALUE

Plot Ratio / Density	40%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.08	ha	0.19	acres	
Density analysis:	*4,000*	*sqm/ha*	*17,424*	*sqft/ac*	
Threshold Land Value	815,430	£ per ha	330,000	£ per acre	**61,157**

BALANCE

Surplus/(Deficit)	**(219,032)**	£ per ha	**(88,641)**	£ per acre	**(16,427)**
					3%

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	(16,427)	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	(16,427)	90%	100%	110%	120%	130%	140%	150%
	0	(16,427)	(16,427)	(16,427)	(16,427)	(16,427)	(16,427)	(16,427)
	10	(19,458)	(19,458)	(19,458)	(19,458)	(19,458)	(19,458)	(19,458)
	20	(22,488)	(22,488)	(22,488)	(22,488)	(22,488)	(22,488)	(22,488)
	30	(25,519)	(25,519)	(25,519)	(25,519)	(25,519)	(25,519)	(25,519)
	40	(28,549)	(28,549)	(28,549)	(28,549)	(28,549)	(28,549)	(28,549)
CIL £psm	50	(31,579)	(31,579)	(31,579)	(31,579)	(31,579)	(31,579)	(31,579)
0.00	60	(34,610)	(34,610)	(34,610)	(34,610)	(34,610)	(34,610)	(34,610)
	70	(37,640)	(37,640)	(37,640)	(37,640)	(37,640)	(37,640)	(37,640)
	80	(40,671)	(40,671)	(40,671)	(40,671)	(40,671)	(40,671)	(40,671)
	90	(43,701)	(43,701)	(43,701)	(43,701)	(43,701)	(43,701)	(43,701)
	100	(46,731)	(46,731)	(46,731)	(46,731)	(46,731)	(46,731)	(46,731)
	110	(49,762)	(49,762)	(49,762)	(49,762)	(49,762)	(49,762)	(49,762)
	120	(63,640)	(63,640)	(63,640)	(63,640)	(63,640)	(63,640)	(63,640)
	130	(67,164)	(67,164)	(67,164)	(67,164)	(67,164)	(67,164)	(67,164)
	140	(70,687)	(70,687)	(70,687)	(70,687)	(70,687)	(70,687)	(70,687)
	150	(74,211)	(74,211)	(74,211)	(74,211)	(74,211)	(74,211)	(74,211)
	160	(77,735)	(77,735)	(77,735)	(77,735)	(77,735)	(77,735)	(77,735)
	170	(81,259)	(81,259)	(81,259)	(81,259)	(81,259)	(81,259)	(81,259)
	180	(84,782)	(84,782)	(84,782)	(84,782)	(84,782)	(84,782)	(84,782)
	190	(88,306)	(88,306)	(88,306)	(88,306)	(88,306)	(88,306)	(88,306)
	200	(91,830)	(91,830)	(91,830)	(91,830)	(91,830)	(91,830)	(91,830)
	210	(95,353)	(95,353)	(95,353)	(95,353)	(95,353)	(95,353)	(95,353)
	220	(98,877)	(98,877)	(98,877)	(98,877)	(98,877)	(98,877)	(98,877)
	230	(102,401)	(102,401)	(102,401)	(102,401)	(102,401)	(102,401)	(102,401)
	240	(105,925)	(105,925)	(105,925)	(105,925)	(105,925)	(105,925)	(105,925)
	250	(109,448)	(109,448)	(109,448)	(109,448)	(109,448)	(109,448)	(109,448)

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Scheme Ref: EMP 5
No Units: 300 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: B2/B8/ Eg(iii) Mixed use

TABLE 3

		Build rate 100% (where 110% is a 10% increase etc.)						
Balance (RLV - TLV)	(16,427)	70%	80%	90%	100%	110%	120%	130%
	0	102,832	63,079	23,326	(16,427)	(67,580)	(113,804)	(161,832)
	20	96,771	57,018	17,265	(22,488)	(74,627)	(120,852)	(169,639)
	40	90,710	50,957	11,204	(28,549)	(81,675)	(127,899)	(177,447)
	60	84,649	44,896	5,143	(34,610)	(88,722)	(134,946)	(185,255)
	80	78,589	38,835	(918)	(40,671)	(95,769)	(141,994)	(193,063)
CIL £psm	100	72,528	32,775	(6,978)	(46,731)	(102,817)	(149,720)	(200,871)
0	120	66,467	26,714	(13,039)	(63,640)	(109,864)	(157,486)	(208,678)
	140	60,406	20,653	(19,100)	(70,687)	(116,912)	(165,275)	(216,486)
	160	54,345	14,592	(25,161)	(77,735)	(123,959)	(173,083)	(224,294)
	180	48,284	8,531	(31,222)	(84,782)	(131,007)	(180,890)	(232,102)
	200	42,224	2,471	(37,283)	(91,830)	(138,054)	(188,698)	(239,910)
	220	36,163	(3,590)	(43,343)	(98,877)	(145,380)	(196,506)	(247,717)
	240	30,102	(9,651)	(49,404)	(105,925)	(153,145)	(204,314)	(255,525)
	260	24,041	(15,712)	(66,748)	(112,972)	(160,910)	(212,121)	(263,333)
	280	17,980	(21,773)	(73,795)	(120,020)	(168,718)	(219,929)	(271,141)
	300	11,920	(27,834)	(80,843)	(127,067)	(176,526)	(227,737)	(278,949)
	320	5,859	(33,894)	(87,890)	(134,115)	(184,333)	(235,545)	(286,756)
	340	(202)	(39,955)	(94,937)	(141,162)	(192,141)	(243,353)	(294,564)
	360	(6,263)	(46,016)	(101,985)	(148,804)	(199,949)	(251,160)	(302,372)
	380	(12,324)	(62,808)	(109,032)	(156,569)	(207,757)	(258,968)	(310,180)
	400	(18,385)	(69,855)	(116,080)	(164,353)	(215,565)	(266,776)	(317,988)
	420	(24,445)	(76,903)	(123,127)	(172,161)	(223,372)	(274,584)	(325,795)
	440	(30,506)	(83,950)	(130,175)	(179,969)	(231,180)	(282,392)	(333,603)
	460	(36,567)	(90,998)	(137,222)	(187,776)	(238,988)	(290,199)	(341,411)
	480	(42,628)	(98,045)	(144,463)	(195,584)	(246,796)	(298,007)	(349,219)
	500	(48,689)	(105,093)	(152,228)	(203,392)	(254,603)	(305,815)	(357,026)
	520	(65,916)	(112,140)	(159,993)	(211,200)	(262,411)	(313,623)	(364,834)
	540	(72,963)	(119,188)	(167,796)	(219,008)	(270,219)	(321,431)	(372,642)
	560	(80,011)	(126,235)	(175,604)	(226,815)	(278,027)	(329,238)	(380,450)
	580	(87,058)	(133,283)	(183,412)	(234,623)	(285,835)	(337,046)	(388,258)
	600	(94,106)	(140,330)	(191,219)	(242,431)	(293,642)	(344,854)	(396,065)

TABLE 4

		GDV						
Balance (RLV - TLV)	(16,427)	70%	80%	90%	100%	110%	120%	130%
	0	(180,853)	(127,687)	(74,521)	(16,427)	29,295	75,018	120,740
	20	(187,900)	(134,734)	(81,568)	(22,488)	23,234	68,957	114,680
	40	(194,947)	(141,782)	(88,616)	(28,549)	17,174	62,896	108,619
	60	(201,995)	(148,829)	(95,663)	(34,610)	11,113	56,835	102,558
	80	(209,042)	(155,877)	(102,711)	(40,671)	5,052	50,775	96,497
CIL £psm	100	(216,090)	(162,924)	(109,758)	(46,731)	(1,009)	44,714	90,436
0	120	(223,137)	(169,971)	(116,806)	(63,640)	(7,070)	38,653	84,376
	140	(230,185)	(177,019)	(123,853)	(70,687)	(13,131)	32,592	78,315
	160	(237,232)	(184,066)	(130,901)	(77,735)	(19,191)	26,531	72,254
	180	(244,280)	(191,114)	(137,948)	(84,782)	(25,252)	20,470	66,193
	200	(251,327)	(198,161)	(144,996)	(91,830)	(31,313)	14,410	60,132
	220	(258,375)	(205,209)	(152,043)	(98,877)	(37,374)	8,349	54,071
	240	(265,422)	(212,256)	(159,090)	(105,925)	(43,435)	2,288	48,011
	260	(272,470)	(219,304)	(166,138)	(112,972)	(49,495)	(3,773)	41,950
	280	(279,517)	(226,351)	(173,185)	(120,020)	(66,854)	(9,834)	35,889
	300	(286,564)	(233,399)	(180,233)	(127,067)	(73,901)	(15,894)	29,828
	320	(293,612)	(240,446)	(187,280)	(134,115)	(80,949)	(21,955)	23,767
	340	(300,659)	(247,494)	(194,328)	(141,162)	(88,006)	(28,139)	17,470
	360	(307,903)	(254,870)	(201,837)	(148,804)	(95,771)	(34,817)	10,792
	380	(315,668)	(262,635)	(209,602)	(156,569)	(103,536)	(41,495)	4,114
	400	(323,445)	(270,414)	(217,384)	(164,353)	(111,322)	(48,193)	(2,586)
	420	(331,253)	(278,222)	(225,191)	(172,161)	(119,130)	(66,099)	(9,301)
	440	(339,061)	(286,030)	(232,999)	(179,969)	(126,938)	(73,907)	(16,016)
	460	(346,868)	(293,838)	(240,807)	(187,776)	(134,746)	(81,715)	(22,731)
	480	(354,676)	(301,646)	(248,615)	(195,584)	(142,554)	(89,523)	(29,445)
	500	(362,484)	(309,453)	(256,423)	(203,392)	(150,361)	(97,331)	(36,160)
	520	(370,292)	(317,261)	(264,230)	(211,200)	(158,169)	(105,138)	(42,875)
	540	(378,100)	(325,069)	(272,038)	(219,008)	(165,977)	(112,946)	(49,589)
	560	(385,907)	(332,877)	(279,846)	(226,815)	(173,785)	(120,754)	(67,723)
	580	(393,715)	(340,684)	(287,654)	(234,623)	(181,592)	(128,562)	(75,531)
	600	(401,523)	(348,492)	(295,462)	(242,431)	(189,400)	(136,370)	(83,339)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Ref: EMP 6
No Units: 620 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: B2/B8/ Eg(iii) Mixed use

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Industrial	1	100%	1	1	
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Industrial	620	6,674	100.0%	620	6,674
		0	100.0%	0	0

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Industrial	620	6,674	620	6,674
	0	0	0	0
	620	6,674	620	6,674

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Industrial	7,508	90,094	13.50	0%	0	7.50%
	-	-		0%		

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

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Scheme Ref:	EMP 6				
No Units:	620 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	B2/B8/ Eg(iii) Mixed use				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Industrial	unit	90,094	0%	90,094	7.50%	1,201,252
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				90,094		1,201,252

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Industrial	-	1,201,252	6.80%	(76,484)	1,124,768
	-		6.80%	-	-
	-			-	-
	-			-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**1,124,768**
Grant Funding					**-**
Total GDV					**1,124,768**

DEVELOPMENT COSTS

Initial Payments -						
Planning Application Professional Fees, Surveys and reports				2.0	x	(10,000)
Statutory Planning Fees (Planning Portal)				4,778	£	(4,778)
CIL	620	sqm (gross)	0.00	£ psm		-
CIL analysis:	0.00%	% of GDV				
Site Specific S106 Contributions	620	sqm (gross)	2			(1,240)
S106 analysis	0.11%	% of GDV	2.00	£ psm (GIA)		
Construction Costs -						
Site Clearance and Demolition (inc. Mineworking)	0.38	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs						-
Industrial	620	sqm @	1,037	psm		(642,940)
0	-	sqm @	1,037	psm		-
0	-	sqm @	1,037	psm		-
0	-	sqm @	1,037	psm		-
0	-	sqm @	1,037	psm		-
0	-	sqm @	1,037	psm		-
0	-	sqm @	1,037	psm		-
620	-	sqm @	1,037	psm		-
External works	642,940	@	10.0%			(64,294)
Biodiversity Net Gain - 10%	0.16	hectares @		0	£ per hectare	-
Urban Greening Factor	620	base construction @		-	% additional	-
Net Zero Carbon	620	base construction @		31.00	£ psm	(19,220)
Contingency	726,454	@	5.0%			(36,323)
Professional Fees	726,454	@	10.0%			(72,645)
Disposal Costs -						
Letting Agents Costs	90,094	ERV @	10.00%			(9,009)
Letting Legal Costs	90,094	ERV @	5.00%			(4,505)
Investment Sale Agents Costs	1,124,768	GDV @	1.00%			(11,248)
Investment Sale Legal Costs	1,124,768	GDV @	0.50%			(5,624)
Marketing and Promotion	1,124,768	GDV @	0.50%			(5,624)
Interest (on Development Costs) -	7.50%	APR	0.604%	pcm		(18,731)
Developers Profit -						
Profit on Cost	906,181		15.00%			(135,927)
TOTAL COSTS						**(1,042,108)**

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Scheme Ref:	EMP 6				
No Units:	620 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	B2/B8/ Eg(iii) Mixed use				

RESIDUAL LAND VALUE					
Residual Land Value (gross)					82,660
SDLT	82,660	@	5.00%	(slabbed)	6,367
Acquisition Agent fees	82,660	@	1.00%		(827)
Acquisition Legal fees	82,660	@	0.50%		(413)
Interest on Land	82,660	@	7.50%		(6,200)
Residual Land Value					**81,588**
RLV analysis:	*526,372*	*£ per ha*	*213,020*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	40%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.16	ha	0.38	acres	
Density analysis:	*4,000*	*sqm/ha*	*17,424*	*sqft/ac*	
Threshold Land Value	815,430	£ per ha	330,000	£ per acre	**126,392**

BALANCE					
Surplus/(Deficit)	**(289,058)**	£ per ha	**(116,980)**	£ per acre	**(44,804)**
					4%

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	(44,804)	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	(44,804)	90%	100%	110%	120%	130%	140%	150%
	0	(44,804)	(44,804)	(44,804)	(44,804)	(44,804)	(44,804)	(44,804)
	10	(51,067)	(51,067)	(51,067)	(51,067)	(51,067)	(51,067)	(51,067)
	20	(57,330)	(57,330)	(57,330)	(57,330)	(57,330)	(57,330)	(57,330)
	30	(63,593)	(63,593)	(63,593)	(63,593)	(63,593)	(63,593)	(63,593)
	40	(69,855)	(69,855)	(69,855)	(69,855)	(69,855)	(69,855)	(69,855)
CIL £psm	50	(76,118)	(76,118)	(76,118)	(76,118)	(76,118)	(76,118)	(76,118)
0.00	60	(82,381)	(82,381)	(82,381)	(82,381)	(82,381)	(82,381)	(82,381)
	70	(88,644)	(88,644)	(88,644)	(88,644)	(88,644)	(88,644)	(88,644)
	80	(94,907)	(94,907)	(94,907)	(94,907)	(94,907)	(94,907)	(94,907)
	90	(101,170)	(101,170)	(101,170)	(101,170)	(101,170)	(101,170)	(101,170)
	100	(107,432)	(107,432)	(107,432)	(107,432)	(107,432)	(107,432)	(107,432)
	110	(113,695)	(113,695)	(113,695)	(113,695)	(113,695)	(113,695)	(113,695)
	120	(131,120)	(131,120)	(131,120)	(131,120)	(131,120)	(131,120)	(131,120)
	130	(138,402)	(138,402)	(138,402)	(138,402)	(138,402)	(138,402)	(138,402)
	140	(145,685)	(145,685)	(145,685)	(145,685)	(145,685)	(145,685)	(145,685)
	150	(152,967)	(152,967)	(152,967)	(152,967)	(152,967)	(152,967)	(152,967)
	160	(160,250)	(160,250)	(160,250)	(160,250)	(160,250)	(160,250)	(160,250)
	170	(167,532)	(167,532)	(167,532)	(167,532)	(167,532)	(167,532)	(167,532)
	180	(174,814)	(174,814)	(174,814)	(174,814)	(174,814)	(174,814)	(174,814)
	190	(182,097)	(182,097)	(182,097)	(182,097)	(182,097)	(182,097)	(182,097)
	200	(189,379)	(189,379)	(189,379)	(189,379)	(189,379)	(189,379)	(189,379)
	210	(196,662)	(196,662)	(196,662)	(196,662)	(196,662)	(196,662)	(196,662)
	220	(203,944)	(203,944)	(203,944)	(203,944)	(203,944)	(203,944)	(203,944)
	230	(211,226)	(211,226)	(211,226)	(211,226)	(211,226)	(211,226)	(211,226)
	240	(218,509)	(218,509)	(218,509)	(218,509)	(218,509)	(218,509)	(218,509)
	250	(225,791)	(225,791)	(225,791)	(225,791)	(225,791)	(225,791)	(225,791)

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Scheme Ref: EMP 6
No Units: 620 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: B2/B8/ Eg(iii) Mixed use

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	(44,804)	70%	80%	90%	100%	110%	120%	130%
	0	201,665	119,509	37,352	(44,804)	(139,262)	(234,793)	(334,006)
	20	189,139	106,983	24,827	(57,330)	(153,827)	(249,358)	(350,143)
	40	176,614	94,457	12,301	(69,855)	(168,392)	(263,922)	(366,279)
	60	164,088	81,932	(225)	(82,381)	(182,956)	(278,487)	(382,415)
	80	151,562	69,406	(12,750)	(94,907)	(197,521)	(293,052)	(398,551)
CIL £psm	100	139,037	56,880	(25,276)	(107,432)	(212,086)	(308,979)	(414,687)
0	120	126,511	44,355	(37,802)	(131,120)	(226,651)	(325,027)	(430,823)
	140	113,985	31,829	(50,327)	(145,685)	(241,215)	(341,122)	(446,959)
	160	101,459	19,303	(62,853)	(160,250)	(255,780)	(357,258)	(463,095)
	180	88,934	6,777	(75,379)	(174,814)	(270,345)	(373,394)	(479,231)
	200	76,408	(5,748)	(87,905)	(189,379)	(284,910)	(389,530)	(495,368)
	220	63,882	(18,274)	(100,430)	(203,944)	(300,008)	(405,667)	(511,504)
	240	51,357	(30,800)	(112,956)	(218,509)	(316,056)	(421,803)	(527,640)
	260	38,831	(43,325)	(137,543)	(233,073)	(332,104)	(437,939)	(543,776)
	280	26,305	(55,851)	(152,108)	(247,638)	(348,238)	(454,075)	(559,912)
	300	13,780	(68,377)	(166,672)	(262,203)	(364,374)	(470,211)	(576,048)
	320	1,254	(80,902)	(181,237)	(276,768)	(380,510)	(486,347)	(592,184)
	340	(11,272)	(93,428)	(195,802)	(291,332)	(396,646)	(502,483)	(608,320)
	360	(23,797)	(105,954)	(210,367)	(307,085)	(412,782)	(518,619)	(624,456)
	380	(36,323)	(129,401)	(224,931)	(323,133)	(428,918)	(534,755)	(640,592)
	400	(48,849)	(143,966)	(239,496)	(339,217)	(445,054)	(550,891)	(656,729)
	420	(61,375)	(158,530)	(254,061)	(355,353)	(461,190)	(567,028)	(672,865)
	440	(73,900)	(173,095)	(268,626)	(371,489)	(477,327)	(583,164)	(689,001)
	460	(86,426)	(187,660)	(283,190)	(387,626)	(493,463)	(599,300)	(705,137)
	480	(98,952)	(202,225)	(298,113)	(403,762)	(509,599)	(615,436)	(721,273)
	500	(111,477)	(216,789)	(314,161)	(419,898)	(525,735)	(631,572)	(737,409)
	520	(135,823)	(231,354)	(330,209)	(436,034)	(541,871)	(647,708)	(753,545)
	540	(150,388)	(245,919)	(346,333)	(452,170)	(558,007)	(663,844)	(769,681)
	560	(164,953)	(260,484)	(362,469)	(468,306)	(574,143)	(679,980)	(785,817)
	580	(179,518)	(275,048)	(378,605)	(484,442)	(590,279)	(696,116)	(801,953)
	600	(194,082)	(289,613)	(394,741)	(500,578)	(606,415)	(712,252)	(818,090)

TABLE 4

GDV

Balance (RLV - TLV)	(44,804)	70%	80%	90%	100%	110%	120%	130%
	0	(373,360)	(263,484)	(153,608)	(44,804)	49,689	144,183	238,676
	20	(387,924)	(278,048)	(168,172)	(57,330)	37,164	131,657	226,150
	40	(402,489)	(292,613)	(182,737)	(69,855)	24,638	119,131	213,625
	60	(417,054)	(307,178)	(197,302)	(82,381)	12,112	106,606	201,099
	80	(431,619)	(321,743)	(211,867)	(94,907)	(413)	94,080	188,573
CIL £psm	100	(446,183)	(336,307)	(226,431)	(107,432)	(12,939)	81,554	176,048
0	120	(460,748)	(350,872)	(240,996)	(131,120)	(25,465)	69,029	163,522
	140	(475,313)	(365,437)	(255,561)	(145,685)	(37,990)	56,503	150,996
	160	(489,878)	(380,002)	(270,126)	(160,250)	(50,516)	43,977	138,471
	180	(504,442)	(394,566)	(284,690)	(174,814)	(63,042)	31,452	125,945
	200	(519,007)	(409,131)	(299,255)	(189,379)	(75,568)	18,926	113,419
	220	(533,572)	(423,696)	(313,820)	(203,944)	(88,093)	6,400	100,894
	240	(548,137)	(438,261)	(328,385)	(218,509)	(100,619)	(6,126)	88,368
	260	(562,702)	(452,825)	(342,949)	(233,073)	(113,145)	(18,651)	75,842
	280	(577,266)	(467,390)	(357,514)	(247,638)	(137,762)	(31,177)	63,316
	300	(591,831)	(481,955)	(372,079)	(262,203)	(152,327)	(43,703)	50,791
	320	(606,396)	(496,520)	(386,644)	(276,768)	(166,892)	(56,228)	38,265
	340	(620,961)	(511,085)	(401,208)	(291,332)	(181,456)	(68,972)	25,285
	360	(635,889)	(526,287)	(416,686)	(307,085)	(197,483)	(82,773)	11,484
	380	(651,937)	(542,335)	(432,734)	(323,133)	(213,531)	(96,575)	(2,317)
	400	(668,007)	(558,411)	(448,814)	(339,217)	(229,621)	(110,415)	(16,162)
	420	(684,144)	(574,547)	(464,950)	(355,353)	(245,757)	(136,160)	(30,039)
	440	(700,280)	(590,683)	(481,086)	(371,489)	(261,893)	(152,296)	(43,916)
	460	(716,416)	(606,819)	(497,222)	(387,626)	(278,029)	(168,432)	(57,793)
	480	(732,552)	(622,955)	(513,358)	(403,762)	(294,165)	(184,568)	(71,670)
	500	(748,688)	(639,091)	(529,494)	(419,898)	(310,301)	(200,704)	(85,547)
	520	(764,824)	(655,227)	(545,631)	(436,034)	(326,437)	(216,840)	(99,424)
	540	(780,960)	(671,363)	(561,767)	(452,170)	(342,573)	(232,977)	(113,301)
	560	(797,096)	(687,500)	(577,903)	(468,306)	(358,709)	(249,113)	(139,516)
	580	(813,232)	(703,636)	(594,039)	(484,442)	(374,845)	(265,249)	(155,652)
	600	(829,368)	(719,772)	(610,175)	(500,578)	(390,982)	(281,385)	(171,788)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Ref: EMP 7
No Units: 2,200 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: B2/B8/ Eg(iii) Mixed use

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Industrial - Phase 1	1	100%	1	1	
Industrial - Phase 2	1	100%	1	1	
Industrial - Phase 3	1	100%	1	1	
Industrial - Phase 4	1	100%	1	1	
			4	4	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Industrial - Phase 1	550	5,920	100.0%	550	5,920
Industrial - Phase 2	550	5,920	100.0%	550	5,920
Industrial - Phase 3	550	5,920	100.0%	550	5,920
Industrial - Phase 4	550	5,920	100.0%	550	5,920
0					

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Industrial - Phase 1	550	5,920	550	5,920
Industrial - Phase 2	550	5,920	550	5,920
Industrial - Phase 3	550	5,920	550	5,920
Industrial - Phase 4	550	5,920	550	5,920
	2,200	23,681	2,200	23,681

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Industrial - Phase 1	6,660	79,922	13.50	0%	0	7.50%
Industrial - Phase 2	6,660	79,922	13.50	0%	0	7.50%
Industrial - Phase 3	6,660	79,922	13.50	0%	0	7.50%
Industrial - Phase 4	6,660	79,922	13.50	0%	0	7.50%
0						

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

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Scheme Ref:	EMP 7				
No Units:	2,200 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	B2/B8/ Eg(iii) Mixed use				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Industrial - Phase 1	unit	79,922	0%	79,922	7.50%	1,065,627
Industrial - Phase 2	unit	79,922	0%	79,922	7.50%	1,065,627
Industrial - Phase 3	unit	79,922	0%	79,922	7.50%	1,065,627
Industrial - Phase 4	unit	79,922	0%	79,922	7.50%	1,065,627
				319,688		4,262,508

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Industrial - Phase 1	-	1,065,627	6.80%	(67,849)	997,778
Industrial - Phase 2	-	1,065,627	6.80%	(67,849)	997,778
Industrial - Phase 3	-	1,065,627	6.80%	(67,849)	997,778
Industrial - Phase 4	-	1,065,627	6.80%	(67,849)	997,778
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**3,991,113**
Grant Funding					**-**
Total GDV					**3,991,113**

DEVELOPMENT COSTS

Initial Payments -							
Planning Application Professional Fees, Surveys and reports					2.0	x	(37,000)
Statutory Planning Fees (Planning Portal)					18,304	£	(18,304)
CIL		2,200	sqm (gross)	0.00	£ psm		-
CIL analysis:		0.00%	% of GDV				
Site Specific S106 Contributions		2,200	sqm (gross)	2			(4,400)
S106 analysis		0.11%	% of GDV	2.00	£ psm (GIA)		
Construction Costs -							
Site Clearance and Demolition (inc. Mineworking)		1.36	acres @	50,000	£ per acre (if brownfield)		(67,953)
Infrastructure costs							-
Industrial - Phase 1		550	sqm @	935	psm		(514,250)
Industrial - Phase 2		550	sqm @	935	psm		(514,250)
Industrial - Phase 3		550	sqm @	935	psm		(514,250)
Industrial - Phase 4		550	sqm @	935	psm		(514,250)
0		-	sqm @	935	psm		-
0		-	sqm @	935	psm		-
0		-	sqm @	935	psm		-
	2,200	-	sqm @	935	psm		-
External works		2,057,000	@	10.0%			(205,700)
Biodiversity Net Gain - 10%	0.55	hectares @			3,300	£ per hectare	(1,815)
Urban Greening Factor	2,200	base construction @			127.50	% additional	(280,500)
Net Zero Carbon	2,200	base construction @			31.00	£ psm	(68,200)
Contingency		2,681,168	@	5.0%			(134,058)
Professional Fees		2,681,168	@	10.0%			(268,117)
Disposal Costs -							
Letting Agents Costs		319,688	ERV @	10.00%			(31,969)
Letting Legal Costs		319,688	ERV @	5.00%			(15,984)
Investment Sale Agents Costs		3,991,113	GDV @	1.00%			(39,911)
Investment Sale Legal Costs		3,991,113	GDV @	0.50%			(19,956)
Marketing and Promotion		3,991,113	GDV @	0.50%			(19,956)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(27,522)
Developers Profit -							
Profit on Cost		3,298,344		15.00%			(494,752)
TOTAL COSTS							**(3,793,095)**

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Scheme Ref:	EMP 7				
No Units:	2,200 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	B2/B8/ Eg(iii) Mixed use				

RESIDUAL LAND VALUE					
Residual Land Value (gross)					198,018
SDLT	198,018	@	5.00%	(slabbed)	599
Acquisition Agent fees	198,018	@	1.00%		(1,980)
Acquisition Legal fees	198,018	@	0.50%		(990)
Interest on Land	198,018	@	7.50%		(14,851)
Residual Land Value					**180,795**
RLV analysis:	*328,718*	*£ per ha*	*133,030*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	40%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.55	ha	1.36	acres	
Density analysis:	*4,000*	*sqm/ha*	*17,424*	*sqft/ac*	
Threshold Land Value	815,430	£ per ha	330,000	£ per acre	**448,487**

BALANCE					
Surplus/(Deficit)	**(486,712)**	£ per ha	**(196,970)**	£ per acre	**(267,691)**
					7%

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	(267,691)	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	(267,691)	90%	100%	110%	120%	130%	140%	150%
	0	(267,691)	(267,691)	(267,691)	(267,691)	(267,691)	(267,691)	(267,691)
	10	(290,711)	(290,711)	(290,711)	(290,711)	(290,711)	(290,711)	(290,711)
	20	(313,823)	(313,823)	(313,823)	(313,823)	(313,823)	(313,823)	(313,823)
	30	(336,934)	(336,934)	(336,934)	(336,934)	(336,934)	(336,934)	(336,934)
	40	(360,046)	(360,046)	(360,046)	(360,046)	(360,046)	(360,046)	(360,046)
CIL £psm	50	(383,158)	(383,158)	(383,158)	(383,158)	(383,158)	(383,158)	(383,158)
0.00	60	(406,269)	(406,269)	(406,269)	(406,269)	(406,269)	(406,269)	(406,269)
	70	(429,381)	(429,381)	(429,381)	(429,381)	(429,381)	(429,381)	(429,381)
	80	(465,354)	(465,354)	(465,354)	(465,354)	(465,354)	(465,354)	(465,354)
	90	(492,228)	(492,228)	(492,228)	(492,228)	(492,228)	(492,228)	(492,228)
	100	(519,165)	(519,165)	(519,165)	(519,165)	(519,165)	(519,165)	(519,165)
	110	(546,199)	(546,199)	(546,199)	(546,199)	(546,199)	(546,199)	(546,199)
	120	(573,234)	(573,234)	(573,234)	(573,234)	(573,234)	(573,234)	(573,234)
	130	(600,268)	(600,268)	(600,268)	(600,268)	(600,268)	(600,268)	(600,268)
	140	(627,303)	(627,303)	(627,303)	(627,303)	(627,303)	(627,303)	(627,303)
	150	(654,337)	(654,337)	(654,337)	(654,337)	(654,337)	(654,337)	(654,337)
	160	(681,371)	(681,371)	(681,371)	(681,371)	(681,371)	(681,371)	(681,371)
	170	(708,406)	(708,406)	(708,406)	(708,406)	(708,406)	(708,406)	(708,406)
	180	(735,440)	(735,440)	(735,440)	(735,440)	(735,440)	(735,440)	(735,440)
	190	(762,475)	(762,475)	(762,475)	(762,475)	(762,475)	(762,475)	(762,475)
	200	(789,509)	(789,509)	(789,509)	(789,509)	(789,509)	(789,509)	(789,509)
	210	(816,543)	(816,543)	(816,543)	(816,543)	(816,543)	(816,543)	(816,543)
	220	(843,578)	(843,578)	(843,578)	(843,578)	(843,578)	(843,578)	(843,578)
	230	(870,612)	(870,612)	(870,612)	(870,612)	(870,612)	(870,612)	(870,612)
	240	(897,647)	(897,647)	(897,647)	(897,647)	(897,647)	(897,647)	(897,647)
	250	(924,681)	(924,681)	(924,681)	(924,681)	(924,681)	(924,681)	(924,681)

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Scheme Ref: EMP 7
No Units: 2,200 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: B2/B8/ Eg(iii) Mixed use

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	(267,691)	70%	80%	90%	100%	110%	120%	130%
	0	518,721	258,410	(3,496)	(267,691)	(560,085)	(871,350)	(1,191,899)
	20	474,139	213,288	(49,170)	(313,823)	(614,154)	(925,419)	(1,249,674)
	40	429,459	168,166	(94,844)	(360,046)	(668,223)	(979,487)	(1,307,448)
	60	384,337	122,868	(140,519)	(406,269)	(722,292)	(1,033,556)	(1,365,223)
	80	339,215	77,473	(186,262)	(465,354)	(776,361)	(1,090,399)	(1,422,998)
CIL £psm	100	294,093	32,078	(232,360)	(519,165)	(830,429)	(1,148,174)	(1,480,773)
0	120	248,970	(13,580)	(278,583)	(573,234)	(884,498)	(1,205,949)	(1,538,547)
	140	203,641	(59,255)	(324,806)	(627,303)	(938,567)	(1,263,723)	(1,596,322)
	160	158,246	(105,158)	(371,030)	(681,371)	(992,636)	(1,321,498)	(1,654,097)
	180	112,851	(151,103)	(417,253)	(735,440)	(1,046,705)	(1,379,273)	(1,711,872)
	200	67,456	(197,121)	(478,245)	(789,509)	(1,104,449)	(1,437,048)	(1,769,646)
	220	21,891	(243,344)	(532,313)	(843,578)	(1,162,223)	(1,494,822)	(1,827,421)
	240	(24,054)	(289,567)	(586,382)	(897,647)	(1,219,998)	(1,552,597)	(1,885,196)
	260	(70,000)	(335,790)	(640,451)	(951,716)	(1,277,773)	(1,610,372)	(1,942,970)
	280	(115,945)	(382,013)	(694,520)	(1,005,784)	(1,335,548)	(1,668,146)	(2,000,745)
	300	(161,891)	(428,387)	(748,589)	(1,060,724)	(1,393,322)	(1,725,921)	(2,058,520)
	320	(208,104)	(491,393)	(802,658)	(1,118,498)	(1,451,097)	(1,783,696)	(2,116,295)
	340	(254,327)	(545,462)	(856,726)	(1,176,273)	(1,508,872)	(1,841,471)	(2,174,069)
	360	(300,550)	(599,531)	(910,795)	(1,234,048)	(1,566,647)	(1,899,245)	(2,231,844)
	380	(346,774)	(653,599)	(964,864)	(1,291,823)	(1,624,421)	(1,957,020)	(2,289,619)
	400	(393,195)	(707,668)	(1,018,933)	(1,349,597)	(1,682,196)	(2,014,795)	(2,347,394)
	420	(450,473)	(761,737)	(1,074,773)	(1,407,372)	(1,739,971)	(2,072,570)	(2,405,168)
	440	(504,541)	(815,806)	(1,132,548)	(1,465,147)	(1,797,746)	(2,130,344)	(2,462,943)
	460	(558,610)	(869,875)	(1,190,323)	(1,522,921)	(1,855,520)	(2,188,119)	(2,520,718)
	480	(612,679)	(923,944)	(1,248,097)	(1,580,696)	(1,913,295)	(2,245,894)	(2,578,493)
	500	(666,748)	(978,012)	(1,305,872)	(1,638,471)	(1,971,070)	(2,303,669)	(2,636,267)
	520	(720,817)	(1,032,081)	(1,363,647)	(1,696,246)	(2,028,844)	(2,361,443)	(2,694,042)
	540	(774,886)	(1,088,823)	(1,421,422)	(1,754,020)	(2,086,619)	(2,419,218)	(2,751,817)
	560	(828,954)	(1,146,598)	(1,479,196)	(1,811,795)	(2,144,394)	(2,476,993)	(2,809,592)
	580	(883,023)	(1,204,372)	(1,536,971)	(1,869,570)	(2,202,169)	(2,534,767)	(2,867,366)
	600	(937,092)	(1,262,147)	(1,594,746)	(1,927,345)	(2,259,943)	(2,592,542)	(2,925,141)

TABLE 4

GDV

Balance (RLV - TLV)	(267,691)	70%	80%	90%	100%	110%	120%	130%
	0	(1,419,399)	(1,029,756)	(640,112)	(267,691)	67,402	402,495	737,589
	20	(1,472,941)	(1,083,331)	(693,721)	(313,823)	21,242	356,307	691,372
	40	(1,526,689)	(1,137,079)	(747,468)	(360,046)	(24,981)	310,084	645,149
	60	(1,580,437)	(1,190,827)	(801,216)	(406,269)	(71,204)	263,861	598,926
	80	(1,634,185)	(1,244,575)	(854,964)	(465,354)	(117,427)	217,638	552,703
CIL £psm	100	(1,687,933)	(1,298,322)	(908,728)	(519,165)	(163,746)	171,278	506,302
0	120	(1,741,923)	(1,352,360)	(962,797)	(573,234)	(210,245)	124,779	459,803
	140	(1,795,991)	(1,406,428)	(1,016,866)	(627,303)	(256,744)	78,280	413,304
	160	(1,850,060)	(1,460,497)	(1,070,934)	(681,371)	(303,243)	31,781	366,805
	180	(1,904,129)	(1,514,566)	(1,125,003)	(735,440)	(349,743)	(14,719)	320,306
	200	(1,958,198)	(1,568,635)	(1,179,072)	(789,509)	(396,242)	(61,218)	273,806
	220	(2,012,267)	(1,622,704)	(1,233,141)	(843,578)	(454,015)	(107,717)	227,307
	240	(2,066,335)	(1,676,773)	(1,287,210)	(897,647)	(508,084)	(154,216)	180,808
	260	(2,120,404)	(1,730,841)	(1,341,278)	(951,716)	(562,153)	(200,715)	134,309
	280	(2,174,473)	(1,784,910)	(1,395,347)	(1,005,784)	(616,221)	(247,214)	87,810
	300	(2,228,542)	(1,838,979)	(1,449,632)	(1,060,724)	(671,815)	(295,588)	38,873
	320	(2,285,224)	(1,896,315)	(1,507,407)	(1,118,498)	(729,590)	(345,274)	(10,813)
	340	(2,342,998)	(1,954,090)	(1,565,182)	(1,176,273)	(787,365)	(394,960)	(60,499)
	360	(2,400,773)	(2,011,865)	(1,622,956)	(1,234,048)	(845,139)	(456,231)	(110,185)
	380	(2,458,548)	(2,069,639)	(1,680,731)	(1,291,823)	(902,914)	(514,006)	(159,872)
	400	(2,516,323)	(2,127,414)	(1,738,506)	(1,349,597)	(960,689)	(571,780)	(209,558)
	420	(2,574,097)	(2,185,189)	(1,796,280)	(1,407,372)	(1,018,464)	(629,555)	(259,244)
	440	(2,631,872)	(2,242,964)	(1,854,055)	(1,465,147)	(1,076,238)	(687,330)	(308,930)
	460	(2,689,647)	(2,300,738)	(1,911,830)	(1,522,921)	(1,134,013)	(745,105)	(358,617)
	480	(2,747,422)	(2,358,513)	(1,969,605)	(1,580,696)	(1,191,788)	(802,879)	(408,303)
	500	(2,805,196)	(2,416,288)	(2,027,379)	(1,638,471)	(1,249,563)	(860,654)	(471,746)
	520	(2,862,971)	(2,474,063)	(2,085,154)	(1,696,246)	(1,307,337)	(918,429)	(529,520)
	540	(2,920,746)	(2,531,837)	(2,142,929)	(1,754,020)	(1,365,112)	(976,204)	(587,295)
	560	(2,978,521)	(2,589,612)	(2,200,704)	(1,811,795)	(1,422,887)	(1,033,978)	(645,070)
	580	(3,036,295)	(2,647,387)	(2,258,478)	(1,869,570)	(1,480,661)	(1,091,753)	(702,845)
	600	(3,094,070)	(2,705,162)	(2,316,253)	(1,927,345)	(1,538,436)	(1,149,528)	(760,619)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Scheme Ref: EMP 8
No Units: 5,600 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: B2/B8/ Eg(iii) Mixed use

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Industrial - Phase 1	1	100%	1	1	
Industrial - Phase 2	1	100%	1	1	
Industrial - Phase 3	1	100%	1	1	
Industrial - Phase 4	1	100%	1	1	
			4	4	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Industrial - Phase 1	1,120	12,056	100.0%	1,120	12,056
Industrial - Phase 2	1,120	12,056	100.0%	1,120	12,056
Industrial - Phase 3	1,120	12,056	100.0%	1,120	12,056
Industrial - Phase 4	1,120	12,056	100.0%	1,120	12,056

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Industrial - Phase 1	1,120	12,056	1,120	12,056
Industrial - Phase 2	1,120	12,056	1,120	12,056
Industrial - Phase 3	1,120	12,056	1,120	12,056
Industrial - Phase 4	1,120	12,056	1,120	12,056
	4,480	48,222	4,480	48,222

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Industrial - Phase 1	11,051	132,611	11.00	0%	0	7.25%
Industrial - Phase 2	11,051	132,611	11.00	0%	0	7.25%
Industrial - Phase 3	11,051	132,611	11.00	0%	0	7.25%
Industrial - Phase 4	11,051	132,611	11.00	0%	0	7.25%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

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Scheme Ref:	EMP 8				
No Units:	5,600 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	B2/B8/ Eg(iii) Mixed use				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Industrial - Phase 1	unit	132,611	0%	132,611	7.25%	1,829,122
Industrial - Phase 2	unit	132,611	0%	132,611	7.25%	1,829,122
Industrial - Phase 3	unit	132,611	0%	132,611	7.25%	1,829,122
Industrial - Phase 4	unit	132,611	0%	132,611	7.25%	1,829,122
				530,445		7,316,489

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Industrial - Phase 1	-	1,829,122	6.80%	(116,461)	1,712,661
Industrial - Phase 2	-	1,829,122	6.80%	(116,461)	1,712,661
Industrial - Phase 3	-	1,829,122	6.80%	(116,461)	1,712,661
Industrial - Phase 4	-	1,829,122	6.80%	(116,461)	1,712,661
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**6,850,646**
Grant Funding					**-**
Total GDV					**6,850,646**

DEVELOPMENT COSTS

Initial Payments -							
Planning Application Professional Fees, Surveys and reports					2.0	x	(65,000)
Statutory Planning Fees (Planning Portal)					32,490	£	(32,490)
CIL		4,480	sqm (gross)	0.00	£ psm		-
CIL analysis:		0.00%	% of GDV				
Site Specific S106 Contributions		4,480	sqm (gross)	2			(8,960)
S106 analysis		0.13%	% of GDV	2.00	£ psm (GIA)		
Construction Costs -							
Site Clearance and Demolition (inc. Mineworking)		2.77	acres @	50,000	£ per acre (if brownfield)		(138,376)
Infrastructure costs							-
Industrial - Phase 1		1,120	sqm @	935	psm		(1,047,200)
Industrial - Phase 2		1,120	sqm @	935	psm		(1,047,200)
Industrial - Phase 3		1,120	sqm @	935	psm		(1,047,200)
Industrial - Phase 4		1,120	sqm @	935	psm		(1,047,200)
0		-	sqm @	935	psm		-
0		-	sqm @	935	psm		-
0		-	sqm @	935	psm		-
	4,480	-	sqm @	935	psm		-
External works		4,188,800	@	10.0%			(418,880)
Biodiversity Net Gain - 10%	1.12	hectares @			3,300	£ per hectare	(3,696)
Urban Greening Factor	4,480	base construction @			127.50	% additional	(571,200)
Net Zero Carbon	4,480	base construction @			31.00	£ psm	(138,880)
Contingency		5,459,832	@	5.0%			(272,992)
Professional Fees		5,459,832	@	10.0%			(545,983)
Disposal Costs -							
Letting Agents Costs		530,445	ERV @	10.00%			(53,045)
Letting Legal Costs		530,445	ERV @	5.00%			(26,522)
Investment Sale Agents Costs		6,850,646	GDV @	1.00%			(68,506)
Investment Sale Legal Costs		6,850,646	GDV @	0.50%			(34,253)
Marketing and Promotion		6,850,646	GDV @	0.50%			(34,253)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(102,643)
Developers Profit -							
Profit on Cost		6,704,479		15.00%			(1,005,672)
TOTAL COSTS							**(7,710,151)**

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Scheme Ref:	EMP 8				
No Units:	5,600 sqm	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	B2/B8/ Eg(iii) Mixed use				

RESIDUAL LAND VALUE

Residual Land Value (gross)					(859,506)
SDLT	-	@	5.00%	(slabbed)	-
Acquisition Agent fees	-	@	1.00%		-
Acquisition Legal fees	-	@	0.50%		-
Interest on Land	-	@	7.50%		-
Residual Land Value					**(859,506)**
RLV analysis:	*(767,416)*	*£ per ha*	*(310,569)*	*£ per acre*	

THRESHOLD LAND VALUE

Plot Ratio / Density	40%	(GIA-Site Area / Dph, as appropriate)			
Site Area	1.12	ha	2.77	acres	
Density analysis:	*4,000*	*sqm/ha*	*17,424*	*sqft/ac*	
Threshold Land Value	815,430	£ per ha	330,000	£ per acre	**913,282**

BALANCE

Surplus/(Deficit)	**(1,582,846)**	£ per ha	**(640,569)**	£ per acre	**(1,772,787)**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	(1,772,787)	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	(1,772,787)	90%	100%	110%	120%	130%	140%	150%
	0	(1,772,787)	(1,772,787)	(1,772,787)	(1,772,787)	(1,772,787)	(1,772,787)	(1,772,787)
	10	(1,829,014)	(1,829,014)	(1,829,014)	(1,829,014)	(1,829,014)	(1,829,014)	(1,829,014)
	20	(1,885,240)	(1,885,240)	(1,885,240)	(1,885,240)	(1,885,240)	(1,885,240)	(1,885,240)
	30	(1,941,491)	(1,941,491)	(1,941,491)	(1,941,491)	(1,941,491)	(1,941,491)	(1,941,491)
	40	(2,000,140)	(2,000,140)	(2,000,140)	(2,000,140)	(2,000,140)	(2,000,140)	(2,000,140)
CIL £psm	50	(2,058,789)	(2,058,789)	(2,058,789)	(2,058,789)	(2,058,789)	(2,058,789)	(2,058,789)
0.00	60	(2,117,437)	(2,117,437)	(2,117,437)	(2,117,437)	(2,117,437)	(2,117,437)	(2,117,437)
	70	(2,176,086)	(2,176,086)	(2,176,086)	(2,176,086)	(2,176,086)	(2,176,086)	(2,176,086)
	80	(2,234,735)	(2,234,735)	(2,234,735)	(2,234,735)	(2,234,735)	(2,234,735)	(2,234,735)
	90	(2,293,384)	(2,293,384)	(2,293,384)	(2,293,384)	(2,293,384)	(2,293,384)	(2,293,384)
	100	(2,352,033)	(2,352,033)	(2,352,033)	(2,352,033)	(2,352,033)	(2,352,033)	(2,352,033)
	110	(2,410,681)	(2,410,681)	(2,410,681)	(2,410,681)	(2,410,681)	(2,410,681)	(2,410,681)
	120	(2,469,330)	(2,469,330)	(2,469,330)	(2,469,330)	(2,469,330)	(2,469,330)	(2,469,330)
	130	(2,527,979)	(2,527,979)	(2,527,979)	(2,527,979)	(2,527,979)	(2,527,979)	(2,527,979)
	140	(2,586,628)	(2,586,628)	(2,586,628)	(2,586,628)	(2,586,628)	(2,586,628)	(2,586,628)
	150	(2,645,277)	(2,645,277)	(2,645,277)	(2,645,277)	(2,645,277)	(2,645,277)	(2,645,277)
	160	(2,703,925)	(2,703,925)	(2,703,925)	(2,703,925)	(2,703,925)	(2,703,925)	(2,703,925)
	170	(2,762,574)	(2,762,574)	(2,762,574)	(2,762,574)	(2,762,574)	(2,762,574)	(2,762,574)
	180	(2,821,223)	(2,821,223)	(2,821,223)	(2,821,223)	(2,821,223)	(2,821,223)	(2,821,223)
	190	(2,879,872)	(2,879,872)	(2,879,872)	(2,879,872)	(2,879,872)	(2,879,872)	(2,879,872)
	200	(2,938,521)	(2,938,521)	(2,938,521)	(2,938,521)	(2,938,521)	(2,938,521)	(2,938,521)
	210	(2,997,170)	(2,997,170)	(2,997,170)	(2,997,170)	(2,997,170)	(2,997,170)	(2,997,170)
	220	(3,055,818)	(3,055,818)	(3,055,818)	(3,055,818)	(3,055,818)	(3,055,818)	(3,055,818)
	230	(3,114,467)	(3,114,467)	(3,114,467)	(3,114,467)	(3,114,467)	(3,114,467)	(3,114,467)
	240	(3,173,116)	(3,173,116)	(3,173,116)	(3,173,116)	(3,173,116)	(3,173,116)	(3,173,116)
	250	(3,231,765)	(3,231,765)	(3,231,765)	(3,231,765)	(3,231,765)	(3,231,765)	(3,231,765)

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Scheme Ref: EMP 8
No Units: 5,600 sqm **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: B2/B8/ Eg(iii) Mixed use

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	(1,772,787)	70%	80%	90%	100%	110%	120%	130%
	0	(4,366)	(544,256)	(1,131,923)	(1,772,787)	(2,434,835)	(3,104,126)	(3,773,417)
	20	(97,426)	(639,263)	(1,243,711)	(1,885,240)	(2,552,133)	(3,221,424)	(3,890,714)
	40	(191,238)	(734,270)	(1,356,049)	(2,000,140)	(2,669,431)	(3,338,721)	(4,008,012)
	60	(285,518)	(830,084)	(1,468,501)	(2,117,437)	(2,786,728)	(3,456,019)	(4,125,310)
	80	(379,947)	(940,538)	(1,580,953)	(2,234,735)	(2,904,026)	(3,573,317)	(4,242,607)
CIL £psm	100	(474,857)	(1,052,326)	(1,693,405)	(2,352,033)	(3,021,323)	(3,690,614)	(4,359,905)
0	120	(570,123)	(1,164,215)	(1,805,857)	(2,469,330)	(3,138,621)	(3,807,912)	(4,477,203)
	140	(665,688)	(1,276,667)	(1,918,310)	(2,586,628)	(3,255,919)	(3,925,209)	(4,594,500)
	160	(761,631)	(1,389,119)	(2,034,635)	(2,703,925)	(3,373,216)	(4,042,507)	(4,711,798)
	180	(857,769)	(1,501,571)	(2,151,932)	(2,821,223)	(3,490,514)	(4,159,805)	(4,829,095)
	200	(972,730)	(1,614,023)	(2,269,230)	(2,938,521)	(3,607,812)	(4,277,102)	(4,946,393)
	220	(1,084,833)	(1,726,475)	(2,386,528)	(3,055,818)	(3,725,109)	(4,394,400)	(5,063,691)
	240	(1,197,285)	(1,838,927)	(2,503,825)	(3,173,116)	(3,842,407)	(4,511,698)	(5,180,988)
	260	(1,309,737)	(1,951,832)	(2,621,123)	(3,290,414)	(3,959,704)	(4,628,995)	(5,298,286)
	280	(1,422,189)	(2,069,130)	(2,738,420)	(3,407,711)	(4,077,002)	(4,746,293)	(5,415,584)
	300	(1,534,641)	(2,186,427)	(2,855,718)	(3,525,009)	(4,194,300)	(4,863,590)	(5,532,881)
	320	(1,647,093)	(2,303,725)	(2,973,016)	(3,642,306)	(4,311,597)	(4,980,888)	(5,650,179)
	340	(1,759,545)	(2,421,023)	(3,090,313)	(3,759,604)	(4,428,895)	(5,098,186)	(5,767,476)
	360	(1,871,997)	(2,538,320)	(3,207,611)	(3,876,902)	(4,546,192)	(5,215,483)	(5,884,774)
	380	(1,986,327)	(2,655,618)	(3,324,909)	(3,994,199)	(4,663,490)	(5,332,781)	(6,002,072)
	400	(2,103,625)	(2,772,915)	(3,442,206)	(4,111,497)	(4,780,788)	(5,450,079)	(6,119,369)
	420	(2,220,922)	(2,890,213)	(3,559,504)	(4,228,795)	(4,898,085)	(5,567,376)	(6,236,667)
	440	(2,338,220)	(3,007,511)	(3,676,801)	(4,346,092)	(5,015,383)	(5,684,674)	(6,353,965)
	460	(2,455,517)	(3,124,808)	(3,794,099)	(4,463,390)	(5,132,681)	(5,801,971)	(6,471,262)
	480	(2,572,815)	(3,242,106)	(3,911,397)	(4,580,687)	(5,249,978)	(5,919,269)	(6,588,560)
	500	(2,690,113)	(3,359,403)	(4,028,694)	(4,697,985)	(5,367,276)	(6,036,567)	(6,705,857)
	520	(2,807,410)	(3,476,701)	(4,145,992)	(4,815,283)	(5,484,573)	(6,153,864)	(6,823,155)
	540	(2,924,708)	(3,593,999)	(4,263,290)	(4,932,580)	(5,601,871)	(6,271,162)	(6,940,453)
	560	(3,042,006)	(3,711,296)	(4,380,587)	(5,049,878)	(5,719,169)	(6,388,459)	(7,057,750)
	580	(3,159,303)	(3,828,594)	(4,497,885)	(5,167,176)	(5,836,466)	(6,505,757)	(7,175,048)
	600	(3,276,601)	(3,945,892)	(4,615,182)	(5,284,473)	(5,953,764)	(6,623,055)	(7,292,346)

TABLE 4

GDV

Balance (RLV - TLV)	(1,772,787)	70%	80%	90%	100%	110%	120%	130%
	0	(3,778,208)	(3,109,734)	(2,441,261)	(1,772,787)	(1,104,314)	(492,182)	82,705
	20	(3,890,660)	(3,222,187)	(2,553,713)	(1,885,240)	(1,216,766)	(588,891)	(14,004)
	40	(4,003,415)	(3,335,657)	(2,667,898)	(2,000,140)	(1,332,381)	(688,935)	(114,662)
	60	(4,120,713)	(3,452,955)	(2,785,196)	(2,117,437)	(1,449,679)	(789,811)	(215,538)
	80	(4,238,011)	(3,570,252)	(2,902,494)	(2,234,735)	(1,566,976)	(890,687)	(316,414)
CIL £psm	100	(4,355,308)	(3,687,550)	(3,019,791)	(2,352,033)	(1,684,274)	(1,016,515)	(417,290)
0	120	(4,472,606)	(3,804,847)	(3,137,089)	(2,469,330)	(1,801,572)	(1,133,813)	(518,166)
	140	(4,589,904)	(3,922,145)	(3,254,386)	(2,586,628)	(1,918,869)	(1,251,111)	(619,042)
	160	(4,707,201)	(4,039,443)	(3,371,684)	(2,703,925)	(2,036,167)	(1,368,408)	(719,918)
	180	(4,824,499)	(4,156,740)	(3,488,982)	(2,821,223)	(2,153,465)	(1,485,706)	(820,794)
	200	(4,941,796)	(4,274,038)	(3,606,279)	(2,938,521)	(2,270,762)	(1,603,004)	(935,245)
	220	(5,059,094)	(4,391,335)	(3,723,577)	(3,055,818)	(2,388,060)	(1,720,301)	(1,052,543)
	240	(5,176,392)	(4,508,633)	(3,840,875)	(3,173,116)	(2,505,357)	(1,837,599)	(1,169,840)
	260	(5,293,689)	(4,625,931)	(3,958,172)	(3,290,414)	(2,622,655)	(1,954,896)	(1,287,138)
	280	(5,410,987)	(4,743,228)	(4,075,470)	(3,407,711)	(2,739,953)	(2,072,194)	(1,404,435)
	300	(5,528,285)	(4,860,526)	(4,192,767)	(3,525,009)	(2,857,250)	(2,189,492)	(1,521,733)
	320	(5,645,582)	(4,977,824)	(4,310,065)	(3,642,306)	(2,974,548)	(2,306,789)	(1,639,031)
	340	(5,762,880)	(5,095,121)	(4,427,363)	(3,759,604)	(3,091,845)	(2,424,087)	(1,756,328)
	360	(5,880,177)	(5,212,419)	(4,544,660)	(3,876,902)	(3,209,143)	(2,541,385)	(1,873,626)
	380	(5,997,475)	(5,329,716)	(4,661,958)	(3,994,199)	(3,326,441)	(2,658,682)	(1,990,924)
	400	(6,114,773)	(5,447,014)	(4,779,256)	(4,111,497)	(3,443,738)	(2,775,980)	(2,108,221)
	420	(6,232,070)	(5,564,312)	(4,896,553)	(4,228,795)	(3,561,036)	(2,893,277)	(2,225,519)
	440	(6,349,368)	(5,681,609)	(5,013,851)	(4,346,092)	(3,678,334)	(3,010,575)	(2,342,816)
	460	(6,466,666)	(5,798,907)	(5,131,148)	(4,463,390)	(3,795,631)	(3,127,873)	(2,460,114)
	480	(6,583,963)	(5,916,205)	(5,248,446)	(4,580,687)	(3,912,929)	(3,245,170)	(2,577,412)
	500	(6,701,261)	(6,033,502)	(5,365,744)	(4,697,985)	(4,030,226)	(3,362,468)	(2,694,709)
	520	(6,818,558)	(6,150,800)	(5,483,041)	(4,815,283)	(4,147,524)	(3,479,766)	(2,812,007)
	540	(6,935,856)	(6,268,097)	(5,600,339)	(4,932,580)	(4,264,822)	(3,597,063)	(2,929,305)
	560	(7,053,154)	(6,385,395)	(5,717,636)	(5,049,878)	(4,382,119)	(3,714,361)	(3,046,602)
	580	(7,170,451)	(6,502,693)	(5,834,934)	(5,167,176)	(4,499,417)	(3,831,658)	(3,163,900)
	600	(7,287,749)	(6,619,990)	(5,952,232)	(5,284,473)	(4,616,715)	(3,948,956)	(3,281,197)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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Appendix 17 – Non-residential Typology Appraisals

Aspinall Verdi

Scheme Ref: NR_GF_1
No Units: 1 (200 sqm) **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: Small Retail

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Small Retail	1	100%	1	1	0
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Small Retail	170	1,830	85.0%	200	2,153

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Small Retail	170	1,830	200	2,153
	170	1,830	200	2,153

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Small Retail	3,202	38,427	21.00	0%	6	7.25%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

Scheme Ref:	NR_GF_1				
No Units:	1 (200 sqm)	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	Small Retail				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Small Retail	unit	38,427	0%	38,427	7.25%	530,030
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				38,427		530,030

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Small Retail	(19,214)	510,816	6.80%	(32,524)	478,292
	-	0		-	-
	-	0		-	-
	-	0		-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**478,292**
Grant Funding					**-**
Total GDV					**478,292**

DEVELOPMENT COSTS

Initial Payments -							
Planning Application Professional Fees, Surveys and reports					3.0	x	(5,000)
Statutory Planning Fees (Planning Portal)					1,541	£	(1,541)
CIL		200	sqm (gross)	0.00	£ psm		-
CIL analysis:		0.00%	% of GDV				
Site Specific S106 Contributions	200 sqm @			2	£ psm		(400)
S106 analysis		0.08%	% of GDV	2.00	£ psm (GIA)		
Construction Costs -							
Site Clearance and Demolition (inc. Mineworking)		0.07	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs							-
Small Retail		200	sqm @	1,849	psm		(369,800)
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
	200	-	sqm @	0	psm		-
External works		369,800	@	10.0%			(36,980)
Biodiversity Net Gain - 10%	0.03	hectares @			6,600	£ per dwelling	(176)
Net Zero Carbon			200 sqm @		40	% additional	(8,000)
Urban Greening Factor	200 sqm @	1	storeys = GIA	200	-	% additional	-
Contingency		414,956	@	3.0%			(12,449)
Professional Fees		414,956	@	10.0%			(41,496)
Disposal Costs -							
Letting Agents Costs		38,427	ERV @	10.00%			(3,843)
Letting Legal Costs		38,427	ERV @	5.00%			(1,921)
Investment Sale Agents Costs		478,292	GDV @	1.00%			(4,783)
Investment Sale Legal Costs		478,292	GDV @	0.50%			(2,391)
Marketing and Promotion		478,292	GDV @	0.50%			(2,391)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(10,465)
Developers Profit -							
Profit on Cost		501,637		15.00%			(75,246)
TOTAL COSTS							**(576,883)**

Scheme Ref:	NR_GF_1				
No Units:	1 (200 sqm)	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	Small Retail				

RESIDUAL LAND VALUE					
Residual Land Value (gross)					(98,590)
SDLT	-	@	5.00%	(slabbed)	-
Acquisition Agent fees	-	@	1.00%		-
Acquisition Legal fees	-	@	0.50%		-
Interest on Land	-	@	7.50%		-
Residual Land Value					**(98,590)**
RLV analysis:	*(3,697,132)*	*£ per ha*	*(1,496,209)*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	75%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.03	ha	0.07	acres	
Density analysis:	*7,500*	*sqm/ha*	*32,671*	*sqft/ac*	
Threshold Land Value	247,100	£ per ha	100,000	£ per acre	**6,589**

BALANCE					
Surplus/(Deficit)	**(3,944,232)**	£ per ha	**(1,596,209)**	£ per acre	**(105,180)**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	-105179.53	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	-105179.53	90%	100%	110%	120%	130%	140%	150%
	0	(105,132)	(105,180)	(105,228)	(105,275)	(105,323)	(105,371)	(105,419)
	10	(107,495)	(107,543)	(107,591)	(107,639)	(107,687)	(107,735)	(107,783)
	20	(109,858)	(109,906)	(109,954)	(110,002)	(110,050)	(110,098)	(110,146)
	30	(112,222)	(112,270)	(112,318)	(112,366)	(112,414)	(112,462)	(112,510)
	40	(114,585)	(114,633)	(114,681)	(114,729)	(114,777)	(114,825)	(114,873)
CIL £psm	50	(116,948)	(116,996)	(117,044)	(117,092)	(117,140)	(117,188)	(117,236)
0.00	60	(119,312)	(119,360)	(119,408)	(119,456)	(119,504)	(119,552)	(119,600)
	70	(121,675)	(121,723)	(121,771)	(121,819)	(121,867)	(121,915)	(121,963)
	80	(124,038)	(124,086)	(124,134)	(124,182)	(124,230)	(124,278)	(124,326)
	90	(126,402)	(126,450)	(126,498)	(126,546)	(126,594)	(126,642)	(126,690)
	100	(128,765)	(128,813)	(128,861)	(128,909)	(128,957)	(129,005)	(129,053)
	110	(131,128)	(131,176)	(131,224)	(131,272)	(131,320)	(131,368)	(131,416)
	120	(133,492)	(133,540)	(133,588)	(133,636)	(133,684)	(133,732)	(133,780)
	130	(135,855)	(135,903)	(135,951)	(135,999)	(136,047)	(136,095)	(136,143)
	140	(138,219)	(138,267)	(138,314)	(138,362)	(138,410)	(138,458)	(138,506)
	150	(140,582)	(140,630)	(140,678)	(140,726)	(140,774)	(140,822)	(140,870)
	160	(142,945)	(142,993)	(143,041)	(143,089)	(143,137)	(143,185)	(143,233)
	170	(145,309)	(145,357)	(145,405)	(145,453)	(145,501)	(145,548)	(145,596)
	180	(147,672)	(147,720)	(147,768)	(147,816)	(147,864)	(147,912)	(147,960)
	190	(150,035)	(150,083)	(150,131)	(150,179)	(150,227)	(150,275)	(150,323)
	200	(152,399)	(152,447)	(152,495)	(152,543)	(152,591)	(152,639)	(152,687)
	210	(154,762)	(154,810)	(154,858)	(154,906)	(154,954)	(155,002)	(155,050)
	220	(157,125)	(157,173)	(157,221)	(157,269)	(157,317)	(157,365)	(157,413)
	230	(159,489)	(159,537)	(159,585)	(159,633)	(159,681)	(159,729)	(159,777)
	240	(161,852)	(161,900)	(161,948)	(161,996)	(162,044)	(162,092)	(162,140)
	250	(164,215)	(164,263)	(164,311)	(164,359)	(164,407)	(164,455)	(164,503)

Scheme Ref: NR_GF_1
No Units: 1 (200 sqm) **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: Small Retail

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	-105179.53	80%	90%	100%	110%	120%	130%	140%
	0	(8,005)	(51,117)	(105,180)	(159,497)	(213,814)	(268,131)	(322,448)
	20	(12,515)	(55,815)	(109,906)	(164,223)	(218,541)	(272,858)	(327,175)
	40	(17,025)	(60,513)	(114,633)	(168,950)	(223,267)	(277,584)	(331,902)
	60	(11,221)	(65,212)	(119,360)	(173,677)	(227,994)	(282,311)	(336,628)
	80	(15,919)	(69,910)	(124,086)	(178,404)	(232,721)	(287,038)	(341,355)
CIL £psm	100	(20,618)	(74,608)	(128,813)	(183,130)	(237,447)	(291,765)	(346,082)
0	120	(25,316)	(79,307)	(133,540)	(187,857)	(242,174)	(296,491)	(350,808)
	140	(30,014)	(84,005)	(138,267)	(192,584)	(246,901)	(301,218)	(355,535)
	160	(34,713)	(88,703)	(142,993)	(197,310)	(251,628)	(305,945)	(360,262)
	180	(39,411)	(93,403)	(147,720)	(202,037)	(256,354)	(310,671)	(364,989)
	200	(44,109)	(98,129)	(152,447)	(206,764)	(261,081)	(315,398)	(369,715)
	220	(48,807)	(102,856)	(157,173)	(211,491)	(265,808)	(320,125)	(374,442)
	240	(53,506)	(107,583)	(161,900)	(216,217)	(270,534)	(324,852)	(379,169)
	260	(58,204)	(112,310)	(166,627)	(220,944)	(275,261)	(329,578)	(383,895)
	280	(62,902)	(117,036)	(171,353)	(225,671)	(279,988)	(334,305)	(388,622)
	300	(67,601)	(121,763)	(176,080)	(230,397)	(284,715)	(339,032)	(393,349)
	320	(72,299)	(126,490)	(180,807)	(235,124)	(289,441)	(343,758)	(398,076)
	340	(76,997)	(131,216)	(185,534)	(239,851)	(294,168)	(348,485)	(402,802)
	360	(81,696)	(135,943)	(190,260)	(244,577)	(298,895)	(353,212)	(407,529)
	380	(86,394)	(140,670)	(194,987)	(249,304)	(303,621)	(357,939)	(412,256)
	400	(91,092)	(145,397)	(199,714)	(254,031)	(308,348)	(362,665)	(416,982)
	420	(95,806)	(150,123)	(204,440)	(258,758)	(313,075)	(367,392)	(421,709)
	440	(100,533)	(154,850)	(209,167)	(263,484)	(317,801)	(372,119)	(426,436)
	460	(105,260)	(159,577)	(213,894)	(268,211)	(322,528)	(376,845)	(431,163)
	480	(109,986)	(164,303)	(218,621)	(272,938)	(327,255)	(381,572)	(435,889)
	500	(114,713)	(169,030)	(223,347)	(277,664)	(331,982)	(386,299)	(440,616)
	520	(119,440)	(173,757)	(228,074)	(282,391)	(336,708)	(391,025)	(445,343)
	540	(124,166)	(178,484)	(232,801)	(287,118)	(341,435)	(395,752)	(450,069)
	560	(128,893)	(183,210)	(237,527)	(291,845)	(346,162)	(400,479)	(454,796)
	580	(133,620)	(187,937)	(242,254)	(296,571)	(350,888)	(405,206)	(459,523)
	600	(138,347)	(192,664)	(246,981)	(301,298)	(355,615)	(409,932)	(464,249)

TABLE 4

GDV

Balance (RLV - TLV)	-105179.53	80%	90%	100%	110%	120%	130%	140%
	0	(198,624)	(151,902)	(105,180)	(58,457)	(11,735)	22,825	67,678
	20	(203,351)	(156,629)	(109,906)	(63,184)	(16,461)	18,287	63,141
	40	(208,078)	(161,355)	(114,633)	(67,911)	(21,188)	13,749	58,603
	60	(212,805)	(166,082)	(119,360)	(72,637)	(25,915)	9,212	54,065
	80	(217,531)	(170,809)	(124,086)	(77,364)	(30,642)	4,674	49,528
CIL £psm	100	(222,258)	(175,536)	(128,813)	(82,091)	(35,368)	136	44,990
0	120	(226,985)	(180,262)	(133,540)	(86,817)	(40,095)	(4,401)	40,452
	140	(231,711)	(184,989)	(138,267)	(91,544)	(44,822)	(8,939)	35,915
	160	(236,438)	(189,716)	(142,993)	(96,271)	(49,548)	(13,476)	31,377
	180	(241,165)	(194,442)	(147,720)	(100,997)	(54,275)	(7,553)	26,839
	200	(245,891)	(199,169)	(152,447)	(105,724)	(59,002)	(12,279)	22,302
	220	(250,618)	(203,896)	(157,173)	(110,451)	(63,728)	(17,006)	17,764
	240	(255,345)	(208,622)	(161,900)	(115,178)	(68,455)	(21,733)	13,226
	260	(260,072)	(213,349)	(166,627)	(119,904)	(73,182)	(26,459)	8,689
	280	(264,798)	(218,076)	(171,353)	(124,631)	(77,909)	(31,186)	4,151
	300	(269,525)	(222,803)	(176,080)	(129,358)	(82,635)	(35,913)	(386)
	320	(274,252)	(227,529)	(180,807)	(134,084)	(87,362)	(40,640)	(4,924)
	340	(278,978)	(232,256)	(185,534)	(138,811)	(92,089)	(45,366)	(9,462)
	360	(283,705)	(236,983)	(190,260)	(143,538)	(96,815)	(50,093)	(13,999)
	380	(288,432)	(241,709)	(194,987)	(148,265)	(101,542)	(54,820)	(8,097)
	400	(293,159)	(246,436)	(199,714)	(152,991)	(106,269)	(59,546)	(12,824)
	420	(297,885)	(251,163)	(204,440)	(157,718)	(110,996)	(64,273)	(17,551)
	440	(302,612)	(255,890)	(209,167)	(162,445)	(115,722)	(69,000)	(22,277)
	460	(307,339)	(260,616)	(213,894)	(167,171)	(120,449)	(73,727)	(27,004)
	480	(312,065)	(265,343)	(218,621)	(171,898)	(125,176)	(78,453)	(31,731)
	500	(316,792)	(270,070)	(223,347)	(176,625)	(129,902)	(83,180)	(36,458)
	520	(321,519)	(274,796)	(228,074)	(181,352)	(134,629)	(87,907)	(41,184)
	540	(326,246)	(279,523)	(232,801)	(186,078)	(139,356)	(92,633)	(45,911)
	560	(330,972)	(284,250)	(237,527)	(190,805)	(144,083)	(97,360)	(50,638)
	580	(335,699)	(288,977)	(242,254)	(195,532)	(148,809)	(102,087)	(55,364)
	600	(340,426)	(293,703)	(246,981)	(200,258)	(153,536)	(106,814)	(60,091)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: NR_GF_2
No Units: 1 (500 sqm) **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: Medium Retail

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Medium Retail	1	100%	1	1	0
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Medium Retail	400	4,306	80.0%	500	5,382

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Medium Retail	400	4,306	500	5,382
	400	4,306	500	5,382

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Medium Retail	7,535	90,417	21.00	0%	6	6.50%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

Scheme Ref:	NR_GF_2				
No Units:	1 (500 sqm)	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	Medium Retail				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Medium Retail	unit	90,417	0%	90,417	6.50%	1,391,028
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				90,417		1,391,028

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Medium Retail	(45,208)	1,345,820	6.80%	(85,689)	1,260,131
	-	0		-	-
	-	0		-	-
	-	0		-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**1,260,131**
Grant Funding					**-**
Total GDV					**1,260,131**

DEVELOPMENT COSTS

Initial Payments -							
Planning Application Professional Fees, Surveys and reports					3.0	x	(12,000)
Statutory Planning Fees (Planning Portal)					3,853	£	(3,853)
CIL		500	sqm (gross)	0.00	£ psm		-
CIL analysis:		0.00%	% of GDV				
Site Specific S106 Contributions	500 sqm @			2			(1,000)
S106 analysis		0.08%	% of GDV	2.00	£ psm (GIA)		
Construction Costs -							
Site Clearance and Demolition (inc. Mineworking)		0.25	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs							-
Medium Retail		500	sqm @	1,849	psm		(924,500)
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
	500	-	sqm @	0	psm		-
External works		924,500	@	10.0%			(92,450)
Biodiversity Net Gain - 10%	0.10 hectares @				6,600	£ per dwelling	(660)
Net Zero Carbon			500 sqm @		40	% additional	(20,000)
Urban Greening Factor	500 sqm @	1	storeys = GIA	500	-	% additional	-
Contingency		1,037,610	@	3.0%			(31,128)
Professional Fees		1,037,610	@	10.0%			(103,761)
Disposal Costs -							
Letting Agents Costs		90,417	ERV @	10.00%			(9,042)
Letting Legal Costs		90,417	ERV @	5.00%			(4,521)
Investment Sale Agents Costs		1,260,131	GDV @	1.00%			(12,601)
Investment Sale Legal Costs		1,260,131	GDV @	0.50%			(6,301)
Marketing and Promotion		1,260,131	GDV @	0.50%			(6,301)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(25,998)
Developers Profit -							
Profit on Cost		1,254,115		15.00%			(188,117)
TOTAL COSTS							**(1,442,233)**

Scheme Ref: NR_GF_2
No Units: 1 (500 sqm) **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: Medium Retail

RESIDUAL LAND VALUE					
Residual Land Value (gross)					(182,102)
SDLT	-	@	5.00%	(slabbed)	-
Acquisition Agent fees	-	@	1.00%		-
Acquisition Legal fees	-	@	0.50%		-
Interest on Land	-	@	7.50%		-
Residual Land Value					**(182,102)**
RLV analysis:	*(1,821,016)*	*£ per ha*	*(736,955)*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	50%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.10	ha	0.25	acres	
Density analysis:	*5,000*	*sqm/ha*	*21,780*	*sqft/ac*	
Threshold Land Value	247,100	£ per ha	100,000	£ per acre	**24,710**

BALANCE					
Surplus/(Deficit)	**(2,068,116)**	£ per ha	**(836,955)**	£ per acre	**(206,812)**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	(206,812)	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	(206,812)	90%	100%	110%	120%	130%	140%	150%
	0	(206,694)	(206,812)	(206,929)	(207,047)	(207,164)	(207,281)	(207,399)
	10	(212,567)	(212,684)	(212,802)	(212,919)	(213,037)	(213,154)	(213,272)
	20	(218,440)	(218,557)	(218,675)	(218,792)	(218,910)	(219,027)	(219,145)
	30	(224,313)	(224,430)	(224,548)	(224,665)	(224,783)	(224,900)	(225,018)
	40	(230,186)	(230,303)	(230,421)	(230,538)	(230,656)	(230,773)	(230,890)
CIL £psm	50	(236,059)	(236,176)	(236,294)	(236,411)	(236,528)	(236,646)	(236,763)
0.00	60	(241,931)	(242,049)	(242,166)	(242,284)	(242,401)	(242,519)	(242,636)
	70	(247,804)	(247,922)	(248,039)	(248,157)	(248,274)	(248,392)	(248,509)
	80	(253,700)	(253,819)	(253,937)	(254,055)	(254,173)	(254,291)	(254,409)
	90	(259,609)	(259,727)	(259,845)	(259,963)	(260,081)	(260,200)	(260,318)
	100	(265,517)	(265,635)	(265,753)	(265,872)	(265,990)	(266,108)	(266,226)
	110	(271,426)	(271,544)	(271,662)	(271,780)	(271,898)	(272,016)	(272,135)
	120	(277,334)	(277,452)	(277,570)	(277,688)	(277,807)	(277,925)	(278,043)
	130	(283,242)	(283,360)	(283,479)	(283,597)	(283,715)	(283,833)	(283,951)
	140	(289,151)	(289,269)	(289,387)	(289,505)	(289,623)	(289,742)	(289,860)
	150	(295,059)	(295,177)	(295,295)	(295,414)	(295,532)	(295,650)	(295,768)
	160	(300,967)	(301,086)	(301,204)	(301,322)	(301,440)	(301,558)	(301,676)
	170	(306,876)	(306,994)	(307,112)	(307,230)	(307,349)	(307,467)	(307,585)
	180	(312,784)	(312,902)	(313,021)	(313,139)	(313,257)	(313,375)	(313,493)
	190	(318,693)	(318,811)	(318,929)	(319,047)	(319,165)	(319,283)	(319,402)
	200	(324,601)	(324,719)	(324,837)	(324,956)	(325,074)	(325,192)	(325,310)
	210	(330,509)	(330,628)	(330,746)	(330,864)	(330,982)	(331,100)	(331,218)
	220	(336,418)	(336,536)	(336,654)	(336,772)	(336,890)	(337,009)	(337,127)
	230	(342,326)	(342,444)	(342,563)	(342,681)	(342,799)	(342,917)	(343,035)
	240	(348,235)	(348,353)	(348,471)	(348,589)	(348,707)	(348,825)	(348,944)
	250	(354,143)	(354,261)	(354,379)	(354,497)	(354,616)	(354,734)	(354,852)

Scheme Ref: NR_GF_2
No Units: 1 (500 sqm) **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: Medium Retail

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	(206,812)	80%	90%	100%	110%	120%	130%	140%
	0	61,343	(71,835)	(206,812)	(342,344)	(478,137)	(613,930)	(749,723)
	20	51,242	(83,580)	(218,557)	(354,161)	(489,954)	(625,747)	(761,540)
	40	41,140	(95,326)	(230,303)	(365,978)	(501,771)	(637,564)	(773,357)
	60	31,039	(107,072)	(242,049)	(377,795)	(513,588)	(649,380)	(785,173)
	80	20,938	(118,818)	(253,819)	(389,611)	(525,404)	(661,197)	(796,990)
CIL £psm	100	10,836	(130,564)	(265,635)	(401,428)	(537,221)	(673,014)	(808,807)
0	120	735	(142,309)	(277,452)	(413,245)	(549,038)	(684,831)	(820,624)
	140	(9,367)	(154,055)	(289,269)	(425,062)	(560,855)	(696,648)	(832,440)
	160	(30,824)	(165,801)	(301,086)	(436,879)	(572,671)	(708,464)	(844,257)
	180	(42,570)	(177,547)	(312,902)	(448,695)	(584,488)	(720,281)	(856,074)
	200	(54,315)	(189,292)	(324,719)	(460,512)	(596,305)	(732,098)	(867,891)
	220	(66,061)	(201,038)	(336,536)	(472,329)	(608,122)	(743,915)	(879,708)
	240	(77,807)	(212,784)	(348,353)	(484,146)	(619,939)	(755,731)	(891,524)
	260	(89,553)	(224,530)	(360,170)	(495,962)	(631,755)	(767,548)	(903,341)
	280	(101,299)	(236,275)	(371,986)	(507,779)	(643,572)	(779,365)	(915,158)
	300	(113,044)	(248,021)	(383,803)	(519,596)	(655,389)	(791,182)	(926,975)
	320	(124,790)	(259,827)	(395,620)	(531,413)	(667,206)	(802,999)	(938,791)
	340	(136,536)	(271,644)	(407,437)	(543,230)	(679,022)	(814,815)	(950,608)
	360	(148,282)	(283,460)	(419,253)	(555,046)	(690,839)	(826,632)	(962,425)
	380	(160,027)	(295,277)	(431,070)	(566,863)	(702,656)	(838,449)	(974,242)
	400	(171,773)	(307,094)	(442,887)	(578,680)	(714,473)	(850,266)	(986,059)
	420	(183,519)	(318,911)	(454,704)	(590,497)	(726,290)	(862,082)	(997,875)
	440	(195,265)	(330,728)	(466,520)	(602,313)	(738,106)	(873,899)	(1,009,692)
	460	(207,010)	(342,544)	(478,337)	(614,130)	(749,923)	(885,716)	(1,021,509)
	480	(218,756)	(354,361)	(490,154)	(625,947)	(761,740)	(897,533)	(1,033,326)
	500	(230,502)	(366,178)	(501,971)	(637,764)	(773,557)	(909,350)	(1,045,142)
	520	(242,248)	(377,995)	(513,788)	(649,580)	(785,373)	(921,166)	(1,056,959)
	540	(254,019)	(389,811)	(525,604)	(661,397)	(797,190)	(932,983)	(1,068,776)
	560	(265,835)	(401,628)	(537,421)	(673,214)	(809,007)	(944,800)	(1,080,593)
	580	(277,652)	(413,445)	(549,238)	(685,031)	(820,824)	(956,617)	(1,092,410)
	600	(289,469)	(425,262)	(561,055)	(696,848)	(832,641)	(968,433)	(1,104,226)

TABLE 4

GDV

Balance (RLV - TLV)	(206,812)	80%	90%	100%	110%	120%	130%	140%
	0	(453,010)	(329,911)	(206,812)	(83,712)	40,913	146,779	252,644
	20	(464,756)	(341,657)	(218,557)	(95,458)	30,812	136,677	242,543
	40	(476,502)	(353,402)	(230,303)	(107,204)	20,711	126,576	232,442
	60	(488,248)	(365,148)	(242,049)	(118,950)	10,609	116,475	222,340
	80	(500,007)	(376,913)	(253,819)	(130,724)	479	106,339	212,200
CIL £psm	100	(511,824)	(388,729)	(265,635)	(142,541)	(9,684)	96,177	202,038
0	120	(523,640)	(400,546)	(277,452)	(154,358)	(31,264)	86,015	191,876
	140	(535,457)	(412,363)	(289,269)	(166,175)	(43,081)	75,852	181,713
	160	(547,274)	(424,180)	(301,086)	(177,992)	(54,897)	65,690	171,551
	180	(559,091)	(435,997)	(312,902)	(189,808)	(66,714)	55,527	161,388
	200	(570,907)	(447,813)	(324,719)	(201,625)	(78,531)	45,365	151,226
	220	(582,724)	(459,630)	(336,536)	(213,442)	(90,348)	35,202	141,063
	240	(594,541)	(471,447)	(348,353)	(225,259)	(102,165)	25,040	130,901
	260	(606,358)	(483,264)	(360,170)	(237,075)	(113,981)	14,878	120,739
	280	(618,175)	(495,080)	(371,986)	(248,892)	(125,798)	4,715	110,576
	300	(629,991)	(506,897)	(383,803)	(260,709)	(137,615)	(5,447)	100,414
	320	(641,808)	(518,714)	(395,620)	(272,526)	(149,432)	(26,337)	90,251
	340	(653,625)	(530,531)	(407,437)	(284,342)	(161,248)	(38,154)	80,089
	360	(665,442)	(542,348)	(419,253)	(296,159)	(173,065)	(49,971)	69,926
	380	(677,258)	(554,164)	(431,070)	(307,976)	(184,882)	(61,788)	59,764
	400	(689,075)	(565,981)	(442,887)	(319,793)	(196,699)	(73,605)	49,602
	420	(700,892)	(577,798)	(454,704)	(331,610)	(208,515)	(85,421)	39,439
	440	(712,709)	(589,615)	(466,520)	(343,426)	(220,332)	(97,238)	29,277
	460	(724,525)	(601,431)	(478,337)	(355,243)	(232,149)	(109,055)	19,114
	480	(736,342)	(613,248)	(490,154)	(367,060)	(243,966)	(120,872)	8,952
	500	(748,159)	(625,065)	(501,971)	(378,877)	(255,783)	(132,688)	(1,211)
	520	(759,976)	(636,882)	(513,788)	(390,693)	(267,599)	(144,505)	(11,373)
	540	(771,793)	(648,698)	(525,604)	(402,510)	(279,416)	(156,322)	(33,228)
	560	(783,609)	(660,515)	(537,421)	(414,327)	(291,233)	(168,139)	(45,045)
	580	(795,426)	(672,332)	(549,238)	(426,144)	(303,050)	(179,956)	(56,861)
	600	(807,243)	(684,149)	(561,055)	(437,961)	(314,866)	(191,772)	(68,678)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: NR_GF_3
No Units: 1 (4,000 sqm) **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: Large Retail / Supermarket

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Large Supermarket	1	100%	1	1	0
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Large Supermarket	4,000	43,056	100.0%	4,000	43,056

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Large Supermarket	4,000	43,056	4,000	43,056
	4,000	43,056	4,000	43,056

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Large Supermarket	68,171	818,057	19.00	0%	6	5.50%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

Scheme Ref:	NR_GF_3				
No Units:	1 (4,000 sqm)	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	Large Retail / Supermarket				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Large Supermarket	unit	818,057	0%	818,057	5.50%	14,873,767
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				818,057		14,873,767

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Large Supermarket	(409,029)	14,464,738	6.80%	(920,976)	13,543,762
	-	0		-	-
	-	0		-	-
	-	0		-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**13,543,762**
Grant Funding					**-**
Total GDV					**13,543,762**

DEVELOPMENT COSTS

Initial Payments -							
Planning Application Professional Fees, Surveys and reports					3.0	x	(94,000)
Statutory Planning Fees (Planning Portal)					31,300	£	(31,300)
CIL		4,000	sqm (gross)		£ psm		-
CIL analysis:		0.00%	% of GDV				
Site Specific S106 Contributions	4,000 sqm @			2			(8,000)
S106 analysis		0.06%	% of GDV	2.00	£ psm (GIA)		
Construction Costs -							
Site Clearance and Demolition (inc. Mineworking)		2.47	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs							-
Large Supermarket		4,000	sqm @	2,043	psm		(8,172,000)
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
	4,000	-	sqm @	0	psm		-
External works		8,172,000	@	10.0%			(817,200)
Biodiversity Net Gain - 10%	1.00	hectares @			6,600	£ per dwelling	(6,600)
Net Zero Carbon			4,000 sqm @		40	% additional	(160,000)
Urban Greening Factor	4,000 sqm @	1	storeys = GIA	4000	-	% additional	-
Contingency		9,155,800	@	3.0%			(274,674)
Professional Fees		9,155,800	@	10.0%			(915,580)
Disposal Costs -							
Letting Agents Costs		818,057	ERV @	10.00%			(81,806)
Letting Legal Costs		818,057	ERV @	5.00%			(40,903)
Investment Sale Agents Costs		13,543,762	GDV @	1.00%			(135,438)
Investment Sale Legal Costs		13,543,762	GDV @	0.50%			(67,719)
Marketing and Promotion		13,543,762	GDV @	0.50%			(67,719)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(41,012)
Developers Profit -							
Profit on Cost		10,913,950		15.00%			(1,637,092)
TOTAL COSTS							**(12,551,042)**

Scheme Ref:	NR_GF_3				
No Units:	1 (4,000 sqm)	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	Large Retail / Supermarket				

RESIDUAL LAND VALUE					
Residual Land Value (gross)					992,720
SDLT	992,720	@	5.00%	(slabbed)	(39,136)
Acquisition Agent fees	992,720	@	1.00%		(9,927)
Acquisition Legal fees	992,720	@	0.50%		(4,964)
Interest on Land	992,720	@	7.50%		(74,454)
Residual Land Value					**864,239**
RLV analysis:	*864,239*	*£ per ha*	*349,753*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	40%	(GIA-Site Area / Dph, as appropriate)			
Site Area	1.00	ha	2.47	acres	
Density analysis:	*4,000*	*sqm/ha*	*17,424*	*sqft/ac*	
Threshold Land Value	247,100	£ per ha	100,000	£ per acre	**247,100**

BALANCE					
Surplus/(Deficit)	**617,139**	£ per ha	**249,753**	£ per acre	**617,139**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site	0%					
Balance (RLV - BLV)	617,139	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	617,139	90%	100%	110%	120%	130%	140%	150%
	0	617,933	617,139	616,345	615,551	614,757	613,964	613,170
	10	578,239	577,445	576,652	575,858	575,064	574,270	573,476
	20	538,546	537,752	536,958	536,164	535,370	534,576	533,782
	30	498,852	498,058	497,264	496,470	495,676	494,883	494,089
	40	459,158	458,364	457,571	456,777	455,983	455,189	454,395
CIL £psm	50	419,465	418,671	417,877	417,083	416,289	415,495	414,701
0.00	60	379,771	378,977	378,183	377,389	376,595	375,802	375,008
	70	340,077	339,283	338,490	337,696	336,902	336,108	335,314
	80	300,384	299,590	298,796	298,002	297,208	296,414	295,620
	90	260,690	259,896	259,102	258,308	257,514	256,721	255,927
	100	220,996	220,202	219,409	218,615	217,821	217,027	216,233
	110	181,303	180,509	179,715	178,921	178,127	177,333	176,539
	120	141,609	140,815	140,021	139,227	138,434	137,640	136,846
	130	101,915	101,121	100,328	99,534	98,740	97,946	97,152
	140	62,222	61,428	60,634	59,840	59,046	58,252	57,458
	150	22,528	21,734	20,940	20,146	19,353	18,559	17,765
	160	(17,166)	(17,960)	(18,753)	(19,547)	(20,341)	(21,135)	(21,929)
	170	(56,859)	(57,653)	(58,447)	(59,241)	(60,035)	(60,829)	(61,623)
	180	(96,553)	(97,347)	(98,141)	(98,935)	(99,728)	(100,522)	(101,316)
	190	(136,247)	(137,040)	(137,834)	(138,628)	(139,422)	(140,216)	(141,010)
	200	(175,940)	(176,734)	(177,528)	(178,322)	(179,116)	(179,910)	(180,704)
	210	(215,634)	(216,428)	(217,222)	(218,016)	(218,809)	(219,603)	(220,397)
	220	(268,876)	(269,799)	(270,722)	(271,646)	(272,569)	(273,492)	(274,415)
	230	(315,032)	(315,955)	(316,878)	(317,801)	(318,724)	(319,647)	(320,570)
	240	(361,187)	(362,110)	(363,033)	(363,956)	(364,880)	(365,803)	(366,726)
	250	(407,343)	(408,266)	(409,189)	(410,112)	(411,035)	(411,958)	(412,881)

Scheme Ref: NR_GF_3
No Units: 1 (4,000 sqm) **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: Large Retail / Supermarket

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	617,139	80%	90%	100%	110%	120%	130%	140%
	0	2,633,140	1,625,139	617,139	(426,473)	(1,598,567)	(2,770,660)	(3,942,753)
	20	2,553,752	1,545,752	537,752	(518,784)	(1,690,878)	(2,862,971)	(4,035,064)
	40	2,474,365	1,466,365	458,364	(611,095)	(1,783,188)	(2,955,282)	(4,127,375)
	60	2,394,978	1,386,977	378,977	(703,406)	(1,875,499)	(3,047,593)	(4,219,686)
	80	2,315,590	1,307,590	299,590	(795,717)	(1,967,810)	(3,139,903)	(4,311,997)
CIL £psm	100	2,236,203	1,228,203	220,202	(888,028)	(2,060,121)	(3,232,214)	(4,404,308)
0	120	2,156,816	1,148,815	140,815	(980,338)	(2,152,432)	(3,324,525)	(4,496,618)
	140	2,077,428	1,069,428	61,428	(1,072,649)	(2,244,743)	(3,416,836)	(4,588,929)
	160	1,998,041	990,041	(17,960)	(1,164,960)	(2,337,053)	(3,509,147)	(4,681,240)
	180	1,918,654	910,653	(97,347)	(1,257,271)	(2,429,364)	(3,601,458)	(4,773,551)
	200	1,839,266	831,266	(176,734)	(1,349,582)	(2,521,675)	(3,693,768)	(4,865,862)
	220	1,759,879	751,879	(269,799)	(1,441,893)	(2,613,986)	(3,786,079)	(4,958,173)
	240	1,680,492	672,491	(362,110)	(1,534,204)	(2,706,297)	(3,878,390)	(5,050,483)
	260	1,601,104	593,104	(454,421)	(1,626,514)	(2,798,608)	(3,970,701)	(5,142,794)
	280	1,521,717	513,717	(546,732)	(1,718,825)	(2,890,918)	(4,063,012)	(5,235,105)
	300	1,442,330	434,329	(639,043)	(1,811,136)	(2,983,229)	(4,155,323)	(5,327,416)
	320	1,362,942	354,942	(731,354)	(1,903,447)	(3,075,540)	(4,247,633)	(5,419,727)
	340	1,283,555	275,555	(823,664)	(1,995,758)	(3,167,851)	(4,339,944)	(5,512,038)
	360	1,204,168	196,168	(915,975)	(2,088,069)	(3,260,162)	(4,432,255)	(5,604,348)
	380	1,124,780	116,780	(1,008,286)	(2,180,379)	(3,352,473)	(4,524,566)	(5,696,659)
	400	1,045,393	37,393	(1,100,597)	(2,272,690)	(3,444,783)	(4,616,877)	(5,788,970)
	420	966,006	(41,994)	(1,192,908)	(2,365,001)	(3,537,094)	(4,709,188)	(5,881,281)
	440	886,619	(121,382)	(1,285,219)	(2,457,312)	(3,629,405)	(4,801,498)	(5,973,592)
	460	807,231	(200,769)	(1,377,529)	(2,549,623)	(3,721,716)	(4,893,809)	(6,065,903)
	480	727,844	(297,747)	(1,469,840)	(2,641,934)	(3,814,027)	(4,986,120)	(6,158,213)
	500	648,457	(390,058)	(1,562,151)	(2,734,244)	(3,906,338)	(5,078,431)	(6,250,524)
	520	569,069	(482,369)	(1,654,462)	(2,826,555)	(3,998,649)	(5,170,742)	(6,342,835)
	540	489,682	(574,679)	(1,746,773)	(2,918,866)	(4,090,959)	(5,263,053)	(6,435,146)
	560	410,295	(666,990)	(1,839,084)	(3,011,177)	(4,183,270)	(5,355,363)	(6,527,457)
	580	330,907	(759,301)	(1,931,394)	(3,103,488)	(4,275,581)	(5,447,674)	(6,619,768)
	600	251,520	(851,612)	(2,023,705)	(3,195,799)	(4,367,892)	(5,539,985)	(6,712,078)

TABLE 4

GDV

Balance (RLV - TLV)	617,139	80%	90%	100%	110%	120%	130%	140%
	0	(1,900,779)	(577,579)	617,139	1,755,090	2,893,042	4,030,993	5,168,944
	20	(1,993,090)	(669,890)	537,752	1,675,703	2,813,654	3,951,606	5,089,557
	40	(2,085,400)	(762,201)	458,364	1,596,316	2,734,267	3,872,218	5,010,170
	60	(2,177,711)	(854,512)	378,977	1,516,928	2,654,880	3,792,831	4,930,783
	80	(2,270,022)	(946,823)	299,590	1,437,541	2,575,492	3,713,444	4,851,395
CIL £psm	100	(2,362,333)	(1,039,134)	220,202	1,358,154	2,496,105	3,634,057	4,772,008
0	120	(2,454,644)	(1,131,444)	140,815	1,278,766	2,416,718	3,554,669	4,692,621
	140	(2,546,955)	(1,223,755)	61,428	1,199,379	2,337,331	3,475,282	4,613,233
	160	(2,639,265)	(1,316,066)	(17,960)	1,119,992	2,257,943	3,395,895	4,533,846
	180	(2,731,576)	(1,408,377)	(97,347)	1,040,605	2,178,556	3,316,507	4,454,459
	200	(2,823,887)	(1,500,688)	(176,734)	961,217	2,099,169	3,237,120	4,375,071
	220	(2,916,198)	(1,592,999)	(269,799)	881,830	2,019,781	3,157,733	4,295,684
	240	(3,008,509)	(1,685,309)	(362,110)	802,443	1,940,394	3,078,345	4,216,297
	260	(3,100,820)	(1,777,620)	(454,421)	723,055	1,861,007	2,998,958	4,136,909
	280	(3,193,130)	(1,869,931)	(546,732)	643,668	1,781,619	2,919,571	4,057,522
	300	(3,285,441)	(1,962,242)	(639,043)	564,281	1,702,232	2,840,183	3,978,135
	320	(3,377,752)	(2,054,553)	(731,354)	484,893	1,622,845	2,760,796	3,898,747
	340	(3,470,063)	(2,146,864)	(823,664)	405,506	1,543,457	2,681,409	3,819,360
	360	(3,562,374)	(2,239,174)	(915,975)	326,119	1,464,070	2,602,021	3,739,973
	380	(3,654,685)	(2,331,485)	(1,008,286)	246,731	1,384,683	2,522,634	3,660,585
	400	(3,746,995)	(2,423,796)	(1,100,597)	167,344	1,305,295	2,443,247	3,581,198
	420	(3,839,306)	(2,516,107)	(1,192,908)	87,957	1,225,908	2,363,859	3,501,811
	440	(3,931,617)	(2,608,418)	(1,285,219)	8,569	1,146,521	2,284,472	3,422,423
	460	(4,023,928)	(2,700,729)	(1,377,529)	(70,818)	1,067,133	2,205,085	3,343,036
	480	(4,116,239)	(2,793,039)	(1,469,840)	(150,205)	987,746	2,125,697	3,263,649
	500	(4,208,550)	(2,885,350)	(1,562,151)	(229,593)	908,359	2,046,310	3,184,261
	520	(4,300,860)	(2,977,661)	(1,654,462)	(331,263)	828,971	1,966,923	3,104,874
	540	(4,393,171)	(3,069,972)	(1,746,773)	(423,574)	749,584	1,887,535	3,025,487
	560	(4,485,482)	(3,162,283)	(1,839,084)	(515,884)	670,197	1,808,148	2,946,100
	580	(4,577,793)	(3,254,594)	(1,931,394)	(608,195)	590,810	1,728,761	2,866,712
	600	(4,670,104)	(3,346,905)	(2,023,705)	(700,506)	511,422	1,649,374	2,787,325

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: NR_GF_4
No Units: 1 (400 sqm) **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: Small Office

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Small Office	1	100%	1	1	0
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Small Office	320	3,444	80.0%	400	4,306

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Small Office	320	3,444	400	4,306
	320	3,444	400	4,306

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Small Office	5,167	62,000	18.00	0%	6	8.50%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

Scheme Ref:	NR_GF_4				
No Units:	1 (400 sqm)	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	Small Office				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Small Office	unit	62,000	0%	62,000	8.50%	729,413
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				62,000		729,413

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Small Office	(31,000)	698,413	6.80%	(44,468)	653,945
	-	0		-	-
	-	0		-	-
	-	0		-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**653,945**
Grant Funding					**-**
Total GDV					**653,945**

DEVELOPMENT COSTS

Initial Payments -							
Planning Application Professional Fees, Surveys and reports					3.0	x	(9,000)
Statutory Planning Fees (Planning Portal)					3,083	£	(3,083)
CIL		400	sqm (gross)	0.00	£ psm		-
CIL analysis:		0.00%	% of GDV				
Site Specific S106 Contributions	400	x planning fees		2			(800)
S106 analysis		0.12%	% of GDV	2.00	£ psm (GIA)		
Construction Costs -							
Site Clearance and Demolition (inc. Mineworking)		0.13	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs							-
Small Office		400	sqm @	2,949	psm		(1,179,600)
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
	400	-	sqm @	0	psm		-
External works		1,179,600	@	10.0%			(117,960)
Biodiversity Net Gain - 10%	0.05	hectares @			6,600	£ per dwelling	(352)
Net Zero Carbon			400	sqm @	40	% additional	(16,000)
Urban Greening Factor	400	sqm @ 3	storeys = GIA	133.3333333	-	% additional	-
Contingency		1,313,912	@	3.0%			(39,417)
Professional Fees		1,313,912	@	10.0%			(131,391)
Disposal Costs -							
Letting Agents Costs		62,000	ERV @	10.00%			(6,200)
Letting Legal Costs		62,000	ERV @	5.00%			(3,100)
Investment Sale Agents Costs		653,945	GDV @	1.00%			(6,539)
Investment Sale Legal Costs		653,945	GDV @	0.50%			(3,270)
Marketing and Promotion		653,945	GDV @	0.50%			(3,270)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(37,734)
Developers Profit -							
Profit on Cost		1,557,716		15.00%			(233,657)
TOTAL COSTS							**(1,791,373)**

Scheme Ref:	NR_GF_4				
No Units:	1 (400 sqm)	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	Small Office				

RESIDUAL LAND VALUE					
Residual Land Value (gross)					(1,137,428)
SDLT	-	@	5.00%	(slabbed)	-
Acquisition Agent fees	-	@	1.00%		-
Acquisition Legal fees	-	@	0.50%		-
Interest on Land	-	@	7.50%		-
Residual Land Value					**(1,137,428)**
RLV analysis:	*(21,326,783)*	*£ per ha*	*(8,630,831)*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	75%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.05	ha	0.13	acres	
Density analysis:	*7,500*	*sqm/ha*	*32,671*	*sqft/ac*	
Threshold Land Value	247,100	£ per ha	100,000	£ per acre	**13,179**

BALANCE					
Surplus/(Deficit)	**(21,573,883)**	£ per ha	**(8,730,831)**	£ per acre	**(1,150,607)**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	(1,150,607)	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106		100%	(where 110% is a 10% increase etc.)			
Balance (RLV - BLV)	(1,150,607)	90%	100%	110%	120%	130%	140%	150%
	0	(1,150,513)	(1,150,607)	(1,150,702)	(1,150,796)	(1,150,891)	(1,150,985)	(1,151,080)
	10	(1,155,239)	(1,155,334)	(1,155,428)	(1,155,523)	(1,155,617)	(1,155,712)	(1,155,806)
	20	(1,159,966)	(1,160,060)	(1,160,155)	(1,160,250)	(1,160,344)	(1,160,439)	(1,160,533)
	30	(1,164,693)	(1,164,787)	(1,164,882)	(1,164,976)	(1,165,071)	(1,165,165)	(1,165,260)
	40	(1,169,419)	(1,169,514)	(1,169,608)	(1,169,703)	(1,169,798)	(1,169,892)	(1,169,987)
CIL £psm	50	(1,174,146)	(1,174,241)	(1,174,335)	(1,174,430)	(1,174,524)	(1,174,619)	(1,174,713)
0.00	60	(1,178,873)	(1,178,967)	(1,179,062)	(1,179,156)	(1,179,251)	(1,179,345)	(1,179,440)
	70	(1,183,600)	(1,183,694)	(1,183,789)	(1,183,883)	(1,183,978)	(1,184,072)	(1,184,167)
	80	(1,188,326)	(1,188,421)	(1,188,515)	(1,188,610)	(1,188,704)	(1,188,799)	(1,188,893)
	90	(1,193,053)	(1,193,147)	(1,193,242)	(1,193,337)	(1,193,431)	(1,193,526)	(1,193,620)
	100	(1,197,780)	(1,197,874)	(1,197,969)	(1,198,063)	(1,198,158)	(1,198,252)	(1,198,347)
	110	(1,202,506)	(1,202,601)	(1,202,695)	(1,202,790)	(1,202,884)	(1,202,979)	(1,203,074)
	120	(1,207,233)	(1,207,328)	(1,207,422)	(1,207,517)	(1,207,611)	(1,207,706)	(1,207,800)
	130	(1,211,960)	(1,212,054)	(1,212,149)	(1,212,243)	(1,212,338)	(1,212,432)	(1,212,527)
	140	(1,216,686)	(1,216,781)	(1,216,876)	(1,216,970)	(1,217,065)	(1,217,159)	(1,217,254)
	150	(1,221,413)	(1,221,508)	(1,221,602)	(1,221,697)	(1,221,791)	(1,221,886)	(1,221,980)
	160	(1,226,140)	(1,226,234)	(1,226,329)	(1,226,424)	(1,226,518)	(1,226,613)	(1,226,707)
	170	(1,230,867)	(1,230,961)	(1,231,056)	(1,231,150)	(1,231,245)	(1,231,339)	(1,231,434)
	180	(1,235,593)	(1,235,688)	(1,235,782)	(1,235,877)	(1,235,971)	(1,236,066)	(1,236,161)
	190	(1,240,320)	(1,240,415)	(1,240,509)	(1,240,604)	(1,240,698)	(1,240,793)	(1,240,887)
	200	(1,245,047)	(1,245,141)	(1,245,236)	(1,245,330)	(1,245,425)	(1,245,519)	(1,245,614)
	210	(1,249,773)	(1,249,868)	(1,249,963)	(1,250,057)	(1,250,152)	(1,250,246)	(1,250,341)
	220	(1,254,500)	(1,254,595)	(1,254,689)	(1,254,784)	(1,254,878)	(1,254,973)	(1,255,067)
	230	(1,259,227)	(1,259,321)	(1,259,416)	(1,259,510)	(1,259,605)	(1,259,700)	(1,259,794)
	240	(1,263,954)	(1,264,048)	(1,264,143)	(1,264,237)	(1,264,332)	(1,264,426)	(1,264,521)
	250	(1,268,680)	(1,268,775)	(1,268,869)	(1,268,964)	(1,269,058)	(1,269,153)	(1,269,248)

Scheme Ref: NR_GF_4
No Units: 1 (400 sqm) **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: Small Office

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	(1,150,607)	80%	90%	100%	110%	120%	130%	140%
	0	(804,082)	(977,344)	(1,150,607)	(1,323,870)	(1,497,132)	(1,670,395)	(1,843,658)
	20	(813,535)	(986,798)	(1,160,060)	(1,333,323)	(1,506,586)	(1,679,848)	(1,853,111)
	40	(822,989)	(996,251)	(1,169,514)	(1,342,777)	(1,516,039)	(1,689,302)	(1,862,564)
	60	(832,442)	(1,005,705)	(1,178,967)	(1,352,230)	(1,525,493)	(1,698,755)	(1,872,018)
	80	(841,895)	(1,015,158)	(1,188,421)	(1,361,683)	(1,534,946)	(1,708,209)	(1,881,471)
CIL £psm	100	(851,349)	(1,024,612)	(1,197,874)	(1,371,137)	(1,544,399)	(1,717,662)	(1,890,925)
0	120	(860,802)	(1,034,065)	(1,207,328)	(1,380,590)	(1,553,853)	(1,727,115)	(1,900,378)
	140	(870,256)	(1,043,518)	(1,216,781)	(1,390,044)	(1,563,306)	(1,736,569)	(1,909,832)
	160	(879,709)	(1,052,972)	(1,226,234)	(1,399,497)	(1,572,760)	(1,746,022)	(1,919,285)
	180	(889,163)	(1,062,425)	(1,235,688)	(1,408,950)	(1,582,213)	(1,755,476)	(1,928,738)
	200	(898,616)	(1,071,879)	(1,245,141)	(1,418,404)	(1,591,667)	(1,764,929)	(1,938,192)
	220	(908,069)	(1,081,332)	(1,254,595)	(1,427,857)	(1,601,120)	(1,774,383)	(1,947,645)
	240	(917,523)	(1,090,785)	(1,264,048)	(1,437,311)	(1,610,573)	(1,783,836)	(1,957,099)
	260	(926,976)	(1,100,239)	(1,273,502)	(1,446,764)	(1,620,027)	(1,793,289)	(1,966,552)
	280	(936,430)	(1,109,692)	(1,282,955)	(1,456,218)	(1,629,480)	(1,802,743)	(1,976,005)
	300	(945,883)	(1,119,146)	(1,292,408)	(1,465,671)	(1,638,934)	(1,812,196)	(1,985,459)
	320	(955,337)	(1,128,599)	(1,301,862)	(1,475,124)	(1,648,387)	(1,821,650)	(1,994,912)
	340	(964,790)	(1,138,053)	(1,311,315)	(1,484,578)	(1,657,840)	(1,831,103)	(2,004,366)
	360	(974,243)	(1,147,506)	(1,320,769)	(1,494,031)	(1,667,294)	(1,840,557)	(2,013,819)
	380	(983,697)	(1,156,959)	(1,330,222)	(1,503,485)	(1,676,747)	(1,850,010)	(2,023,273)
	400	(993,150)	(1,166,413)	(1,339,675)	(1,512,938)	(1,686,201)	(1,859,463)	(2,032,726)
	420	(1,002,604)	(1,175,866)	(1,349,129)	(1,522,392)	(1,695,654)	(1,868,917)	(2,042,179)
	440	(1,012,057)	(1,185,320)	(1,358,582)	(1,531,845)	(1,705,108)	(1,878,370)	(2,051,633)
	460	(1,021,510)	(1,194,773)	(1,368,036)	(1,541,298)	(1,714,561)	(1,887,824)	(2,061,086)
	480	(1,030,964)	(1,204,227)	(1,377,489)	(1,550,752)	(1,724,014)	(1,897,277)	(2,070,540)
	500	(1,040,417)	(1,213,680)	(1,386,943)	(1,560,205)	(1,733,468)	(1,906,730)	(2,079,993)
	520	(1,049,871)	(1,223,133)	(1,396,396)	(1,569,659)	(1,742,921)	(1,916,184)	(2,089,447)
	540	(1,059,324)	(1,232,587)	(1,405,849)	(1,579,112)	(1,752,375)	(1,925,637)	(2,098,900)
	560	(1,068,778)	(1,242,040)	(1,415,303)	(1,588,565)	(1,761,828)	(1,935,091)	(2,108,353)
	580	(1,078,231)	(1,251,494)	(1,424,756)	(1,598,019)	(1,771,282)	(1,944,544)	(2,117,807)
	600	(1,087,684)	(1,260,947)	(1,434,210)	(1,607,472)	(1,780,735)	(1,953,998)	(2,127,260)

TABLE 4

GDV

Balance (RLV - TLV)	(1,150,607)	80%	90%	100%	110%	120%	130%	140%
	0	(1,278,366)	(1,214,487)	(1,150,607)	(1,086,727)	(1,022,848)	(958,968)	(895,088)
	20	(1,287,820)	(1,223,940)	(1,160,060)	(1,096,181)	(1,032,301)	(968,421)	(904,542)
	40	(1,297,273)	(1,233,394)	(1,169,514)	(1,105,634)	(1,041,755)	(977,875)	(913,995)
	60	(1,306,727)	(1,242,847)	(1,178,967)	(1,115,088)	(1,051,208)	(987,328)	(923,449)
	80	(1,316,180)	(1,252,300)	(1,188,421)	(1,124,541)	(1,060,661)	(996,782)	(932,902)
CIL £psm	100	(1,325,634)	(1,261,754)	(1,197,874)	(1,133,994)	(1,070,115)	(1,006,235)	(942,355)
0	120	(1,335,087)	(1,271,207)	(1,207,328)	(1,143,448)	(1,079,568)	(1,015,689)	(951,809)
	140	(1,344,540)	(1,280,661)	(1,216,781)	(1,152,901)	(1,089,022)	(1,025,142)	(961,262)
	160	(1,353,994)	(1,290,114)	(1,226,234)	(1,162,355)	(1,098,475)	(1,034,595)	(970,716)
	180	(1,363,447)	(1,299,568)	(1,235,688)	(1,171,808)	(1,107,929)	(1,044,049)	(980,169)
	200	(1,372,901)	(1,309,021)	(1,245,141)	(1,181,262)	(1,117,382)	(1,053,502)	(989,623)
	220	(1,382,354)	(1,318,474)	(1,254,595)	(1,190,715)	(1,126,835)	(1,062,956)	(999,076)
	240	(1,391,807)	(1,327,928)	(1,264,048)	(1,200,168)	(1,136,289)	(1,072,409)	(1,008,529)
	260	(1,401,261)	(1,337,381)	(1,273,502)	(1,209,622)	(1,145,742)	(1,081,863)	(1,017,983)
	280	(1,410,714)	(1,346,835)	(1,282,955)	(1,219,075)	(1,155,196)	(1,091,316)	(1,027,436)
	300	(1,420,168)	(1,356,288)	(1,292,408)	(1,228,529)	(1,164,649)	(1,100,769)	(1,036,890)
	320	(1,429,621)	(1,365,741)	(1,301,862)	(1,237,982)	(1,174,102)	(1,110,223)	(1,046,343)
	340	(1,439,075)	(1,375,195)	(1,311,315)	(1,247,436)	(1,183,556)	(1,119,676)	(1,055,797)
	360	(1,448,528)	(1,384,648)	(1,320,769)	(1,256,889)	(1,193,009)	(1,129,130)	(1,065,250)
	380	(1,457,981)	(1,394,102)	(1,330,222)	(1,266,342)	(1,202,463)	(1,138,583)	(1,074,703)
	400	(1,467,435)	(1,403,555)	(1,339,675)	(1,275,796)	(1,211,916)	(1,148,036)	(1,084,157)
	420	(1,476,888)	(1,413,009)	(1,349,129)	(1,285,249)	(1,221,370)	(1,157,490)	(1,093,610)
	440	(1,486,342)	(1,422,462)	(1,358,582)	(1,294,703)	(1,230,823)	(1,166,943)	(1,103,064)
	460	(1,495,795)	(1,431,915)	(1,368,036)	(1,304,156)	(1,240,276)	(1,176,397)	(1,112,517)
	480	(1,505,249)	(1,441,369)	(1,377,489)	(1,313,609)	(1,249,730)	(1,185,850)	(1,121,970)
	500	(1,514,702)	(1,450,822)	(1,386,943)	(1,323,063)	(1,259,183)	(1,195,304)	(1,131,424)
	520	(1,524,155)	(1,460,276)	(1,396,396)	(1,332,516)	(1,268,637)	(1,204,757)	(1,140,877)
	540	(1,533,609)	(1,469,729)	(1,405,849)	(1,341,970)	(1,278,090)	(1,214,210)	(1,150,331)
	560	(1,543,062)	(1,479,183)	(1,415,303)	(1,351,423)	(1,287,544)	(1,223,664)	(1,159,784)
	580	(1,552,516)	(1,488,636)	(1,424,756)	(1,360,877)	(1,296,997)	(1,233,117)	(1,169,238)
	600	(1,561,969)	(1,498,089)	(1,434,210)	(1,370,330)	(1,306,450)	(1,242,571)	(1,178,691)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: NR_GF_5
No Units: 1 (1,000 sqm) **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: Medium Office

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Medium Office	1	100%	1	1	0
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Medium Office	800	8,611	80.0%	1,000	10,764

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Medium Office	800	8,611	1,000	10,764
	800	8,611	1,000	10,764

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Medium Office	11,482	137,778	16.00	0%	6	8.25%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

Scheme Ref:	NR_GF_5				
No Units:	1 (1,000 sqm)	**Location / Value Zone:**	n/a - single v.	**Development Scenario:**	Greenfield
Notes:	Medium Office				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Medium Office	unit	137,778	0%	137,778	8.25%	1,670,037
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				137,778		1,670,037

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Medium Office	(68,889)	1,601,148	6.80%	(101,946)	1,499,202
	-	0		-	-
	-	0		-	-
	-	0		-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**1,499,202**
Grant Funding					**-**
Total GDV					**1,499,202**

DEVELOPMENT COSTS

Initial Payments -							
Planning Application Professional Fees, Surveys and reports					3.0	x	(25,000)
Statutory Planning Fees (Planning Portal)					8,320	£	(8,320)
CIL		1,000	sqm (gross)	0.00	£ psm		-
CIL analysis:		0.00%	% of GDV				
Site Specific S106 Contributions	1,000 x planning fees			2			(2,000)
S106 analysis		0.13%	% of GDV	2.00	£ psm (GIA)		
Construction Costs -							
Site Clearance and Demolition (inc. Mineworking)		0.25	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs							-
Medium Office		1,000	sqm @	2,949	psm		(2,949,000)
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
	1,000	-	sqm @	0	psm		-
External works		2,949,000	@	10.0%			(294,900)
Biodiversity Net Gain - 10%	0.10	hectares @			6,600	£ per dwelling	(660)
Net Zero Carbon			1,000	sqm @	40	% additional	(40,000)
Urban Greening Factor	1,000	sqm @ 4	storeys = GIA	250	-	% additional	-
Contingency		3,284,560	@	3.0%			(98,537)
Professional Fees		3,284,560	@	10.0%			(328,456)
Disposal Costs -							
Letting Agents Costs		137,778	ERV @	10.00%			(13,778)
Letting Legal Costs		137,778	ERV @	5.00%			(6,889)
Investment Sale Agents Costs		1,499,202	GDV @	1.00%			(14,992)
Investment Sale Legal Costs		1,499,202	GDV @	0.50%			(7,496)
Marketing and Promotion		1,499,202	GDV @	0.50%			(7,496)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(20,401)
Developers Profit -							
Profit on Cost		3,817,924		15.00%			(572,689)
TOTAL COSTS							**(4,390,613)**

Scheme Ref:	NR_GF_5				
No Units:	1 (1,000 sqm)	**Location / Value Zone:**	n/a - single v.	**Development Scenario:**	Greenfield
Notes:	Medium Office				

RESIDUAL LAND VALUE					
Residual Land Value (gross)					(2,891,411)
SDLT	-	@	5.00%	(slabbed)	-
Acquisition Agent fees	-	@	1.00%		-
Acquisition Legal fees	-	@	0.50%		-
Interest on Land	-	@	7.50%		-
Residual Land Value					**(2,891,411)**
RLV analysis:	*(28,914,107)*	*£ per ha*	*(11,701,379)*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	100%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.10	ha	0.25	acres	
Density analysis:	*10,000*	*sqm/ha*	*43,561*	*sqft/ac*	
Threshold Land Value	247,100	£ per ha	100,000	£ per acre	**24,710**

BALANCE					
Surplus/(Deficit)	**(29,161,207)**	£ per ha	**(11,801,379)**	£ per acre	**(2,916,121)**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	(2,916,121)	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	(2,916,121)	90%	100%	110%	120%	130%	140%	150%
	0	(2,915,890)	(2,916,121)	(2,916,352)	(2,916,583)	(2,916,814)	(2,917,045)	(2,917,277)
	10	(2,927,448)	(2,927,679)	(2,927,910)	(2,928,141)	(2,928,372)	(2,928,604)	(2,928,835)
	20	(2,939,006)	(2,939,237)	(2,939,468)	(2,939,700)	(2,939,931)	(2,940,162)	(2,940,393)
	30	(2,950,564)	(2,950,796)	(2,951,027)	(2,951,258)	(2,951,489)	(2,951,720)	(2,951,951)
	40	(2,962,123)	(2,962,354)	(2,962,585)	(2,962,816)	(2,963,047)	(2,963,278)	(2,963,510)
CIL £psm	50	(2,973,681)	(2,973,912)	(2,974,143)	(2,974,374)	(2,974,606)	(2,974,837)	(2,975,068)
0.00	60	(2,985,239)	(2,985,470)	(2,985,702)	(2,985,933)	(2,986,164)	(2,986,395)	(2,986,626)
	70	(2,996,797)	(2,997,029)	(2,997,260)	(2,997,491)	(2,997,722)	(2,997,953)	(2,998,184)
	80	(3,008,356)	(3,008,587)	(3,008,818)	(3,009,049)	(3,009,280)	(3,009,512)	(3,009,743)
	90	(3,019,914)	(3,020,145)	(3,020,376)	(3,020,608)	(3,020,839)	(3,021,070)	(3,021,301)
	100	(3,031,472)	(3,031,703)	(3,031,935)	(3,032,166)	(3,032,397)	(3,032,628)	(3,032,859)
	110	(3,043,031)	(3,043,262)	(3,043,493)	(3,043,724)	(3,043,955)	(3,044,186)	(3,044,418)
	120	(3,054,589)	(3,054,820)	(3,055,051)	(3,055,282)	(3,055,514)	(3,055,745)	(3,055,976)
	130	(3,066,147)	(3,066,378)	(3,066,610)	(3,066,841)	(3,067,072)	(3,067,303)	(3,067,534)
	140	(3,077,705)	(3,077,937)	(3,078,168)	(3,078,399)	(3,078,630)	(3,078,861)	(3,079,092)
	150	(3,089,264)	(3,089,495)	(3,089,726)	(3,089,957)	(3,090,188)	(3,090,420)	(3,090,651)
	160	(3,100,822)	(3,101,053)	(3,101,284)	(3,101,516)	(3,101,747)	(3,101,978)	(3,102,209)
	170	(3,112,380)	(3,112,611)	(3,112,843)	(3,113,074)	(3,113,305)	(3,113,536)	(3,113,767)
	180	(3,123,939)	(3,124,170)	(3,124,401)	(3,124,632)	(3,124,863)	(3,125,094)	(3,125,326)
	190	(3,135,497)	(3,135,728)	(3,135,959)	(3,136,190)	(3,136,422)	(3,136,653)	(3,136,884)
	200	(3,147,055)	(3,147,286)	(3,147,517)	(3,147,749)	(3,147,980)	(3,148,211)	(3,148,442)
	210	(3,158,613)	(3,158,845)	(3,159,076)	(3,159,307)	(3,159,538)	(3,159,769)	(3,160,000)
	220	(3,170,172)	(3,170,403)	(3,170,634)	(3,170,865)	(3,171,096)	(3,171,328)	(3,171,559)
	230	(3,181,730)	(3,181,961)	(3,182,192)	(3,182,423)	(3,182,655)	(3,182,886)	(3,183,117)
	240	(3,193,288)	(3,193,519)	(3,193,751)	(3,193,982)	(3,194,213)	(3,194,444)	(3,194,675)
	250	(3,204,847)	(3,205,078)	(3,205,309)	(3,205,540)	(3,205,771)	(3,206,002)	(3,206,234)

Scheme Ref: NR_GF_5
No Units: 1 (1,000 sqm) **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: Medium Office

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	(2,916,121)	80%	90%	100%	110%	120%	130%	140%
	0	(2,068,758)	(2,492,439)	(2,916,121)	(3,339,802)	(3,763,483)	(4,187,164)	(4,610,845)
	20	(2,091,875)	(2,515,556)	(2,939,237)	(3,362,918)	(3,786,600)	(4,210,281)	(4,633,962)
	40	(2,114,991)	(2,538,673)	(2,962,354)	(3,386,035)	(3,809,716)	(4,233,397)	(4,657,079)
	60	(2,138,108)	(2,561,789)	(2,985,470)	(3,409,152)	(3,832,833)	(4,256,514)	(4,680,195)
	80	(2,161,225)	(2,584,906)	(3,008,587)	(3,432,268)	(3,855,949)	(4,279,630)	(4,703,312)
CIL £psm	100	(2,184,341)	(2,608,022)	(3,031,703)	(3,455,385)	(3,879,066)	(4,302,747)	(4,726,428)
0	120	(2,207,458)	(2,631,139)	(3,054,820)	(3,478,501)	(3,902,182)	(4,325,864)	(4,749,545)
	140	(2,230,574)	(2,654,255)	(3,077,937)	(3,501,618)	(3,925,299)	(4,348,980)	(4,772,661)
	160	(2,253,691)	(2,677,372)	(3,101,053)	(3,524,734)	(3,948,416)	(4,372,097)	(4,795,778)
	180	(2,276,807)	(2,700,489)	(3,124,170)	(3,547,851)	(3,971,532)	(4,395,213)	(4,818,894)
	200	(2,299,924)	(2,723,605)	(3,147,286)	(3,570,967)	(3,994,649)	(4,418,330)	(4,842,011)
	220	(2,323,041)	(2,746,722)	(3,170,403)	(3,594,084)	(4,017,765)	(4,441,446)	(4,865,128)
	240	(2,346,157)	(2,769,838)	(3,193,519)	(3,617,201)	(4,040,882)	(4,464,563)	(4,888,244)
	260	(2,369,274)	(2,792,955)	(3,216,636)	(3,640,317)	(4,063,998)	(4,487,680)	(4,911,361)
	280	(2,392,390)	(2,816,071)	(3,239,753)	(3,663,434)	(4,087,115)	(4,510,796)	(4,934,477)
	300	(2,415,507)	(2,839,188)	(3,262,869)	(3,686,550)	(4,110,231)	(4,533,913)	(4,957,594)
	320	(2,438,623)	(2,862,305)	(3,285,986)	(3,709,667)	(4,133,348)	(4,557,029)	(4,980,710)
	340	(2,461,740)	(2,885,421)	(3,309,102)	(3,732,783)	(4,156,465)	(4,580,146)	(5,003,827)
	360	(2,484,856)	(2,908,538)	(3,332,219)	(3,755,900)	(4,179,581)	(4,603,262)	(5,026,944)
	380	(2,507,973)	(2,931,654)	(3,355,335)	(3,779,017)	(4,202,698)	(4,626,379)	(5,050,060)
	400	(2,531,090)	(2,954,771)	(3,378,452)	(3,802,133)	(4,225,814)	(4,649,495)	(5,073,177)
	420	(2,554,206)	(2,977,887)	(3,401,569)	(3,825,250)	(4,248,931)	(4,672,612)	(5,096,293)
	440	(2,577,323)	(3,001,004)	(3,424,685)	(3,848,366)	(4,272,047)	(4,695,729)	(5,119,410)
	460	(2,600,439)	(3,024,120)	(3,447,802)	(3,871,483)	(4,295,164)	(4,718,845)	(5,142,526)
	480	(2,623,556)	(3,047,237)	(3,470,918)	(3,894,599)	(4,318,281)	(4,741,962)	(5,165,643)
	500	(2,646,672)	(3,070,354)	(3,494,035)	(3,917,716)	(4,341,397)	(4,765,078)	(5,188,759)
	520	(2,669,789)	(3,093,470)	(3,517,151)	(3,940,833)	(4,364,514)	(4,788,195)	(5,211,876)
	540	(2,692,906)	(3,116,587)	(3,540,268)	(3,963,949)	(4,387,630)	(4,811,311)	(5,234,993)
	560	(2,716,022)	(3,139,703)	(3,563,384)	(3,987,066)	(4,410,747)	(4,834,428)	(5,258,109)
	580	(2,739,139)	(3,162,820)	(3,586,501)	(4,010,182)	(4,433,863)	(4,857,545)	(5,281,226)
	600	(2,762,255)	(3,185,936)	(3,609,618)	(4,033,299)	(4,456,980)	(4,880,661)	(5,304,342)

TABLE 4

GDV

Balance (RLV - TLV)	(2,916,121)	80%	90%	100%	110%	120%	130%	140%
	0	(3,209,056)	(3,062,588)	(2,916,121)	(2,769,653)	(2,623,185)	(2,476,718)	(2,330,250)
	20	(3,232,173)	(3,085,705)	(2,939,237)	(2,792,770)	(2,646,302)	(2,499,834)	(2,353,367)
	40	(3,255,289)	(3,108,821)	(2,962,354)	(2,815,886)	(2,669,418)	(2,522,951)	(2,376,483)
	60	(3,278,406)	(3,131,938)	(2,985,470)	(2,839,003)	(2,692,535)	(2,546,067)	(2,399,600)
	80	(3,301,522)	(3,155,055)	(3,008,587)	(2,862,119)	(2,715,652)	(2,569,184)	(2,422,716)
CIL £psm	100	(3,324,639)	(3,178,171)	(3,031,703)	(2,885,236)	(2,738,768)	(2,592,300)	(2,445,833)
0	120	(3,347,755)	(3,201,288)	(3,054,820)	(2,908,352)	(2,761,885)	(2,615,417)	(2,468,949)
	140	(3,370,872)	(3,224,404)	(3,077,937)	(2,931,469)	(2,785,001)	(2,638,534)	(2,492,066)
	160	(3,393,989)	(3,247,521)	(3,101,053)	(2,954,585)	(2,808,118)	(2,661,650)	(2,515,182)
	180	(3,417,105)	(3,270,637)	(3,124,170)	(2,977,702)	(2,831,234)	(2,684,767)	(2,538,299)
	200	(3,440,222)	(3,293,754)	(3,147,286)	(3,000,819)	(2,854,351)	(2,707,883)	(2,561,416)
	220	(3,463,338)	(3,316,871)	(3,170,403)	(3,023,935)	(2,877,468)	(2,731,000)	(2,584,532)
	240	(3,486,455)	(3,339,987)	(3,193,519)	(3,047,052)	(2,900,584)	(2,754,116)	(2,607,649)
	260	(3,509,571)	(3,363,104)	(3,216,636)	(3,070,168)	(2,923,701)	(2,777,233)	(2,630,765)
	280	(3,532,688)	(3,386,220)	(3,239,753)	(3,093,285)	(2,946,817)	(2,800,350)	(2,653,882)
	300	(3,555,804)	(3,409,337)	(3,262,869)	(3,116,401)	(2,969,934)	(2,823,466)	(2,676,998)
	320	(3,578,921)	(3,432,453)	(3,285,986)	(3,139,518)	(2,993,050)	(2,846,583)	(2,700,115)
	340	(3,602,038)	(3,455,570)	(3,309,102)	(3,162,635)	(3,016,167)	(2,869,699)	(2,723,232)
	360	(3,625,154)	(3,478,686)	(3,332,219)	(3,185,751)	(3,039,283)	(2,892,816)	(2,746,348)
	380	(3,648,271)	(3,501,803)	(3,355,335)	(3,208,868)	(3,062,400)	(2,915,932)	(2,769,465)
	400	(3,671,387)	(3,524,920)	(3,378,452)	(3,231,984)	(3,085,517)	(2,939,049)	(2,792,581)
	420	(3,694,504)	(3,548,036)	(3,401,569)	(3,255,101)	(3,108,633)	(2,962,165)	(2,815,698)
	440	(3,717,620)	(3,571,153)	(3,424,685)	(3,278,217)	(3,131,750)	(2,985,282)	(2,838,814)
	460	(3,740,737)	(3,594,269)	(3,447,802)	(3,301,334)	(3,154,866)	(3,008,399)	(2,861,931)
	480	(3,763,854)	(3,617,386)	(3,470,918)	(3,324,451)	(3,177,983)	(3,031,515)	(2,885,047)
	500	(3,786,970)	(3,640,502)	(3,494,035)	(3,347,567)	(3,201,099)	(3,054,632)	(2,908,164)
	520	(3,810,087)	(3,663,619)	(3,517,151)	(3,370,684)	(3,224,216)	(3,077,748)	(2,931,281)
	540	(3,833,203)	(3,686,736)	(3,540,268)	(3,393,800)	(3,247,333)	(3,100,865)	(2,954,397)
	560	(3,856,320)	(3,709,852)	(3,563,384)	(3,416,917)	(3,270,449)	(3,123,981)	(2,977,514)
	580	(3,879,436)	(3,732,969)	(3,586,501)	(3,440,033)	(3,293,566)	(3,147,098)	(3,000,630)
	600	(3,902,553)	(3,756,085)	(3,609,618)	(3,463,150)	(3,316,682)	(3,170,215)	(3,023,747)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: NR_GF_6
No Units: 1 (3,000 sqm) **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: Large Office

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Large Office	1	100%	1	1	0
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Large Office	2,400	25,833	80.0%	3,000	32,292

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Large Office	2,400	25,833	3,000	32,292
	2,400	25,833	3,000	32,292

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Large Office	32,292	387,501	15.00	0%	6	8.00%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

Scheme Ref:	NR_GF_6				
No Units:	1 (3,000 sqm)	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	Large Office				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Large Office	unit	387,501	0%	387,501	8.00%	4,843,760
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				387,501		4,843,760

Commercial GDV -	less RF/Void	Purchasers Costs %		PC £	£
Large Office	(193,750)	4,650,009	6.80%	(296,068)	4,353,941
	-	0		-	-
	-	0		-	-
	-	0		-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**4,353,941**
Grant Funding					**-**
Total GDV					**4,353,941**

DEVELOPMENT COSTS

Initial Payments -							
Planning Application Professional Fees, Surveys and reports					3.0	x	(75,000)
Statutory Planning Fees (Planning Portal)					24,960	£	(24,960)
CIL		3,000	sqm (gross)	0.00	£ psm		-
CIL analysis:		0.00%	% of GDV				
Site Specific S106 Contributions	3,000 x planning fees			2			(6,000)
S106 analysis		0.14%	% of GDV	2.00	£ psm (GIA)		
Construction Costs -							
Site Clearance and Demolition (inc. Mineworking)		0.99	acres @	0	£ per acre (if brownfield)		-
Infrastructure costs							-
Large Office		3,000	sqm @	2,949	psm		(8,847,000)
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
0		-	sqm @	0	psm		-
	3,000	-	sqm @	0	psm		-
External works		8,847,000	@	10.0%			(884,700)
Biodiversity Net Gain - 10%	0.40	hectares @			6,600	£ per dwelling	(2,640)
Net Zero Carbon			3,000 sqm @		40	% additional	(120,000)
Urban Greening Factor	3,000	sqm @ 5	storeys = GIA	600	-	% additional	-
Contingency		9,854,340	@	3.0%			(295,630)
Professional Fees		9,854,340	@	10.0%			(985,434)
Disposal Costs -							
Letting Agents Costs		387,501	ERV @	10.00%			(38,750)
Letting Legal Costs		387,501	ERV @	5.00%			(19,375)
Investment Sale Agents Costs		4,353,941	GDV @	1.00%			(43,539)
Investment Sale Legal Costs		4,353,941	GDV @	0.50%			(21,770)
Marketing and Promotion		4,353,941	GDV @	0.50%			(21,770)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(32,915)
Developers Profit -							
Profit on Cost		11,419,483		15.00%			(1,712,922)
TOTAL COSTS							**(13,132,405)**

Scheme Ref:	NR_GF_6				
No Units:	1 (3,000 sqm)	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Greenfield
Notes:	Large Office				

RESIDUAL LAND VALUE					
Residual Land Value (gross)					(8,778,464)
SDLT	-	@	5.00%	(slabbed)	-
Acquisition Agent fees	-	@	1.00%		-
Acquisition Legal fees	-	@	0.50%		-
Interest on Land	-	@	7.50%		-
Residual Land Value					**(8,778,464)**
RLV analysis:	*(21,946,161)*	*£ per ha*	*(8,881,490)*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	75%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.40	ha	0.99	acres	
Density analysis:	*7,500*	*sqm/ha*	*32,671*	*sqft/ac*	
Threshold Land Value	247,100	£ per ha	100,000	£ per acre	**98,840**

BALANCE					
Surplus/(Deficit)	**(22,193,261)**	£ per ha	**(8,981,490)**	£ per acre	**(8,877,304)**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	(8,877,304)	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	(8,877,304)	90%	100%	110%	120%	130%	140%	150%
	0	(8,876,612)	(8,877,304)	(8,877,996)	(8,878,688)	(8,879,379)	(8,880,071)	(8,880,763)
	10	(8,911,200)	(8,911,892)	(8,912,583)	(8,913,275)	(8,913,967)	(8,914,659)	(8,915,350)
	20	(8,945,787)	(8,946,479)	(8,947,171)	(8,947,863)	(8,948,554)	(8,949,246)	(8,949,938)
	30	(8,980,375)	(8,981,067)	(8,981,758)	(8,982,450)	(8,983,142)	(8,983,834)	(8,984,525)
	40	(9,014,962)	(9,015,654)	(9,016,346)	(9,017,037)	(9,017,729)	(9,018,421)	(9,019,113)
CIL £psm	50	(9,049,550)	(9,050,241)	(9,050,933)	(9,051,625)	(9,052,317)	(9,053,008)	(9,053,700)
0.00	60	(9,084,137)	(9,084,829)	(9,085,521)	(9,086,212)	(9,086,904)	(9,087,596)	(9,088,288)
	70	(9,118,724)	(9,119,416)	(9,120,108)	(9,120,800)	(9,121,491)	(9,122,183)	(9,122,875)
	80	(9,153,312)	(9,154,004)	(9,154,695)	(9,155,387)	(9,156,079)	(9,156,771)	(9,157,462)
	90	(9,187,899)	(9,188,591)	(9,189,283)	(9,189,975)	(9,190,666)	(9,191,358)	(9,192,050)
	100	(9,222,487)	(9,223,178)	(9,223,870)	(9,224,562)	(9,225,254)	(9,225,945)	(9,226,637)
	110	(9,257,074)	(9,257,766)	(9,258,458)	(9,259,149)	(9,259,841)	(9,260,533)	(9,261,225)
	120	(9,291,662)	(9,292,353)	(9,293,045)	(9,293,737)	(9,294,429)	(9,295,120)	(9,295,812)
	130	(9,326,249)	(9,326,941)	(9,327,632)	(9,328,324)	(9,329,016)	(9,329,708)	(9,330,399)
	140	(9,360,836)	(9,361,528)	(9,362,220)	(9,362,912)	(9,363,603)	(9,364,295)	(9,364,987)
	150	(9,395,424)	(9,396,116)	(9,396,807)	(9,397,499)	(9,398,191)	(9,398,883)	(9,399,574)
	160	(9,430,011)	(9,430,703)	(9,431,395)	(9,432,086)	(9,432,778)	(9,433,470)	(9,434,162)
	170	(9,464,599)	(9,465,290)	(9,465,982)	(9,466,674)	(9,467,366)	(9,468,057)	(9,468,749)
	180	(9,499,186)	(9,499,878)	(9,500,570)	(9,501,261)	(9,501,953)	(9,502,645)	(9,503,337)
	190	(9,533,774)	(9,534,465)	(9,535,157)	(9,535,849)	(9,536,541)	(9,537,232)	(9,537,924)
	200	(9,568,361)	(9,569,053)	(9,569,744)	(9,570,436)	(9,571,128)	(9,571,820)	(9,572,511)
	210	(9,602,948)	(9,603,640)	(9,604,332)	(9,605,024)	(9,605,715)	(9,606,407)	(9,607,099)
	220	(9,637,536)	(9,638,228)	(9,638,919)	(9,639,611)	(9,640,303)	(9,640,995)	(9,641,686)
	230	(9,672,123)	(9,672,815)	(9,673,507)	(9,674,198)	(9,674,890)	(9,675,582)	(9,676,274)
	240	(9,706,711)	(9,707,402)	(9,708,094)	(9,708,786)	(9,709,478)	(9,710,169)	(9,710,861)
	250	(9,741,298)	(9,741,990)	(9,742,682)	(9,743,373)	(9,744,065)	(9,744,757)	(9,745,449)

Scheme Ref: NR_GF_6
No Units: 1 (3,000 sqm) **Location / Value Zone:** n/a - single v **Development Scenario:** Greenfield
Notes: Large Office

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	(8,877,304)	80%	90%	100%	110%	120%	130%	140%
	0	(6,341,626)	(7,609,465)	(8,877,304)	(10,145,143)	(11,412,982)	(12,680,821)	(13,948,660)
	20	(6,410,801)	(7,678,640)	(8,946,479)	(10,214,318)	(11,482,157)	(12,749,996)	(14,017,835)
	40	(6,479,976)	(7,747,815)	(9,015,654)	(10,283,493)	(11,551,332)	(12,819,171)	(14,087,010)
	60	(6,549,151)	(7,816,990)	(9,084,829)	(10,352,668)	(11,620,507)	(12,888,346)	(14,156,185)
	80	(6,618,326)	(7,886,165)	(9,154,004)	(10,421,843)	(11,689,682)	(12,957,521)	(14,225,360)
CIL £psm	100	(6,687,500)	(7,955,339)	(9,223,178)	(10,491,017)	(11,758,856)	(13,026,695)	(14,294,534)
0	120	(6,756,675)	(8,024,514)	(9,292,353)	(10,560,192)	(11,828,031)	(13,095,870)	(14,363,709)
	140	(6,825,850)	(8,093,689)	(9,361,528)	(10,629,367)	(11,897,206)	(13,165,045)	(14,432,884)
	160	(6,895,025)	(8,162,864)	(9,430,703)	(10,698,542)	(11,966,381)	(13,234,220)	(14,502,059)
	180	(6,964,200)	(8,232,039)	(9,499,878)	(10,767,717)	(12,035,556)	(13,303,395)	(14,571,234)
	200	(7,033,375)	(8,301,214)	(9,569,053)	(10,836,892)	(12,104,731)	(13,372,570)	(14,640,409)
	220	(7,102,550)	(8,370,389)	(9,638,228)	(10,906,067)	(12,173,906)	(13,441,744)	(14,709,583)
	240	(7,171,724)	(8,439,563)	(9,707,402)	(10,975,241)	(12,243,080)	(13,510,919)	(14,778,758)
	260	(7,240,899)	(8,508,738)	(9,776,577)	(11,044,416)	(12,312,255)	(13,580,094)	(14,847,933)
	280	(7,310,074)	(8,577,913)	(9,845,752)	(11,113,591)	(12,381,430)	(13,649,269)	(14,917,108)
	300	(7,379,249)	(8,647,088)	(9,914,927)	(11,182,766)	(12,450,605)	(13,718,444)	(14,986,283)
	320	(7,448,424)	(8,716,263)	(9,984,102)	(11,251,941)	(12,519,780)	(13,787,619)	(15,055,458)
	340	(7,517,599)	(8,785,438)	(10,053,277)	(11,321,116)	(12,588,955)	(13,856,794)	(15,124,633)
	360	(7,586,773)	(8,854,612)	(10,122,451)	(11,390,290)	(12,658,129)	(13,925,968)	(15,193,807)
	380	(7,655,948)	(8,923,787)	(10,191,626)	(11,459,465)	(12,727,304)	(13,995,143)	(15,262,982)
	400	(7,725,123)	(8,992,962)	(10,260,801)	(11,528,640)	(12,796,479)	(14,064,318)	(15,332,157)
	420	(7,794,298)	(9,062,137)	(10,329,976)	(11,597,815)	(12,865,654)	(14,133,493)	(15,401,332)
	440	(7,863,473)	(9,131,312)	(10,399,151)	(11,666,990)	(12,934,829)	(14,202,668)	(15,470,507)
	460	(7,932,648)	(9,200,487)	(10,468,326)	(11,736,165)	(13,004,004)	(14,271,843)	(15,539,682)
	480	(8,001,823)	(9,269,662)	(10,537,501)	(11,805,340)	(13,073,178)	(14,341,017)	(15,608,856)
	500	(8,070,997)	(9,338,836)	(10,606,675)	(11,874,514)	(13,142,353)	(14,410,192)	(15,678,031)
	520	(8,140,172)	(9,408,011)	(10,675,850)	(11,943,689)	(13,211,528)	(14,479,367)	(15,747,206)
	540	(8,209,347)	(9,477,186)	(10,745,025)	(12,012,864)	(13,280,703)	(14,548,542)	(15,816,381)
	560	(8,278,522)	(9,546,361)	(10,814,200)	(12,082,039)	(13,349,878)	(14,617,717)	(15,885,556)
	580	(8,347,697)	(9,615,536)	(10,883,375)	(12,151,214)	(13,419,053)	(14,686,892)	(15,954,731)
	600	(8,416,872)	(9,684,711)	(10,952,550)	(12,220,389)	(13,488,228)	(14,756,067)	(16,023,906)

TABLE 4

GDV

Balance (RLV - TLV)	(8,877,304)	80%	90%	100%	110%	120%	130%	140%
	0	(9,728,052)	(9,302,678)	(8,877,304)	(8,451,931)	(8,026,557)	(7,601,183)	(7,175,809)
	20	(9,797,226)	(9,371,853)	(8,946,479)	(8,521,105)	(8,095,732)	(7,670,358)	(7,244,984)
	40	(9,866,401)	(9,441,028)	(9,015,654)	(8,590,280)	(8,164,907)	(7,739,533)	(7,314,159)
	60	(9,935,576)	(9,510,202)	(9,084,829)	(8,659,455)	(8,234,081)	(7,808,708)	(7,383,334)
	80	(10,004,751)	(9,579,377)	(9,154,004)	(8,728,630)	(8,303,256)	(7,877,883)	(7,452,509)
CIL £psm	100	(10,073,926)	(9,648,552)	(9,223,178)	(8,797,805)	(8,372,431)	(7,947,057)	(7,521,684)
0	120	(10,143,101)	(9,717,727)	(9,292,353)	(8,866,980)	(8,441,606)	(8,016,232)	(7,590,858)
	140	(10,212,276)	(9,786,902)	(9,361,528)	(8,936,154)	(8,510,781)	(8,085,407)	(7,660,033)
	160	(10,281,450)	(9,856,077)	(9,430,703)	(9,005,329)	(8,579,956)	(8,154,582)	(7,729,208)
	180	(10,350,625)	(9,925,252)	(9,499,878)	(9,074,504)	(8,649,130)	(8,223,757)	(7,798,383)
	200	(10,419,800)	(9,994,426)	(9,569,053)	(9,143,679)	(8,718,305)	(8,292,932)	(7,867,558)
	220	(10,488,975)	(10,063,601)	(9,638,228)	(9,212,854)	(8,787,480)	(8,362,106)	(7,936,733)
	240	(10,558,150)	(10,132,776)	(9,707,402)	(9,282,029)	(8,856,655)	(8,431,281)	(8,005,908)
	260	(10,627,325)	(10,201,951)	(9,776,577)	(9,351,204)	(8,925,830)	(8,500,456)	(8,075,082)
	280	(10,696,499)	(10,271,126)	(9,845,752)	(9,420,378)	(8,995,005)	(8,569,631)	(8,144,257)
	300	(10,765,674)	(10,340,301)	(9,914,927)	(9,489,553)	(9,064,180)	(8,638,806)	(8,213,432)
	320	(10,834,849)	(10,409,475)	(9,984,102)	(9,558,728)	(9,133,354)	(8,707,981)	(8,282,607)
	340	(10,904,024)	(10,478,650)	(10,053,277)	(9,627,903)	(9,202,529)	(8,777,155)	(8,351,782)
	360	(10,973,199)	(10,547,825)	(10,122,451)	(9,697,078)	(9,271,704)	(8,846,330)	(8,420,957)
	380	(11,042,374)	(10,617,000)	(10,191,626)	(9,766,253)	(9,340,879)	(8,915,505)	(8,490,131)
	400	(11,111,549)	(10,686,175)	(10,260,801)	(9,835,427)	(9,410,054)	(8,984,680)	(8,559,306)
	420	(11,180,723)	(10,755,350)	(10,329,976)	(9,904,602)	(9,479,229)	(9,053,855)	(8,628,481)
	440	(11,249,898)	(10,824,525)	(10,399,151)	(9,973,777)	(9,548,403)	(9,123,030)	(8,697,656)
	460	(11,319,073)	(10,893,699)	(10,468,326)	(10,042,952)	(9,617,578)	(9,192,205)	(8,766,831)
	480	(11,388,248)	(10,962,874)	(10,537,501)	(10,112,127)	(9,686,753)	(9,261,379)	(8,836,006)
	500	(11,457,423)	(11,032,049)	(10,606,675)	(10,181,302)	(9,755,928)	(9,330,554)	(8,905,181)
	520	(11,526,598)	(11,101,224)	(10,675,850)	(10,250,477)	(9,825,103)	(9,399,729)	(8,974,355)
	540	(11,595,772)	(11,170,399)	(10,745,025)	(10,319,651)	(9,894,278)	(9,468,904)	(9,043,530)
	560	(11,664,947)	(11,239,574)	(10,814,200)	(10,388,826)	(9,963,452)	(9,538,079)	(9,112,705)
	580	(11,734,122)	(11,308,748)	(10,883,375)	(10,458,001)	(10,032,627)	(9,607,254)	(9,181,880)
	600	(11,803,297)	(11,377,923)	(10,952,550)	(10,527,176)	(10,101,802)	(9,676,428)	(9,251,055)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: NR_BF_1
No Units: 1 **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Small Retail (200 sqm)

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Small Retail	1	100%	1	1	0
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Small Retail	170	1,830	85.0%	200	2,153

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Small Retail	170	1,830	200	2,153
	170	1,830	200	2,153

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Small Retail	3,202	38,427	21.00	0%	6	7.25%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

Scheme Ref:	NR_BF_1				
No Units:	1	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	Small Retail (200 sqm)				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Small Retail	unit	38,427	0%	38,427	7.25%	530,030
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				38,427		530,030

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Small Retail	(19,214)	510,816	6.80%	(32,524)	478,292
	-	0		-	-
	-	0		-	-
	-	0		-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**478,292**
Grant Funding					**-**
Total GDV					**478,292**

DEVELOPMENT COSTS

Initial Payments -							
Planning Application Professional Fees, Surveys and reports					3.0	x	(5,000)
Statutory Planning Fees (Planning Portal)					1,541	£	(1,541)
CIL		200	sqm (gross)	0.00	£ psm		-
CIL analysis:		0.00%	% of GDV				
Site Specific S106 Contributions	200 sqm @			2	£ psm		(400)
S106 analysis		0.08%	% of GDV	2.00	£ psm (GIA)		
Construction Costs -							
Site Clearance and Demolition (inc. Mineworking)		0.07	acres @	50,000	£ per acre (if brownfield)		(3,295)
Infrastructure costs							-
Small Retail		200	sqm @	1,849	psm		(369,800)
0		-	sqm @	1,849	psm		-
0		-	sqm @	1,849	psm		-
0		-	sqm @	1,849	psm		-
0		-	sqm @	1,849	psm		-
0		-	sqm @	1,849	psm		-
0		-	sqm @	1,849	psm		-
	200	-	sqm @	1,849	psm		-
External works		369,800	@	10.0%			(36,980)
Biodiversity Net Gain - 10%	0.03	hectares @			3,300	£ per dwelling	(88)
Net Zero Carbon			200 sqm @		40	% additional	(8,000)
Urban Greening Factor	200 sqm @	1	storeys = GIA	200	127.50	% additional	(25,500)
Contingency		443,663	@	5.0%			(22,183)
Professional Fees		443,663	@	10.0%			(44,366)
Disposal Costs -							
Letting Agents Costs		38,427	ERV @	10.00%			(3,843)
Letting Legal Costs		38,427	ERV @	5.00%			(1,921)
Investment Sale Agents Costs		478,292	GDV @	1.00%			(4,783)
Investment Sale Legal Costs		478,292	GDV @	0.50%			(2,391)
Marketing and Promotion		478,292	GDV @	0.50%			(2,391)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(12,032)
Developers Profit -							
Profit on Cost		544,516		15.00%			(81,677)
TOTAL COSTS							**(626,193)**

Scheme Ref:	NR_BF_1				
No Units:	1	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	Small Retail (200 sqm)				

RESIDUAL LAND VALUE					
Residual Land Value (gross)					(147,901)
SDLT	-	@	5.00%	(slabbed)	-
Acquisition Agent fees	-	@	1.00%		-
Acquisition Legal fees	-	@	0.50%		-
Interest on Land	-	@	7.50%		-
Residual Land Value					**(147,901)**
RLV analysis:	*(5,546,274)*	*£ per ha*	*(2,244,546)*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	75%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.03	ha	0.07	acres	
Density analysis:	*7,500*	*sqm/ha*	*32,671*	*sqft/ac*	
Threshold Land Value	815,430	£ per ha	330,000	£ per acre	**21,745**

BALANCE					
Surplus/(Deficit)	**(6,361,704)**	£ per ha	**(2,574,546)**	£ per acre	**(169,645)**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	-169645.43	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	-169645.43	90%	100%	110%	120%	130%	140%	150%
	0	(169,597)	(169,645)	(169,694)	(169,742)	(169,790)	(169,839)	(169,887)
	10	(171,975)	(172,023)	(172,071)	(172,120)	(172,168)	(172,216)	(172,264)
	20	(174,352)	(174,401)	(174,449)	(174,497)	(174,546)	(174,594)	(174,642)
	30	(176,730)	(176,778)	(176,827)	(176,875)	(176,923)	(176,971)	(177,020)
	40	(179,108)	(179,156)	(179,204)	(179,253)	(179,301)	(179,349)	(179,397)
CIL £psm	50	(181,485)	(181,534)	(181,582)	(181,630)	(181,678)	(181,727)	(181,775)
0.00	60	(183,863)	(183,911)	(183,960)	(184,008)	(184,056)	(184,104)	(184,153)
	70	(186,241)	(186,289)	(186,337)	(186,385)	(186,434)	(186,482)	(186,530)
	80	(188,618)	(188,667)	(188,715)	(188,763)	(188,811)	(188,860)	(188,908)
	90	(190,996)	(191,044)	(191,092)	(191,141)	(191,189)	(191,237)	(191,286)
	100	(193,374)	(193,422)	(193,470)	(193,518)	(193,567)	(193,615)	(193,663)
	110	(195,751)	(195,799)	(195,848)	(195,896)	(195,944)	(195,993)	(196,041)
	120	(198,129)	(198,177)	(198,225)	(198,274)	(198,322)	(198,370)	(198,418)
	130	(200,506)	(200,555)	(200,603)	(200,651)	(200,700)	(200,748)	(200,796)
	140	(202,884)	(202,932)	(202,981)	(203,029)	(203,077)	(203,125)	(203,174)
	150	(205,262)	(205,310)	(205,358)	(205,407)	(205,455)	(205,503)	(205,551)
	160	(207,639)	(207,688)	(207,736)	(207,784)	(207,833)	(207,881)	(207,929)
	170	(210,017)	(210,065)	(210,114)	(210,162)	(210,210)	(210,258)	(210,307)
	180	(212,395)	(212,443)	(212,491)	(212,540)	(212,588)	(212,636)	(212,684)
	190	(214,772)	(214,821)	(214,869)	(214,917)	(214,965)	(215,014)	(215,062)
	200	(217,150)	(217,198)	(217,247)	(217,295)	(217,343)	(217,391)	(217,440)
	210	(219,528)	(219,576)	(219,624)	(219,672)	(219,721)	(219,769)	(219,817)
	220	(221,905)	(221,954)	(222,002)	(222,050)	(222,098)	(222,147)	(222,195)
	230	(224,283)	(224,331)	(224,379)	(224,428)	(224,476)	(224,524)	(224,573)
	240	(226,661)	(226,709)	(226,757)	(226,805)	(226,854)	(226,902)	(226,950)
	250	(229,038)	(229,086)	(229,135)	(229,183)	(229,231)	(229,280)	(229,328)

Scheme Ref: NR_BF_1
No Units: 1 **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Small Retail (200 sqm)

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	-169645.43	80%	90%	100%	110%	120%	130%	140%
	0	(58,930)	(114,033)	(169,645)	(225,258)	(280,871)	(336,483)	(392,096)
	20	(63,628)	(118,788)	(174,401)	(230,013)	(285,626)	(341,239)	(396,851)
	40	(68,326)	(123,543)	(179,156)	(234,769)	(290,381)	(345,994)	(401,607)
	60	(73,025)	(128,299)	(183,911)	(239,524)	(295,137)	(350,749)	(406,362)
	80	(77,723)	(133,054)	(188,667)	(244,279)	(299,892)	(355,505)	(411,117)
CIL £psm	100	(82,421)	(137,809)	(193,422)	(249,035)	(304,647)	(360,260)	(415,873)
0	120	(87,119)	(142,564)	(198,177)	(253,790)	(309,402)	(365,015)	(420,628)
	140	(91,818)	(147,320)	(202,932)	(258,545)	(314,158)	(369,770)	(425,383)
	160	(96,534)	(152,075)	(207,688)	(263,300)	(318,913)	(374,526)	(430,138)
	180	(101,261)	(156,830)	(212,443)	(268,056)	(323,668)	(379,281)	(434,894)
	200	(105,988)	(161,586)	(217,198)	(272,811)	(328,424)	(384,036)	(439,649)
	220	(110,728)	(166,341)	(221,954)	(277,566)	(333,179)	(388,792)	(444,404)
	240	(115,483)	(171,096)	(226,709)	(282,322)	(337,934)	(393,547)	(449,160)
	260	(120,239)	(175,851)	(231,464)	(287,077)	(342,689)	(398,302)	(453,915)
	280	(124,994)	(180,607)	(236,219)	(291,832)	(347,445)	(403,057)	(458,670)
	300	(129,749)	(185,362)	(240,975)	(296,587)	(352,200)	(407,813)	(463,425)
	320	(134,505)	(190,117)	(245,730)	(301,343)	(356,955)	(412,568)	(468,181)
	340	(139,260)	(194,873)	(250,485)	(306,098)	(361,711)	(417,323)	(472,936)
	360	(144,015)	(199,628)	(255,241)	(310,853)	(366,466)	(422,079)	(477,691)
	380	(148,770)	(204,383)	(259,996)	(315,608)	(371,221)	(426,834)	(482,447)
	400	(153,526)	(209,138)	(264,751)	(320,364)	(375,976)	(431,589)	(487,202)
	420	(158,281)	(213,894)	(269,506)	(325,119)	(380,732)	(436,344)	(491,957)
	440	(163,036)	(218,649)	(274,262)	(329,874)	(385,487)	(441,100)	(496,712)
	460	(167,792)	(223,404)	(279,017)	(334,630)	(390,242)	(445,855)	(501,468)
	480	(172,547)	(228,160)	(283,772)	(339,385)	(394,998)	(450,610)	(506,223)
	500	(177,302)	(232,915)	(288,528)	(344,140)	(399,753)	(455,366)	(510,978)
	520	(182,057)	(237,670)	(293,283)	(348,895)	(404,508)	(460,121)	(515,734)
	540	(186,813)	(242,425)	(298,038)	(353,651)	(409,263)	(464,876)	(520,489)
	560	(191,568)	(247,181)	(302,793)	(358,406)	(414,019)	(469,631)	(525,244)
	580	(196,323)	(251,936)	(307,549)	(363,161)	(418,774)	(474,387)	(529,999)
	600	(201,079)	(256,691)	(312,304)	(367,917)	(423,529)	(479,142)	(534,755)

TABLE 4

GDV

Balance (RLV - TLV)	-169645.43	80%	90%	100%	110%	120%	130%	140%
	0	(263,077)	(216,361)	(169,645)	(122,930)	(76,214)	(29,498)	5,159
	20	(267,832)	(221,116)	(174,401)	(127,685)	(80,969)	(34,253)	594
	40	(272,587)	(225,872)	(179,156)	(132,440)	(85,725)	(39,009)	(3,971)
	60	(277,343)	(230,627)	(183,911)	(137,196)	(90,480)	(43,764)	(8,536)
	80	(282,098)	(235,382)	(188,667)	(141,951)	(95,235)	(48,519)	(13,101)
CIL £psm	100	(286,853)	(240,138)	(193,422)	(146,706)	(99,990)	(53,275)	(17,666)
0	120	(291,609)	(244,893)	(198,177)	(151,461)	(104,746)	(58,030)	(22,231)
	140	(296,364)	(249,648)	(202,932)	(156,217)	(109,501)	(62,785)	(26,796)
	160	(301,119)	(254,403)	(207,688)	(160,972)	(114,256)	(67,540)	(31,362)
	180	(305,874)	(259,159)	(212,443)	(165,727)	(119,012)	(72,296)	(25,580)
	200	(310,630)	(263,914)	(217,198)	(170,483)	(123,767)	(77,051)	(30,335)
	220	(315,385)	(268,669)	(221,954)	(175,238)	(128,522)	(81,806)	(35,091)
	240	(320,140)	(273,425)	(226,709)	(179,993)	(133,277)	(86,562)	(39,846)
	260	(324,896)	(278,180)	(231,464)	(184,748)	(138,033)	(91,317)	(44,601)
	280	(329,651)	(282,935)	(236,219)	(189,504)	(142,788)	(96,072)	(49,356)
	300	(334,406)	(287,690)	(240,975)	(194,259)	(147,543)	(100,827)	(54,112)
	320	(339,161)	(292,446)	(245,730)	(199,014)	(152,298)	(105,583)	(58,867)
	340	(343,917)	(297,201)	(250,485)	(203,770)	(157,054)	(110,338)	(63,622)
	360	(348,672)	(301,956)	(255,241)	(208,525)	(161,809)	(115,093)	(68,378)
	380	(353,427)	(306,712)	(259,996)	(213,280)	(166,564)	(119,849)	(73,133)
	400	(358,183)	(311,467)	(264,751)	(218,035)	(171,320)	(124,604)	(77,888)
	420	(362,938)	(316,222)	(269,506)	(222,791)	(176,075)	(129,359)	(82,643)
	440	(367,693)	(320,977)	(274,262)	(227,546)	(180,830)	(134,114)	(87,399)
	460	(372,448)	(325,733)	(279,017)	(232,301)	(185,585)	(138,870)	(92,154)
	480	(377,204)	(330,488)	(283,772)	(237,056)	(190,341)	(143,625)	(96,909)
	500	(381,959)	(335,243)	(288,528)	(241,812)	(195,096)	(148,380)	(101,665)
	520	(386,714)	(339,999)	(293,283)	(246,567)	(199,851)	(153,136)	(106,420)
	540	(391,470)	(344,754)	(298,038)	(251,322)	(204,607)	(157,891)	(111,175)
	560	(396,225)	(349,509)	(302,793)	(256,078)	(209,362)	(162,646)	(115,930)
	580	(400,980)	(354,264)	(307,549)	(260,833)	(214,117)	(167,401)	(120,686)
	600	(405,735)	(359,020)	(312,304)	(265,588)	(218,872)	(172,157)	(125,441)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: NR_BF_2
No Units: **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Medium Retail (500 sqm)

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Medium Retail	1	100%	1	1	0
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Medium Retail	400	4,306	80.0%	500	5,382

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Medium Retail	400	4,306	500	5,382
	400	4,306	500	5,382

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Medium Retail	7,535	90,417	21.00	0%	6	6.50%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

Scheme Ref: NR_BF_2
No Units: **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Medium Retail (500 sqm)

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Medium Retail	unit	90,417	0%	90,417	6.50%	1,391,028
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				90,417		1,391,028

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Medium Retail	(45,208)	1,345,820	6.80%	(85,689)	1,260,131
	-	0		-	-
	-	0		-	-
	-	0		-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**1,260,131**
Grant Funding					**-**
Total GDV					**1,260,131**

DEVELOPMENT COSTS

Initial Payments -								
Planning Application Professional Fees, Surveys and reports						3.0	x	(12,000)
Statutory Planning Fees (Planning Portal)						3,853	£	(3,853)
CIL			500	sqm (gross)	0.00	£ psm		-
CIL analysis:			0.00%	% of GDV				
Site Specific S106 Contributions	500	sqm @			2			(1,000)
S106 analysis			0.08%	% of GDV	2.00	£ psm (GIA)		
Construction Costs -								
Site Clearance and Demolition (inc. Mineworking)			0.25	acres @	50,000	£ per acre (if brownfield)		(12,355)
Infrastructure costs								-
Medium Retail			500	sqm @	1,849	psm		(924,500)
0			-	sqm @	1,849	psm		-
0			-	sqm @	1,849	psm		-
0			-	sqm @	1,849	psm		-
0			-	sqm @	1,849	psm		-
0			-	sqm @	1,849	psm		-
0			-	sqm @	1,849	psm		-
	500		-	sqm @	1,849	psm		-
External works			924,500	@	10.0%			(92,450)
Biodiversity Net Gain - 10%		0.10	hectares @			3,300	£ per dwelling	(330)
Net Zero Carbon				500 sqm @		40	% additional	(20,000)
Urban Greening Factor	500	sqm @	1	storeys = GIA	500	127.50	% additional	(63,750)
Contingency			1,113,385	@	5.0%			(55,669)
Professional Fees			1,113,385	@	10.0%			(111,339)
Disposal Costs -								
Letting Agents Costs			90,417	ERV @	10.00%			(9,042)
Letting Legal Costs			90,417	ERV @	5.00%			(4,521)
Investment Sale Agents Costs			1,260,131	GDV @	1.00%			(12,601)
Investment Sale Legal Costs			1,260,131	GDV @	0.50%			(6,301)
Marketing and Promotion			1,260,131	GDV @	0.50%			(6,301)
Interest (on Development Costs) -			7.50%	APR	0.604%	pcm		(29,384)
Developers Profit -								
Profit on Cost			1,365,395		15.00%			(204,809)
TOTAL COSTS								**(1,570,205)**

Scheme Ref: NR_BF_2
No Units: **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Medium Retail (500 sqm)

RESIDUAL LAND VALUE					
Residual Land Value (gross)					(310,074)
SDLT	-	@	5.00%	(slabbed)	-
Acquisition Agent fees	-	@	1.00%		-
Acquisition Legal fees	-	@	0.50%		-
Interest on Land	-	@	7.50%		-
Residual Land Value					**(310,074)**
RLV analysis:	*(3,100,737)*	*£ per ha*	*(1,254,851)*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	50%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.10	ha	0.25	acres	
Density analysis:	*5,000*	*sqm/ha*	*21,780*	*sqft/ac*	
Threshold Land Value	815,430	£ per ha	330,000	£ per acre	**81,543**

BALANCE					
Surplus/(Deficit)	**(3,916,167)**	£ per ha	**(1,584,851)**	£ per acre	**(391,617)**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site	0%					
Balance (RLV - BLV)	(391,617)	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	(391,617)	90%	100%	110%	120%	130%	140%	150%
	0	(391,498)	(391,617)	(391,736)	(391,854)	(391,973)	(392,092)	(392,211)
	10	(397,442)	(397,561)	(397,680)	(397,799)	(397,917)	(398,036)	(398,155)
	20	(403,386)	(403,505)	(403,624)	(403,743)	(403,862)	(403,980)	(404,099)
	30	(409,330)	(409,449)	(409,568)	(409,687)	(409,806)	(409,925)	(410,043)
	40	(415,274)	(415,393)	(415,512)	(415,631)	(415,750)	(415,869)	(415,988)
CIL £psm	50	(421,218)	(421,337)	(421,456)	(421,575)	(421,694)	(421,813)	(421,932)
0.00	60	(427,162)	(427,281)	(427,400)	(427,519)	(427,638)	(427,757)	(427,876)
	70	(433,107)	(433,225)	(433,344)	(433,463)	(433,582)	(433,701)	(433,820)
	80	(439,051)	(439,170)	(439,288)	(439,407)	(439,526)	(439,645)	(439,764)
	90	(444,995)	(445,114)	(445,233)	(445,351)	(445,470)	(445,589)	(445,708)
	100	(450,939)	(451,058)	(451,177)	(451,296)	(451,414)	(451,533)	(451,652)
	110	(456,883)	(457,002)	(457,121)	(457,240)	(457,358)	(457,477)	(457,596)
	120	(462,827)	(462,946)	(463,065)	(463,184)	(463,303)	(463,421)	(463,540)
	130	(468,771)	(468,890)	(469,009)	(469,128)	(469,247)	(469,366)	(469,484)
	140	(474,715)	(474,834)	(474,953)	(475,072)	(475,191)	(475,310)	(475,429)
	150	(480,659)	(480,778)	(480,897)	(481,016)	(481,135)	(481,254)	(481,373)
	160	(486,603)	(486,722)	(486,841)	(486,960)	(487,079)	(487,198)	(487,317)
	170	(492,548)	(492,666)	(492,785)	(492,904)	(493,023)	(493,142)	(493,261)
	180	(498,492)	(498,611)	(498,729)	(498,848)	(498,967)	(499,086)	(499,205)
	190	(504,436)	(504,555)	(504,674)	(504,792)	(504,911)	(505,030)	(505,149)
	200	(510,380)	(510,499)	(510,618)	(510,737)	(510,855)	(510,974)	(511,093)
	210	(516,324)	(516,443)	(516,562)	(516,681)	(516,800)	(516,918)	(517,037)
	220	(522,268)	(522,387)	(522,506)	(522,625)	(522,744)	(522,863)	(522,981)
	230	(528,212)	(528,331)	(528,450)	(528,569)	(528,688)	(528,807)	(528,925)
	240	(534,156)	(534,275)	(534,394)	(534,513)	(534,632)	(534,751)	(534,870)
	250	(540,100)	(540,219)	(540,338)	(540,457)	(540,576)	(540,695)	(540,814)

Scheme Ref: NR_BF_2
No Units: **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Medium Retail (500 sqm)

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	(391,617)	80%	90%	100%	110%	120%	130%	140%
	0	(115,666)	(253,032)	(391,617)	(530,648)	(669,680)	(808,712)	(947,743)
	20	(127,411)	(264,777)	(403,505)	(542,537)	(681,568)	(820,600)	(959,632)
	40	(139,157)	(276,558)	(415,393)	(554,425)	(693,457)	(832,488)	(971,520)
	60	(150,903)	(288,375)	(427,281)	(566,313)	(705,345)	(844,376)	(983,408)
	80	(162,649)	(300,192)	(439,170)	(578,201)	(717,233)	(856,265)	(995,296)
CIL £psm	100	(174,394)	(312,026)	(451,058)	(590,089)	(729,121)	(868,153)	(1,007,185)
0	120	(186,140)	(323,914)	(462,946)	(601,978)	(741,009)	(880,041)	(1,019,073)
	140	(197,886)	(335,802)	(474,834)	(613,866)	(752,898)	(891,929)	(1,030,961)
	160	(209,632)	(347,691)	(486,722)	(625,754)	(764,786)	(903,817)	(1,042,849)
	180	(221,378)	(359,579)	(498,611)	(637,642)	(776,674)	(915,706)	(1,054,737)
	200	(233,123)	(371,467)	(510,499)	(649,530)	(788,562)	(927,594)	(1,066,626)
	220	(244,869)	(383,355)	(522,387)	(661,419)	(800,450)	(939,482)	(1,078,514)
	240	(256,615)	(395,243)	(534,275)	(673,307)	(812,339)	(951,370)	(1,090,402)
	260	(268,361)	(407,132)	(546,163)	(685,195)	(824,227)	(963,258)	(1,102,290)
	280	(280,163)	(419,020)	(558,052)	(697,083)	(836,115)	(975,147)	(1,114,178)
	300	(291,980)	(430,908)	(569,940)	(708,972)	(848,003)	(987,035)	(1,126,067)
	320	(303,798)	(442,796)	(581,828)	(720,860)	(859,891)	(998,923)	(1,137,955)
	340	(315,653)	(454,685)	(593,716)	(732,748)	(871,780)	(1,010,811)	(1,149,843)
	360	(327,541)	(466,573)	(605,604)	(744,636)	(883,668)	(1,022,700)	(1,161,731)
	380	(339,429)	(478,461)	(617,493)	(756,524)	(895,556)	(1,034,588)	(1,173,619)
	400	(351,317)	(490,349)	(629,381)	(768,413)	(907,444)	(1,046,476)	(1,185,508)
	420	(363,206)	(502,237)	(641,269)	(780,301)	(919,332)	(1,058,364)	(1,197,396)
	440	(375,094)	(514,126)	(653,157)	(792,189)	(931,221)	(1,070,252)	(1,209,284)
	460	(386,982)	(526,014)	(665,045)	(804,077)	(943,109)	(1,082,141)	(1,221,172)
	480	(398,870)	(537,902)	(676,934)	(815,965)	(954,997)	(1,094,029)	(1,233,060)
	500	(410,758)	(549,790)	(688,822)	(827,854)	(966,885)	(1,105,917)	(1,244,949)
	520	(422,647)	(561,678)	(700,710)	(839,742)	(978,774)	(1,117,805)	(1,256,837)
	540	(434,535)	(573,567)	(712,598)	(851,630)	(990,662)	(1,129,693)	(1,268,725)
	560	(446,423)	(585,455)	(724,487)	(863,518)	(1,002,550)	(1,141,582)	(1,280,613)
	580	(458,311)	(597,343)	(736,375)	(875,406)	(1,014,438)	(1,153,470)	(1,292,502)
	600	(470,200)	(609,231)	(748,263)	(887,295)	(1,026,326)	(1,165,358)	(1,304,390)

TABLE 4

GDV

Balance (RLV - TLV)	(391,617)	80%	90%	100%	110%	120%	130%	140%
	0	(637,768)	(514,692)	(391,617)	(268,541)	(145,465)	(20,171)	85,674
	20	(649,656)	(526,581)	(403,505)	(280,429)	(157,353)	(30,395)	75,450
	40	(661,545)	(538,469)	(415,393)	(292,317)	(169,242)	(40,619)	65,226
	60	(673,433)	(550,357)	(427,281)	(304,206)	(181,130)	(50,843)	55,003
	80	(685,321)	(562,245)	(439,170)	(316,094)	(193,018)	(61,066)	44,779
CIL £psm	100	(697,209)	(574,133)	(451,058)	(327,982)	(204,906)	(81,831)	34,555
0	120	(709,097)	(586,022)	(462,946)	(339,870)	(216,794)	(93,719)	24,331
	140	(720,986)	(597,910)	(474,834)	(351,758)	(228,683)	(105,607)	14,107
	160	(732,874)	(609,798)	(486,722)	(363,647)	(240,571)	(117,495)	3,883
	180	(744,762)	(621,686)	(498,611)	(375,535)	(252,459)	(129,383)	(6,341)
	200	(756,650)	(633,575)	(510,499)	(387,423)	(264,347)	(141,272)	(16,564)
	220	(768,538)	(645,463)	(522,387)	(399,311)	(276,236)	(153,160)	(26,788)
	240	(780,427)	(657,351)	(534,275)	(411,199)	(288,124)	(165,048)	(37,012)
	260	(792,315)	(669,239)	(546,163)	(423,088)	(300,012)	(176,936)	(47,236)
	280	(804,203)	(681,127)	(558,052)	(434,976)	(311,900)	(188,824)	(57,460)
	300	(816,091)	(693,016)	(569,940)	(446,864)	(323,788)	(200,713)	(67,684)
	320	(827,979)	(704,904)	(581,828)	(458,752)	(335,677)	(212,601)	(89,525)
	340	(839,868)	(716,792)	(593,716)	(470,640)	(347,565)	(224,489)	(101,413)
	360	(851,756)	(728,680)	(605,604)	(482,529)	(359,453)	(236,377)	(113,301)
	380	(863,644)	(740,568)	(617,493)	(494,417)	(371,341)	(248,265)	(125,190)
	400	(875,532)	(752,457)	(629,381)	(506,305)	(383,229)	(260,154)	(137,078)
	420	(887,421)	(764,345)	(641,269)	(518,193)	(395,118)	(272,042)	(148,966)
	440	(899,309)	(776,233)	(653,157)	(530,082)	(407,006)	(283,930)	(160,854)
	460	(911,197)	(788,121)	(665,045)	(541,970)	(418,894)	(295,818)	(172,743)
	480	(923,085)	(800,009)	(676,934)	(553,858)	(430,782)	(307,706)	(184,631)
	500	(934,973)	(811,898)	(688,822)	(565,746)	(442,670)	(319,595)	(196,519)
	520	(946,862)	(823,786)	(700,710)	(577,634)	(454,559)	(331,483)	(208,407)
	540	(958,750)	(835,674)	(712,598)	(589,523)	(466,447)	(343,371)	(220,295)
	560	(970,638)	(847,562)	(724,487)	(601,411)	(478,335)	(355,259)	(232,184)
	580	(982,526)	(859,450)	(736,375)	(613,299)	(490,223)	(367,148)	(244,072)
	600	(994,414)	(871,339)	(748,263)	(625,187)	(502,111)	(379,036)	(255,960)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: NR_BF_3
No Units: 1 **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Large Retail / Supermarket (4,000 sqm)

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Large Supermarket	1	100%	1	1	0
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Large Supermarket	4,000	43,056	100.0%	4,000	43,056

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Large Supermarket	4,000	43,056	4,000	43,056
	4,000	43,056	4,000	43,056

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Large Supermarket	68,171	818,057	19.00	0%	6	5.50%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

Scheme Ref:	NR_BF_3				
No Units:	1	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	Large Retail / Supermarket (4,000 sqm)				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Large Supermarket	unit	818,057	0%	818,057	5.50%	14,873,767
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				818,057		14,873,767

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Large Supermarket	(409,029)	14,464,738	6.80%	(920,976)	13,543,762
	-	0		-	-
	-	0		-	-
	-	0		-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**13,543,762**
Grant Funding					**-**
Total GDV					**13,543,762**

DEVELOPMENT COSTS

Initial Payments -							
Planning Application Professional Fees, Surveys and reports					3.0	x	(94,000)
Statutory Planning Fees (Planning Portal)					31,300	£	(31,300)
CIL		4,000	sqm (gross)		£ psm		-
CIL analysis:		0.00%	% of GDV				
Site Specific S106 Contributions	4,000 sqm @			2			(8,000)
S106 analysis		0.06%	% of GDV	2.00	£ psm (GIA)		
Construction Costs -							
Site Clearance and Demolition (inc. Mineworking)		2.47	acres @	50,000	£ per acre (if brownfield)		(123,550)
Infrastructure costs							-
Large Supermarket		4,000	sqm @	1,849	psm		(7,396,000)
0		-	sqm @	1,849	psm		-
0		-	sqm @	1,849	psm		-
0		-	sqm @	1,849	psm		-
0		-	sqm @	1,849	psm		-
0		-	sqm @	1,849	psm		-
0		-	sqm @	1,849	psm		-
	4,000	-	sqm @	1,849	psm		-
External works		7,396,000	@	10.0%			(739,600)
Biodiversity Net Gain - 10%	1.00 hectares @				3,300	£ per dwelling	(3,300)
Net Zero Carbon			4,000 sqm @		40	% additional	(160,000)
Urban Greening Factor	4,000 sqm @	1	storeys = GIA	4000	127.50	% additional	(510,000)
Contingency		8,932,450	@	5.0%			(446,623)
Professional Fees		8,932,450	@	10.0%			(893,245)
Disposal Costs -							
Letting Agents Costs		818,057	ERV @	10.00%			(81,806)
Letting Legal Costs		818,057	ERV @	5.00%			(40,903)
Investment Sale Agents Costs		13,543,762	GDV @	1.00%			(135,438)
Investment Sale Legal Costs		13,543,762	GDV @	0.50%			(67,719)
Marketing and Promotion		13,543,762	GDV @	0.50%			(67,719)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(62,707)
Developers Profit -							
Profit on Cost		10,861,908		15.00%			(1,629,286)
TOTAL COSTS							**(12,491,194)**

Scheme Ref:	NR_BF_3				
No Units:	1	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	Large Retail / Supermarket (4,000 sqm)				

RESIDUAL LAND VALUE					
Residual Land Value (gross)					1,052,568
SDLT	1,052,568	@	5.00%	(slabbed)	(42,128)
Acquisition Agent fees	1,052,568	@	1.00%		(10,526)
Acquisition Legal fees	1,052,568	@	0.50%		(5,263)
Interest on Land	1,052,568	@	7.50%		(78,943)
Residual Land Value					**915,708**
RLV analysis:	*915,708*	*£ per ha*	*370,582*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	40%	(GIA-Site Area / Dph, as appropriate)			
Site Area	1.00	ha	2.47	acres	
Density analysis:	*4,000*	*sqm/ha*	*17,424*	*sqft/ac*	
Threshold Land Value	815,430	£ per ha	330,000	£ per acre	**815,430**

BALANCE					
Surplus/(Deficit)	**100,278**	£ per ha	**40,582**	£ per acre	**100,278**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	100,278	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	100,278	90%	100%	110%	120%	130%	140%	150%
	0	101,074	100,278	99,483	98,688	97,893	97,097	96,302
	10	61,313	60,517	59,722	58,927	58,132	57,337	56,541
	20	21,552	20,757	19,961	19,166	18,371	17,576	16,780
	30	(18,209)	(19,004)	(19,800)	(20,595)	(21,390)	(22,185)	(22,980)
	40	(57,970)	(58,765)	(59,560)	(60,356)	(61,151)	(61,946)	(62,741)
CIL £psm	50	(97,731)	(98,526)	(99,321)	(100,117)	(100,912)	(101,707)	(102,502)
0.00	60	(137,492)	(138,287)	(139,082)	(139,877)	(140,673)	(141,468)	(142,263)
	70	(177,253)	(178,048)	(178,843)	(179,638)	(180,434)	(181,229)	(182,024)
	80	(217,014)	(217,809)	(218,604)	(219,399)	(220,194)	(220,990)	(221,785)
	90	(256,774)	(257,570)	(258,365)	(259,160)	(259,955)	(260,751)	(261,546)
	100	(296,535)	(297,331)	(298,126)	(298,921)	(299,716)	(300,511)	(301,307)
	110	(336,296)	(337,091)	(337,887)	(338,682)	(339,477)	(340,272)	(341,068)
	120	(376,057)	(376,852)	(377,648)	(378,443)	(379,238)	(380,033)	(380,828)
	130	(415,818)	(416,613)	(417,408)	(418,204)	(418,999)	(419,794)	(420,589)
	140	(455,579)	(456,374)	(457,169)	(457,965)	(458,760)	(459,555)	(460,350)
	150	(495,340)	(496,135)	(496,930)	(497,725)	(498,521)	(499,316)	(500,111)
	160	(535,101)	(535,896)	(536,691)	(537,486)	(538,282)	(539,077)	(539,872)
	170	(574,862)	(575,657)	(576,452)	(577,247)	(578,042)	(578,838)	(579,633)
	180	(614,623)	(615,418)	(616,213)	(617,008)	(617,803)	(618,599)	(619,394)
	190	(654,383)	(655,179)	(655,974)	(656,769)	(657,564)	(658,359)	(659,155)
	200	(694,144)	(694,940)	(695,735)	(696,530)	(697,325)	(698,120)	(698,916)
	210	(733,905)	(734,700)	(735,496)	(736,291)	(737,086)	(737,881)	(738,677)
	220	(773,666)	(774,461)	(775,257)	(776,052)	(776,847)	(777,642)	(778,437)
	230	(825,310)	(826,235)	(827,160)	(828,084)	(829,009)	(829,934)	(830,858)
	240	(871,544)	(872,468)	(873,393)	(874,318)	(875,243)	(876,167)	(877,092)
	250	(917,777)	(918,702)	(919,627)	(920,551)	(921,476)	(922,401)	(923,325)

Scheme Ref: NR_BF_3
No Units: 1 **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Large Retail / Supermarket (4,000 sqm)

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	100,278	80%	90%	100%	110%	120%	130%	140%
	0	1,960,281	1,030,280	100,278	(844,259)	(1,925,656)	(3,007,053)	(4,088,450)
	20	1,880,759	950,758	20,757	(936,726)	(2,018,123)	(3,099,520)	(4,180,917)
	40	1,801,237	871,236	(58,765)	(1,029,193)	(2,110,590)	(3,191,987)	(4,273,384)
	60	1,721,716	791,714	(138,287)	(1,121,661)	(2,203,058)	(3,284,454)	(4,365,851)
	80	1,642,194	712,193	(217,809)	(1,214,128)	(2,295,525)	(3,376,922)	(4,458,319)
CIL £psm	100	1,562,672	632,671	(297,331)	(1,306,595)	(2,387,992)	(3,469,389)	(4,550,786)
0	120	1,483,150	553,149	(376,852)	(1,399,062)	(2,480,459)	(3,561,856)	(4,643,253)
	140	1,403,629	473,627	(456,374)	(1,491,529)	(2,572,926)	(3,654,323)	(4,735,720)
	160	1,324,107	394,105	(535,896)	(1,583,997)	(2,665,394)	(3,746,790)	(4,828,187)
	180	1,244,585	314,584	(615,418)	(1,676,464)	(2,757,861)	(3,839,258)	(4,920,655)
	200	1,165,063	235,062	(694,940)	(1,768,931)	(2,850,328)	(3,931,725)	(5,013,122)
	220	1,085,541	155,540	(774,461)	(1,861,398)	(2,942,795)	(4,024,192)	(5,105,589)
	240	1,006,020	76,018	(872,468)	(1,953,865)	(3,035,262)	(4,116,659)	(5,198,056)
	260	926,498	(3,504)	(964,936)	(2,046,333)	(3,127,730)	(4,209,126)	(5,290,523)
	280	846,976	(83,025)	(1,057,403)	(2,138,800)	(3,220,197)	(4,301,594)	(5,382,991)
	300	767,454	(162,547)	(1,149,870)	(2,231,267)	(3,312,664)	(4,394,061)	(5,475,458)
	320	687,932	(242,069)	(1,242,337)	(2,323,734)	(3,405,131)	(4,486,528)	(5,567,925)
	340	608,411	(321,591)	(1,334,804)	(2,416,201)	(3,497,598)	(4,578,995)	(5,660,392)
	360	528,889	(401,112)	(1,427,272)	(2,508,669)	(3,590,066)	(4,671,462)	(5,752,859)
	380	449,367	(480,634)	(1,519,739)	(2,601,136)	(3,682,533)	(4,763,930)	(5,845,327)
	400	369,845	(560,156)	(1,612,206)	(2,693,603)	(3,775,000)	(4,856,397)	(5,937,794)
	420	290,324	(639,678)	(1,704,673)	(2,786,070)	(3,867,467)	(4,948,864)	(6,030,261)
	440	210,802	(719,200)	(1,797,140)	(2,878,537)	(3,959,934)	(5,041,331)	(6,122,728)
	460	131,280	(798,721)	(1,889,608)	(2,971,005)	(4,052,401)	(5,133,798)	(6,215,195)
	480	51,758	(900,678)	(1,982,075)	(3,063,472)	(4,144,869)	(5,226,266)	(6,307,663)
	500	(27,764)	(993,145)	(2,074,542)	(3,155,939)	(4,237,336)	(5,318,733)	(6,400,130)
	520	(107,285)	(1,085,612)	(2,167,009)	(3,248,406)	(4,329,803)	(5,411,200)	(6,492,597)
	540	(186,807)	(1,178,080)	(2,259,476)	(3,340,873)	(4,422,270)	(5,503,667)	(6,585,064)
	560	(266,329)	(1,270,547)	(2,351,944)	(3,433,341)	(4,514,737)	(5,596,134)	(6,677,531)
	580	(345,851)	(1,363,014)	(2,444,411)	(3,525,808)	(4,607,205)	(5,688,602)	(6,769,999)
	600	(425,373)	(1,455,481)	(2,536,878)	(3,618,275)	(4,699,672)	(5,781,069)	(6,862,466)

TABLE 4

GDV

Balance (RLV - TLV)	100,278	80%	90%	100%	110%	120%	130%	140%
	0	(2,409,234)	(1,086,048)	100,278	1,238,218	2,376,158	3,514,098	4,652,038
	20	(2,501,701)	(1,178,515)	20,757	1,158,697	2,296,637	3,434,576	4,572,516
	40	(2,594,169)	(1,270,983)	(58,765)	1,079,175	2,217,115	3,355,055	4,492,995
	60	(2,686,636)	(1,363,450)	(138,287)	999,653	2,137,593	3,275,533	4,413,473
	80	(2,779,103)	(1,455,917)	(217,809)	920,131	2,058,071	3,196,011	4,333,951
CIL £psm	100	(2,871,570)	(1,548,384)	(297,331)	840,609	1,978,549	3,116,489	4,254,429
0	120	(2,964,037)	(1,640,851)	(376,852)	761,088	1,899,028	3,036,968	4,174,908
	140	(3,056,505)	(1,733,319)	(456,374)	681,566	1,819,506	2,957,446	4,095,386
	160	(3,148,972)	(1,825,786)	(535,896)	602,044	1,739,984	2,877,924	4,015,864
	180	(3,241,439)	(1,918,253)	(615,418)	522,522	1,660,462	2,798,402	3,936,342
	200	(3,333,906)	(2,010,720)	(694,940)	443,000	1,580,940	2,718,880	3,856,820
	220	(3,426,373)	(2,103,187)	(774,461)	363,479	1,501,419	2,639,359	3,777,299
	240	(3,518,841)	(2,195,655)	(872,468)	283,957	1,421,897	2,559,837	3,697,777
	260	(3,611,308)	(2,288,122)	(964,936)	204,435	1,342,375	2,480,315	3,618,255
	280	(3,703,775)	(2,380,589)	(1,057,403)	124,913	1,262,853	2,400,793	3,538,733
	300	(3,796,242)	(2,473,056)	(1,149,870)	45,392	1,183,331	2,321,271	3,459,211
	320	(3,888,709)	(2,565,523)	(1,242,337)	(34,130)	1,103,810	2,241,750	3,379,690
	340	(3,981,176)	(2,657,990)	(1,334,804)	(113,652)	1,024,288	2,162,228	3,300,168
	360	(4,073,644)	(2,750,458)	(1,427,272)	(193,174)	944,766	2,082,706	3,220,646
	380	(4,166,111)	(2,842,925)	(1,519,739)	(272,696)	865,244	2,003,184	3,141,124
	400	(4,258,578)	(2,935,392)	(1,612,206)	(352,217)	785,723	1,923,663	3,061,602
	420	(4,351,045)	(3,027,859)	(1,704,673)	(431,739)	706,201	1,844,141	2,982,081
	440	(4,443,512)	(3,120,326)	(1,797,140)	(511,261)	626,679	1,764,619	2,902,559
	460	(4,535,980)	(3,212,794)	(1,889,608)	(590,783)	547,157	1,685,097	2,823,037
	480	(4,628,447)	(3,305,261)	(1,982,075)	(670,305)	467,635	1,605,575	2,743,515
	500	(4,720,914)	(3,397,728)	(2,074,542)	(749,826)	388,114	1,526,054	2,663,994
	520	(4,813,381)	(3,490,195)	(2,167,009)	(843,823)	308,592	1,446,532	2,584,472
	540	(4,905,848)	(3,582,662)	(2,259,476)	(936,290)	229,070	1,367,010	2,504,950
	560	(4,998,316)	(3,675,130)	(2,351,944)	(1,028,758)	149,548	1,287,488	2,425,428
	580	(5,090,783)	(3,767,597)	(2,444,411)	(1,121,225)	70,026	1,207,966	2,345,906
	600	(5,183,250)	(3,860,064)	(2,536,878)	(1,213,692)	(9,495)	1,128,445	2,266,385

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: NR_BF_4
No Units: 1 **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Small Office (400 sqm)

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Small Office	1	100%	1	1	0
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Small Office	320	3,444	80.0%	400	4,306

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Small Office	320	3,444	400	4,306
	320	3,444	400	4,306

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Small Office	5,167	62,000	18.00	0%	6	8.50%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

Scheme Ref:	NR_BF_4				
No Units:	1	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	Small Office (400 sqm)				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Small Office	unit	62,000	0%	62,000	8.50%	729,413
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				62,000		729,413

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Small Office	(31,000)	698,413	6.80%	(44,468)	653,945
	-	0		-	-
	-	0		-	-
	-	0		-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**653,945**
Grant Funding					**-**
Total GDV					**653,945**

DEVELOPMENT COSTS

Initial Payments -							
Planning Application Professional Fees, Surveys and reports					3.0	x	(9,000)
Statutory Planning Fees (Planning Portal)					3,083	£	(3,083)
CIL		400	sqm (gross)	0.00	£ psm		-
CIL analysis:		0.00%	% of GDV				
Site Specific S106 Contributions	400	x planning fees		2			(800)
S106 analysis		0.12%	% of GDV	2.00	£ psm (GIA)		
Construction Costs -							
Site Clearance and Demolition (inc. Mineworking)		0.13	acres @	50,000	£ per acre (if brownfield)		(6,589)
Infrastructure costs							-
Small Office		400	sqm @	2,949	psm		(1,179,600)
0		-	sqm @	2,949	psm		-
0		-	sqm @	2,949	psm		-
0		-	sqm @	2,949	psm		-
0		-	sqm @	2,949	psm		-
0		-	sqm @	2,949	psm		-
0		-	sqm @	2,949	psm		-
	400	-	sqm @	2,949	psm		-
External works		1,179,600	@	10.0%			(117,960)
Biodiversity Net Gain - 10%	0.05	hectares @			3,300	£ per dwelling	(176)
Net Zero Carbon			400	sqm @	40	% additional	(16,000)
Urban Greening Factor	400	sqm @	3	storeys = GIA	133.3333333	127.50 % additional	(17,000)
Contingency		1,337,325	@	5.0%			(66,866)
Professional Fees		1,337,325	@	10.0%			(133,733)
Disposal Costs -							
Letting Agents Costs		62,000	ERV @	10.00%			(6,200)
Letting Legal Costs		62,000	ERV @	5.00%			(3,100)
Investment Sale Agents Costs		653,945	GDV @	1.00%			(6,539)
Investment Sale Legal Costs		653,945	GDV @	0.50%			(3,270)
Marketing and Promotion		653,945	GDV @	0.50%			(3,270)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm		(44,997)
Developers Profit -							
Profit on Cost		1,618,183		15.00%			(242,727)
TOTAL COSTS							**(1,860,911)**

Scheme Ref:	NR_BF_4				
No Units:	1	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	Small Office (400 sqm)				

RESIDUAL LAND VALUE					
Residual Land Value (gross)					(1,206,966)
SDLT	-	@	5.00%	(slabbed)	-
Acquisition Agent fees	-	@	1.00%		-
Acquisition Legal fees	-	@	0.50%		-
Interest on Land	-	@	7.50%		-
Residual Land Value					**(1,206,966)**
RLV analysis:	*(22,630,607)*	*£ per ha*	*(9,158,481)*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	75%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.05	ha	0.13	acres	
Density analysis:	*7,500*	*sqm/ha*	*32,671*	*sqft/ac*	
Threshold Land Value	815,430	£ per ha	330,000	£ per acre	**43,490**

BALANCE					
Surplus/(Deficit)	**(23,446,037)**	£ per ha	**(9,488,481)**	£ per acre	**(1,250,455)**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site	0%					
Balance (RLV - BLV)	(1,250,455)	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	(1,250,455)	90%	100%	110%	120%	130%	140%	150%
	0	(1,250,360)	(1,250,455)	(1,250,550)	(1,250,646)	(1,250,741)	(1,250,836)	(1,250,931)
	10	(1,255,115)	(1,255,211)	(1,255,306)	(1,255,401)	(1,255,496)	(1,255,591)	(1,255,686)
	20	(1,259,871)	(1,259,966)	(1,260,061)	(1,260,156)	(1,260,251)	(1,260,346)	(1,260,441)
	30	(1,264,626)	(1,264,721)	(1,264,816)	(1,264,911)	(1,265,006)	(1,265,102)	(1,265,197)
	40	(1,269,381)	(1,269,476)	(1,269,572)	(1,269,667)	(1,269,762)	(1,269,857)	(1,269,952)
CIL £psm	50	(1,274,137)	(1,274,232)	(1,274,327)	(1,274,422)	(1,274,517)	(1,274,612)	(1,274,707)
0.00	60	(1,278,892)	(1,278,987)	(1,279,082)	(1,279,177)	(1,279,272)	(1,279,367)	(1,279,463)
	70	(1,283,647)	(1,283,742)	(1,283,837)	(1,283,932)	(1,284,028)	(1,284,123)	(1,284,218)
	80	(1,288,402)	(1,288,498)	(1,288,593)	(1,288,688)	(1,288,783)	(1,288,878)	(1,288,973)
	90	(1,293,158)	(1,293,253)	(1,293,348)	(1,293,443)	(1,293,538)	(1,293,633)	(1,293,728)
	100	(1,297,913)	(1,298,008)	(1,298,103)	(1,298,198)	(1,298,293)	(1,298,389)	(1,298,484)
	110	(1,302,668)	(1,302,763)	(1,302,859)	(1,302,954)	(1,303,049)	(1,303,144)	(1,303,239)
	120	(1,307,424)	(1,307,519)	(1,307,614)	(1,307,709)	(1,307,804)	(1,307,899)	(1,307,994)
	130	(1,312,179)	(1,312,274)	(1,312,369)	(1,312,464)	(1,312,559)	(1,312,654)	(1,312,749)
	140	(1,316,934)	(1,317,029)	(1,317,124)	(1,317,219)	(1,317,315)	(1,317,410)	(1,317,505)
	150	(1,321,689)	(1,321,785)	(1,321,880)	(1,321,975)	(1,322,070)	(1,322,165)	(1,322,260)
	160	(1,326,445)	(1,326,540)	(1,326,635)	(1,326,730)	(1,326,825)	(1,326,920)	(1,327,015)
	170	(1,331,200)	(1,331,295)	(1,331,390)	(1,331,485)	(1,331,580)	(1,331,676)	(1,331,771)
	180	(1,335,955)	(1,336,050)	(1,336,145)	(1,336,241)	(1,336,336)	(1,336,431)	(1,336,526)
	190	(1,340,711)	(1,340,806)	(1,340,901)	(1,340,996)	(1,341,091)	(1,341,186)	(1,341,281)
	200	(1,345,466)	(1,345,561)	(1,345,656)	(1,345,751)	(1,345,846)	(1,345,941)	(1,346,036)
	210	(1,350,221)	(1,350,316)	(1,350,411)	(1,350,506)	(1,350,602)	(1,350,697)	(1,350,792)
	220	(1,354,976)	(1,355,072)	(1,355,167)	(1,355,262)	(1,355,357)	(1,355,452)	(1,355,547)
	230	(1,359,732)	(1,359,827)	(1,359,922)	(1,360,017)	(1,360,112)	(1,360,207)	(1,360,302)
	240	(1,364,487)	(1,364,582)	(1,364,677)	(1,364,772)	(1,364,867)	(1,364,963)	(1,365,058)
	250	(1,369,242)	(1,369,337)	(1,369,432)	(1,369,528)	(1,369,623)	(1,369,718)	(1,369,813)

Scheme Ref: NR_BF_4
No Units: 1 **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Small Office (400 sqm)

TABLE 3

		Build rate 100% (where 110% is a 10% increase etc.)						
Balance (RLV - TLV)	(1,250,455)	80%	90%	100%	110%	120%	130%	140%
	0	(895,665)	(1,073,060)	(1,250,455)	(1,427,850)	(1,605,246)	(1,782,641)	(1,960,036)
	20	(905,176)	(1,082,571)	(1,259,966)	(1,437,361)	(1,614,756)	(1,792,151)	(1,969,546)
	40	(914,686)	(1,092,081)	(1,269,476)	(1,446,872)	(1,624,267)	(1,801,662)	(1,979,057)
	60	(924,197)	(1,101,592)	(1,278,987)	(1,456,382)	(1,633,777)	(1,811,172)	(1,988,567)
	80	(933,707)	(1,111,102)	(1,288,498)	(1,465,893)	(1,643,288)	(1,820,683)	(1,998,078)
CIL £psm	100	(943,218)	(1,120,613)	(1,298,008)	(1,475,403)	(1,652,798)	(1,830,193)	(2,007,589)
0	120	(952,728)	(1,130,124)	(1,307,519)	(1,484,914)	(1,662,309)	(1,839,704)	(2,017,099)
	140	(962,239)	(1,139,634)	(1,317,029)	(1,494,424)	(1,671,820)	(1,849,215)	(2,026,610)
	160	(971,750)	(1,149,145)	(1,326,540)	(1,503,935)	(1,681,330)	(1,858,725)	(2,036,120)
	180	(981,260)	(1,158,655)	(1,336,050)	(1,513,446)	(1,690,841)	(1,868,236)	(2,045,631)
	200	(990,771)	(1,168,166)	(1,345,561)	(1,522,956)	(1,700,351)	(1,877,746)	(2,055,141)
	220	(1,000,281)	(1,177,676)	(1,355,072)	(1,532,467)	(1,709,862)	(1,887,257)	(2,064,652)
	240	(1,009,792)	(1,187,187)	(1,364,582)	(1,541,977)	(1,719,372)	(1,896,767)	(2,074,163)
	260	(1,019,302)	(1,196,698)	(1,374,093)	(1,551,488)	(1,728,883)	(1,906,278)	(2,083,673)
	280	(1,028,813)	(1,206,208)	(1,383,603)	(1,560,998)	(1,738,393)	(1,915,789)	(2,093,184)
	300	(1,038,324)	(1,215,719)	(1,393,114)	(1,570,509)	(1,747,904)	(1,925,299)	(2,102,694)
	320	(1,047,834)	(1,225,229)	(1,402,624)	(1,580,019)	(1,757,415)	(1,934,810)	(2,112,205)
	340	(1,057,345)	(1,234,740)	(1,412,135)	(1,589,530)	(1,766,925)	(1,944,320)	(2,121,715)
	360	(1,066,855)	(1,244,250)	(1,421,645)	(1,599,041)	(1,776,436)	(1,953,831)	(2,131,226)
	380	(1,076,366)	(1,253,761)	(1,431,156)	(1,608,551)	(1,785,946)	(1,963,341)	(2,140,737)
	400	(1,085,876)	(1,263,271)	(1,440,667)	(1,618,062)	(1,795,457)	(1,972,852)	(2,150,247)
	420	(1,095,387)	(1,272,782)	(1,450,177)	(1,627,572)	(1,804,967)	(1,982,363)	(2,159,758)
	440	(1,104,897)	(1,282,293)	(1,459,688)	(1,637,083)	(1,814,478)	(1,991,873)	(2,169,268)
	460	(1,114,408)	(1,291,803)	(1,469,198)	(1,646,593)	(1,823,989)	(2,001,384)	(2,178,779)
	480	(1,123,919)	(1,301,314)	(1,478,709)	(1,656,104)	(1,833,499)	(2,010,894)	(2,188,289)
	500	(1,133,429)	(1,310,824)	(1,488,219)	(1,665,615)	(1,843,010)	(2,020,405)	(2,197,800)
	520	(1,142,940)	(1,320,335)	(1,497,730)	(1,675,125)	(1,852,520)	(2,029,915)	(2,207,311)
	540	(1,152,450)	(1,329,845)	(1,507,241)	(1,684,636)	(1,862,031)	(2,039,426)	(2,216,821)
	560	(1,161,961)	(1,339,356)	(1,516,751)	(1,694,146)	(1,871,541)	(2,048,937)	(2,226,332)
	580	(1,171,471)	(1,348,867)	(1,526,262)	(1,703,657)	(1,881,052)	(2,058,447)	(2,235,842)
	600	(1,180,982)	(1,358,377)	(1,535,772)	(1,713,167)	(1,890,563)	(2,067,958)	(2,245,353)

TABLE 4

		GDV						
Balance (RLV - TLV)	(1,250,455)	80%	90%	100%	110%	120%	130%	140%
	0	(1,378,196)	(1,314,325)	(1,250,455)	(1,186,585)	(1,122,715)	(1,058,845)	(994,975)
	20	(1,387,706)	(1,323,836)	(1,259,966)	(1,196,096)	(1,132,226)	(1,068,355)	(1,004,485)
	40	(1,397,217)	(1,333,347)	(1,269,476)	(1,205,606)	(1,141,736)	(1,077,866)	(1,013,996)
	60	(1,406,727)	(1,342,857)	(1,278,987)	(1,215,117)	(1,151,247)	(1,087,377)	(1,023,506)
	80	(1,416,238)	(1,352,368)	(1,288,498)	(1,224,627)	(1,160,757)	(1,096,887)	(1,033,017)
CIL £psm	100	(1,425,748)	(1,361,878)	(1,298,008)	(1,234,138)	(1,170,268)	(1,106,398)	(1,042,528)
0	120	(1,435,259)	(1,371,389)	(1,307,519)	(1,243,649)	(1,179,778)	(1,115,908)	(1,052,038)
	140	(1,444,770)	(1,380,899)	(1,317,029)	(1,253,159)	(1,189,289)	(1,125,419)	(1,061,549)
	160	(1,454,280)	(1,390,410)	(1,326,540)	(1,262,670)	(1,198,800)	(1,134,929)	(1,071,059)
	180	(1,463,791)	(1,399,921)	(1,336,050)	(1,272,180)	(1,208,310)	(1,144,440)	(1,080,570)
	200	(1,473,301)	(1,409,431)	(1,345,561)	(1,281,691)	(1,217,821)	(1,153,951)	(1,090,080)
	220	(1,482,812)	(1,418,942)	(1,355,072)	(1,291,201)	(1,227,331)	(1,163,461)	(1,099,591)
	240	(1,492,322)	(1,428,452)	(1,364,582)	(1,300,712)	(1,236,842)	(1,172,972)	(1,109,102)
	260	(1,501,833)	(1,437,963)	(1,374,093)	(1,310,223)	(1,246,352)	(1,182,482)	(1,118,612)
	280	(1,511,344)	(1,447,473)	(1,383,603)	(1,319,733)	(1,255,863)	(1,191,993)	(1,128,123)
	300	(1,520,854)	(1,456,984)	(1,393,114)	(1,329,244)	(1,265,373)	(1,201,503)	(1,137,633)
	320	(1,530,365)	(1,466,494)	(1,402,624)	(1,338,754)	(1,274,884)	(1,211,014)	(1,147,144)
	340	(1,539,875)	(1,476,005)	(1,412,135)	(1,348,265)	(1,284,395)	(1,220,524)	(1,156,654)
	360	(1,549,386)	(1,485,516)	(1,421,645)	(1,357,775)	(1,293,905)	(1,230,035)	(1,166,165)
	380	(1,558,896)	(1,495,026)	(1,431,156)	(1,367,286)	(1,303,416)	(1,239,546)	(1,175,675)
	400	(1,568,407)	(1,504,537)	(1,440,667)	(1,376,796)	(1,312,926)	(1,249,056)	(1,185,186)
	420	(1,577,917)	(1,514,047)	(1,450,177)	(1,386,307)	(1,322,437)	(1,258,567)	(1,194,697)
	440	(1,587,428)	(1,523,558)	(1,459,688)	(1,395,818)	(1,331,947)	(1,268,077)	(1,204,207)
	460	(1,596,939)	(1,533,068)	(1,469,198)	(1,405,328)	(1,341,458)	(1,277,588)	(1,213,718)
	480	(1,606,449)	(1,542,579)	(1,478,709)	(1,414,839)	(1,350,969)	(1,287,098)	(1,223,228)
	500	(1,615,960)	(1,552,090)	(1,488,219)	(1,424,349)	(1,360,479)	(1,296,609)	(1,232,739)
	520	(1,625,470)	(1,561,600)	(1,497,730)	(1,433,860)	(1,369,990)	(1,306,120)	(1,242,249)
	540	(1,634,981)	(1,571,111)	(1,507,241)	(1,443,370)	(1,379,500)	(1,315,630)	(1,251,760)
	560	(1,644,491)	(1,580,621)	(1,516,751)	(1,452,881)	(1,389,011)	(1,325,141)	(1,261,271)
	580	(1,654,002)	(1,590,132)	(1,526,262)	(1,462,392)	(1,398,521)	(1,334,651)	(1,270,781)
	600	(1,663,513)	(1,599,642)	(1,535,772)	(1,471,902)	(1,408,032)	(1,344,162)	(1,280,292)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: NR_BF_5
No Units: 1 **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Medium Office (1,000 sqm)

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Medium Office	1	100%	1	1	0
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Medium Office	800	8,611	80.0%	1,000	10,764

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Medium Office	800	8,611	1,000	10,764
	800	8,611	1,000	10,764

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Medium Office	11,482	137,778	16.00	0%	6	8.25%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

Scheme Ref:	NR_BF_5				
No Units:	1	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	Medium Office (1,000 sqm)				

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Medium Office	unit	137,778	0%	137,778	8.25%	1,670,037
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				137,778		1,670,037

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Medium Office	(68,889)	1,601,148	6.80%	(101,946)	1,499,202
	-	0		-	-
	-	0		-	-
	-	0		-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**1,499,202**
Grant Funding					**-**
Total GDV					**1,499,202**

DEVELOPMENT COSTS

Initial Payments -								
Planning Application Professional Fees, Surveys and reports						3.0	x	(25,000)
Statutory Planning Fees (Planning Portal)						8,320	£	(8,320)
CIL		1,000	sqm (gross)		0.00	£ psm		-
CIL analysis:		0.00%	% of GDV					
Site Specific S106 Contributions	1,000	x planning fees			2			(2,000)
S106 analysis		0.13%	% of GDV		2.00	£ psm (GIA)		
Construction Costs -								
Site Clearance and Demolition (inc. Mineworking)		0.25	acres @		50,000	£ per acre (if brownfield)		(12,355)
Infrastructure costs								-
Medium Office		1,000	sqm @		2,949	psm		(2,949,000)
0		-	sqm @		2,949	psm		-
0		-	sqm @		2,949	psm		-
0		-	sqm @		2,949	psm		-
0		-	sqm @		2,949	psm		-
0		-	sqm @		2,949	psm		-
0		-	sqm @		2,949	psm		-
	1,000	-	sqm @		2,949	psm		-
External works		2,949,000	@		10.0%			(294,900)
Biodiversity Net Gain - 10%	0.10	hectares @				3,300	£ per dwelling	(330)
Net Zero Carbon				1,000	sqm @	40	% additional	(40,000)
Urban Greening Factor	1,000	sqm @	4	storeys = GIA	250	127.50	% additional	(31,875)
Contingency		3,328,460	@		5.0%			(166,423)
Professional Fees		3,328,460	@		10.0%			(332,846)
Disposal Costs -								
Letting Agents Costs		137,778	ERV @		10.00%			(13,778)
Letting Legal Costs		137,778	ERV @		5.00%			(6,889)
Investment Sale Agents Costs		1,499,202	GDV @		1.00%			(14,992)
Investment Sale Legal Costs		1,499,202	GDV @		0.50%			(7,496)
Marketing and Promotion		1,499,202	GDV @		0.50%			(7,496)
Interest (on Development Costs) -		7.50%	APR		0.604%	pcm		(31,308)
Developers Profit -								
Profit on Cost		3,945,007			15.00%			(591,751)
TOTAL COSTS								**(4,536,759)**

Scheme Ref:	NR_BF_5				
No Units:	1	**Location / Value Zone:**	n/a - single v	**Development Scenario:**	Brownfield
Notes:	Medium Office (1,000 sqm)				

RESIDUAL LAND VALUE					
Residual Land Value (gross)					(3,037,556)
SDLT	-	@	5.00%	(slabbed)	-
Acquisition Agent fees	-	@	1.00%		-
Acquisition Legal fees	-	@	0.50%		-
Interest on Land	-	@	7.50%		-
Residual Land Value					**(3,037,556)**
RLV analysis:	*(30,375,564)*	*£ per ha*	*(12,292,822)*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	100%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.10	ha	0.25	acres	
Density analysis:	*10,000*	*sqm/ha*	*43,561*	*sqft/ac*	
Threshold Land Value	815,430	£ per ha	330,000	£ per acre	**81,543**

BALANCE					
Surplus/(Deficit)	**(31,190,994)**	£ per ha	**(12,622,822)**	£ per acre	**(3,119,099)**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	(3,119,099)	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	(3,119,099)	90%	100%	110%	120%	130%	140%	150%
	0	(3,118,868)	(3,119,099)	(3,119,331)	(3,119,563)	(3,119,795)	(3,120,026)	(3,120,258)
	10	(3,130,455)	(3,130,687)	(3,130,919)	(3,131,150)	(3,131,382)	(3,131,614)	(3,131,846)
	20	(3,142,043)	(3,142,275)	(3,142,506)	(3,142,738)	(3,142,970)	(3,143,202)	(3,143,433)
	30	(3,153,630)	(3,153,862)	(3,154,094)	(3,154,326)	(3,154,557)	(3,154,789)	(3,155,021)
	40	(3,165,218)	(3,165,450)	(3,165,682)	(3,165,913)	(3,166,145)	(3,166,377)	(3,166,609)
CIL £psm	50	(3,176,806)	(3,177,037)	(3,177,269)	(3,177,501)	(3,177,733)	(3,177,964)	(3,178,196)
0.00	60	(3,188,393)	(3,188,625)	(3,188,857)	(3,189,088)	(3,189,320)	(3,189,552)	(3,189,784)
	70	(3,199,981)	(3,200,213)	(3,200,444)	(3,200,676)	(3,200,908)	(3,201,140)	(3,201,371)
	80	(3,211,568)	(3,211,800)	(3,212,032)	(3,212,264)	(3,212,495)	(3,212,727)	(3,212,959)
	90	(3,223,156)	(3,223,388)	(3,223,620)	(3,223,851)	(3,224,083)	(3,224,315)	(3,224,547)
	100	(3,234,744)	(3,234,975)	(3,235,207)	(3,235,439)	(3,235,671)	(3,235,902)	(3,236,134)
	110	(3,246,331)	(3,246,563)	(3,246,795)	(3,247,026)	(3,247,258)	(3,247,490)	(3,247,722)
	120	(3,257,919)	(3,258,151)	(3,258,382)	(3,258,614)	(3,258,846)	(3,259,078)	(3,259,309)
	130	(3,269,506)	(3,269,738)	(3,269,970)	(3,270,202)	(3,270,433)	(3,270,665)	(3,270,897)
	140	(3,281,094)	(3,281,326)	(3,281,557)	(3,281,789)	(3,282,021)	(3,282,253)	(3,282,485)
	150	(3,292,682)	(3,292,913)	(3,293,145)	(3,293,377)	(3,293,609)	(3,293,840)	(3,294,072)
	160	(3,304,269)	(3,304,501)	(3,304,733)	(3,304,964)	(3,305,196)	(3,305,428)	(3,305,660)
	170	(3,315,857)	(3,316,089)	(3,316,320)	(3,316,552)	(3,316,784)	(3,317,016)	(3,317,247)
	180	(3,327,444)	(3,327,676)	(3,327,908)	(3,328,140)	(3,328,371)	(3,328,603)	(3,328,835)
	190	(3,339,032)	(3,339,264)	(3,339,495)	(3,339,727)	(3,339,959)	(3,340,191)	(3,340,423)
	200	(3,350,620)	(3,350,851)	(3,351,083)	(3,351,315)	(3,351,547)	(3,351,778)	(3,352,010)
	210	(3,362,207)	(3,362,439)	(3,362,671)	(3,362,902)	(3,363,134)	(3,363,366)	(3,363,598)
	220	(3,373,795)	(3,374,027)	(3,374,258)	(3,374,490)	(3,374,722)	(3,374,954)	(3,375,185)
	230	(3,385,382)	(3,385,614)	(3,385,846)	(3,386,078)	(3,386,309)	(3,386,541)	(3,386,773)
	240	(3,396,970)	(3,397,202)	(3,397,433)	(3,397,665)	(3,397,897)	(3,398,129)	(3,398,360)
	250	(3,408,558)	(3,408,789)	(3,409,021)	(3,409,253)	(3,409,485)	(3,409,716)	(3,409,948)

Scheme Ref: NR_BF_5
No Units: 1 **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Medium Office (1,000 sqm)

TABLE 3

Build rate 100% (where 110% is a 10% increase etc.)

Balance (RLV - TLV)	(3,119,099)	80%	90%	100%	110%	120%	130%	140%
	0	(2,254,552)	(2,686,826)	(3,119,099)	(3,551,373)	(3,983,647)	(4,415,920)	(4,848,194)
	20	(2,277,727)	(2,710,001)	(3,142,275)	(3,574,548)	(4,006,822)	(4,439,096)	(4,871,369)
	40	(2,300,902)	(2,733,176)	(3,165,450)	(3,597,723)	(4,029,997)	(4,462,271)	(4,894,544)
	60	(2,324,078)	(2,756,351)	(3,188,625)	(3,620,899)	(4,053,172)	(4,485,446)	(4,917,720)
	80	(2,347,253)	(2,779,526)	(3,211,800)	(3,644,074)	(4,076,347)	(4,508,621)	(4,940,895)
CIL £psm	100	(2,370,428)	(2,802,702)	(3,234,975)	(3,667,249)	(4,099,523)	(4,531,796)	(4,964,070)
0	120	(2,393,603)	(2,825,877)	(3,258,151)	(3,690,424)	(4,122,698)	(4,554,972)	(4,987,245)
	140	(2,416,778)	(2,849,052)	(3,281,326)	(3,713,599)	(4,145,873)	(4,578,147)	(5,010,420)
	160	(2,439,954)	(2,872,227)	(3,304,501)	(3,736,775)	(4,169,048)	(4,601,322)	(5,033,596)
	180	(2,463,129)	(2,895,402)	(3,327,676)	(3,759,950)	(4,192,223)	(4,624,497)	(5,056,771)
	200	(2,486,304)	(2,918,578)	(3,350,851)	(3,783,125)	(4,215,399)	(4,647,672)	(5,079,946)
	220	(2,509,479)	(2,941,753)	(3,374,027)	(3,806,300)	(4,238,574)	(4,670,847)	(5,103,121)
	240	(2,532,654)	(2,964,928)	(3,397,202)	(3,829,475)	(4,261,749)	(4,694,023)	(5,126,296)
	260	(2,555,830)	(2,988,103)	(3,420,377)	(3,852,651)	(4,284,924)	(4,717,198)	(5,149,472)
	280	(2,579,005)	(3,011,278)	(3,443,552)	(3,875,826)	(4,308,099)	(4,740,373)	(5,172,647)
	300	(2,602,180)	(3,034,454)	(3,466,727)	(3,899,001)	(4,331,275)	(4,763,548)	(5,195,822)
	320	(2,625,355)	(3,057,629)	(3,489,903)	(3,922,176)	(4,354,450)	(4,786,723)	(5,218,997)
	340	(2,648,530)	(3,080,804)	(3,513,078)	(3,945,351)	(4,377,625)	(4,809,899)	(5,242,172)
	360	(2,671,706)	(3,103,979)	(3,536,253)	(3,968,527)	(4,400,800)	(4,833,074)	(5,265,348)
	380	(2,694,881)	(3,127,154)	(3,559,428)	(3,991,702)	(4,423,975)	(4,856,249)	(5,288,523)
	400	(2,718,056)	(3,150,330)	(3,582,603)	(4,014,877)	(4,447,151)	(4,879,424)	(5,311,698)
	420	(2,741,231)	(3,173,505)	(3,605,779)	(4,038,052)	(4,470,326)	(4,902,599)	(5,334,873)
	440	(2,764,406)	(3,196,680)	(3,628,954)	(4,061,227)	(4,493,501)	(4,925,775)	(5,358,048)
	460	(2,787,582)	(3,219,855)	(3,652,129)	(4,084,403)	(4,516,676)	(4,948,950)	(5,381,224)
	480	(2,810,757)	(3,243,030)	(3,675,304)	(4,107,578)	(4,539,851)	(4,972,125)	(5,404,399)
	500	(2,833,932)	(3,266,206)	(3,698,479)	(4,130,753)	(4,563,027)	(4,995,300)	(5,427,574)
	520	(2,857,107)	(3,289,381)	(3,721,655)	(4,153,928)	(4,586,202)	(5,018,475)	(5,450,749)
	540	(2,880,282)	(3,312,556)	(3,744,830)	(4,177,103)	(4,609,377)	(5,041,651)	(5,473,924)
	560	(2,903,458)	(3,335,731)	(3,768,005)	(4,200,279)	(4,632,552)	(5,064,826)	(5,497,100)
	580	(2,926,633)	(3,358,906)	(3,791,180)	(4,223,454)	(4,655,727)	(5,088,001)	(5,520,275)
	600	(2,949,808)	(3,382,082)	(3,814,355)	(4,246,629)	(4,678,903)	(5,111,176)	(5,543,450)

TABLE 4

GDV

Balance (RLV - TLV)	(3,119,099)	80%	90%	100%	110%	120%	130%	140%
	0	(3,412,030)	(3,265,565)	(3,119,099)	(2,972,634)	(2,826,168)	(2,679,703)	(2,533,237)
	20	(3,435,206)	(3,288,740)	(3,142,275)	(2,995,809)	(2,849,344)	(2,702,878)	(2,556,413)
	40	(3,458,381)	(3,311,915)	(3,165,450)	(3,018,984)	(2,872,519)	(2,726,053)	(2,579,588)
	60	(3,481,556)	(3,335,090)	(3,188,625)	(3,042,159)	(2,895,694)	(2,749,228)	(2,602,763)
	80	(3,504,731)	(3,358,266)	(3,211,800)	(3,065,335)	(2,918,869)	(2,772,404)	(2,625,938)
CIL £psm	100	(3,527,906)	(3,381,441)	(3,234,975)	(3,088,510)	(2,942,044)	(2,795,579)	(2,649,113)
0	120	(3,551,082)	(3,404,616)	(3,258,151)	(3,111,685)	(2,965,220)	(2,818,754)	(2,672,289)
	140	(3,574,257)	(3,427,791)	(3,281,326)	(3,134,860)	(2,988,395)	(2,841,929)	(2,695,464)
	160	(3,597,432)	(3,450,966)	(3,304,501)	(3,158,035)	(3,011,570)	(2,865,104)	(2,718,639)
	180	(3,620,607)	(3,474,142)	(3,327,676)	(3,181,211)	(3,034,745)	(2,888,280)	(2,741,814)
	200	(3,643,782)	(3,497,317)	(3,350,851)	(3,204,386)	(3,057,920)	(2,911,455)	(2,764,989)
	220	(3,666,958)	(3,520,492)	(3,374,027)	(3,227,561)	(3,081,096)	(2,934,630)	(2,788,165)
	240	(3,690,133)	(3,543,667)	(3,397,202)	(3,250,736)	(3,104,271)	(2,957,805)	(2,811,340)
	260	(3,713,308)	(3,566,842)	(3,420,377)	(3,273,911)	(3,127,446)	(2,980,980)	(2,834,515)
	280	(3,736,483)	(3,590,018)	(3,443,552)	(3,297,087)	(3,150,621)	(3,004,156)	(2,857,690)
	300	(3,759,658)	(3,613,193)	(3,466,727)	(3,320,262)	(3,173,796)	(3,027,331)	(2,880,865)
	320	(3,782,834)	(3,636,368)	(3,489,903)	(3,343,437)	(3,196,972)	(3,050,506)	(2,904,041)
	340	(3,806,009)	(3,659,543)	(3,513,078)	(3,366,612)	(3,220,147)	(3,073,681)	(2,927,216)
	360	(3,829,184)	(3,682,718)	(3,536,253)	(3,389,787)	(3,243,322)	(3,096,856)	(2,950,391)
	380	(3,852,359)	(3,705,894)	(3,559,428)	(3,412,963)	(3,266,497)	(3,120,032)	(2,973,566)
	400	(3,875,534)	(3,729,069)	(3,582,603)	(3,436,138)	(3,289,672)	(3,143,207)	(2,996,741)
	420	(3,898,709)	(3,752,244)	(3,605,779)	(3,459,313)	(3,312,848)	(3,166,382)	(3,019,917)
	440	(3,921,885)	(3,775,419)	(3,628,954)	(3,482,488)	(3,336,023)	(3,189,557)	(3,043,092)
	460	(3,945,060)	(3,798,594)	(3,652,129)	(3,505,663)	(3,359,198)	(3,212,732)	(3,066,267)
	480	(3,968,235)	(3,821,770)	(3,675,304)	(3,528,839)	(3,382,373)	(3,235,908)	(3,089,442)
	500	(3,991,410)	(3,844,945)	(3,698,479)	(3,552,014)	(3,405,548)	(3,259,083)	(3,112,617)
	520	(4,014,585)	(3,868,120)	(3,721,655)	(3,575,189)	(3,428,724)	(3,282,258)	(3,135,793)
	540	(4,037,761)	(3,891,295)	(3,744,830)	(3,598,364)	(3,451,899)	(3,305,433)	(3,158,968)
	560	(4,060,936)	(3,914,470)	(3,768,005)	(3,621,539)	(3,475,074)	(3,328,608)	(3,182,143)
	580	(4,084,111)	(3,937,646)	(3,791,180)	(3,644,715)	(3,498,249)	(3,351,784)	(3,205,318)
	600	(4,107,286)	(3,960,821)	(3,814,355)	(3,667,890)	(3,521,424)	(3,374,959)	(3,228,493)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

Scheme Ref: NR_BF_6
No Units: **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Large Office (3,000 sqm)

ASSUMPTIONS - RESIDENTIAL INVESTMENT USES

Units -	# Units	% mix	# Units	# Mkt Units	# AH Units
Large Office	1	100%	1	1	0
			1	1	0
					0%

Unit Floor areas -	Net area per unit NIA (sqm)	NIA (sqft)	Net to Gross % %	Gross (GIA) per unit GIA (sqm)	GIA (sqft)
Large Office	2,400	25,833	80.0%	3,000	32,292

Total Floor areas -	NIA (sqm)	NIA (sqft)	GIA (sqm)	GIA (sqft)
Large Office	2,400	25,833	3,000	32,292
	2,400	25,833	3,000	32,292

Commercial Values -	Rent* (£ pcm)	Unit Rent (£ pa)	Rent* (£psf)	Man. Cost %	T Incentive*	Cap Yield (%)
Large Office	32,292	387,501	15.00	0%	6	8.00%

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

Scheme Ref: NR_BF_6
No Units: **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Large Office (3,000 sqm)

GROSS DEVELOPMENT VALUE

Commercial GDV -	rental basis	Gross Rent £PA	less Man.	Net Rent £PA	@	capitalisation £
Large Office	unit	387,501	0%	387,501	8.00%	4,843,760
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
	unit	-	0%	-	0.00%	
				387,501		4,843,760

Commercial GDV -	less RF/Void		Purchasers Costs %	PC £	£
Large Office	(193,750)	4,650,009	6.80%	(296,068)	4,353,941
	-	0		-	-
	-	0		-	-
	-	0		-	-
	-			-	-
	-			-	-
	-			-	-
Sub-total GDV Commercial					**4,353,941**
Grant Funding					**-**
Total GDV					**4,353,941**

DEVELOPMENT COSTS

Initial Payments -								
Planning Application Professional Fees, Surveys and reports						3.0	x	(75,000)
Statutory Planning Fees (Planning Portal)						24,960	£	(24,960)
CIL		3,000	sqm (gross)	0.00	£ psm			-
CIL analysis:		0.00%	% of GDV					
Site Specific S106 Contributions	3,000	x planning fees		2				(6,000)
S106 analysis		0.14%	% of GDV	2.00	£ psm (GIA)			
Construction Costs -								
Site Clearance and Demolition (inc. Mineworking)		0.99	acres @	50,000	£ per acre (if brownfield)			(49,420)
Infrastructure costs								-
Large Office		3,000	sqm @	2,949	psm			(8,847,000)
0		-	sqm @	2,949	psm			-
0		-	sqm @	2,949	psm			-
0		-	sqm @	2,949	psm			-
0		-	sqm @	2,949	psm			-
0		-	sqm @	2,949	psm			-
0		-	sqm @	2,949	psm			-
	3,000	-	sqm @	2,949	psm			-
External works		8,847,000	@	10.0%				(884,700)
Biodiversity Net Gain - 10%	0.40	hectares @				3,300	£ per dwelling	(1,320)
Net Zero Carbon			3,000	sqm @		40	% additional	(120,000)
Urban Greening Factor	3,000	sqm @	5	storeys = GIA	600	127.50	% additional	(76,500)
Contingency		9,978,940	@	5.0%				(498,947)
Professional Fees		9,978,940	@	10.0%				(997,894)
Disposal Costs -								
Letting Agents Costs		387,501	ERV @	10.00%				(38,750)
Letting Legal Costs		387,501	ERV @	5.00%				(19,375)
Investment Sale Agents Costs		4,353,941	GDV @	1.00%				(43,539)
Investment Sale Legal Costs		4,353,941	GDV @	0.50%				(21,770)
Marketing and Promotion		4,353,941	GDV @	0.50%				(21,770)
Interest (on Development Costs) -		7.50%	APR	0.604%	pcm			(50,002)
Developers Profit -								
Profit on Cost		11,776,947		15.00%				(1,766,542)
TOTAL COSTS								**(13,543,489)**

Scheme Ref: NR_BF_6
No Units: **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Large Office (3,000 sqm)

RESIDUAL LAND VALUE					
Residual Land Value (gross)					(9,189,548)
SDLT	-	@	5.00%	(slabbed)	-
Acquisition Agent fees	-	@	1.00%		-
Acquisition Legal fees	-	@	0.50%		-
Interest on Land	-	@	7.50%		-
Residual Land Value					**(9,189,548)**
RLV analysis:	*(22,973,871)*	*£ per ha*	*(9,297,398)*	*£ per acre*	

THRESHOLD LAND VALUE					
Plot Ratio / Density	75%	(GIA-Site Area / Dph, as appropriate)			
Site Area	0.40	ha	0.99	acres	
Density analysis:	*7,500*	*sqm/ha*	*32,671*	*sqft/ac*	
Threshold Land Value	815,430	£ per ha	330,000	£ per acre	**326,172**

BALANCE					
Surplus/(Deficit)	**(23,789,301)**	£ per ha	**(9,627,398)**	£ per acre	**(9,515,720)**

SENSITIVITY ANALYSIS

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

TABLE 1

		Affordable Housing - % on site 0%						
Balance (RLV - BLV)	(9,515,720)	20%	25%	30%	35%	40%	45%	50%
	0							
	10							
	20							
	30							
	40			Not applicable				
CIL £psm	50							
0.00	60							
	70							
	80							
	90							
	100							

TABLE 2

		Site Specific S106	100%	(where 110% is a 10% increase etc.)				
Balance (RLV - BLV)	(9,515,720)	90%	100%	110%	120%	130%	140%	150%
	0	(9,515,028)	(9,515,720)	(9,516,413)	(9,517,106)	(9,517,798)	(9,518,491)	(9,519,183)
	10	(9,549,659)	(9,550,352)	(9,551,044)	(9,551,737)	(9,552,430)	(9,553,122)	(9,553,815)
	20	(9,584,290)	(9,584,983)	(9,585,676)	(9,586,368)	(9,587,061)	(9,587,754)	(9,588,446)
	30	(9,618,922)	(9,619,614)	(9,620,307)	(9,621,000)	(9,621,692)	(9,622,385)	(9,623,078)
	40	(9,653,553)	(9,654,246)	(9,654,938)	(9,655,631)	(9,656,324)	(9,657,016)	(9,657,709)
CIL £psm	50	(9,688,185)	(9,688,877)	(9,689,570)	(9,690,263)	(9,690,955)	(9,691,648)	(9,692,340)
0.00	60	(9,722,816)	(9,723,509)	(9,724,201)	(9,724,894)	(9,725,587)	(9,726,279)	(9,726,972)
	70	(9,757,447)	(9,758,140)	(9,758,833)	(9,759,525)	(9,760,218)	(9,760,911)	(9,761,603)
	80	(9,792,079)	(9,792,771)	(9,793,464)	(9,794,157)	(9,794,849)	(9,795,542)	(9,796,235)
	90	(9,826,710)	(9,827,403)	(9,828,095)	(9,828,788)	(9,829,481)	(9,830,173)	(9,830,866)
	100	(9,861,342)	(9,862,034)	(9,862,727)	(9,863,420)	(9,864,112)	(9,864,805)	(9,865,497)
	110	(9,895,973)	(9,896,666)	(9,897,358)	(9,898,051)	(9,898,744)	(9,899,436)	(9,900,129)
	120	(9,930,604)	(9,931,297)	(9,931,990)	(9,932,682)	(9,933,375)	(9,934,068)	(9,934,760)
	130	(9,965,236)	(9,965,928)	(9,966,621)	(9,967,314)	(9,968,006)	(9,968,699)	(9,969,392)
	140	(9,999,867)	(10,000,560)	(10,001,252)	(10,001,945)	(10,002,638)	(10,003,330)	(10,004,023)
	150	(10,034,499)	(10,035,191)	(10,035,884)	(10,036,576)	(10,037,269)	(10,037,962)	(10,038,654)
	160	(10,069,130)	(10,069,823)	(10,070,515)	(10,071,208)	(10,071,901)	(10,072,593)	(10,073,286)
	170	(10,103,761)	(10,104,454)	(10,105,147)	(10,105,839)	(10,106,532)	(10,107,225)	(10,107,917)
	180	(10,138,393)	(10,139,085)	(10,139,778)	(10,140,471)	(10,141,163)	(10,141,856)	(10,142,549)
	190	(10,173,024)	(10,173,717)	(10,174,409)	(10,175,102)	(10,175,795)	(10,176,487)	(10,177,180)
	200	(10,207,656)	(10,208,348)	(10,209,041)	(10,209,733)	(10,210,426)	(10,211,119)	(10,211,811)
	210	(10,242,287)	(10,242,980)	(10,243,672)	(10,244,365)	(10,245,058)	(10,245,750)	(10,246,443)
	220	(10,276,918)	(10,277,611)	(10,278,304)	(10,278,996)	(10,279,689)	(10,280,382)	(10,281,074)
	230	(10,311,550)	(10,312,242)	(10,312,935)	(10,313,628)	(10,314,320)	(10,315,013)	(10,315,706)
	240	(10,346,181)	(10,346,874)	(10,347,566)	(10,348,259)	(10,348,952)	(10,349,644)	(10,350,337)
	250	(10,380,813)	(10,381,505)	(10,382,198)	(10,382,890)	(10,383,583)	(10,384,276)	(10,384,968)

Scheme Ref: NR_BF_6
No Units: **Location / Value Zone:** n/a - single v **Development Scenario:** Brownfield
Notes: Large Office (3,000 sqm)

TABLE 3

		Build rate 100% (where 110% is a 10% increase etc.)						
Balance (RLV - TLV)	(9,515,720)	80%	90%	100%	110%	120%	130%	140%
	0	(6,931,882)	(8,223,801)	(9,515,720)	(10,807,639)	(12,099,559)	(13,391,478)	(14,683,397)
	20	(7,001,145)	(8,293,064)	(9,584,983)	(10,876,902)	(12,168,821)	(13,460,740)	(14,752,660)
	40	(7,070,408)	(8,362,327)	(9,654,246)	(10,946,165)	(12,238,084)	(13,530,003)	(14,821,922)
	60	(7,139,670)	(8,431,590)	(9,723,509)	(11,015,428)	(12,307,347)	(13,599,266)	(14,891,185)
	80	(7,208,933)	(8,500,852)	(9,792,771)	(11,084,691)	(12,376,610)	(13,668,529)	(14,960,448)
CIL £psm	100	(7,278,196)	(8,570,115)	(9,862,034)	(11,153,953)	(12,445,873)	(13,737,792)	(15,029,711)
0	120	(7,347,459)	(8,639,378)	(9,931,297)	(11,223,216)	(12,515,135)	(13,807,054)	(15,098,974)
	140	(7,416,722)	(8,708,641)	(10,000,560)	(11,292,479)	(12,584,398)	(13,876,317)	(15,168,236)
	160	(7,485,984)	(8,777,903)	(10,069,823)	(11,361,742)	(12,653,661)	(13,945,580)	(15,237,499)
	180	(7,555,247)	(8,847,166)	(10,139,085)	(11,431,005)	(12,722,924)	(14,014,843)	(15,306,762)
	200	(7,624,510)	(8,916,429)	(10,208,348)	(11,500,267)	(12,792,187)	(14,084,106)	(15,376,025)
	220	(7,693,773)	(8,985,692)	(10,277,611)	(11,569,530)	(12,861,449)	(14,153,368)	(15,445,288)
	240	(7,763,036)	(9,054,955)	(10,346,874)	(11,638,793)	(12,930,712)	(14,222,631)	(15,514,550)
	260	(7,832,298)	(9,124,217)	(10,416,137)	(11,708,056)	(12,999,975)	(14,291,894)	(15,583,813)
	280	(7,901,561)	(9,193,480)	(10,485,399)	(11,777,319)	(13,069,238)	(14,361,157)	(15,653,076)
	300	(7,970,824)	(9,262,743)	(10,554,662)	(11,846,581)	(13,138,501)	(14,430,420)	(15,722,339)
	320	(8,040,087)	(9,332,006)	(10,623,925)	(11,915,844)	(13,207,763)	(14,499,682)	(15,791,602)
	340	(8,109,350)	(9,401,269)	(10,693,188)	(11,985,107)	(13,277,026)	(14,568,945)	(15,860,864)
	360	(8,178,612)	(9,470,531)	(10,762,451)	(12,054,370)	(13,346,289)	(14,638,208)	(15,930,127)
	380	(8,247,875)	(9,539,794)	(10,831,713)	(12,123,633)	(13,415,552)	(14,707,471)	(15,999,390)
	400	(8,317,138)	(9,609,057)	(10,900,976)	(12,192,895)	(13,484,814)	(14,776,734)	(16,068,653)
	420	(8,386,401)	(9,678,320)	(10,970,239)	(12,262,158)	(13,554,077)	(14,845,996)	(16,137,916)
	440	(8,455,664)	(9,747,583)	(11,039,502)	(12,331,421)	(13,623,340)	(14,915,259)	(16,207,178)
	460	(8,524,926)	(9,816,845)	(11,108,765)	(12,400,684)	(13,692,603)	(14,984,522)	(16,276,441)
	480	(8,594,189)	(9,886,108)	(11,178,027)	(12,469,947)	(13,761,866)	(15,053,785)	(16,345,704)
	500	(8,663,452)	(9,955,371)	(11,247,290)	(12,539,209)	(13,831,128)	(15,123,048)	(16,414,967)
	520	(8,732,715)	(10,024,634)	(11,316,553)	(12,608,472)	(13,900,391)	(15,192,310)	(16,484,230)
	540	(8,801,978)	(10,093,897)	(11,385,816)	(12,677,735)	(13,969,654)	(15,261,573)	(16,553,492)
	560	(8,871,240)	(10,163,159)	(11,455,079)	(12,746,998)	(14,038,917)	(15,330,836)	(16,622,755)
	580	(8,940,503)	(10,232,422)	(11,524,341)	(12,816,261)	(14,108,180)	(15,400,099)	(16,692,018)
	600	(9,009,766)	(10,301,685)	(11,593,604)	(12,885,523)	(14,177,442)	(15,469,362)	(16,761,281)

TABLE 4

		GDV						
Balance (RLV - TLV)	(9,515,720)	80%	90%	100%	110%	120%	130%	140%
	0	(10,366,461)	(9,941,091)	(9,515,720)	(9,090,350)	(8,664,979)	(8,239,609)	(7,814,238)
	20	(10,435,724)	(10,010,354)	(9,584,983)	(9,159,613)	(8,734,242)	(8,308,872)	(7,883,501)
	40	(10,504,987)	(10,079,616)	(9,654,246)	(9,228,875)	(8,803,505)	(8,378,134)	(7,952,764)
	60	(10,574,250)	(10,148,879)	(9,723,509)	(9,298,138)	(8,872,768)	(8,447,397)	(8,022,027)
	80	(10,643,512)	(10,218,142)	(9,792,771)	(9,367,401)	(8,942,030)	(8,516,660)	(8,091,289)
CIL £psm	100	(10,712,775)	(10,287,405)	(9,862,034)	(9,436,664)	(9,011,293)	(8,585,923)	(8,160,552)
0	120	(10,782,038)	(10,356,668)	(9,931,297)	(9,505,927)	(9,080,556)	(8,655,186)	(8,229,815)
	140	(10,851,301)	(10,425,930)	(10,000,560)	(9,575,189)	(9,149,819)	(8,724,448)	(8,299,078)
	160	(10,920,564)	(10,495,193)	(10,069,823)	(9,644,452)	(9,219,082)	(8,793,711)	(8,368,341)
	180	(10,989,826)	(10,564,456)	(10,139,085)	(9,713,715)	(9,288,344)	(8,862,974)	(8,437,603)
	200	(11,059,089)	(10,633,719)	(10,208,348)	(9,782,978)	(9,357,607)	(8,932,237)	(8,506,866)
	220	(11,128,352)	(10,702,982)	(10,277,611)	(9,852,241)	(9,426,870)	(9,001,499)	(8,576,129)
	240	(11,197,615)	(10,772,244)	(10,346,874)	(9,921,503)	(9,496,133)	(9,070,762)	(8,645,392)
	260	(11,266,878)	(10,841,507)	(10,416,137)	(9,990,766)	(9,565,396)	(9,140,025)	(8,714,655)
	280	(11,336,140)	(10,910,770)	(10,485,399)	(10,060,029)	(9,634,658)	(9,209,288)	(8,783,917)
	300	(11,405,403)	(10,980,033)	(10,554,662)	(10,129,292)	(9,703,921)	(9,278,551)	(8,853,180)
	320	(11,474,666)	(11,049,296)	(10,623,925)	(10,198,555)	(9,773,184)	(9,347,813)	(8,922,443)
	340	(11,543,929)	(11,118,558)	(10,693,188)	(10,267,817)	(9,842,447)	(9,417,076)	(8,991,706)
	360	(11,613,192)	(11,187,821)	(10,762,451)	(10,337,080)	(9,911,710)	(9,486,339)	(9,060,969)
	380	(11,682,454)	(11,257,084)	(10,831,713)	(10,406,343)	(9,980,972)	(9,555,602)	(9,130,231)
	400	(11,751,717)	(11,326,347)	(10,900,976)	(10,475,606)	(10,050,235)	(9,624,865)	(9,199,494)
	420	(11,820,980)	(11,395,610)	(10,970,239)	(10,544,868)	(10,119,498)	(9,694,127)	(9,268,757)
	440	(11,890,243)	(11,464,872)	(11,039,502)	(10,614,131)	(10,188,761)	(9,763,390)	(9,338,020)
	460	(11,959,506)	(11,534,135)	(11,108,765)	(10,683,394)	(10,258,024)	(9,832,653)	(9,407,283)
	480	(12,028,768)	(11,603,398)	(11,178,027)	(10,752,657)	(10,327,286)	(9,901,916)	(9,476,545)
	500	(12,098,031)	(11,672,661)	(11,247,290)	(10,821,920)	(10,396,549)	(9,971,179)	(9,545,808)
	520	(12,167,294)	(11,741,924)	(11,316,553)	(10,891,182)	(10,465,812)	(10,040,441)	(9,615,071)
	540	(12,236,557)	(11,811,186)	(11,385,816)	(10,960,445)	(10,535,075)	(10,109,704)	(9,684,334)
	560	(12,305,820)	(11,880,449)	(11,455,079)	(11,029,708)	(10,604,338)	(10,178,967)	(9,753,597)
	580	(12,375,082)	(11,949,712)	(11,524,341)	(11,098,971)	(10,673,600)	(10,248,230)	(9,822,859)
	600	(12,444,345)	(12,018,975)	(11,593,604)	(11,168,234)	(10,742,863)	(10,317,493)	(9,892,122)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

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