

240306_BCC Appraisal_LVBF_v0.2

Appraisal Ref: **1** (see Typologies Matrix)
 Scheme Typology: **Lower Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | | |
|----------------------------------|---------|--|---------|--|--------------------|--|---------|--------------|---------|
| Total number of units in scheme | | | | 8 Units | | | | | |
| AH Policy requirement (% Target) | | | | 0% | | | | | |
| Open Market Sale (OMS) housing | | | | 100% | | | | | |
| AH tenure split % | | Open Market Sale (OMS) | | Affordable Rent: | | 60.0% | | | |
| | | | | Social Rent: | | 10.0% | | | |
| | | | | First Homes: | | 25.0% | | | |
| | | | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | | |
| | | | | | | 70.0% % Rented | | | |
| | | | | | | 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 | | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | 0.0 | | |
| 2 bed House | 35.0% | 2.8 | 35.0% | 0.0 | 35% | 2.8 | 2.8 | | |
| 3 bed House | 40.0% | 3.2 | 40.0% | 0.0 | 40% | 3.2 | 3.2 | | |
| 4 bed House | 25.0% | 2.0 | 25.0% | 0.0 | 25% | 2.0 | 2.0 | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | 0.0 | | |
| 1 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | 0.0 | | |
| 2 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | 0.0 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | 0.0 | | |
| Total number of units | | 100.0% | 8.0 | 100.0% | 0.0 | 100% | 8.0 | | |
| OMS Unit Floor areas - | | Net area per unit (sqm) | | Net to Gross % | | Gross (GIA) per unit (sqft) | | | |
| 1 bed House | 62.0 | 667 | | | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | | Net area per unit (sqm) | | Net to Gross % | | Gross (GIA) per unit (sqft) | | | |
| 1 bed House | 62.0 | 667 | | | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | | AH units GIA (sqm) | | Total GIA (all units) (sqm) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed House | 221 | 2,381 | 0 | 0 | 221 | 2,381 | | | |
| 3 bed House | 304 | 3,272 | 0 | 0 | 304 | 3,272 | | | |
| 4 bed House | 240 | 2,583 | 0 | 0 | 240 | 2,583 | | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| | | 765 | 8,237 | 0 | 0 | 765 | 8,237 | | |
| AH % by floor area: | | 0.00% AH % by floor area (difference due to mix) | | | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | | 0 | | | | |
| 2 bed House | 180,000 | 2,278 | 212 | | 504,000 | | | | |
| 3 bed House | 285,000 | 3,000 | 279 | | 912,000 | | | | |
| 4 bed House | 375,000 | 3,125 | 290 | | 750,000 | | | | |
| 5 bed House | 400,000 | 2,857 | 265 | | 0 | | | | |
| 1 bed Flat | 115,000 | 2,300 | 214 | | 0 | | | | |
| 2 bed Flat | 165,000 | 2,357 | 219 | | 0 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | | 0 | | | | |
| | | | | | 2,166,000 | | | | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% | |
| 2 bed House | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 135,000 | 75% | |
| 3 bed House | 156,750 | 55% | 128,250 | 45% | 199,500 | 70% | 213,750 | 75% | |
| 4 bed House | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% | |
| 5 bed House | 220,000 | 55% | 180,000 | 45% | 250,000 | 70% | 300,000 | 75% | |
| 1 bed Flat | 63,250 | 55% | 51,750 | 45% | 80,500 | 70% | 86,250 | 75% | |
| 2 bed Flat | 90,750 | 55% | 74,250 | 45% | 115,500 | 70% | 123,750 | 75% | |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% | |
| | | | | | * capped @£250K | | | | |

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Scheme Typology: **Lower Value Zone** No Units: **8**
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 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|------------|--|-----------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 2.8 | @ | 180,000 | 504,000 |
| 3 bed House | 3.2 | @ | 285,000 | 912,000 |
| 4 bed House | 2.0 | @ | 375,000 | 750,000 |
| 5 bed House | 0.0 | @ | 400,000 | - |
| 1 bed Flat | 0.0 | @ | 115,000 | - |
| 2 bed Flat | 0.0 | @ | 165,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 8.0 | | | 2,166,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 0.0 | @ | 99,000 | - |
| 3 bed House | 0.0 | @ | 156,750 | - |
| 4 bed House | 0.0 | @ | 206,250 | - |
| 5 bed House | 0.0 | @ | 220,000 | - |
| 1 bed Flat | 0.0 | @ | 63,250 | - |
| 2 bed Flat | 0.0 | @ | 90,750 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.0 | @ | 81,000 | - |
| 3 bed House | 0.0 | @ | 128,250 | - |
| 4 bed House | 0.0 | @ | 168,750 | - |
| 5 bed House | 0.0 | @ | 180,000 | - |
| 1 bed Flat | 0.0 | @ | 51,750 | - |
| 2 bed Flat | 0.0 | @ | 74,250 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 0.0 | | | - |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 0.0 | @ | 126,000 | - |
| 3 bed House | 0.0 | @ | 199,500 | - |
| 4 bed House | 0.0 | @ | 250,000 | - |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 80,500 | - |
| 2 bed Flat | 0.0 | @ | 115,500 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 0.0 | | | - |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.0 | @ | 135,000 | - |
| 3 bed House | 0.0 | @ | 213,750 | - |
| 4 bed House | 0.0 | @ | 281,250 | - |
| 5 bed House | 0.0 | @ | 300,000 | - |
| 1 bed Flat | 0.0 | @ | 86,250 | - |
| 2 bed Flat | 0.0 | @ | 123,750 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.0 | 0.0 | | - |
| Sub-total GDV Residential | 8 | | | 2,166,000 |
| AH on-site cost analysis: | | | £MV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 0 | AH units @ | 0 per unit | - |
| Total GDV | | | | 2,166,000 |

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| | | | | | |
|--|------------------|------------------|---------------------------|-------------------------------------|--------------------|
| Professional Fees | 1,455,820 @ | | 6.5% | | (94,628) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 2,166,000 OMS @ | | 3.00% | 8,123 £ per unit | (64,980) |
| Residential Sales Agent Costs | 2,166,000 OMS @ | | 1.00% | 2,708 £ per unit | (21,660) |
| Residential Sales Legal Costs | 2,166,000 OMS @ | | 0.35% | 948 £ per unit | (7,581) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 10,528 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | | 8.00% APR | | 0.643% pcm | (3,030) |
| Developers Profit - | | | | | |
| Profit on OMS | 2,166,000 | | 20.00% | | (433,200) |
| Margin on AH | 0 | | 6.00% on AH values | | - |
| Profit analysis: | 2,166,000 | | 20.00% blended GDV | | (433,200) |
| | 1,758,586 | | 24.63% on costs | | (433,200) |
| TOTAL COSTS | | | | | (2,191,786) |

| | | | | | |
|----------------------------------|---------------------------|-----------------------------------|------------------------------------|--|-----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | (25,786) |
| SDLT | - @ | | HMRC formula | | - |
| Acquisition Agent fees | - @ | | 1.0% | | - |
| Acquisition Legal fees | - @ | | 0.5% | | - |
| Interest on Land | - @ | | 8.00% | | - |
| Residual Land Value | | | | | (25,786) |
| RLV analysis: | (3,223) £ per plot | (128,930) £ per ha (net) | (52,177) £ per acre (net) | | |
| | | (128,930) £ per ha (gross) | (52,177) £ per acre (gross) | | |
| | | | -1.19% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|-----------------------------------|-----------------------------------|-----------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 0.20 ha (net) | | 0.49 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 0.20 ha (gross) | | 0.49 acres (gross) | |
| Density analysis: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 52,663 £ per plot | 2,106,528 £ per ha (net) | 852,500 £ per acre (net) | | 421,306 |
| BLV analysis: | | 2,106,528 £ per ha (gross) | 852,500 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-----------------------------------|-----------------------------------|--|------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (2,235,457) £ per ha (net) | (904,677) £ per acre (net) | | (447,091) |

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 Notes:

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.

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-------------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CL £ psm | 0.00 | (986,689) | (1,027,696) | (1,068,702) | (1,109,859) | (1,151,223) | (1,192,588) | (1,234,064) |
| | 10.00 | (1,001,641) | (1,041,816) | (1,081,992) | (1,122,318) | (1,162,852) | (1,203,386) | (1,244,096) |
| | 20.00 | (1,016,592) | (1,055,937) | (1,095,282) | (1,134,778) | (1,174,481) | (1,214,184) | (1,254,128) |
| | 30.00 | (1,031,544) | (1,070,058) | (1,108,572) | (1,147,237) | (1,186,110) | (1,224,983) | (1,264,161) |
| | 40.00 | (1,046,495) | (1,084,179) | (1,121,862) | (1,159,697) | (1,197,739) | (1,235,781) | (1,274,193) |
| | 50.00 | (1,061,447) | (1,098,300) | (1,135,153) | (1,172,156) | (1,209,368) | (1,246,579) | (1,284,225) |
| | 60.00 | (1,076,398) | (1,112,420) | (1,148,443) | (1,184,616) | (1,220,997) | (1,257,377) | (1,294,258) |
| | 70.00 | (1,091,349) | (1,126,541) | (1,161,733) | (1,197,075) | (1,232,626) | (1,268,176) | (1,304,290) |
| | 80.00 | (1,106,301) | (1,140,662) | (1,175,023) | (1,209,535) | (1,244,254) | (1,278,974) | (1,314,323) |
| | 90.00 | (1,121,252) | (1,154,783) | (1,188,313) | (1,221,995) | (1,255,883) | (1,289,813) | (1,324,355) |
| | 100.00 | (1,136,204) | (1,168,904) | (1,201,603) | (1,234,454) | (1,267,512) | (1,300,682) | (1,334,387) |
| | 110.00 | (1,151,155) | (1,183,024) | (1,214,894) | (1,246,914) | (1,279,141) | (1,311,550) | (1,344,420) |
| | 120.00 | (1,166,107) | (1,197,145) | (1,228,184) | (1,259,373) | (1,290,770) | (1,322,418) | (1,354,452) |
| | 130.00 | (1,181,058) | (1,211,266) | (1,241,474) | (1,271,833) | (1,302,399) | (1,333,287) | (1,364,484) |
| | 140.00 | (1,196,010) | (1,225,387) | (1,254,764) | (1,284,292) | (1,314,028) | (1,344,155) | (1,374,517) |
| | 150.00 | (1,210,961) | (1,239,508) | (1,268,054) | (1,296,752) | (1,325,657) | (1,355,024) | (1,384,549) |
| | 160.00 | (1,225,912) | (1,253,628) | (1,281,344) | (1,309,211) | (1,337,286) | (1,365,892) | (1,394,637) |
| | 170.00 | (1,240,864) | (1,267,749) | (1,294,635) | (1,321,671) | (1,348,915) | (1,376,761) | (1,404,735) |
| | 180.00 | (1,255,815) | (1,281,870) | (1,307,925) | (1,334,130) | (1,360,611) | (1,387,629) | (1,414,832) |
| | 190.00 | (1,270,767) | (1,295,991) | (1,321,215) | (1,346,590) | (1,372,316) | (1,398,497) | (1,424,930) |
| 200.00 | (1,285,718) | (1,310,112) | (1,334,505) | (1,359,049) | (1,384,020) | (1,409,366) | (1,435,027) | |
| 210.00 | (1,300,670) | (1,324,232) | (1,347,795) | (1,371,509) | (1,395,725) | (1,420,234) | (1,445,125) | |
| 220.00 | (1,315,621) | (1,338,353) | (1,361,085) | (1,383,968) | (1,407,429) | (1,431,103) | (1,534,290) | |
| 230.00 | (1,330,572) | (1,352,474) | (1,374,376) | (1,396,428) | (1,419,134) | (1,442,039) | (1,638,098) | |
| 240.00 | (1,345,524) | (1,366,595) | (1,387,666) | (1,408,887) | (1,430,838) | (1,452,978) | (1,741,906) | |
| 250.00 | (1,360,475) | (1,380,716) | (1,400,956) | (1,421,377) | (1,442,543) | (1,463,917) | (1,845,714) | |

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|--------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 | 1,000 | (933,270) | (974,276) | (1,015,282) | (1,056,439) | (1,097,804) | (1,139,168) | (1,180,533) |
| | 2,000 | (949,458) | (990,464) | (1,031,470) | (1,072,627) | (1,113,991) | (1,155,356) | (1,196,721) |
| | 3,000 | (965,645) | (1,006,651) | (1,047,658) | (1,088,815) | (1,130,179) | (1,171,544) | (1,212,908) |
| | 4,000 | (981,833) | (1,022,839) | (1,063,845) | (1,105,002) | (1,146,367) | (1,187,732) | (1,229,176) |
| | 5,000 | (998,021) | (1,039,027) | (1,080,033) | (1,121,190) | (1,162,555) | (1,203,919) | (1,245,469) |
| | 6,000 | (1,014,209) | (1,055,215) | (1,096,221) | (1,137,378) | (1,178,743) | (1,220,107) | (1,261,762) |
| | 7,000 | (1,030,396) | (1,071,403) | (1,112,409) | (1,153,566) | (1,194,930) | (1,236,295) | (1,278,054) |
| | 8,000 | (1,046,584) | (1,087,590) | (1,128,596) | (1,169,754) | (1,211,118) | (1,252,483) | (1,294,347) |
| | 9,000 | (1,062,772) | (1,103,778) | (1,144,784) | (1,185,941) | (1,227,306) | (1,268,670) | (1,310,640) |
| | 10,000 | (1,078,960) | (1,119,966) | (1,160,972) | (1,202,129) | (1,243,494) | (1,284,867) | (1,326,933) |
| | 11,000 | (1,095,148) | (1,136,154) | (1,177,160) | (1,218,317) | (1,259,681) | (1,301,160) | (1,343,226) |
| | 12,000 | (1,111,335) | (1,152,341) | (1,193,348) | (1,234,505) | (1,275,869) | (1,317,453) | (1,359,519) |
| | 13,000 | (1,127,523) | (1,168,529) | (1,209,535) | (1,250,692) | (1,292,057) | (1,333,746) | (1,375,812) |
| | 14,000 | (1,143,711) | (1,184,717) | (1,225,723) | (1,266,880) | (1,308,245) | (1,350,039) | (1,392,145) |
| | 15,000 | (1,159,899) | (1,200,905) | (1,241,911) | (1,283,068) | (1,324,433) | (1,366,332) | (1,408,543) |

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit | 15.0% | (795,450) | (842,477) | (893,388) | (945,502) | (997,824) | (1,050,146) | (1,102,578) |
| | 16.0% | (831,148) | (878,679) | (928,451) | (978,374) | (1,028,504) | (1,078,634) | (1,128,875) |
| | 17.0% | (868,353) | (915,933) | (963,514) | (1,011,245) | (1,059,184) | (1,107,122) | (1,155,172) |
| | 18.0% | (907,798) | (953,187) | (998,576) | (1,044,116) | (1,089,864) | (1,135,611) | (1,181,469) |
| | 19.0% | (947,244) | (990,441) | (1,033,639) | (1,076,987) | (1,120,543) | (1,164,099) | (1,207,767) |
| | 20.0% | (986,689) | (1,027,696) | (1,068,702) | (1,109,859) | (1,151,223) | (1,192,588) | (1,234,064) |

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-------------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) | 100,000 | (234,189) | (275,196) | (316,202) | (357,359) | (398,723) | (440,088) | (481,564) |
| | 200,000 | (334,189) | (375,196) | (416,202) | (457,359) | (498,723) | (540,088) | (581,564) |
| | 300,000 | (434,189) | (475,196) | (516,202) | (557,359) | (598,723) | (640,088) | (681,564) |
| | 400,000 | (534,189) | (575,196) | (616,202) | (657,359) | (698,723) | (740,088) | (781,564) |
| | 500,000 | (634,189) | (675,196) | (716,202) | (757,359) | (798,723) | (840,088) | (881,564) |
| | 600,000 | (734,189) | (775,196) | (816,202) | (857,359) | (898,723) | (940,088) | (981,564) |
| | 700,000 | (834,189) | (875,196) | (916,202) | (957,359) | (998,723) | (1,040,088) | (1,081,564) |
| | 800,000 | (934,189) | (975,196) | (1,016,202) | (1,057,359) | (1,098,723) | (1,140,088) | (1,181,564) |
| | 900,000 | (1,034,189) | (1,075,196) | (1,116,202) | (1,157,359) | (1,198,723) | (1,240,088) | (1,281,564) |
| | 1,000,000 | (1,134,189) | (1,175,196) | (1,216,202) | (1,257,359) | (1,298,723) | (1,340,088) | (1,381,564) |
| | 1,100,000 | (1,234,189) | (1,275,196) | (1,316,202) | (1,357,359) | (1,398,723) | (1,440,088) | (1,481,564) |
| | 1,200,000 | (1,334,189) | (1,375,196) | (1,416,202) | (1,457,359) | (1,498,723) | (1,540,088) | (1,581,564) |
| | 1,300,000 | (1,434,189) | (1,475,196) | (1,516,202) | (1,557,359) | (1,598,723) | (1,640,088) | (1,681,564) |
| | 1,400,000 | (1,534,189) | (1,575,196) | (1,616,202) | (1,657,359) | (1,698,723) | (1,740,088) | (1,781,564) |
| | 1,500,000 | (1,634,189) | (1,675,196) | (1,716,202) | (1,757,359) | (1,798,723) | (1,840,088) | (1,881,564) |
| 1,600,000 | (1,734,189) | (1,775,196) | (1,816,202) | (1,857,359) | (1,898,723) | (1,940,088) | (1,981,564) | |

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Scheme Typology: Lower Value Zone No Units: 8
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Brownfield
 Notes:

TABLE 5

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (904,677) | | | | | | | |
| | 0 | (810,419) | (847,530) | (888,014) | (929,021) | (970,148) | (1,011,512) | (1,052,877) |
| Net Zero | 2,000 | (843,124) | (883,146) | (924,152) | (965,158) | (1,006,363) | (1,047,727) | (1,089,092) |
| (£ per unit) | 4,000 | (878,277) | (919,283) | (960,289) | (1,001,295) | (1,042,578) | (1,083,942) | (1,125,307) |
| 10,000 | 6,000 | (914,414) | (955,421) | (996,427) | (1,037,433) | (1,078,793) | (1,120,158) | (1,161,522) |
| | 8,000 | (950,552) | (991,558) | (1,032,564) | (1,073,644) | (1,115,008) | (1,156,373) | (1,197,737) |
| | 10,000 | (986,689) | (1,027,696) | (1,068,702) | (1,109,859) | (1,151,223) | (1,192,588) | (1,234,064) |
| | 12,000 | (1,022,827) | (1,063,833) | (1,104,839) | (1,146,074) | (1,187,438) | (1,228,803) | (1,270,515) |
| | 14,000 | (1,058,964) | (1,099,970) | (1,140,977) | (1,182,289) | (1,223,654) | (1,265,018) | (1,306,966) |
| | 16,000 | (1,095,102) | (1,136,108) | (1,177,140) | (1,218,504) | (1,259,869) | (1,301,351) | (1,343,417) |
| | 18,000 | (1,131,239) | (1,172,245) | (1,213,355) | (1,254,719) | (1,296,084) | (1,337,802) | (1,379,868) |
| | 20,000 | (1,167,377) | (1,208,383) | (1,249,570) | (1,290,934) | (1,332,299) | (1,374,253) | (1,416,520) |
| | 22,000 | (1,203,514) | (1,244,520) | (1,285,785) | (1,327,149) | (1,368,638) | (1,410,704) | (1,520,150) |
| | 24,000 | (1,239,652) | (1,280,658) | (1,322,000) | (1,363,365) | (1,405,090) | (1,447,263) | (1,898,375) |
| | 26,000 | (1,275,789) | (1,316,851) | (1,358,215) | (1,399,580) | (1,441,541) | (1,486,820) | (2,276,640) |
| | 28,000 | (1,311,926) | (1,353,066) | (1,394,430) | (1,435,926) | (1,478,006) | (1,865,086) | (2,654,906) |
| | 30,000 | (1,348,064) | (1,389,281) | (1,430,645) | (1,472,377) | (1,514,694) | (2,243,351) | (3,033,171) |

TABLE 6

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (904,677) | | | | | | | |
| | 70% | (220,544) | (255,604) | (290,664) | (325,724) | (360,785) | (395,845) | (432,034) |
| | 75% | (341,451) | (376,511) | (412,021) | (448,312) | (484,602) | (520,893) | (557,183) |
| Build Cost | 80% | (464,590) | (500,880) | (537,171) | (573,461) | (610,473) | (647,584) | (684,704) |
| 100% | 85% | (590,009) | (627,119) | (664,230) | (701,340) | (738,451) | (775,561) | (812,957) |
| (105% = 5% increase) | 90% | (717,986) | (755,097) | (792,207) | (829,318) | (867,891) | (909,157) | (950,521) |
| | 95% | (845,964) | (886,284) | (927,290) | (968,296) | (1,009,508) | (1,050,872) | (1,092,237) |
| | 100% | (986,689) | (1,027,696) | (1,068,702) | (1,109,859) | (1,151,223) | (1,192,588) | (1,234,064) |
| | 105% | (1,128,101) | (1,169,107) | (1,210,210) | (1,251,574) | (1,292,939) | (1,334,637) | (1,376,703) |
| | 110% | (1,269,513) | (1,310,561) | (1,351,925) | (1,393,290) | (1,435,210) | (1,477,579) | (2,210,944) |
| | 115% | (1,410,924) | (1,452,276) | (1,493,717) | (1,535,879) | (2,111,518) | (2,901,338) | (3,691,195) |
| | 120% | (1,552,628) | (1,594,290) | (2,012,092) | (2,801,912) | (3,591,732) | (4,381,553) | (5,172,214) |
| | 125% | (1,912,666) | (2,702,486) | (3,492,307) | (4,282,127) | (5,071,947) | (5,862,494) | (6,653,653) |

TABLE 7

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (904,677) | | | | | | | |
| | 80% | (2,284,058) | (2,642,074) | (3,000,091) | (3,358,107) | (3,716,124) | (4,074,601) | (4,433,590) |
| | 82% | (1,524,816) | (1,908,008) | (2,309,205) | (2,710,402) | (3,111,599) | (3,512,899) | (3,914,877) |
| Market Values | 84% | (1,464,527) | (1,479,638) | (1,618,320) | (2,062,697) | (2,507,074) | (2,951,451) | (3,396,200) |
| 100% | 86% | (1,404,682) | (1,422,773) | (1,441,250) | (1,460,064) | (1,902,549) | (2,390,107) | (2,877,706) |
| (105% = 5% increase) | 88% | (1,344,837) | (1,366,253) | (1,387,669) | (1,409,567) | (1,431,720) | (1,828,762) | (2,359,500) |
| | 90% | (1,285,095) | (1,309,732) | (1,334,473) | (1,359,283) | (1,384,588) | (1,410,136) | (1,841,336) |
| | 92% | (1,225,414) | (1,253,212) | (1,281,277) | (1,309,343) | (1,337,657) | (1,366,314) | (1,395,312) |
| | 94% | (1,165,733) | (1,196,792) | (1,228,082) | (1,259,472) | (1,290,862) | (1,322,735) | (1,354,753) |
| | 96% | (1,106,052) | (1,140,427) | (1,174,886) | (1,209,601) | (1,244,316) | (1,279,156) | (1,314,517) |
| | 98% | (1,046,371) | (1,084,061) | (1,121,752) | (1,159,730) | (1,197,770) | (1,235,809) | (1,274,290) |
| | 100% | (986,689) | (1,027,696) | (1,068,702) | (1,109,859) | (1,151,223) | (1,192,588) | (1,234,064) |
| | 102% | (927,008) | (971,330) | (1,015,652) | (1,059,988) | (1,104,677) | (1,149,366) | (1,194,056) |
| | 104% | (867,327) | (914,964) | (962,602) | (1,010,239) | (1,058,131) | (1,106,145) | (1,154,159) |
| | 106% | (811,907) | (858,599) | (909,552) | (960,505) | (1,011,584) | (1,062,923) | (1,114,262) |
| | 108% | (757,896) | (807,009) | (856,502) | (910,771) | (965,039) | (1,019,702) | (1,074,365) |
| | 110% | (703,884) | (755,998) | (808,112) | (861,036) | (918,621) | (976,480) | (1,034,468) |
| | 112% | (649,873) | (704,987) | (760,102) | (815,216) | (872,202) | (933,258) | (994,571) |
| | 114% | (595,861) | (653,976) | (712,091) | (770,206) | (828,321) | (890,037) | (954,675) |
| | 116% | (542,645) | (602,966) | (664,081) | (725,197) | (786,312) | (847,428) | (914,778) |
| | 118% | (489,827) | (552,526) | (616,071) | (680,187) | (744,304) | (808,420) | (874,881) |
| | 120% | (437,009) | (502,643) | (568,276) | (635,178) | (702,295) | (769,412) | (836,648) |

TABLE 8

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (904,677) | | | | | | | |
| | 5,000 | (978,596) | (1,015,555) | (1,052,514) | (1,089,602) | (1,126,916) | (1,164,229) | (1,201,542) |
| | 10,000 | (970,502) | (1,003,414) | (1,036,326) | (1,069,346) | (1,102,608) | (1,135,870) | (1,169,132) |
| Grant (£ per unit) | 15,000 | (962,408) | (991,273) | (1,020,138) | (1,049,089) | (1,078,300) | (1,107,511) | (1,136,722) |
| - | 20,000 | (954,314) | (979,132) | (1,003,951) | (1,028,833) | (1,053,992) | (1,079,152) | (1,104,311) |
| | 25,000 | (946,220) | (966,991) | (987,763) | (1,008,577) | (1,029,685) | (1,050,793) | (1,071,901) |
| | 30,000 | (938,126) | (954,851) | (971,575) | (988,320) | (1,005,377) | (1,022,434) | (1,039,491) |
| | 35,000 | (930,032) | (942,710) | (955,387) | (968,065) | (981,069) | (994,075) | (1,007,081) |
| | 40,000 | (921,938) | (930,569) | (939,199) | (947,830) | (956,762) | (965,716) | (974,670) |
| | 45,000 | (913,844) | (918,428) | (923,012) | (927,595) | (932,454) | (937,357) | (942,260) |
| | 50,000 | (905,751) | (906,287) | (906,824) | (907,361) | (908,146) | (908,998) | (909,850) |
| | 55,000 | (897,657) | (894,146) | (890,636) | (887,126) | (883,839) | (880,639) | (877,439) |

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: **2** (see Typologies Matrix)
 Scheme Typology: **Lower Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|---|---------------------------|--|---|---|---------------------|-----------------|
| Total number of units in scheme | | 15 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % 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 | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 35.0% | 3.4 | 35.0% | 1.8 | 35% | 5.3 | | |
| 3 bed House | 40.0% | 3.9 | 40.0% | 2.1 | 40% | 6.0 | | |
| 4 bed House | 25.0% | 2.4 | 25.0% | 1.3 | 25% | 3.8 | | |
| 5 bed House | 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% | 5.3 | 100% | 15.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 270 | 2,902 | 145 | 1,563 | 415 | 4,464 | | |
| 3 bed House | 371 | 3,988 | 200 | 2,147 | 570 | 6,135 | | |
| 4 bed House | 293 | 3,148 | 158 | 1,695 | 450 | 4,844 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 933 | 10,038 | 502 | 5,405 | 1,435 | 15,444 | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 180,000 | 2,278 | 212 | 945,000 | | | | |
| 3 bed House | 285,000 | 3,000 | 279 | 1,710,000 | | | | |
| 4 bed House | 375,000 | 3,125 | 290 | 1,406,250 | | | | |
| 5 bed House | 400,000 | 2,857 | 265 | 0 | | | | |
| 1 bed Flat | 115,000 | 2,300 | 214 | 0 | | | | |
| 2 bed Flat | 165,000 | 2,357 | 219 | 0 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 4,061,250 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 135,000 | 75% |
| 3 bed House | 156,750 | 55% | 128,250 | 45% | 199,500 | 70% | 213,750 | 75% |
| 4 bed House | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| 5 bed House | 220,000 | 55% | 180,000 | 45% | 250,000 | 70% | 300,000 | 75% |
| 1 bed Flat | 63,250 | 55% | 51,750 | 45% | 80,500 | 70% | 86,250 | 75% |
| 2 bed Flat | 90,750 | 55% | 74,250 | 45% | 115,500 | 70% | 123,750 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | | | | * capped @£250K |

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Scheme Typology: **Lower Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|-----------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 3.4 | @ | 180,000 | 614,250 |
| 3 bed House | 3.9 | @ | 285,000 | 1,111,500 |
| 4 bed House | 2.4 | @ | 375,000 | 914,063 |
| 5 bed House | 0.0 | @ | 400,000 | - |
| 1 bed Flat | 0.0 | @ | 115,000 | - |
| 2 bed Flat | 0.0 | @ | 165,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 9.8 | | | 2,639,813 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 1.1 | @ | 99,000 | 109,148 |
| 3 bed House | 1.3 | @ | 156,750 | 197,505 |
| 4 bed House | 0.8 | @ | 206,250 | 162,422 |
| 5 bed House | 0.0 | @ | 220,000 | - |
| 1 bed Flat | 0.0 | @ | 63,250 | - |
| 2 bed Flat | 0.0 | @ | 90,750 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 3.2 | | | 469,074 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.2 | @ | 81,000 | 14,884 |
| 3 bed House | 0.2 | @ | 128,250 | 26,933 |
| 4 bed House | 0.1 | @ | 168,750 | 22,148 |
| 5 bed House | 0.0 | @ | 180,000 | - |
| 1 bed Flat | 0.0 | @ | 51,750 | - |
| 2 bed Flat | 0.0 | @ | 74,250 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 0.5 | | | 63,965 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 0.5 | @ | 126,000 | 57,881 |
| 3 bed House | 0.5 | @ | 199,500 | 104,738 |
| 4 bed House | 0.3 | @ | 250,000 | 82,031 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 80,500 | - |
| 2 bed Flat | 0.0 | @ | 115,500 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 1.3 | | | 244,650 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.1 | @ | 135,000 | 12,403 |
| 3 bed House | 0.1 | @ | 213,750 | 22,444 |
| 4 bed House | 0.1 | @ | 281,250 | 18,457 |
| 5 bed House | 0.0 | @ | 300,000 | - |
| 1 bed Flat | 0.0 | @ | 86,250 | - |
| 2 bed Flat | 0.0 | @ | 123,750 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.3 | 5.3 | | 53,304 |
| Sub-total GDV Residential | | | | |
| | 15 | | | 3,470,805 |
| AH on-site cost analysis: | | | | |
| | 412 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 590,445 |
| | | | 39,363 £ per unit (total units) | |
| Grant | | | | |
| | 5 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 3,470,805 |

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Scheme Typology: **Lower Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|---|------------------|---------------------|----------------------------------|---------|-----------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (6,930) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (20,000) |
| CIL (Mrkt only + garages) | | 1,001 sqm | | 0.00 £ psm | | - |
| | | 0.00% % of GDV | | 0 £ per unit (total units) | | - |
| Site Specific S106 Contributions | | | | | | - |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 15 units @ | | 4,300 per unit | | (64,500) |
| Sub-total | | | | | | (64,500) |
| | S106 analysis: | 172,000 £ per ha | 1.86% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | 1,435 sqm (total) | 0 £ psm | | - |
| | Comm. Sum analysis: | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | 0.38 ha @ | | 123,550 £ per ha (if brownfield) | | (46,331) |
| Site Infrastructure costs - | | | | | | - |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 15 units @ | | 0 per unit | | - |
| Sub-total | | | | | | - |
| | Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | | - sqm @ | 1,423 psm | | - |
| 2 bed House | | | 415 sqm @ | 1,423 psm | | (590,189) |
| 3 bed House | | | 570 sqm @ | 1,423 psm | | (811,110) |
| 4 bed House | | | 450 sqm @ | 1,423 psm | | (640,350) |
| 5 bed House | | | - sqm @ | 1,423 psm | | - |
| 1 bed Flat | | | - sqm @ | 1,638 psm | | - |
| 2 bed Flat | | | - sqm @ | 1,638 psm | | - |
| 3 bed Flat | | 1,435 | - sqm @ | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | 4 | 50% units @ | | 18 sqm @ | 600 psm | (21,060) |
| Garages for 4B House (Mrkt only) | 2 | 75% units @ | | 18 sqm @ | 600 psm | (19,744) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | | 18 sqm @ | 600 psm | - |
| | | 68 | | | | |
| External works | | | 2,082,453 @ | 15.0% | | (312,368) |
| | Ext. Works analysis: | | | 20,825 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | 15 units @ | 287 £ per unit | | (4,305) |
| M4(2) Category 2 Housing | Aff units | 5 units @ | 90% @ | 521 £ per unit | | (2,462) |
| M4(2) Category 2 Housing | OMS units | 10 units @ | 90% @ | 521 £ per unit | | (4,572) |
| M4(3) Category 3 Housing | Aff units | 5 units @ | 10% @ | 10,111 £ per unit | | (5,308) |
| M4(3) Category 3 Housing | OMS units | 10 units @ | 10% @ | 10,111 £ per unit | | (9,858) |
| Net Zero Cost | | 15 units @ | | 10,000 £ per unit | | (150,000) |
| Urban Greening | No. of storeys | 2.0 equals | 717 sqm footprint | 100 £ sqm | | (71,738) |
| EV Charging Points - Houses | | 15 units @ | | 1,000 £ per unit | | (15,000) |
| EV Charging Points - Flats | | - units @ | 4 flats per charger | 2,500 £ per 4 units | | - |
| | | 2 units @ | | 0 £ per unit | | - |
| Sub-total | | | | | | (263,243) |
| | Policy Costs analysis: (design costs only) | | | 17,550 £ per unit (total units) | | |
| Contingency (on construction) | | | 2,704,395 @ | 5.0% | | (135,220) |

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Scheme Typology: **Lower Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|------------------|---------------------------|------------------------------------|--------------------|
| Professional Fees | 2,704,395 @ | 6.5% | | (175,786) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 2,639,813 OMS @ | 3.00% | 5,280 £ per unit | (79,194) |
| Residential Sales Agent Costs | 2,639,813 OMS @ | 1.00% | 1,760 £ per unit | (26,398) |
| Residential Sales Legal Costs | 2,639,813 OMS @ | 0.35% | 616 £ per unit | (9,239) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 6,989 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (27,852) |
| Developers Profit - | | | | |
| Profit on OMS | 2,639,813 | 20.00% | | (527,963) |
| Margin on AH | 830,993 | 6.00% on AH values | | (49,860) |
| Profit analysis: | 3,470,805 | 16.65% blended GDV | (577,822) | |
| | 3,239,514 | 17.84% on costs | (577,822) | |
| TOTAL COSTS | | | | (3,817,336) |

| | | | | |
|----------------------------------|----------------------------|-----------------------------------|-------------------------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | (346,531) |
| SDLT | - @ | HMRC formula | | - |
| Acquisition Agent fees | - @ | 1.0% | | - |
| Acquisition Legal fees | - @ | 0.5% | | - |
| Interest on Land | - @ | 8.00% | | - |
| Residual Land Value | | | | (346,531) |
| RLV analysis: | (23,102) £ per plot | (924,082) £ per ha (net) | (373,971) £ per acre (net) | |
| | | (924,082) £ per ha (gross) | (373,971) £ per acre (gross) | |
| | | | -9.98% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|-----------------------------------|-----------------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 40.0 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: | 3,826 sqm/ha (net) | 16,666 sqft/ac (net) | | |
| | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 52,663 £ per plot | 2,106,528 £ per ha (net) | 852,500 £ per acre (net) | 789,948 |
| BLV analysis: | | 2,106,528 £ per ha (gross) | 852,500 £ per acre (gross) | |

| | | | | |
|-------------------|--|-----------------------------------|-------------------------------------|--------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (3,030,610) £ per ha (net) | (1,226,471) £ per acre (net) | (1,136,479) |

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Scheme Typology: **Lower Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

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 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm | 0.00 | (1,019,016) | (1,060,228) | (1,101,692) | (1,143,155) | (1,184,619) | (1,226,471) | (1,268,435) |
| | 10.00 | (1,034,106) | (1,074,546) | (1,115,167) | (1,155,788) | (1,196,410) | (1,237,480) | (1,278,597) |
| | 20.00 | (1,049,195) | (1,088,863) | (1,128,642) | (1,168,421) | (1,208,219) | (1,248,489) | (1,288,759) |
| | 30.00 | (1,064,285) | (1,103,180) | (1,142,117) | (1,181,054) | (1,220,075) | (1,259,498) | (1,298,933) |
| | 40.00 | (1,079,402) | (1,117,497) | (1,155,592) | (1,193,687) | (1,231,931) | (1,270,507) | (1,309,160) |
| | 50.00 | (1,094,562) | (1,131,814) | (1,169,067) | (1,206,319) | (1,243,786) | (1,281,516) | (1,319,388) |
| | 60.00 | (1,109,721) | (1,146,131) | (1,182,542) | (1,218,952) | (1,255,642) | (1,292,525) | (1,329,615) |
| | 70.00 | (1,124,880) | (1,160,449) | (1,196,017) | (1,231,585) | (1,267,498) | (1,303,534) | (1,339,843) |
| | 80.00 | (1,140,040) | (1,174,766) | (1,209,492) | (1,244,218) | (1,279,354) | (1,314,543) | (1,350,070) |
| | 90.00 | (1,155,199) | (1,189,083) | (1,222,967) | (1,256,868) | (1,291,210) | (1,325,551) | (1,360,298) |
| | 100.00 | (1,170,359) | (1,203,400) | (1,236,442) | (1,269,570) | (1,303,065) | (1,336,560) | (1,370,525) |
| | 110.00 | (1,185,518) | (1,217,717) | (1,249,917) | (1,282,273) | (1,314,921) | (1,347,569) | (1,380,753) |
| | 120.00 | (1,200,677) | (1,232,034) | (1,263,392) | (1,294,975) | (1,326,777) | (1,358,611) | (1,390,980) |
| | 130.00 | (1,215,837) | (1,246,352) | (1,276,867) | (1,307,678) | (1,338,633) | (1,369,691) | (1,401,208) |
| | 140.00 | (1,230,996) | (1,260,669) | (1,290,342) | (1,320,381) | (1,350,488) | (1,380,770) | (1,411,476) |
| | 150.00 | (1,246,155) | (1,274,986) | (1,303,822) | (1,333,083) | (1,362,344) | (1,391,850) | (1,421,770) |
| | 160.00 | (1,261,315) | (1,289,303) | (1,317,372) | (1,345,786) | (1,374,200) | (1,402,930) | (1,432,063) |
| | 170.00 | (1,276,474) | (1,303,620) | (1,330,921) | (1,358,489) | (1,386,056) | (1,414,010) | (1,464,139) |
| | 180.00 | (1,291,633) | (1,317,937) | (1,344,471) | (1,371,191) | (1,397,912) | (1,425,089) | (1,567,054) |
| | 190.00 | (1,306,793) | (1,332,255) | (1,358,020) | (1,383,894) | (1,409,767) | (1,436,169) | (1,669,970) |
| 200.00 | (1,321,952) | (1,346,572) | (1,371,570) | (1,396,596) | (1,421,698) | (1,447,252) | (1,772,885) | |
| 210.00 | (1,337,111) | (1,360,939) | (1,385,119) | (1,409,299) | (1,433,630) | (1,458,403) | (1,875,801) | |
| 220.00 | (1,352,271) | (1,375,336) | (1,398,669) | (1,422,002) | (1,445,562) | (1,469,554) | (1,978,717) | |
| 230.00 | (1,367,430) | (1,389,732) | (1,412,218) | (1,434,704) | (1,457,494) | (1,522,351) | (2,081,632) | |
| 240.00 | (1,382,589) | (1,404,128) | (1,425,768) | (1,447,407) | (1,469,426) | (1,633,843) | (2,184,548) | |
| 250.00 | (1,397,749) | (1,418,525) | (1,439,317) | (1,460,110) | (1,481,358) | (1,745,335) | (2,287,464) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 | 1,000 | (965,102) | (1,006,198) | (1,047,529) | (1,088,993) | (1,130,456) | (1,172,009) | (1,213,973) |
| | 2,000 | (981,440) | (1,022,536) | (1,063,942) | (1,105,406) | (1,146,869) | (1,188,513) | (1,230,476) |
| | 3,000 | (997,778) | (1,038,892) | (1,080,355) | (1,121,819) | (1,163,282) | (1,205,016) | (1,246,980) |
| | 4,300 | (1,014,115) | (1,055,305) | (1,096,768) | (1,138,232) | (1,179,695) | (1,221,520) | (1,263,483) |
| | 5,000 | (1,030,452) | (1,071,718) | (1,113,181) | (1,154,644) | (1,196,108) | (1,238,024) | (1,279,987) |
| | 6,000 | (1,046,790) | (1,088,130) | (1,129,594) | (1,171,057) | (1,212,564) | (1,254,527) | (1,296,491) |
| | 7,000 | (1,063,127) | (1,104,543) | (1,146,007) | (1,187,470) | (1,229,067) | (1,271,031) | (1,313,097) |
| | 8,000 | (1,079,493) | (1,120,956) | (1,162,420) | (1,203,883) | (1,245,571) | (1,287,534) | (1,329,707) |
| | 9,000 | (1,095,906) | (1,137,369) | (1,178,833) | (1,220,296) | (1,262,074) | (1,304,038) | (1,346,316) |
| | 10,000 | (1,112,318) | (1,153,782) | (1,195,245) | (1,236,709) | (1,278,578) | (1,320,542) | (1,362,926) |
| | 11,000 | (1,128,731) | (1,170,195) | (1,211,658) | (1,253,122) | (1,295,082) | (1,337,045) | (1,379,536) |
| | 12,000 | (1,145,144) | (1,186,608) | (1,228,071) | (1,269,622) | (1,311,585) | (1,353,549) | (1,396,146) |
| | 13,000 | (1,161,557) | (1,203,021) | (1,244,484) | (1,286,125) | (1,328,089) | (1,370,159) | (1,412,805) |
| | 14,000 | (1,177,970) | (1,219,433) | (1,260,897) | (1,302,629) | (1,344,593) | (1,386,769) | (1,429,522) |
| | 15,000 | (1,194,383) | (1,235,846) | (1,277,310) | (1,319,133) | (1,361,096) | (1,403,378) | (1,502,957) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit | 15.0% | (824,706) | (873,958) | (926,378) | (978,799) | (1,031,220) | (1,084,029) | (1,136,949) |
| | 16.0% | (861,234) | (911,212) | (961,441) | (1,011,670) | (1,061,899) | (1,112,517) | (1,163,246) |
| | 17.0% | (900,679) | (948,466) | (996,504) | (1,044,542) | (1,092,579) | (1,141,006) | (1,189,543) |
| | 18.0% | (940,125) | (985,720) | (1,031,567) | (1,077,413) | (1,123,259) | (1,169,494) | (1,215,840) |
| | 19.0% | (979,570) | (1,022,974) | (1,066,629) | (1,110,284) | (1,153,939) | (1,197,983) | (1,242,137) |
| | 20.0% | (1,019,016) | (1,060,228) | (1,101,692) | (1,143,155) | (1,184,619) | (1,226,471) | (1,268,435) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) | 100,000 | (266,516) | (307,728) | (349,192) | (390,655) | (432,119) | (473,971) | (515,935) |
| | 200,000 | (366,516) | (407,728) | (449,192) | (490,655) | (532,119) | (573,971) | (615,935) |
| | 300,000 | (466,516) | (507,728) | (549,192) | (590,655) | (632,119) | (673,971) | (715,935) |
| | 400,000 | (566,516) | (607,728) | (649,192) | (690,655) | (732,119) | (773,971) | (815,935) |
| | 500,000 | (666,516) | (707,728) | (749,192) | (790,655) | (832,119) | (873,971) | (915,935) |
| | 600,000 | (766,516) | (807,728) | (849,192) | (890,655) | (932,119) | (973,971) | (1,015,935) |
| | 700,000 | (866,516) | (907,728) | (949,192) | (990,655) | (1,032,119) | (1,073,971) | (1,115,935) |
| | 800,000 | (966,516) | (1,007,728) | (1,049,192) | (1,090,655) | (1,132,119) | (1,173,971) | (1,215,935) |
| | 900,000 | (1,066,516) | (1,107,728) | (1,149,192) | (1,190,655) | (1,232,119) | (1,273,971) | (1,315,935) |
| | 1,000,000 | (1,166,516) | (1,207,728) | (1,249,192) | (1,290,655) | (1,332,119) | (1,373,971) | (1,415,935) |
| | 1,100,000 | (1,266,516) | (1,307,728) | (1,349,192) | (1,390,655) | (1,432,119) | (1,473,971) | (1,515,935) |
| | 1,200,000 | (1,366,516) | (1,407,728) | (1,449,192) | (1,490,655) | (1,532,119) | (1,573,971) | (1,615,935) |
| | 1,300,000 | (1,466,516) | (1,507,728) | (1,549,192) | (1,590,655) | (1,632,119) | (1,673,971) | (1,715,935) |
| | 1,400,000 | (1,566,516) | (1,607,728) | (1,649,192) | (1,690,655) | (1,732,119) | (1,773,971) | (1,815,935) |
| | 1,500,000 | (1,666,516) | (1,707,728) | (1,749,192) | (1,790,655) | (1,832,119) | (1,873,971) | (1,915,935) |
| 1,600,000 | (1,766,516) | (1,807,728) | (1,849,192) | (1,890,655) | (1,932,119) | (1,973,971) | (2,015,935) | |

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Scheme Typology: Lower Value Zone No Units: 15
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Brownfield
 Notes:

TABLE 5 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,226,471) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 0 | | (837,371) | (876,879) | (917,975) | (959,071) | (1,000,465) | (1,041,929) | (1,083,392) |
| Net Zero | 2,000 | (872,430) | (913,526) | (954,622) | (995,833) | (1,037,296) | (1,078,760) | (1,120,267) |
| (£ per unit) | 4,000 | (909,076) | (950,172) | (991,268) | (1,032,663) | (1,074,127) | (1,115,590) | (1,157,309) |
| 10,000 | 6,000 | (945,723) | (986,819) | (1,028,031) | (1,069,494) | (1,110,958) | (1,152,421) | (1,194,351) |
| | 8,000 | (982,369) | (1,023,465) | (1,064,861) | (1,106,325) | (1,147,788) | (1,189,429) | (1,231,393) |
| | 10,000 | (1,019,016) | (1,060,228) | (1,101,692) | (1,143,155) | (1,184,619) | (1,226,471) | (1,268,435) |
| | 12,000 | (1,055,662) | (1,097,059) | (1,138,523) | (1,179,986) | (1,221,549) | (1,263,513) | (1,305,531) |
| | 14,000 | (1,092,426) | (1,133,890) | (1,175,353) | (1,216,817) | (1,258,591) | (1,300,555) | (1,342,811) |
| | 16,000 | (1,129,257) | (1,170,721) | (1,212,184) | (1,253,670) | (1,295,633) | (1,337,597) | (1,380,091) |
| | 18,000 | (1,166,088) | (1,207,551) | (1,249,015) | (1,290,711) | (1,332,675) | (1,374,774) | (1,417,451) |
| | 20,000 | (1,202,919) | (1,244,382) | (1,285,846) | (1,327,753) | (1,369,717) | (1,412,055) | (1,590,262) |
| | 22,000 | (1,239,749) | (1,281,213) | (1,322,832) | (1,364,795) | (1,406,759) | (1,449,351) | (1,965,400) |
| | 24,000 | (1,276,580) | (1,318,043) | (1,359,874) | (1,401,837) | (1,444,018) | (1,584,002) | (2,340,538) |
| | 26,000 | (1,313,411) | (1,354,952) | (1,396,915) | (1,438,879) | (1,481,298) | (1,959,140) | (2,715,676) |
| | 28,000 | (1,350,241) | (1,391,994) | (1,433,957) | (1,475,982) | (1,577,742) | (2,334,278) | (3,090,814) |
| | 30,000 | (1,387,072) | (1,429,036) | (1,470,999) | (1,513,262) | (1,952,880) | (2,709,416) | (3,465,951) |

TABLE 6 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,226,471) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 70% | | (249,671) | (284,606) | (319,541) | (354,477) | (389,412) | (424,347) | (459,283) |
| 75% | | (371,755) | (406,690) | (441,625) | (476,561) | (511,496) | (546,431) | (581,366) |
| Build Cost | 80% | (493,838) | (528,774) | (563,709) | (598,644) | (634,459) | (670,829) | (707,262) |
| 100% | 85% | (616,113) | (652,274) | (688,632) | (725,431) | (762,623) | (799,815) | (837,007) |
| (105% = 5% increase) | 90% | (743,636) | (780,828) | (818,020) | (855,496) | (896,592) | (937,833) | (979,297) |
| | 95% | (875,612) | (916,708) | (957,804) | (999,031) | (1,040,494) | (1,081,958) | (1,123,484) |
| | 100% | (1,019,016) | (1,060,228) | (1,101,692) | (1,143,155) | (1,184,619) | (1,226,471) | (1,268,435) |
| | 105% | (1,162,889) | (1,204,353) | (1,245,816) | (1,287,495) | (1,329,458) | (1,371,537) | (1,414,192) |
| | 110% | (1,307,014) | (1,348,519) | (1,390,482) | (1,432,446) | (1,474,824) | (1,893,987) | (2,650,523) |
| | 115% | (1,451,506) | (1,493,469) | (1,535,513) | (1,848,890) | (2,605,426) | (3,361,962) | (4,118,497) |
| | 120% | (1,596,457) | (1,803,793) | (2,560,329) | (3,316,865) | (4,073,401) | (4,829,936) | (5,586,472) |
| | 125% | (2,515,232) | (3,271,768) | (4,028,304) | (4,784,840) | (5,541,375) | (6,297,911) | (7,054,447) |

TABLE 7 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,226,471) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 80% | | (2,785,028) | (3,118,805) | (3,452,581) | (3,786,357) | (4,120,134) | (4,453,910) | (4,787,687) |
| 82% | | (2,024,061) | (2,400,114) | (2,776,166) | (3,152,218) | (3,528,271) | (3,904,323) | (4,280,375) |
| Market Values | 84% | (1,503,980) | (1,681,422) | (2,099,751) | (2,518,079) | (2,936,407) | (3,354,736) | (3,773,064) |
| 100% | 86% | (1,443,064) | (1,461,338) | (1,480,026) | (1,883,940) | (2,344,544) | (2,805,148) | (3,265,753) |
| (105% = 5% increase) | 88% | (1,382,148) | (1,403,806) | (1,425,465) | (1,447,517) | (1,752,681) | (2,255,561) | (2,758,441) |
| | 90% | (1,321,283) | (1,346,275) | (1,371,317) | (1,396,360) | (1,421,879) | (1,705,974) | (2,251,130) |
| | 92% | (1,260,779) | (1,288,798) | (1,317,170) | (1,345,597) | (1,374,115) | (1,403,080) | (1,743,818) |
| | 94% | (1,200,276) | (1,231,655) | (1,263,035) | (1,294,833) | (1,326,644) | (1,358,712) | (1,391,189) |
| | 96% | (1,139,772) | (1,174,513) | (1,209,254) | (1,244,070) | (1,279,265) | (1,314,460) | (1,350,132) |
| | 98% | (1,079,269) | (1,117,371) | (1,155,473) | (1,193,575) | (1,231,886) | (1,270,466) | (1,309,191) |
| | 100% | (1,019,016) | (1,060,228) | (1,101,692) | (1,143,155) | (1,184,619) | (1,226,471) | (1,268,435) |
| | 102% | (958,841) | (1,003,280) | (1,047,911) | (1,092,736) | (1,137,561) | (1,182,476) | (1,227,824) |
| | 104% | (898,667) | (946,449) | (994,231) | (1,042,316) | (1,090,502) | (1,138,688) | (1,187,213) |
| | 106% | (839,823) | (889,617) | (940,742) | (991,896) | (1,043,444) | (1,094,991) | (1,146,603) |
| | 108% | (785,365) | (834,659) | (887,254) | (941,722) | (996,386) | (1,051,294) | (1,106,203) |
| | 110% | (730,907) | (783,226) | (835,545) | (891,577) | (949,388) | (1,007,597) | (1,065,867) |
| | 112% | (677,103) | (731,794) | (787,138) | (842,483) | (902,585) | (963,900) | (1,025,532) |
| | 114% | (623,962) | (680,928) | (738,731) | (797,101) | (855,783) | (920,280) | (985,196) |
| | 116% | (572,267) | (630,659) | (690,671) | (751,720) | (813,115) | (876,821) | (944,860) |
| | 118% | (521,029) | (581,583) | (643,334) | (706,338) | (770,759) | (835,180) | (904,545) |
| | 120% | (469,790) | (533,191) | (596,592) | (661,952) | (728,403) | (795,849) | (864,428) |

TABLE 8 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,226,471) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 5,000 | | (1,010,834) | (1,047,903) | (1,085,259) | (1,122,614) | (1,159,969) | (1,197,568) | (1,235,402) |
| 10,000 | | (1,002,653) | (1,035,578) | (1,068,825) | (1,102,072) | (1,135,319) | (1,168,665) | (1,202,370) |
| Grant (£ per unit) | 15,000 | (994,472) | (1,023,295) | (1,052,392) | (1,081,530) | (1,110,669) | (1,139,807) | (1,169,338) |
| - | 20,000 | (986,290) | (1,011,023) | (1,035,958) | (1,060,988) | (1,086,018) | (1,111,048) | (1,136,366) |
| | 25,000 | (978,109) | (998,751) | (1,019,525) | (1,040,447) | (1,061,368) | (1,082,290) | (1,103,274) |
| | 30,000 | (969,927) | (986,479) | (1,003,091) | (1,019,905) | (1,036,718) | (1,053,531) | (1,070,345) |
| | 35,000 | (961,746) | (974,207) | (986,668) | (999,363) | (1,012,068) | (1,024,773) | (1,037,478) |
| | 40,000 | (953,564) | (961,935) | (970,305) | (978,821) | (987,418) | (996,015) | (1,004,611) |
| | 45,000 | (945,383) | (949,663) | (953,942) | (958,279) | (962,768) | (967,256) | (971,744) |
| | 50,000 | (937,202) | (937,390) | (937,579) | (937,768) | (938,118) | (938,498) | (938,877) |
| | 55,000 | (929,020) | (925,118) | (921,216) | (917,314) | (913,467) | (909,739) | (906,011) |

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

240306_BCC Appraisal_LVBF_v0.2

Appraisal Ref: **3** (see Typologies Matrix)
 Scheme Typology: **Lower Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|--|---------------------------|--|---|---|---------------------|----------------|
| Total number of units in scheme | | 30 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % 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 | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 35.0% | 6.8 | 35.0% | 3.7 | 35% | 10.5 | | |
| 3 bed House | 40.0% | 7.8 | 40.0% | 4.2 | 40% | 12.0 | | |
| 4 bed House | 25.0% | 4.9 | 25.0% | 2.6 | 25% | 7.5 | | |
| 5 bed House | 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% | 19.5 | 100.0% | 10.5 | 100% | 30.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 539 | 5,804 | 290 | 3,125 | 830 | 8,929 | | |
| 3 bed House | 741 | 7,976 | 399 | 4,295 | 1,140 | 12,271 | | |
| 4 bed House | 585 | 6,297 | 315 | 3,391 | 900 | 9,688 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 1,865 | 20,077 | 1,004 | 10,810 | 2,870 | 30,887 | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 180,000 | 2,278 | 212 | 1,890,000 | | | | |
| 3 bed House | 285,000 | 3,000 | 279 | 3,420,000 | | | | |
| 4 bed House | 375,000 | 3,125 | 290 | 2,812,500 | | | | |
| 5 bed House | 400,000 | 2,857 | 265 | 0 | | | | |
| 1 bed Flat | 115,000 | 2,300 | 214 | 0 | | | | |
| 2 bed Flat | 165,000 | 2,357 | 219 | 0 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 8,122,500 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 135,000 | 75% |
| 3 bed House | 156,750 | 55% | 128,250 | 45% | 199,500 | 70% | 213,750 | 75% |
| 4 bed House | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| 5 bed House | 220,000 | 55% | 180,000 | 45% | 250,000 | 70% | 300,000 | 75% |
| 1 bed Flat | 63,250 | 55% | 51,750 | 45% | 80,500 | 70% | 86,250 | 75% |
| 2 bed Flat | 90,750 | 55% | 74,250 | 45% | 115,500 | 70% | 123,750 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | | | | |

* capped @£250K

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Scheme Typology: **Lower Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|-----------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 6.8 | @ | 180,000 | 1,228,500 |
| 3 bed House | 7.8 | @ | 285,000 | 2,223,000 |
| 4 bed House | 4.9 | @ | 375,000 | 1,828,125 |
| 5 bed House | 0.0 | @ | 400,000 | - |
| 1 bed Flat | 0.0 | @ | 115,000 | - |
| 2 bed Flat | 0.0 | @ | 165,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 19.5 | | | 5,279,625 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 2.2 | @ | 99,000 | 218,295 |
| 3 bed House | 2.5 | @ | 156,750 | 395,010 |
| 4 bed House | 1.6 | @ | 206,250 | 324,844 |
| 5 bed House | 0.0 | @ | 220,000 | - |
| 1 bed Flat | 0.0 | @ | 63,250 | - |
| 2 bed Flat | 0.0 | @ | 90,750 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 6.3 | | | 938,149 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.4 | @ | 81,000 | 29,768 |
| 3 bed House | 0.4 | @ | 128,250 | 53,865 |
| 4 bed House | 0.3 | @ | 168,750 | 44,297 |
| 5 bed House | 0.0 | @ | 180,000 | - |
| 1 bed Flat | 0.0 | @ | 51,750 | - |
| 2 bed Flat | 0.0 | @ | 74,250 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 1.1 | | | 127,929 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 0.9 | @ | 126,000 | 115,763 |
| 3 bed House | 1.1 | @ | 199,500 | 209,475 |
| 4 bed House | 0.7 | @ | 250,000 | 164,063 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 80,500 | - |
| 2 bed Flat | 0.0 | @ | 115,500 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 2.6 | | | 489,300 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.2 | @ | 135,000 | 24,806 |
| 3 bed House | 0.2 | @ | 213,750 | 44,888 |
| 4 bed House | 0.1 | @ | 281,250 | 36,914 |
| 5 bed House | 0.0 | @ | 300,000 | - |
| 1 bed Flat | 0.0 | @ | 86,250 | - |
| 2 bed Flat | 0.0 | @ | 123,750 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.5 | 10.5 | | 106,608 |
| Sub-total GDV Residential | | | | |
| | 30 | | | 6,941,611 |
| AH on-site cost analysis: | | | | |
| | 412 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 1,180,889 |
| | | | 39,363 £ per unit (total units) | |
| Grant | | | | |
| | 11 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 6,941,611 |

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Scheme Typology: **Lower Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|---|------------------|---------------------|----------------------------------|---------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (13,860) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (40,000) |
| CIL (Mrkt only + garages) | | 2,001 sqm | | 0.00 £ psm | | - |
| | | 0.00% % of GDV | | 0 £ per unit (total units) | | - |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 30 units @ | | 4,300 per unit | | (129,000) |
| Sub-total | | | | | | (129,000) |
| | S106 analysis: | 172,000 £ per ha | 1.86% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | 2,870 sqm (total) | 0 £ psm | | - |
| | Comm. Sum analysis: | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | 0.75 ha @ | | 123,550 £ per ha (if brownfield) | | (92,663) |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 30 units @ | | 0 per unit | | - |
| Sub-total | | | | | | - |
| | Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | | - sqm @ | 1,423 psm | | - |
| 2 bed House | | | 830 sqm @ | 1,423 psm | | (1,180,379) |
| 3 bed House | | | 1,140 sqm @ | 1,423 psm | | (1,622,220) |
| 4 bed House | | | 900 sqm @ | 1,423 psm | | (1,280,700) |
| 5 bed House | | | - sqm @ | 1,423 psm | | - |
| 1 bed Flat | | | - sqm @ | 1,638 psm | | - |
| 2 bed Flat | | | - sqm @ | 1,638 psm | | - |
| 3 bed Flat | | 2,870 | - sqm @ | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | 8 | 50% units @ | | 18 sqm @ | 600 psm | (42,120) |
| Garages for 4B House (Mrkt only) | 5 | 75% units @ | | 18 sqm @ | 600 psm | (39,488) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | | 18 sqm @ | 600 psm | - |
| | | 136 | | | | |
| External works | | | 4,164,906 @ | 15.0% | | (624,736) |
| | Ext. Works analysis: | | | 20,825 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | 30 units @ | 287 £ per unit | | (8,610) |
| M4(2) Category 2 Housing | Aff units | 11 units @ | 90% @ | 521 £ per unit | | (4,923) |
| M4(2) Category 2 Housing | OMS units | 20 units @ | 90% @ | 521 £ per unit | | (9,144) |
| M4(3) Category 3 Housing | Aff units | 11 units @ | 10% @ | 10,111 £ per unit | | (10,617) |
| M4(3) Category 3 Housing | OMS units | 20 units @ | 10% @ | 10,111 £ per unit | | (19,716) |
| Net Zero Cost | | 30 units @ | | 10,000 £ per unit | | (300,000) |
| Urban Greening | No. of storeys | 2.0 equals | 1,435 sqm footprint | 100 £ sqm | | (143,475) |
| EV Charging Points - Houses | | 30 units @ | | 1,000 £ per unit | | (30,000) |
| EV Charging Points - Flats | | - units @ | 4 flats per charger | 2,500 £ per 4 units | | - |
| | | 2 units @ | | 0 £ per unit | | - |
| Sub-total | | | | | | (526,485) |
| | Policy Costs analysis: (design costs only) | | | 17,550 £ per unit (total units) | | |
| Contingency (on construction) | | | 5,408,789 @ | 5.0% | | (270,439) |

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Scheme Typology: **Lower Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|------------------|---------------------------|------------------------------------|--------------------|
| Professional Fees | 5,408,789 @ | 6.5% | | (351,571) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 5,279,625 OMS @ | 3.00% | 5,280 £ per unit | (158,389) |
| Residential Sales Agent Costs | 5,279,625 OMS @ | 1.00% | 1,760 £ per unit | (52,796) |
| Residential Sales Legal Costs | 5,279,625 OMS @ | 0.35% | 616 £ per unit | (18,479) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 7,322 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (96,222) |
| Developers Profit - | | | | |
| Profit on OMS | 5,279,625 | 20.00% | | (1,055,925) |
| Margin on AH | 1,661,986 | 6.00% on AH values | | (99,719) |
| Profit analysis: | 6,941,611 | 16.65% blended GDV | (1,155,644) | |
| | 6,529,546 | 17.70% on costs | (1,155,644) | |
| TOTAL COSTS | | | | (7,685,190) |

| | | | | |
|----------------------------------|----------------------------|-----------------------------------|-------------------------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | (743,579) |
| SDLT | - @ | HMRC formula | | - |
| Acquisition Agent fees | - @ | 1.0% | | - |
| Acquisition Legal fees | - @ | 0.5% | | - |
| Interest on Land | - @ | 8.00% | | - |
| Residual Land Value | | | | (743,579) |
| RLV analysis: | (24,786) £ per plot | (991,439) £ per ha (net) | (401,230) £ per acre (net) | |
| | | (991,439) £ per ha (gross) | (401,230) £ per acre (gross) | |
| | | | -10.71% % RLV / GDV | |

| | | | | |
|-----------------------------------|-----------------------------------|-----------------------------------|--------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 40.0 dph (net) | | | |
| Site Area (net) | 0.75 ha (net) | | 1.85 acres (net) | |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 0.75 ha (gross) | | 1.85 acres (gross) | |
| Density analysis: | 3,826 sqm/ha (net) | 16,666 sqft/ac (net) | | |
| | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 52,663 £ per plot | 2,106,528 £ per ha (net) | 852,500 £ per acre (net) | 1,579,896 |
| BLV analysis: | 2,106,528 £ per ha (gross) | 852,500 £ per acre (gross) | | |

| | | | | |
|-------------------|-----------------------------------|-------------------------------------|--|--------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | (3,097,966) £ per ha (net) | (1,253,730) £ per acre (net) | | (2,323,475) |

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Scheme Typology: **Lower Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| CIL £ psm | 0.00 | (1,253,730) | (1,043,987) | (1,085,935) | (1,127,884) | (1,169,833) | (1,211,781) | (1,253,730) | (1,296,061) |
| | 10.00 | | (1,059,577) | (1,100,660) | (1,141,742) | (1,182,825) | (1,223,907) | (1,265,051) | (1,306,521) |
| | 20.00 | | (1,075,168) | (1,115,384) | (1,155,600) | (1,195,817) | (1,236,033) | (1,276,384) | (1,316,982) |
| | 30.00 | | (1,090,758) | (1,130,108) | (1,169,459) | (1,208,809) | (1,248,159) | (1,287,716) | (1,327,443) |
| | 40.00 | | (1,106,349) | (1,144,833) | (1,183,317) | (1,221,801) | (1,260,285) | (1,299,048) | (1,337,903) |
| | 50.00 | | (1,121,939) | (1,159,557) | (1,197,175) | (1,234,793) | (1,272,411) | (1,310,380) | (1,348,364) |
| | 60.00 | | (1,137,530) | (1,174,282) | (1,211,033) | (1,247,785) | (1,284,601) | (1,321,713) | (1,358,824) |
| | 70.00 | | (1,153,120) | (1,189,006) | (1,224,892) | (1,260,777) | (1,296,805) | (1,333,045) | (1,369,285) |
| | 80.00 | | (1,168,711) | (1,203,730) | (1,238,750) | (1,273,769) | (1,309,009) | (1,344,377) | (1,379,745) |
| | 90.00 | | (1,184,301) | (1,218,455) | (1,252,608) | (1,286,762) | (1,321,213) | (1,355,710) | (1,390,206) |
| | 100.00 | | (1,199,892) | (1,233,179) | (1,266,466) | (1,299,792) | (1,333,417) | (1,367,042) | (1,400,667) |
| | 110.00 | | (1,215,483) | (1,247,904) | (1,280,325) | (1,312,868) | (1,345,621) | (1,378,374) | (1,411,127) |
| | 120.00 | | (1,231,073) | (1,262,628) | (1,294,183) | (1,325,944) | (1,357,825) | (1,389,706) | (1,421,588) |
| | 130.00 | | (1,246,664) | (1,277,352) | (1,308,041) | (1,339,019) | (1,370,029) | (1,401,039) | (1,432,048) |
| | 140.00 | | (1,262,254) | (1,292,077) | (1,321,957) | (1,352,095) | (1,382,233) | (1,412,371) | (1,464,485) |
| | 150.00 | | (1,277,845) | (1,306,801) | (1,335,905) | (1,365,171) | (1,394,437) | (1,423,703) | (1,566,401) |
| | 160.00 | | (1,293,435) | (1,321,526) | (1,349,852) | (1,378,247) | (1,406,841) | (1,435,035) | (1,668,340) |
| | 170.00 | | (1,309,026) | (1,336,277) | (1,363,800) | (1,391,322) | (1,418,845) | (1,446,368) | (1,770,279) |
| | 180.00 | | (1,324,616) | (1,351,096) | (1,377,747) | (1,404,398) | (1,431,049) | (1,457,700) | (1,872,218) |
| | 190.00 | | (1,340,207) | (1,365,915) | (1,391,694) | (1,417,474) | (1,443,253) | (1,469,032) | (1,974,157) |
| 200.00 | | (1,355,827) | (1,380,734) | (1,405,642) | (1,430,549) | (1,455,457) | (1,517,276) | (2,076,097) | |
| 210.00 | | (1,371,518) | (1,395,553) | (1,419,589) | (1,443,625) | (1,467,661) | (1,627,696) | (2,178,036) | |
| 220.00 | | (1,387,208) | (1,410,373) | (1,433,537) | (1,456,701) | (1,479,865) | (1,738,130) | (2,279,975) | |
| 230.00 | | (1,402,899) | (1,425,192) | (1,447,484) | (1,469,777) | (1,492,069) | (1,848,565) | (2,381,914) | |
| 240.00 | | (1,418,590) | (1,440,011) | (1,461,432) | (1,482,852) | (1,504,273) | (1,958,999) | (2,483,854) | |
| 250.00 | | (1,434,281) | (1,454,830) | (1,475,379) | (1,495,928) | (1,553,090) | (2,069,433) | (2,585,793) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Site Specific S106 | 4,300 | (1,253,730) | (988,545) | (1,030,232) | (1,072,181) | (1,114,129) | (1,156,078) | (1,198,027) | (1,239,999) |
| | 1,000 | | (1,005,317) | (1,047,112) | (1,089,061) | (1,131,009) | (1,172,958) | (1,214,906) | (1,256,988) |
| | 2,000 | | (1,022,089) | (1,063,992) | (1,105,940) | (1,147,889) | (1,189,838) | (1,231,786) | (1,273,976) |
| | 3,000 | | (1,038,923) | (1,080,871) | (1,122,820) | (1,164,769) | (1,206,717) | (1,248,666) | (1,290,964) |
| | 4,000 | | (1,055,802) | (1,097,751) | (1,139,700) | (1,181,648) | (1,223,597) | (1,265,611) | (1,307,953) |
| | 5,000 | | (1,072,682) | (1,114,631) | (1,156,579) | (1,198,528) | (1,240,477) | (1,282,599) | (1,324,941) |
| | 6,000 | | (1,089,562) | (1,131,510) | (1,173,459) | (1,215,408) | (1,257,356) | (1,299,588) | (1,341,929) |
| | 7,000 | | (1,106,442) | (1,148,390) | (1,190,339) | (1,232,288) | (1,274,236) | (1,316,576) | (1,358,918) |
| | 8,000 | | (1,123,321) | (1,165,270) | (1,207,219) | (1,249,167) | (1,291,222) | (1,333,564) | (1,375,906) |
| | 9,000 | | (1,140,201) | (1,182,150) | (1,224,098) | (1,266,047) | (1,308,211) | (1,350,553) | (1,392,894) |
| | 10,000 | | (1,157,081) | (1,199,029) | (1,240,978) | (1,282,927) | (1,325,199) | (1,367,541) | (1,409,883) |
| | 11,000 | | (1,173,960) | (1,215,909) | (1,257,858) | (1,299,845) | (1,342,187) | (1,384,529) | (1,426,871) |
| | 12,000 | | (1,190,840) | (1,232,789) | (1,274,738) | (1,316,834) | (1,359,176) | (1,401,518) | (1,477,636) |
| | 13,000 | | (1,207,720) | (1,249,669) | (1,291,617) | (1,333,822) | (1,376,164) | (1,418,506) | (1,643,176) |
| | 14,000 | | (1,224,600) | (1,266,548) | (1,308,497) | (1,350,810) | (1,393,152) | (1,435,494) | (1,808,729) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Profit | 20.0% | (1,253,730) | (847,304) | (899,664) | (952,570) | (1,005,476) | (1,058,382) | (1,111,287) | (1,164,576) |
| | 16.0% | | (886,204) | (936,919) | (987,633) | (1,038,347) | (1,089,062) | (1,139,776) | (1,190,873) |
| | 17.0% | | (925,650) | (974,173) | (1,022,696) | (1,071,219) | (1,119,742) | (1,168,264) | (1,217,170) |
| | 18.0% | | (965,095) | (1,011,427) | (1,057,758) | (1,104,090) | (1,150,421) | (1,196,753) | (1,243,467) |
| | 19.0% | | (1,004,541) | (1,048,681) | (1,092,821) | (1,136,961) | (1,181,101) | (1,225,241) | (1,269,764) |
| | 20.0% | | (1,043,987) | (1,085,935) | (1,127,884) | (1,169,833) | (1,211,781) | (1,253,730) | (1,296,061) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| BLV (£ per acre) | 852,500 | (1,253,730) | (291,487) | (333,435) | (375,384) | (417,333) | (459,281) | (501,230) | (543,561) |
| | 100,000 | | (391,487) | (433,435) | (475,384) | (517,333) | (559,281) | (601,230) | (643,561) |
| | 200,000 | | (491,487) | (533,435) | (575,384) | (617,333) | (659,281) | (701,230) | (743,561) |
| | 300,000 | | (591,487) | (633,435) | (675,384) | (717,333) | (759,281) | (801,230) | (843,561) |
| | 400,000 | | (691,487) | (733,435) | (775,384) | (817,333) | (859,281) | (901,230) | (943,561) |
| | 500,000 | | (791,487) | (833,435) | (875,384) | (917,333) | (959,281) | (1,001,230) | (1,043,561) |
| | 600,000 | | (891,487) | (933,435) | (975,384) | (1,017,333) | (1,059,281) | (1,101,230) | (1,143,561) |
| | 700,000 | | (991,487) | (1,033,435) | (1,075,384) | (1,117,333) | (1,159,281) | (1,201,230) | (1,243,561) |
| | 800,000 | | (1,091,487) | (1,133,435) | (1,175,384) | (1,217,333) | (1,259,281) | (1,301,230) | (1,343,561) |
| | 900,000 | | (1,191,487) | (1,233,435) | (1,275,384) | (1,317,333) | (1,359,281) | (1,401,230) | (1,443,561) |
| | 1,000,000 | | (1,291,487) | (1,333,435) | (1,375,384) | (1,417,333) | (1,459,281) | (1,501,230) | (1,543,561) |
| | 1,100,000 | | (1,391,487) | (1,433,435) | (1,475,384) | (1,517,333) | (1,559,281) | (1,601,230) | (1,643,561) |
| | 1,200,000 | | (1,491,487) | (1,533,435) | (1,575,384) | (1,617,333) | (1,659,281) | (1,701,230) | (1,743,561) |
| | 1,300,000 | | (1,591,487) | (1,633,435) | (1,675,384) | (1,717,333) | (1,759,281) | (1,801,230) | (1,843,561) |
| | 1,400,000 | | (1,691,487) | (1,733,435) | (1,775,384) | (1,817,333) | (1,859,281) | (1,901,230) | (1,943,561) |
| 1,500,000 | | (1,791,487) | (1,833,435) | (1,875,384) | (1,917,333) | (1,959,281) | (2,001,230) | (2,043,561) | |

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Scheme Typology: Lower Value Zone No Units: 30
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Brownfield
 Notes:

TABLE 5 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (2,253,730) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 0 | (855,669) | (897,314) | (938,959) | (980,604) | (1,022,347) | (1,064,296) | (1,106,244) | |
| Net Zero | 2,000 | (893,313) | (934,959) | (976,604) | (1,018,285) | (1,060,234) | (1,102,182) | (1,144,131) |
| (£ per unit) | 4,000 | (930,958) | (972,603) | (1,014,248) | (1,056,172) | (1,098,121) | (1,140,069) | (1,182,018) |
| 10,000 | 6,000 | (968,603) | (1,010,248) | (1,052,110) | (1,094,059) | (1,136,007) | (1,177,956) | (1,219,905) |
| | 8,000 | (1,006,247) | (1,048,048) | (1,089,997) | (1,131,946) | (1,173,894) | (1,215,843) | (1,257,930) |
| | 10,000 | (1,043,987) | (1,085,935) | (1,127,884) | (1,169,833) | (1,211,781) | (1,253,730) | (1,295,679) |
| | 12,000 | (1,081,873) | (1,123,822) | (1,165,771) | (1,207,719) | (1,249,668) | (1,291,617) | (1,333,566) |
| | 14,000 | (1,119,760) | (1,161,709) | (1,203,658) | (1,245,606) | (1,287,555) | (1,329,504) | (1,371,453) |
| | 16,000 | (1,157,647) | (1,199,596) | (1,241,544) | (1,283,493) | (1,325,442) | (1,367,391) | (1,409,340) |
| | 18,000 | (1,195,534) | (1,237,483) | (1,279,431) | (1,321,380) | (1,363,329) | (1,405,278) | (1,447,227) |
| | 20,000 | (1,233,421) | (1,275,369) | (1,317,318) | (1,359,267) | (1,401,216) | (1,443,165) | (1,485,114) |
| | 22,000 | (1,271,308) | (1,313,256) | (1,355,205) | (1,397,154) | (1,439,103) | (1,481,052) | (1,522,999) |
| | 24,000 | (1,309,194) | (1,351,143) | (1,393,092) | (1,435,043) | (1,476,992) | (1,518,941) | (1,560,890) |
| | 26,000 | (1,347,081) | (1,389,030) | (1,431,030) | (1,472,981) | (1,514,930) | (1,556,879) | (1,598,828) |
| | 28,000 | (1,385,185) | (1,427,527) | (1,469,869) | (1,512,211) | (1,554,151) | (1,596,090) | (1,638,031) |
| | 30,000 | (1,423,316) | (1,465,658) | (1,507,999) | (1,557,023) | (1,599,365) | (1,641,304) | (1,683,243) |

TABLE 6 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (2,253,730) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 70% | (262,075) | (297,004) | (331,946) | (366,888) | (401,830) | (436,772) | (471,714) | |
| 75% | (385,206) | (420,148) | (455,180) | (490,233) | (525,287) | (560,341) | (595,394) | |
| Build Cost | 80% | (508,814) | (543,894) | (579,096) | (614,297) | (649,524) | (684,910) | (720,315) |
| 100% | 85% | (633,125) | (668,511) | (703,897) | (739,724) | (775,580) | (811,429) | (847,297) |
| (105% = 5% increase) | 90% | (759,525) | (796,768) | (834,457) | (872,208) | (910,053) | (947,949) | (985,896) |
| | 95% | (896,582) | (938,228) | (979,873) | (1,021,575) | (1,063,324) | (1,105,121) | (1,146,966) |
| | 100% | (1,043,987) | (1,085,935) | (1,127,884) | (1,169,833) | (1,211,781) | (1,253,730) | (1,295,679) |
| | 105% | (1,192,244) | (1,234,193) | (1,276,141) | (1,318,126) | (1,360,108) | (1,402,090) | (1,444,072) |
| | 110% | (1,340,501) | (1,382,774) | (1,425,116) | (1,467,458) | (1,509,800) | (1,552,142) | (1,594,484) |
| | 115% | (1,489,643) | (1,531,985) | (1,574,327) | (1,616,669) | (1,659,011) | (1,701,353) | (1,743,695) |
| | 120% | (1,638,854) | (1,681,196) | (1,723,538) | (1,765,880) | (1,808,222) | (1,850,564) | (1,892,906) |
| | 125% | (2,935,300) | (3,664,033) | (4,392,766) | (5,121,500) | (5,850,233) | (6,578,966) | (7,307,699) |

TABLE 7 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (2,253,730) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 80% | (3,127,974) | (3,442,093) | (3,756,212) | (4,070,331) | (4,384,449) | (4,698,568) | (5,012,687) | |
| 82% | (2,381,668) | (2,737,248) | (3,092,829) | (3,448,409) | (3,803,989) | (4,159,569) | (4,515,149) | |
| Market Values | 84% | (1,635,362) | (2,032,404) | (2,429,445) | (2,826,487) | (3,223,529) | (3,620,570) | (4,017,612) |
| 100% | 86% | (1,478,963) | (1,497,030) | (1,766,062) | (2,204,565) | (2,643,068) | (3,081,571) | (3,520,074) |
| (105% = 5% increase) | 88% | (1,416,541) | (1,438,076) | (1,459,610) | (1,582,643) | (2,062,608) | (2,542,572) | (3,022,537) |
| | 90% | (1,354,119) | (1,379,122) | (1,404,124) | (1,429,127) | (1,482,166) | (2,003,573) | (2,524,999) |
| | 92% | (1,291,831) | (1,320,168) | (1,348,638) | (1,377,108) | (1,405,579) | (1,464,590) | (2,027,462) |
| | 94% | (1,229,870) | (1,261,492) | (1,293,152) | (1,325,090) | (1,357,028) | (1,388,966) | (1,529,925) |
| | 96% | (1,167,909) | (1,202,973) | (1,238,037) | (1,273,101) | (1,308,178) | (1,343,884) | (1,379,290) |
| | 98% | (1,105,948) | (1,144,454) | (1,182,960) | (1,221,467) | (1,259,973) | (1,298,802) | (1,337,675) |
| | 100% | (1,043,987) | (1,085,935) | (1,127,884) | (1,169,833) | (1,211,781) | (1,253,730) | (1,295,679) |
| | 102% | (982,349) | (1,027,416) | (1,072,807) | (1,118,198) | (1,163,589) | (1,208,980) | (1,254,446) |
| | 104% | (920,805) | (969,289) | (1,017,772) | (1,066,564) | (1,115,397) | (1,164,231) | (1,213,064) |
| | 106% | (859,262) | (911,164) | (963,067) | (1,014,969) | (1,067,205) | (1,119,481) | (1,171,756) |
| | 108% | (802,923) | (853,040) | (908,361) | (963,683) | (1,019,013) | (1,074,731) | (1,130,449) |
| | 110% | (747,934) | (800,386) | (853,656) | (912,397) | (971,137) | (1,029,982) | (1,089,142) |
| | 112% | (694,764) | (748,479) | (804,038) | (861,111) | (923,270) | (985,430) | (1,047,834) |
| | 114% | (642,465) | (698,207) | (755,076) | (813,879) | (875,403) | (940,982) | (1,006,560) |
| | 116% | (590,207) | (648,796) | (707,504) | (767,725) | (829,908) | (896,532) | (965,532) |
| | 118% | (538,182) | (599,402) | (660,938) | (722,647) | (786,588) | (852,125) | (924,503) |
| | 120% | (486,177) | (550,276) | (614,450) | (678,891) | (744,064) | (811,900) | (883,474) |

TABLE 8 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (2,253,730) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 5,000 | (1,035,546) | (1,073,274) | (1,111,003) | (1,148,731) | (1,186,460) | (1,224,188) | (1,262,082) | |
| 10,000 | (1,027,119) | (1,060,614) | (1,094,122) | (1,127,630) | (1,161,138) | (1,194,646) | (1,228,154) | |
| Grant (£ per unit) | 15,000 | (1,018,732) | (1,047,953) | (1,077,241) | (1,106,529) | (1,135,817) | (1,165,105) | (1,194,392) |
| - | 20,000 | (1,010,346) | (1,035,292) | (1,060,360) | (1,085,428) | (1,110,495) | (1,135,563) | (1,160,630) |
| | 25,000 | (1,001,959) | (1,022,638) | (1,043,479) | (1,064,326) | (1,085,174) | (1,106,021) | (1,126,868) |
| | 30,000 | (993,573) | (1,010,058) | (1,026,598) | (1,043,225) | (1,059,852) | (1,076,479) | (1,093,106) |
| | 35,000 | (985,186) | (997,478) | (1,009,771) | (1,022,124) | (1,034,531) | (1,046,938) | (1,059,344) |
| | 40,000 | (976,800) | (984,899) | (992,998) | (1,001,096) | (1,009,209) | (1,017,396) | (1,025,582) |
| | 45,000 | (968,413) | (972,319) | (976,224) | (980,130) | (984,036) | (987,942) | (991,847) |
| | 50,000 | (960,026) | (959,739) | (959,451) | (959,164) | (958,876) | (958,589) | (958,301) |
| | 55,000 | (951,640) | (947,159) | (942,678) | (938,197) | (933,717) | (929,236) | (924,755) |

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

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Appraisal Ref: **4** (see Typologies Matrix)
 Scheme Typology: **Lower Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|--|---------------------------|------------------------------------|-------------------------------------|---|---------------------|----------------|
| Total number of units in scheme | | 45 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % 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 | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 35.0% | 10.2 | 35.0% | 5.5 | 35% | 15.8 | | |
| 3 bed House | 40.0% | 11.7 | 40.0% | 6.3 | 40% | 18.0 | | |
| 4 bed House | 25.0% | 7.3 | 25.0% | 3.9 | 25% | 11.3 | | |
| 5 bed House | 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% | 29.3 | 100.0% | 15.8 | 100% | 45.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed House | 809 | 8,705 | 435 | 4,688 | 1,244 13,393 | | | |
| 3 bed House | 1,112 | 11,964 | 599 | 6,442 | 1,710 18,406 | | | |
| 4 bed House | 878 | 9,445 | 473 | 5,086 | 1,350 14,531 | | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | | | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | | | |
| | 2,798 | 30,115 | 1,506 | 16,216 | 4,304 46,331 | | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 180,000 | 2,278 | 212 | 2,835,000 | | | | |
| 3 bed House | 285,000 | 3,000 | 279 | 5,130,000 | | | | |
| 4 bed House | 375,000 | 3,125 | 290 | 4,218,750 | | | | |
| 5 bed House | 400,000 | 2,857 | 265 | 0 | | | | |
| 1 bed Flat | 115,000 | 2,300 | 214 | 0 | | | | |
| 2 bed Flat | 165,000 | 2,357 | 219 | 0 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 12,183,750 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 135,000 | 75% |
| 3 bed House | 156,750 | 55% | 128,250 | 45% | 199,500 | 70% | 213,750 | 75% |
| 4 bed House | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| 5 bed House | 220,000 | 55% | 180,000 | 45% | 250,000 | 70% | 300,000 | 75% |
| 1 bed Flat | 63,250 | 55% | 51,750 | 45% | 80,500 | 70% | 86,250 | 75% |
| 2 bed Flat | 90,750 | 55% | 74,250 | 45% | 115,500 | 70% | 123,750 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| * capped @£250K | | | | | | | | |

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Scheme Typology: **Lower Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 10.2 | @ | 180,000 | 1,842,750 |
| 3 bed House | 11.7 | @ | 285,000 | 3,334,500 |
| 4 bed House | 7.3 | @ | 375,000 | 2,742,188 |
| 5 bed House | 0.0 | @ | 400,000 | - |
| 1 bed Flat | 0.0 | @ | 115,000 | - |
| 2 bed Flat | 0.0 | @ | 165,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 29.3 | | | 7,919,438 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 3.3 | @ | 99,000 | 327,443 |
| 3 bed House | 3.8 | @ | 156,750 | 592,515 |
| 4 bed House | 2.4 | @ | 206,250 | 487,266 |
| 5 bed House | 0.0 | @ | 220,000 | - |
| 1 bed Flat | 0.0 | @ | 63,250 | - |
| 2 bed Flat | 0.0 | @ | 90,750 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 9.5 | | | 1,407,223 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.6 | @ | 81,000 | 44,651 |
| 3 bed House | 0.6 | @ | 128,250 | 80,798 |
| 4 bed House | 0.4 | @ | 168,750 | 66,445 |
| 5 bed House | 0.0 | @ | 180,000 | - |
| 1 bed Flat | 0.0 | @ | 51,750 | - |
| 2 bed Flat | 0.0 | @ | 74,250 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 1.6 | | | 191,894 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 1.4 | @ | 126,000 | 173,644 |
| 3 bed House | 1.6 | @ | 199,500 | 314,213 |
| 4 bed House | 1.0 | @ | 250,000 | 246,094 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 80,500 | - |
| 2 bed Flat | 0.0 | @ | 115,500 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 3.9 | | | 733,950 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.3 | @ | 135,000 | 37,209 |
| 3 bed House | 0.3 | @ | 213,750 | 67,331 |
| 4 bed House | 0.2 | @ | 281,250 | 55,371 |
| 5 bed House | 0.0 | @ | 300,000 | - |
| 1 bed Flat | 0.0 | @ | 86,250 | - |
| 2 bed Flat | 0.0 | @ | 123,750 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.8 | 15.8 | | 159,912 |
| Sub-total GDV Residential | | | | |
| | 45 | | | 10,412,416 |
| AH on-site cost analysis: | | | | |
| | 412 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 1,771,334 |
| | | | 39,363 £ per unit (total units) | |
| Grant | | | | |
| | 16 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 10,412,416 |

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Scheme Typology: **Lower Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|-----------------|-------------------|---------------------------|------------------------------------|---------------------|
| Professional Fees | 8,113,184 @ | | 6.5% | | (527,357) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 7,919,438 OMS @ | | 3.00% | 5,280 £ per unit | (237,583) |
| Residential Sales Agent Costs | 7,919,438 OMS @ | | 1.00% | 1,760 £ per unit | (79,194) |
| Residential Sales Legal Costs | 7,919,438 OMS @ | | 0.35% | 616 £ per unit | (27,718) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 7,433 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | | 8.00% APR | | 0.643% pcm | (81,949) |
| Developers Profit - | | | | | |
| Profit on OMS | 7,919,438 | | 20.00% | | (1,583,888) |
| Margin on AH | 2,492,979 | | 6.00% on AH values | | (149,579) |
| Profit analysis: | | 10,412,416 | | 16.65% blended GDV | (1,733,466) |
| | | 9,736,934 | | 17.80% on costs | (1,733,466) |
| TOTAL COSTS | | | | | (11,470,401) |

| | | | | | |
|----------------------------------|----------------------------|-----------------------------------|-------------------------------------|--|--------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | (1,057,984) |
| SDLT | - @ | | HMRC formula | | - |
| Acquisition Agent fees | - @ | | 1.0% | | - |
| Acquisition Legal fees | - @ | | 0.5% | | - |
| Interest on Land | - @ | | 8.00% | | - |
| Residual Land Value | | | | | (1,057,984) |
| RLV analysis: | (23,511) £ per plot | (940,430) £ per ha (net) | (380,587) £ per acre (net) | | |
| | | (940,430) £ per ha (gross) | (380,587) £ per acre (gross) | | |
| | | | -10.16% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|-----------------------------------|-----------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 1.13 ha (net) | | 2.78 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 1.13 ha (gross) | | 2.78 acres (gross) | |
| Density analysis: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 52,663 £ per plot | 2,106,528 £ per ha (net) | 852,500 £ per acre (net) | | 2,369,843 |
| BLV analysis: | | 2,106,528 £ per ha (gross) | 852,500 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-----------------------------------|-------------------------------------|--|--------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (3,046,958) £ per ha (net) | (1,233,087) £ per acre (net) | | (3,427,828) |

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Scheme Typology: Lower Value Zone No Units: 45
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Brownfield
 Notes:

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 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | (1,233,087) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 0.00 | 0.00 | (1,024,500) | (1,065,940) | (1,107,380) | (1,149,123) | (1,190,923) | (1,233,087) | (1,275,552) | |
| | 10.00 | (1,039,656) | (1,080,254) | (1,120,856) | (1,161,810) | (1,202,764) | (1,244,139) | (1,285,813) | |
| | 20.00 | (1,054,812) | (1,094,567) | (1,134,388) | (1,174,497) | (1,214,651) | (1,255,191) | (1,296,075) | |
| | 30.00 | (1,069,967) | (1,108,881) | (1,147,921) | (1,187,184) | (1,226,553) | (1,266,243) | (1,306,336) | |
| | 40.00 | (1,085,123) | (1,123,195) | (1,161,454) | (1,199,870) | (1,238,455) | (1,277,296) | (1,316,597) | |
| | 50.00 | (1,100,279) | (1,137,508) | (1,174,987) | (1,212,557) | (1,250,358) | (1,288,370) | (1,326,858) | |
| | 60.00 | (1,115,434) | (1,151,822) | (1,188,519) | (1,225,244) | (1,262,260) | (1,299,486) | (1,337,154) | |
| | 70.00 | (1,130,590) | (1,166,173) | (1,202,052) | (1,237,931) | (1,274,162) | (1,310,602) | (1,347,481) | |
| | 80.00 | (1,145,746) | (1,180,551) | (1,215,585) | (1,250,625) | (1,286,065) | (1,321,719) | (1,357,808) | |
| | 90.00 | (1,160,901) | (1,194,930) | (1,229,117) | (1,263,377) | (1,297,967) | (1,332,835) | (1,368,115) | |
| | 100.00 | (1,176,057) | (1,209,308) | (1,242,650) | (1,276,130) | (1,309,869) | (1,343,951) | (1,378,463) | |
| | 110.00 | (1,191,212) | (1,223,687) | (1,256,183) | (1,288,882) | (1,321,772) | (1,355,068) | (1,388,790) | |
| | 120.00 | (1,206,415) | (1,238,065) | (1,269,715) | (1,301,635) | (1,333,681) | (1,366,184) | (1,399,117) | |
| | 130.00 | (1,221,639) | (1,252,444) | (1,283,248) | (1,314,387) | (1,345,652) | (1,377,300) | (1,409,444) | |
| | 140.00 | (1,236,864) | (1,266,822) | (1,296,801) | (1,327,140) | (1,357,624) | (1,388,451) | (1,419,814) | |
| | 150.00 | (1,252,088) | (1,281,201) | (1,310,404) | (1,339,892) | (1,369,595) | (1,399,639) | (1,430,207) | |
| | 160.00 | (1,267,312) | (1,295,579) | (1,324,006) | (1,352,645) | (1,381,567) | (1,410,826) | (1,446,335) | |
| | 170.00 | (1,282,536) | (1,309,958) | (1,337,609) | (1,365,397) | (1,393,538) | (1,422,014) | (1,456,339) | |
| | 180.00 | (1,297,761) | (1,324,336) | (1,351,212) | (1,378,150) | (1,405,510) | (1,433,202) | (1,466,332) | |
| | 190.00 | (1,312,985) | (1,338,726) | (1,364,814) | (1,390,964) | (1,417,481) | (1,444,390) | (1,476,329) | |
| 200.00 | (1,328,209) | (1,353,179) | (1,378,417) | (1,403,790) | (1,429,452) | (1,455,591) | (1,486,335) | | |
| 210.00 | (1,343,434) | (1,367,632) | (1,392,020) | (1,416,617) | (1,441,469) | (1,466,851) | (1,496,322) | | |
| 220.00 | (1,358,658) | (1,382,085) | (1,405,622) | (1,429,443) | (1,453,517) | (1,476,641) | (2,046,318) | | |
| 230.00 | (1,373,882) | (1,396,538) | (1,419,225) | (1,442,270) | (1,465,566) | (1,489,971) | (2,146,315) | | |
| 240.00 | (1,389,153) | (1,410,990) | (1,432,855) | (1,455,096) | (1,477,614) | (1,512,301) | (2,246,312) | | |
| 250.00 | (1,404,456) | (1,425,443) | (1,446,536) | (1,467,923) | (1,489,663) | (1,520,630) | (2,346,308) | | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | (1,233,087) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | (970,351) | (1,011,791) | (1,053,230) | (1,094,728) | (1,136,528) | (1,178,411) | (1,220,652) | |
| | 2,000 | (986,760) | (1,028,200) | (1,069,639) | (1,111,211) | (1,153,011) | (1,194,980) | (1,237,224) | |
| | 3,000 | (1,003,169) | (1,044,608) | (1,086,048) | (1,127,695) | (1,169,494) | (1,211,548) | (1,253,888) | |
| | 4,000 | (1,019,578) | (1,061,017) | (1,102,457) | (1,144,178) | (1,185,978) | (1,228,116) | (1,270,553) | |
| | 5,000 | (1,035,987) | (1,077,426) | (1,118,866) | (1,160,661) | (1,202,461) | (1,244,685) | (1,287,217) | |
| | 6,000 | (1,052,396) | (1,093,835) | (1,135,344) | (1,177,144) | (1,219,012) | (1,261,253) | (1,303,882) | |
| | 7,000 | (1,068,804) | (1,110,244) | (1,151,828) | (1,193,627) | (1,235,581) | (1,277,822) | (1,320,547) | |
| | 8,000 | (1,085,213) | (1,126,653) | (1,168,311) | (1,210,111) | (1,252,149) | (1,294,447) | (1,337,246) | |
| | 9,000 | (1,101,622) | (1,143,062) | (1,184,794) | (1,226,594) | (1,268,717) | (1,311,112) | (1,354,018) | |
| | 10,000 | (1,118,031) | (1,159,477) | (1,201,277) | (1,243,077) | (1,285,286) | (1,327,776) | (1,370,790) | |
| | 11,000 | (1,134,440) | (1,175,961) | (1,217,760) | (1,259,613) | (1,301,854) | (1,344,441) | (1,387,561) | |
| | 12,000 | (1,150,849) | (1,192,444) | (1,234,244) | (1,276,182) | (1,318,423) | (1,361,105) | (1,404,333) | |
| | 13,000 | (1,167,258) | (1,208,927) | (1,250,727) | (1,292,750) | (1,335,006) | (1,377,770) | (1,421,116) | |
| | 14,000 | (1,183,666) | (1,225,410) | (1,267,210) | (1,309,318) | (1,351,670) | (1,394,507) | (1,438,055) | |
| | 15,000 | (1,200,094) | (1,241,893) | (1,283,693) | (1,325,887) | (1,368,335) | (1,411,279) | (1,584,052) | |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | (1,233,087) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | (829,669) | (879,669) | (932,066) | (984,766) | (1,037,523) | (1,090,645) | (1,144,067) | |
| | 16.0% | (866,718) | (916,923) | (967,129) | (1,017,638) | (1,068,203) | (1,119,133) | (1,170,364) | |
| | 17.0% | (906,164) | (954,178) | (1,002,191) | (1,050,509) | (1,098,883) | (1,147,622) | (1,196,661) | |
| | 18.0% | (945,609) | (991,432) | (1,037,254) | (1,083,380) | (1,129,563) | (1,176,110) | (1,222,958) | |
| | 19.0% | (985,055) | (1,028,686) | (1,072,317) | (1,116,252) | (1,160,243) | (1,204,599) | (1,249,255) | |
| | 20.0% | (1,024,500) | (1,065,940) | (1,107,380) | (1,149,123) | (1,190,923) | (1,233,087) | (1,275,552) | |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | (1,233,087) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 852,500 | 100,000 | (272,000) | (313,440) | (354,880) | (396,623) | (438,423) | (480,587) | (523,052) | |
| | 200,000 | (372,000) | (413,440) | (454,880) | (496,623) | (538,423) | (580,587) | (623,052) | |
| | 300,000 | (472,000) | (513,440) | (554,880) | (596,623) | (638,423) | (680,587) | (723,052) | |
| | 400,000 | (572,000) | (613,440) | (654,880) | (696,623) | (738,423) | (780,587) | (823,052) | |
| | 500,000 | (672,000) | (713,440) | (754,880) | (796,623) | (838,423) | (880,587) | (923,052) | |
| | 600,000 | (772,000) | (813,440) | (854,880) | (896,623) | (938,423) | (980,587) | (1,023,052) | |
| | 700,000 | (872,000) | (913,440) | (954,880) | (996,623) | (1,038,423) | (1,080,587) | (1,123,052) | |
| | 800,000 | (972,000) | (1,013,440) | (1,054,880) | (1,096,623) | (1,138,423) | (1,180,587) | (1,223,052) | |
| | 900,000 | (1,072,000) | (1,113,440) | (1,154,880) | (1,196,623) | (1,238,423) | (1,280,587) | (1,323,052) | |
| | 1,000,000 | (1,172,000) | (1,213,440) | (1,254,880) | (1,296,623) | (1,338,423) | (1,380,587) | (1,423,052) | |
| | 1,100,000 | (1,272,000) | (1,313,440) | (1,354,880) | (1,396,623) | (1,438,423) | (1,480,587) | (1,523,052) | |
| | 1,200,000 | (1,372,000) | (1,413,440) | (1,454,880) | (1,496,623) | (1,538,423) | (1,580,587) | (1,623,052) | |
| | 1,300,000 | (1,472,000) | (1,513,440) | (1,554,880) | (1,596,623) | (1,638,423) | (1,680,587) | (1,723,052) | |
| | 1,400,000 | (1,572,000) | (1,613,440) | (1,654,880) | (1,696,623) | (1,738,423) | (1,780,587) | (1,823,052) | |
| | 1,500,000 | (1,672,000) | (1,713,440) | (1,754,880) | (1,796,623) | (1,838,423) | (1,880,587) | (1,923,052) | |
| 1,600,000 | (1,772,000) | (1,813,440) | (1,854,880) | (1,896,623) | (1,938,423) | (1,980,587) | (2,023,052) | | |

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Scheme Typology: Lower Value Zone No Units: 45
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Brownfield
 Notes:

TABLE 5 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,233,087) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 0 | | (842,075) | (882,140) | (923,349) | (964,789) | (1,006,228) | (1,047,798) | (1,089,598) |
| Net Zero | 2,000 | (877,628) | (918,788) | (960,155) | (1,001,595) | (1,043,034) | (1,084,783) | (1,126,592) |
| (£ per unit) | 4,000 | (914,276) | (955,522) | (996,961) | (1,038,401) | (1,079,968) | (1,121,768) | (1,163,776) |
| 10,000 | 6,000 | (950,924) | (992,328) | (1,033,767) | (1,075,207) | (1,116,953) | (1,158,753) | (1,200,960) |
| | 8,000 | (987,694) | (1,029,134) | (1,070,573) | (1,112,138) | (1,153,938) | (1,195,903) | (1,238,148) |
| | 10,000 | (1,024,500) | (1,065,940) | (1,107,380) | (1,149,123) | (1,190,923) | (1,233,087) | (1,275,552) |
| | 12,000 | (1,061,307) | (1,102,746) | (1,144,308) | (1,186,108) | (1,228,030) | (1,270,271) | (1,312,956) |
| | 14,000 | (1,098,113) | (1,139,552) | (1,181,293) | (1,223,092) | (1,265,214) | (1,307,596) | (1,350,480) |
| | 16,000 | (1,134,919) | (1,176,478) | (1,218,278) | (1,260,157) | (1,302,398) | (1,345,000) | (1,388,124) |
| | 18,000 | (1,171,725) | (1,213,463) | (1,255,262) | (1,297,341) | (1,339,640) | (1,382,404) | (1,425,849) |
| | 20,000 | (1,208,648) | (1,250,447) | (1,292,284) | (1,334,525) | (1,377,044) | (1,420,044) | (1,668,919) |
| | 22,000 | (1,245,633) | (1,287,432) | (1,329,468) | (1,371,709) | (1,414,448) | (1,457,715) | (2,033,425) |
| | 24,000 | (1,282,617) | (1,324,417) | (1,366,652) | (1,409,087) | (1,451,964) | (1,663,926) | (2,397,930) |
| | 26,000 | (1,319,602) | (1,361,595) | (1,403,836) | (1,446,491) | (1,489,609) | (2,028,431) | (2,762,435) |
| | 28,000 | (1,356,587) | (1,398,779) | (1,441,131) | (1,483,895) | (1,658,932) | (2,392,936) | (3,126,940) |
| | 30,000 | (1,393,722) | (1,435,963) | (1,478,535) | (1,521,528) | (2,023,437) | (2,757,441) | (3,491,446) |

TABLE 6 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,233,087) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 70% | | (261,826) | (296,745) | (331,664) | (366,582) | (401,575) | (436,596) | (471,618) |
| 75% | | (383,642) | (418,664) | (453,685) | (488,706) | (523,727) | (558,748) | (593,770) |
| Build Cost | 80% | (505,795) | (540,816) | (575,837) | (610,858) | (645,879) | (681,045) | (716,236) |
| 100% | 85% | (627,947) | (662,968) | (698,083) | (733,275) | (768,467) | (804,801) | (842,141) |
| (105% = 5% increase) | 90% | (750,314) | (785,986) | (822,836) | (860,882) | (902,202) | (943,642) | (985,081) |
| | 95% | (880,811) | (921,970) | (963,351) | (1,004,791) | (1,046,230) | (1,087,995) | (1,129,821) |
| | 100% | (1,024,500) | (1,065,940) | (1,107,380) | (1,149,123) | (1,190,923) | (1,233,087) | (1,275,552) |
| | 105% | (1,168,529) | (1,210,251) | (1,252,051) | (1,294,112) | (1,336,392) | (1,379,156) | (1,422,559) |
| | 110% | (1,313,179) | (1,355,137) | (1,397,378) | (1,439,995) | (1,483,070) | (1,965,124) | (2,699,129) |
| | 115% | (1,458,403) | (1,500,835) | (1,543,641) | (1,923,484) | (2,657,488) | (3,391,492) | (4,125,497) |
| | 120% | (1,604,438) | (1,881,843) | (2,615,847) | (3,349,852) | (4,083,856) | (4,817,860) | (5,551,865) |
| | 125% | (2,574,207) | (3,308,211) | (4,042,215) | (4,776,220) | (5,510,224) | (6,244,228) | (6,978,233) |

TABLE 7 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,233,087) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 80% | | (2,831,651) | (3,155,140) | (3,478,628) | (3,802,117) | (4,125,605) | (4,449,094) | (4,772,582) |
| 82% | | (2,092,723) | (2,457,263) | (2,821,803) | (3,186,343) | (3,550,883) | (3,915,423) | (4,279,963) |
| Market Values | 84% | (1,512,286) | (1,759,386) | (2,164,978) | (2,570,569) | (2,976,161) | (3,381,753) | (3,787,344) |
| 100% | 86% | (1,450,617) | (1,469,401) | (1,508,152) | (1,954,796) | (2,401,439) | (2,848,082) | (3,294,725) |
| (105% = 5% increase) | 88% | (1,389,209) | (1,411,162) | (1,433,372) | (1,455,910) | (1,826,717) | (2,314,412) | (2,802,107) |
| | 90% | (1,327,988) | (1,353,223) | (1,378,559) | (1,404,194) | (1,430,201) | (1,780,741) | (2,309,488) |
| | 92% | (1,267,062) | (1,295,403) | (1,324,039) | (1,352,807) | (1,381,868) | (1,411,430) | (1,816,869) |
| | 94% | (1,206,228) | (1,237,888) | (1,269,620) | (1,301,658) | (1,333,907) | (1,366,510) | (1,399,635) |
| | 96% | (1,145,509) | (1,180,433) | (1,215,474) | (1,250,640) | (1,286,079) | (1,321,859) | (1,358,076) |
| | 98% | (1,085,005) | (1,123,083) | (1,161,398) | (1,199,818) | (1,238,462) | (1,277,323) | (1,316,662) |
| | 100% | (1,024,500) | (1,065,940) | (1,107,380) | (1,149,123) | (1,190,923) | (1,233,087) | (1,275,552) |
| | 102% | (963,996) | (1,008,797) | (1,053,598) | (1,098,427) | (1,143,607) | (1,188,872) | (1,234,514) |
| | 104% | (903,760) | (951,654) | (999,816) | (1,047,979) | (1,096,291) | (1,144,850) | (1,193,700) |
| | 106% | (844,383) | (894,729) | (946,035) | (997,558) | (1,049,082) | (1,100,914) | (1,152,886) |
| | 108% | (790,180) | (839,238) | (892,390) | (947,138) | (1,002,023) | (1,056,978) | (1,112,296) |
| | 110% | (738,062) | (788,110) | (840,149) | (896,743) | (954,964) | (1,013,211) | (1,071,740) |
| | 112% | (686,565) | (738,923) | (791,962) | (847,117) | (907,906) | (969,513) | (1,031,183) |
| | 114% | (635,243) | (690,287) | (745,505) | (801,737) | (860,943) | (925,816) | (990,785) |
| | 116% | (583,934) | (641,759) | (699,731) | (757,810) | (817,746) | (882,118) | (950,448) |
| | 118% | (532,626) | (593,301) | (653,976) | (714,896) | (775,977) | (839,855) | (910,112) |
| | 120% | (481,317) | (544,843) | (608,369) | (671,983) | (735,784) | (800,558) | (869,776) |

TABLE 8 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,233,087) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 5,000 | | (1,016,284) | (1,053,615) | (1,090,946) | (1,128,492) | (1,166,165) | (1,204,063) | (1,242,203) |
| 10,000 | | (1,008,067) | (1,041,289) | (1,074,512) | (1,107,860) | (1,141,408) | (1,175,039) | (1,208,988) |
| Grant (£ per unit) | 15,000 | (999,850) | (1,028,964) | (1,058,078) | (1,087,229) | (1,116,650) | (1,146,071) | (1,175,817) |
| - | 20,000 | (991,633) | (1,016,638) | (1,041,644) | (1,066,649) | (1,091,893) | (1,117,188) | (1,142,647) |
| | 25,000 | (983,416) | (1,004,313) | (1,025,210) | (1,046,107) | (1,067,135) | (1,088,304) | (1,109,477) |
| | 30,000 | (975,199) | (991,987) | (1,008,776) | (1,025,564) | (1,042,378) | (1,059,420) | (1,076,462) |
| | 35,000 | (966,982) | (979,662) | (992,342) | (1,005,022) | (1,017,702) | (1,030,536) | (1,043,452) |
| | 40,000 | (958,765) | (967,336) | (975,908) | (984,480) | (993,051) | (1,001,653) | (1,010,443) |
| | 45,000 | (950,548) | (955,011) | (959,474) | (963,937) | (968,400) | (972,863) | (977,433) |
| | 50,000 | (942,359) | (942,685) | (943,040) | (943,395) | (943,749) | (944,104) | (944,459) |
| | 55,000 | (934,173) | (930,360) | (926,606) | (922,852) | (919,098) | (915,345) | (911,591) |

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

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Appraisal Ref: **5** (see Typologies Matrix)
 Scheme Typology: **Lower Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|---|---------------------------|-----------------------------|---|---|---------------------|-----------------|
| Total number of units in scheme | | 75 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % 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 | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 20.0% | 9.8 | 20.0% | 5.3 | 20% | 15.0 | | |
| 3 bed House | 40.0% | 19.5 | 40.0% | 10.5 | 40% | 30.0 | | |
| 4 bed House | 20.0% | 9.8 | 20.0% | 5.3 | 20% | 15.0 | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | 10.0% | 4.9 | 10.0% | 2.6 | 10% | 7.5 | | |
| 2 bed Flat | 10.0% | 4.9 | 10.0% | 2.6 | 10% | 7.5 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | 100.0% | 48.8 | 100.0% | 26.3 | 100% | 75.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | (sqm) (sqft) | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | (sqm) (sqft) | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 770 | 8,291 | 415 | 4,464 | 1,185 | 12,755 | | |
| 3 bed House | 1,853 | 19,940 | 998 | 10,737 | 2,850 | 30,677 | | |
| 4 bed House | 1,170 | 12,594 | 630 | 6,781 | 1,800 | 19,375 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 287 | 3,087 | 154 | 1,662 | 441 | 4,749 | | |
| 2 bed Flat | 401 | 4,321 | 216 | 2,327 | 618 | 6,648 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 4,481 | 48,233 | 2,413 | 25,972 | 6,894 | 74,204 | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 180,000 | 2,278 | 212 | 2,700,000 | | | | |
| 3 bed House | 285,000 | 3,000 | 279 | 8,550,000 | | | | |
| 4 bed House | 375,000 | 3,125 | 290 | 5,625,000 | | | | |
| 5 bed House | 400,000 | 2,857 | 265 | 0 | | | | |
| 1 bed Flat | 115,000 | 2,300 | 214 | 862,500 | | | | |
| 2 bed Flat | 165,000 | 2,357 | 219 | 1,237,500 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 18,975,000 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 135,000 | 75% |
| 3 bed House | 156,750 | 55% | 128,250 | 45% | 199,500 | 70% | 213,750 | 75% |
| 4 bed House | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| 5 bed House | 220,000 | 55% | 180,000 | 45% | 250,000 | 70% | 300,000 | 75% |
| 1 bed Flat | 63,250 | 55% | 51,750 | 45% | 80,500 | 70% | 86,250 | 75% |
| 2 bed Flat | 90,750 | 55% | 74,250 | 45% | 115,500 | 70% | 123,750 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | | | | * capped @£250K |

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Scheme Typology: **Lower Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 9.8 | @ | 180,000 | 1,755,000 |
| 3 bed House | 19.5 | @ | 285,000 | 5,557,500 |
| 4 bed House | 9.8 | @ | 375,000 | 3,656,250 |
| 5 bed House | 0.0 | @ | 400,000 | - |
| 1 bed Flat | 4.9 | @ | 115,000 | 560,625 |
| 2 bed Flat | 4.9 | @ | 165,000 | 804,375 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 48.8 | | | 12,333,750 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 3.2 | @ | 99,000 | 311,850 |
| 3 bed House | 6.3 | @ | 156,750 | 987,525 |
| 4 bed House | 3.2 | @ | 206,250 | 649,688 |
| 5 bed House | 0.0 | @ | 220,000 | - |
| 1 bed Flat | 1.6 | @ | 63,250 | 99,619 |
| 2 bed Flat | 1.6 | @ | 90,750 | 142,931 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 15.8 | | | 2,191,613 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.5 | @ | 81,000 | 42,525 |
| 3 bed House | 1.1 | @ | 128,250 | 134,663 |
| 4 bed House | 0.5 | @ | 168,750 | 88,594 |
| 5 bed House | 0.0 | @ | 180,000 | - |
| 1 bed Flat | 0.3 | @ | 51,750 | 13,584 |
| 2 bed Flat | 0.3 | @ | 74,250 | 19,491 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 2.6 | | | 298,856 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 1.3 | @ | 126,000 | 165,375 |
| 3 bed House | 2.6 | @ | 199,500 | 523,688 |
| 4 bed House | 1.3 | @ | 250,000 | 328,125 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.7 | @ | 80,500 | 52,828 |
| 2 bed Flat | 0.7 | @ | 115,500 | 75,797 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 6.6 | | | 1,145,813 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.3 | @ | 135,000 | 35,438 |
| 3 bed House | 0.5 | @ | 213,750 | 112,219 |
| 4 bed House | 0.3 | @ | 281,250 | 73,828 |
| 5 bed House | 0.0 | @ | 300,000 | - |
| 1 bed Flat | 0.1 | @ | 86,250 | 11,320 |
| 2 bed Flat | 0.1 | @ | 123,750 | 16,242 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 1.3 | 26.3 | | 249,047 |
| Sub-total GDV Residential | | | | |
| | 75 | | | 16,219,078 |
| AH on-site cost analysis: | | | | |
| | 400 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 2,755,922 |
| | | | 36,746 £ per unit (total units) | |
| Grant | | | | |
| | 26 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 16,219,078 |

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Scheme Typology: **Lower Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|-------------------|--|---------------------------|------------------------------------|---------------------|
| Professional Fees | 13,225,907 @ | | 6.5% | | (859,684) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 12,333,750 OMS @ | | 3.00% | 4,934 £ per unit | (370,013) |
| Residential Sales Agent Costs | 12,333,750 OMS @ | | 1.00% | 1,645 £ per unit | (123,338) |
| Residential Sales Legal Costs | 12,333,750 OMS @ | | 0.35% | 576 £ per unit | (43,168) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 7,020 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (85,353) |
| Developers Profit - | | | | | |
| Profit on OMS | 12,333,750 | | 20.00% | | (2,466,750) |
| Margin on AH | 3,865,328 | | 6.00% on AH values | | (233,120) |
| Profit analysis: | 16,219,078 | | 16.65% blended GDV | (2,699,870) | |
| | 15,787,566 | | 17.10% on costs | (2,699,870) | |
| TOTAL COSTS | | | | | (18,487,436) |

| | | | | | |
|----------------------------------|----------------------------|-------------------------------------|-------------------------------------|--|--------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | (2,268,358) |
| SDLT | - @ | | HMRC formula | | - |
| Acquisition Agent fees | - @ | | 1.0% | | - |
| Acquisition Legal fees | - @ | | 0.5% | | - |
| Interest on Land | - @ | | 8.00% | | - |
| Residual Land Value | | | | | (2,268,358) |
| RLV analysis: | (30,245) £ per plot | (1,209,791) £ per ha (net) | (489,596) £ per acre (net) | | |
| | | (1,209,791) £ per ha (gross) | (489,596) £ per acre (gross) | | |
| | | | -13.99% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|-----------------------------------|-----------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 1.88 ha (net) | | 4.63 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 1.88 ha (gross) | | 4.63 acres (gross) | |
| Density analysis: | | 3,677 sqm/ha (net) | | 16,016 sqft/ac (net) | |
| | | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 52,663 £ per plot | 2,106,528 £ per ha (net) | 852,500 £ per acre (net) | | 3,949,739 |
| BLV analysis: | | 2,106,528 £ per ha (gross) | 852,500 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-----------------------------------|-------------------------------------|--|--------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (3,316,318) £ per ha (net) | (1,342,096) £ per acre (net) | | (6,218,097) |

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Scheme Typology: Lower Value Zone No Units: 75
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Brownfield
 Notes:

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 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,342,096) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm | 0.00 | | (1,147,980) | (1,186,571) | (1,225,297) | (1,264,121) | (1,302,975) | (1,342,096) | (1,381,671) |
| | 10.00 | | (1,162,377) | (1,200,167) | (1,238,125) | (1,276,148) | (1,314,232) | (1,352,548) | (1,391,425) |
| | 20.00 | | (1,176,773) | (1,213,764) | (1,250,953) | (1,288,174) | (1,325,488) | (1,363,000) | (1,401,234) |
| | 30.00 | | (1,191,169) | (1,227,362) | (1,263,781) | (1,300,200) | (1,336,745) | (1,373,453) | (1,433,826) |
| | 40.00 | | (1,205,566) | (1,240,992) | (1,276,609) | (1,312,226) | (1,348,001) | (1,383,915) | (1,529,219) |
| | 50.00 | | (1,219,962) | (1,254,622) | (1,289,437) | (1,324,252) | (1,359,258) | (1,394,437) | (1,624,613) |
| | 60.00 | | (1,234,359) | (1,268,251) | (1,302,265) | (1,336,279) | (1,370,514) | (1,404,974) | (1,720,006) |
| | 70.00 | | (1,248,755) | (1,281,881) | (1,315,093) | (1,348,305) | (1,381,770) | (1,415,531) | (1,815,400) |
| | 80.00 | | (1,263,151) | (1,295,511) | (1,327,921) | (1,360,339) | (1,393,027) | (1,426,087) | (1,910,793) |
| | 90.00 | | (1,277,548) | (1,309,141) | (1,340,749) | (1,372,399) | (1,404,283) | (1,436,704) | (2,006,247) |
| | 100.00 | | (1,291,944) | (1,322,770) | (1,353,577) | (1,384,460) | (1,415,540) | (1,479,878) | (2,101,736) |
| | 110.00 | | (1,306,395) | (1,336,400) | (1,366,405) | (1,396,520) | (1,426,798) | (1,583,221) | (2,197,226) |
| | 120.00 | | (1,320,827) | (1,350,030) | (1,379,233) | (1,408,581) | (1,438,130) | (1,686,564) | (2,292,715) |
| | 130.00 | | (1,335,258) | (1,363,660) | (1,392,061) | (1,420,641) | (1,449,462) | (1,789,907) | (2,388,204) |
| | 140.00 | | (1,349,690) | (1,377,289) | (1,404,889) | (1,432,701) | (1,460,793) | (1,893,249) | (2,483,693) |
| | 150.00 | | (1,364,121) | (1,390,919) | (1,417,717) | (1,444,762) | (1,472,174) | (1,996,592) | (2,579,182) |
| | 160.00 | | (1,378,553) | (1,404,549) | (1,430,567) | (1,456,822) | (1,525,929) | (2,099,935) | (2,674,671) |
| | 170.00 | | (1,392,984) | (1,418,178) | (1,443,431) | (1,468,883) | (1,637,222) | (2,203,278) | (2,770,160) |
| | 180.00 | | (1,407,416) | (1,431,808) | (1,456,296) | (1,481,013) | (1,748,514) | (2,306,685) | (2,865,649) |
| | 190.00 | | (1,421,847) | (1,445,438) | (1,469,160) | (1,493,154) | (1,859,807) | (2,410,115) | (2,961,145) |
| 200.00 | | (1,436,278) | (1,459,068) | (1,482,025) | (1,505,314) | (1,971,099) | (2,513,562) | (3,056,674) | |
| 210.00 | | (1,450,710) | (1,472,697) | (1,494,889) | (1,548,216) | (2,082,392) | (2,617,008) | (3,152,202) | |
| 220.00 | | (1,465,141) | (1,486,327) | (1,507,753) | (1,667,418) | (2,193,684) | (2,720,455) | (3,247,731) | |
| 230.00 | | (1,479,573) | (1,499,990) | (1,520,659) | (1,786,621) | (2,304,976) | (2,823,901) | (3,343,260) | |
| 240.00 | | (1,494,004) | (1,513,659) | (1,533,610) | (1,905,858) | (2,416,269) | (2,927,348) | (3,438,805) | |
| 250.00 | | (1,508,436) | (1,527,327) | (1,546,603) | (2,025,100) | (2,527,611) | (3,030,794) | (3,534,389) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,342,096) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 | 1,000 | | (1,094,236) | (1,132,826) | (1,171,422) | (1,210,246) | (1,249,070) | (1,288,067) | (1,327,187) |
| | 2,000 | | (1,110,522) | (1,149,112) | (1,187,748) | (1,226,572) | (1,265,396) | (1,304,439) | (1,343,641) |
| | 3,000 | | (1,126,808) | (1,165,398) | (1,204,073) | (1,242,898) | (1,281,722) | (1,320,812) | (1,360,176) |
| | 4,000 | | (1,143,094) | (1,181,685) | (1,220,399) | (1,259,224) | (1,298,064) | (1,337,184) | (1,376,711) |
| | 5,000 | | (1,159,381) | (1,197,971) | (1,236,725) | (1,275,550) | (1,314,436) | (1,353,556) | (1,393,268) |
| | 6,000 | | (1,175,667) | (1,214,257) | (1,253,051) | (1,291,875) | (1,330,809) | (1,369,929) | (1,422,832) |
| | 7,000 | | (1,191,953) | (1,230,553) | (1,269,377) | (1,308,201) | (1,347,181) | (1,386,327) | (1,584,706) |
| | 8,000 | | (1,208,239) | (1,246,879) | (1,285,703) | (1,324,527) | (1,363,553) | (1,402,817) | (1,746,580) |
| | 9,000 | | (1,224,526) | (1,263,205) | (1,302,029) | (1,340,853) | (1,379,926) | (1,419,352) | (1,908,455) |
| | 10,000 | | (1,240,812) | (1,279,531) | (1,318,355) | (1,357,179) | (1,396,298) | (1,435,943) | (2,070,454) |
| | 11,000 | | (1,257,098) | (1,295,857) | (1,334,681) | (1,373,550) | (1,412,671) | (1,531,006) | (2,232,490) |
| | 12,000 | | (1,273,385) | (1,312,183) | (1,351,007) | (1,389,923) | (1,429,060) | (1,692,881) | (2,394,527) |
| | 13,000 | | (1,289,685) | (1,328,509) | (1,367,333) | (1,406,295) | (1,445,542) | (1,854,755) | (2,556,564) |
| | 14,000 | | (1,306,011) | (1,344,835) | (1,383,659) | (1,422,668) | (1,462,024) | (2,016,629) | (2,718,600) |
| | 15,000 | | (1,322,337) | (1,361,161) | (1,399,985) | (1,439,040) | (1,478,618) | (2,178,503) | (2,880,637) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,342,096) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit | 15.0% | | (963,682) | (1,012,511) | (1,061,477) | (1,110,540) | (1,159,633) | (1,208,992) | (1,258,806) |
| | 16.0% | | (1,000,542) | (1,047,323) | (1,094,241) | (1,141,256) | (1,188,301) | (1,235,612) | (1,283,379) |
| | 17.0% | | (1,037,402) | (1,082,135) | (1,127,005) | (1,171,972) | (1,216,970) | (1,262,233) | (1,307,952) |
| | 18.0% | | (1,074,261) | (1,116,947) | (1,159,769) | (1,202,689) | (1,245,638) | (1,288,854) | (1,332,525) |
| | 19.0% | | (1,111,121) | (1,151,759) | (1,192,533) | (1,233,405) | (1,274,307) | (1,315,475) | (1,357,098) |
| | 20.0% | | (1,147,980) | (1,186,571) | (1,225,297) | (1,264,121) | (1,302,975) | (1,342,096) | (1,381,671) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,342,096) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) | 100,000 | | (395,480) | (434,071) | (472,797) | (511,621) | (550,475) | (589,596) | (629,171) |
| | 200,000 | | (495,480) | (534,071) | (572,797) | (611,621) | (650,475) | (689,596) | (729,171) |
| | 300,000 | | (595,480) | (634,071) | (672,797) | (711,621) | (750,475) | (789,596) | (829,171) |
| | 400,000 | | (695,480) | (734,071) | (772,797) | (811,621) | (850,475) | (889,596) | (929,171) |
| | 500,000 | | (795,480) | (834,071) | (872,797) | (911,621) | (950,475) | (989,596) | (1,029,171) |
| | 600,000 | | (895,480) | (934,071) | (972,797) | (1,011,621) | (1,050,475) | (1,089,596) | (1,129,171) |
| | 700,000 | | (995,480) | (1,034,071) | (1,072,797) | (1,111,621) | (1,150,475) | (1,189,596) | (1,229,171) |
| | 800,000 | | (1,095,480) | (1,134,071) | (1,172,797) | (1,211,621) | (1,250,475) | (1,289,596) | (1,329,171) |
| | 900,000 | | (1,195,480) | (1,234,071) | (1,272,797) | (1,311,621) | (1,350,475) | (1,389,596) | (1,429,171) |
| | 1,000,000 | | (1,295,480) | (1,334,071) | (1,372,797) | (1,411,621) | (1,450,475) | (1,489,596) | (1,529,171) |
| | 1,100,000 | | (1,395,480) | (1,434,071) | (1,472,797) | (1,511,621) | (1,550,475) | (1,589,596) | (1,629,171) |
| | 1,200,000 | | (1,495,480) | (1,534,071) | (1,572,797) | (1,611,621) | (1,650,475) | (1,689,596) | (1,729,171) |
| | 1,300,000 | | (1,595,480) | (1,634,071) | (1,672,797) | (1,711,621) | (1,750,475) | (1,789,596) | (1,829,171) |
| | 1,400,000 | | (1,695,480) | (1,734,071) | (1,772,797) | (1,811,621) | (1,850,475) | (1,889,596) | (1,929,171) |
| | 1,500,000 | | (1,795,480) | (1,834,071) | (1,872,797) | (1,911,621) | (1,950,475) | (1,989,596) | (2,029,171) |
| 1,600,000 | | (1,895,480) | (1,934,071) | (1,972,797) | (2,011,621) | (2,050,475) | (2,089,596) | (2,129,171) | |

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Scheme Typology: Lower Value Zone No Units: 75
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Brownfield
 Notes:

TABLE 5 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,342,096) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 0 | | (965,657) | (1,004,247) | (1,042,837) | (1,081,427) | (1,120,094) | (1,158,918) | (1,197,769) |
| Net Zero | 2,000 | (1,002,121) | (1,040,712) | (1,079,302) | (1,117,892) | (1,156,664) | (1,195,488) | (1,234,458) |
| (£ per unit) | 4,000 | (1,038,586) | (1,077,176) | (1,115,767) | (1,154,410) | (1,193,235) | (1,232,059) | (1,271,147) |
| 10,000 | 6,000 | (1,075,051) | (1,113,641) | (1,152,231) | (1,190,981) | (1,229,805) | (1,268,717) | (1,307,837) |
| | 8,000 | (1,111,516) | (1,150,106) | (1,188,727) | (1,227,551) | (1,266,375) | (1,305,406) | (1,344,604) |
| | 10,000 | (1,147,980) | (1,186,571) | (1,225,297) | (1,264,121) | (1,302,975) | (1,342,096) | (1,381,671) |
| | 12,000 | (1,184,445) | (1,223,043) | (1,261,868) | (1,300,692) | (1,339,665) | (1,378,785) | (1,510,943) |
| | 14,000 | (1,220,910) | (1,259,614) | (1,298,438) | (1,337,262) | (1,376,354) | (1,415,773) | (1,874,249) |
| | 16,000 | (1,257,374) | (1,296,184) | (1,335,008) | (1,373,924) | (1,413,044) | (1,536,341) | (2,237,871) |
| | 18,000 | (1,293,930) | (1,332,754) | (1,371,578) | (1,410,613) | (1,449,890) | (1,899,639) | (2,601,546) |
| | 20,000 | (1,330,501) | (1,369,325) | (1,408,182) | (1,447,303) | (1,561,740) | (2,263,007) | (2,965,280) |
| | 22,000 | (1,367,071) | (1,405,895) | (1,444,872) | (1,484,085) | (1,925,037) | (2,626,682) | (3,329,116) |
| | 24,000 | (1,403,641) | (1,442,465) | (1,481,561) | (1,587,138) | (2,288,335) | (2,990,358) | (3,693,157) |
| | 26,000 | (1,440,211) | (1,479,131) | (1,518,279) | (1,950,435) | (2,651,818) | (3,354,088) | (4,057,384) |
| | 28,000 | (1,476,782) | (1,515,820) | (1,612,606) | (2,313,733) | (3,015,494) | (3,717,923) | (4,421,637) |
| | 30,000 | (1,513,389) | (1,552,509) | (1,975,834) | (2,677,040) | (3,379,169) | (4,081,961) | (4,786,053) |

TABLE 6 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,342,096) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 70% | | (384,941) | (417,694) | (450,447) | (483,201) | (515,954) | (548,737) | (581,585) |
| 75% | | (504,341) | (537,094) | (569,853) | (602,701) | (635,549) | (668,396) | (701,244) |
| Build Cost | 80% | (623,817) | (656,665) | (689,512) | (722,360) | (755,208) | (788,055) | (821,582) |
| 100% | 85% | (743,476) | (776,324) | (809,349) | (843,805) | (881,422) | (920,012) | (958,603) |
| (105% = 5% increase) | 90% | (867,589) | (906,008) | (944,548) | (983,138) | (1,021,729) | (1,060,344) | (1,099,168) |
| | 95% | (1,007,674) | (1,046,264) | (1,084,854) | (1,123,445) | (1,162,233) | (1,201,057) | (1,240,045) |
| | 100% | (1,147,980) | (1,186,571) | (1,225,297) | (1,264,121) | (1,302,975) | (1,342,096) | (1,381,671) |
| | 105% | (1,288,362) | (1,327,186) | (1,366,010) | (1,405,026) | (1,444,266) | (1,844,320) | (2,546,170) |
| | 110% | (1,429,074) | (1,467,957) | (1,507,077) | (1,839,797) | (2,541,066) | (3,243,285) | (3,946,462) |
| | 115% | (1,570,008) | (1,835,365) | (2,536,472) | (3,238,175) | (3,940,527) | (4,644,023) | (5,348,617) |
| | 120% | (2,531,949) | (3,233,209) | (3,935,285) | (4,637,866) | (5,341,586) | (6,046,389) | (6,751,568) |
| | 125% | (3,930,181) | (4,632,395) | (5,335,304) | (6,039,258) | (6,744,162) | (7,449,340) | (8,154,519) |

TABLE 7 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,342,096) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 80% | | (3,886,189) | (4,202,284) | (4,518,934) | (4,835,967) | (5,153,469) | (5,471,214) | (5,788,960) |
| 82% | | (3,190,949) | (3,545,509) | (3,900,209) | (4,255,491) | (4,611,257) | (4,967,551) | (5,324,040) |
| Market Values | 84% | (2,496,274) | (2,888,921) | (3,282,080) | (3,675,424) | (4,069,434) | (4,463,980) | (4,859,121) |
| 100% | 86% | (1,801,884) | (2,232,920) | (2,664,110) | (3,095,903) | (3,527,930) | (3,960,763) | (4,394,201) |
| (105% = 5% increase) | 88% | (1,485,956) | (1,577,115) | (2,046,731) | (2,516,517) | (2,986,977) | (3,457,814) | (3,929,533) |
| | 90% | (1,429,379) | (1,452,784) | (1,476,409) | (1,937,706) | (2,446,217) | (2,955,339) | (3,465,160) |
| | 92% | (1,373,031) | (1,399,350) | (1,425,898) | (1,452,669) | (1,905,844) | (2,453,169) | (3,001,071) |
| | 94% | (1,316,685) | (1,346,118) | (1,375,607) | (1,405,298) | (1,435,405) | (1,951,147) | (2,537,371) |
| | 96% | (1,260,340) | (1,292,903) | (1,325,467) | (1,358,150) | (1,390,984) | (1,449,581) | (2,073,863) |
| | 98% | (1,204,133) | (1,239,688) | (1,275,382) | (1,311,076) | (1,346,980) | (1,383,040) | (1,610,630) |
| | 100% | (1,147,980) | (1,186,571) | (1,225,297) | (1,264,121) | (1,302,975) | (1,342,096) | (1,381,671) |
| | 102% | (1,091,827) | (1,133,537) | (1,175,247) | (1,217,167) | (1,259,121) | (1,301,234) | (1,343,498) |
| | 104% | (1,035,675) | (1,080,504) | (1,125,334) | (1,170,212) | (1,215,297) | (1,260,382) | (1,305,780) |
| | 106% | (979,522) | (1,027,471) | (1,075,420) | (1,123,369) | (1,171,473) | (1,219,688) | (1,268,062) |
| | 108% | (923,497) | (974,438) | (1,025,506) | (1,076,575) | (1,127,649) | (1,178,994) | (1,230,344) |
| | 110% | (867,498) | (921,472) | (975,593) | (1,029,781) | (1,083,969) | (1,138,300) | (1,192,776) |
| | 112% | (815,567) | (868,584) | (925,679) | (982,987) | (1,040,295) | (1,097,606) | (1,155,212) |
| | 114% | (767,299) | (819,281) | (875,892) | (936,193) | (996,621) | (1,057,048) | (1,117,649) |
| | 116% | (719,420) | (773,547) | (828,622) | (889,422) | (952,946) | (1,016,493) | (1,080,085) |
| | 118% | (671,541) | (728,328) | (785,115) | (843,682) | (909,272) | (975,938) | (1,042,605) |
| | 120% | (623,662) | (683,109) | (742,556) | (802,003) | (865,619) | (935,384) | (1,005,170) |

TABLE 8 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,342,096) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 5,000 | | (1,139,825) | (1,174,338) | (1,208,945) | (1,243,681) | (1,278,418) | (1,313,397) | (1,348,559) |
| 10,000 | | (1,131,670) | (1,162,105) | (1,192,593) | (1,223,242) | (1,253,890) | (1,284,698) | (1,315,619) |
| Grant (£ per unit) | 15,000 | (1,123,514) | (1,149,872) | (1,176,242) | (1,202,802) | (1,229,362) | (1,256,000) | (1,282,820) |
| - | 20,000 | (1,115,359) | (1,137,639) | (1,159,918) | (1,182,362) | (1,204,834) | (1,227,306) | (1,250,022) |
| | 25,000 | (1,107,204) | (1,125,406) | (1,143,608) | (1,161,922) | (1,180,306) | (1,198,690) | (1,217,223) |
| | 30,000 | (1,099,048) | (1,113,173) | (1,127,297) | (1,141,482) | (1,155,778) | (1,170,075) | (1,184,425) |
| | 35,000 | (1,090,893) | (1,100,940) | (1,110,987) | (1,121,042) | (1,131,251) | (1,141,459) | (1,151,667) |
| | 40,000 | (1,082,738) | (1,088,707) | (1,094,676) | (1,100,645) | (1,106,723) | (1,112,843) | (1,118,963) |
| | 45,000 | (1,074,583) | (1,076,474) | (1,078,365) | (1,080,257) | (1,082,195) | (1,084,227) | (1,086,260) |
| | 50,000 | (1,066,427) | (1,064,241) | (1,062,055) | (1,059,869) | (1,057,682) | (1,055,611) | (1,053,556) |
| | 55,000 | (1,058,272) | (1,052,008) | (1,045,744) | (1,039,480) | (1,033,216) | (1,026,996) | (1,020,852) |

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

240306_BCC Appraisal_LVBF_v0.2

Appraisal Ref: **6** (see Typologies Matrix)
 Scheme Typology: **Lower Value Zone**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes: No Units: **125**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|--|--|---------------------------|------------------------------------|---|---------------------|----------------|
| Total number of units in scheme | | | | 125 Units | | | | |
| AH Policy requirement (% Target) | | | | 35% | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) | | 65% | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % 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 | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 20.0% | 16.3 | 20.0% | 8.8 | 20% | 25.0 | | |
| 3 bed House | 40.0% | 32.5 | 40.0% | 17.5 | 40% | 50.0 | | |
| 4 bed House | 20.0% | 16.3 | 20.0% | 8.8 | 20% | 25.0 | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | 10.0% | 8.1 | 10.0% | 4.4 | 10% | 12.5 | | |
| 2 bed Flat | 10.0% | 8.1 | 10.0% | 4.4 | 10% | 12.5 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | 100.0% | 81.3 | 100.0% | 43.8 | 100% | 125.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 1,284 | 13,818 | 691 | 7,441 | 1,975 | 21,259 | | |
| 3 bed House | 3,088 | 33,234 | 1,663 | 17,895 | 4,750 | 51,129 | | |
| 4 bed House | 1,950 | 20,990 | 1,050 | 11,302 | 3,000 | 32,292 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 478 | 5,145 | 257 | 2,770 | 735 | 7,915 | | |
| 2 bed Flat | 669 | 7,202 | 360 | 3,878 | 1,029 | 11,080 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 7,468 | 80,388 | 4,021 | 43,286 | 11,490 | 123,674 | | |
| AH % by floor area: | | | 35.00% AH % by floor area (difference due to mix) | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 180,000 | 2,278 | 212 | 4,500,000 | | | | |
| 3 bed House | 285,000 | 3,000 | 279 | 14,250,000 | | | | |
| 4 bed House | 375,000 | 3,125 | 290 | 9,375,000 | | | | |
| 5 bed House | 400,000 | 2,857 | 265 | 0 | | | | |
| 1 bed Flat | 115,000 | 2,300 | 214 | 1,437,500 | | | | |
| 2 bed Flat | 165,000 | 2,357 | 219 | 2,062,500 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 31,625,000 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 135,000 | 75% |
| 3 bed House | 156,750 | 55% | 128,250 | 45% | 199,500 | 70% | 213,750 | 75% |
| 4 bed House | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| 5 bed House | 220,000 | 55% | 180,000 | 45% | 250,000 | 70% | 300,000 | 75% |
| 1 bed Flat | 63,250 | 55% | 51,750 | 45% | 80,500 | 70% | 86,250 | 75% |
| 2 bed Flat | 90,750 | 55% | 74,250 | 45% | 115,500 | 70% | 123,750 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | | | | |

* capped @£250K

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Scheme Typology: **Lower Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | |
|---|---------------------------|------------|---------------------------------|----------|------------|
| OMS GDV - (part houses due to % mix) | | | | | |
| 1 bed House | 0.0 | @ | 200,000 | | - |
| 2 bed House | 16.3 | @ | 180,000 | | 2,925,000 |
| 3 bed House | 32.5 | @ | 285,000 | | 9,262,500 |
| 4 bed House | 16.3 | @ | 375,000 | | 6,093,750 |
| 5 bed House | 0.0 | @ | 400,000 | | - |
| 1 bed Flat | 8.1 | @ | 115,000 | | 934,375 |
| 2 bed Flat | 8.1 | @ | 165,000 | | 1,340,625 |
| 3 bed Flat | 0.0 | @ | 375,000 | | - |
| | 81.3 | | | | 20,556,250 |
| Affordable Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 110,000 | | - |
| 2 bed House | 5.3 | @ | 99,000 | | 519,750 |
| 3 bed House | 10.5 | @ | 156,750 | | 1,645,875 |
| 4 bed House | 5.3 | @ | 206,250 | | 1,082,813 |
| 5 bed House | 0.0 | @ | 220,000 | | - |
| 1 bed Flat | 2.6 | @ | 63,250 | | 166,031 |
| 2 bed Flat | 2.6 | @ | 90,750 | | 238,219 |
| 3 bed Flat | 0.0 | @ | 206,250 | | - |
| | 26.3 | | | | 3,652,688 |
| Social Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 90,000 | | - |
| 2 bed House | 0.9 | @ | 81,000 | | 70,875 |
| 3 bed House | 1.8 | @ | 128,250 | | 224,438 |
| 4 bed House | 0.9 | @ | 168,750 | | 147,656 |
| 5 bed House | 0.0 | @ | 180,000 | | - |
| 1 bed Flat | 0.4 | @ | 51,750 | | 22,641 |
| 2 bed Flat | 0.4 | @ | 74,250 | | 32,484 |
| 3 bed Flat | 0.0 | @ | 168,750 | | - |
| | 4.4 | | | | 498,094 |
| First Homes GDV - | | | | | |
| 1 bed House | 0.0 | @ | 140,000 | | - |
| 2 bed House | 2.2 | @ | 126,000 | | 275,625 |
| 3 bed House | 4.4 | @ | 199,500 | | 872,813 |
| 4 bed House | 2.2 | @ | 250,000 | | 546,875 |
| 5 bed House | 0.0 | @ | 250,000 | | - |
| 1 bed Flat | 1.1 | @ | 80,500 | | 88,047 |
| 2 bed Flat | 1.1 | @ | 115,500 | | 126,328 |
| 3 bed Flat | 0.0 | @ | 250,000 | | - |
| | 10.9 | | | | 1,909,688 |
| Other Intermediate GDV - | | | | | |
| 1 bed House | 0.0 | @ | 150,000 | | - |
| 2 bed House | 0.4 | @ | 135,000 | | 59,063 |
| 3 bed House | 0.9 | @ | 213,750 | | 187,031 |
| 4 bed House | 0.4 | @ | 281,250 | | 123,047 |
| 5 bed House | 0.0 | @ | 300,000 | | - |
| 1 bed Flat | 0.2 | @ | 86,250 | | 18,867 |
| 2 bed Flat | 0.2 | @ | 123,750 | | 27,070 |
| 3 bed Flat | 0.0 | @ | 281,250 | | - |
| | 2.2 | 43.8 | | | 415,078 |
| Sub-total GDV Residential | | | | | |
| | 125 | | | | 27,031,797 |
| AH on-site cost analysis: | | | | | |
| | 400 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | | 4,593,203 |
| | | | 36,746 £ per unit (total units) | | |
| Grant | | | | | |
| | 44 | AH units @ | 0 | per unit | - |
| Total GDV | | | | | |
| | | | | | 27,031,797 |

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Scheme Typology: **Lower Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|----------------|------------------|---------------------|----------------------------------|---------------------------------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (33,209) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (100,000) |
| CIL (Mrkt only + garages) | | | | | | - |
| | | 7,980 sqm | | 0.00 £ psm | | |
| | | 0.00% % of GDV | | 0 £ per unit (total units) | | |
| Site Specific S106 Contributions | | | | | | |
| | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 125 units @ | | 4,300 per unit | | (537,500) |
| | Sub-total | | | | | (537,500) |
| S106 analysis: | | 172,000 £ per ha | 1.99% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | | | | - |
| Comm. Sum analysis: | | | 11,490 sqm (total) | 0 £ psm | | |
| | | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | (386,094) |
| | | 3.13 ha @ | | 123,550 £ per ha (if brownfield) | | |
| Site Infrastructure costs - | | | | | | |
| | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 125 units @ | | 0 per unit | | - |
| | Sub-total | | | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | | | | | |
| | | - sqm @ | | 1,260 psm | | - |
| 2 bed House | | | | | | |
| | | 1,975 sqm @ | | 1,260 psm | | (2,488,500) |
| 3 bed House | | | | | | |
| | | 4,750 sqm @ | | 1,260 psm | | (5,985,000) |
| 4 bed House | | | | | | |
| | | 3,000 sqm @ | | 1,260 psm | | (3,780,000) |
| 5 bed House | | | | | | |
| | | - sqm @ | | 1,260 psm | | - |
| 1 bed Flat | | | | | | |
| | | 735 sqm @ | | 1,638 psm | | (1,204,412) |
| 2 bed Flat | | | | | | |
| | | 1,029 sqm @ | | 1,638 psm | | (1,686,176) |
| 3 bed Flat | | | | | | |
| | | - sqm @ | | 1,638 psm | | - |
| | | 11,490 | | | | |
| Garages for 3B House (Mrkt only) | | | | | | (175,500) |
| | 33 | 50% units @ | | 18 sqm @ | 600 psm | |
| Garages for 4B House (Mrkt only) | | | | | | (131,625) |
| | 16 | 75% units @ | | 18 sqm @ | 600 psm | |
| Garages for 5B House (Mrkt only) | | | | | | - |
| | - | 120% units @ | | 18 sqm @ | 600 psm | |
| | | 512 | | | | |
| External works | | | | | | (2,317,682) |
| Ext. Works analysis: | | | 15,451,213 @ | 15.0% | 18,541 £ per unit (total units) | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (35,875) |
| | | 125 units @ | | 287 £ per unit | | |
| M4(2) Category 2 Housing | | | | | | |
| | Aff units | 44 units @ | 90% @ | 521 £ per unit | | (20,514) |
| M4(2) Category 2 Housing | | | | | | |
| | OMS units | 81 units @ | 90% @ | 521 £ per unit | | (38,098) |
| M4(3) Category 3 Housing | | | | | | |
| | Aff units | 44 units @ | 10% @ | 10,111 £ per unit | | (44,236) |
| M4(3) Category 3 Housing | | | | | | |
| | OMS units | 81 units @ | 10% @ | 10,111 £ per unit | | (82,152) |
| Net Zero Cost | | | | | | (1,250,000) |
| | | 125 units @ | | 10,000 £ per unit | | |
| Urban Greening | | | | | | |
| | No. of storeys | 2.4 equals | 4,787 sqm footprint | 100 £ sqm | | (478,738) |
| EV Charging Points - Houses | | | | | | (100,000) |
| | | 100 units @ | | 1,000 £ per unit | | |
| EV Charging Points - Flats | | | | | | (15,625) |
| | | 25 units @ | 4 flats per charger | 2,500 £ per 4 units | | |
| | | 2 units @ | | 0 £ per unit | | - |
| | Sub-total | | | | | (2,065,238) |
| Policy Costs analysis: (design costs only) | | | | 16,522 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | (1,011,011) |
| | | 20,220,227 @ | | 5.0% | | |

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Scheme Typology: **Lower Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|-------------------|---------------------------|------------------------------------|---------------------|
| Professional Fees | 20,220,227 @ | 6.5% | | (1,314,315) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 20,556,250 OMS @ | 3.00% | 4,934 £ per unit | (616,688) |
| Residential Sales Agent Costs | 20,556,250 OMS @ | 1.00% | 1,645 £ per unit | (205,563) |
| Residential Sales Legal Costs | 20,556,250 OMS @ | 0.35% | 576 £ per unit | (71,947) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 7,074 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (218,962) |
| Developers Profit - | | | | |
| Profit on OMS | 20,556,250 | 20.00% | | (4,111,250) |
| Margin on AH | 6,475,547 | 6.00% on AH values | | (388,533) |
| Profit analysis: | 27,031,797 | 16.65% blended GDV | (4,499,783) | |
| | 24,319,421 | 18.50% on costs | (4,499,783) | |
| TOTAL COSTS | | | | (28,819,204) |

| | | | | |
|----------------------------------|----------------------------|-----------------------------------|-------------------------------------|--------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | (1,787,407) |
| SDLT | - @ | HMRC formula | | - |
| Acquisition Agent fees | - @ | 1.0% | | - |
| Acquisition Legal fees | - @ | 0.5% | | - |
| Interest on Land | - @ | 8.00% | | - |
| Residual Land Value | | | | (1,787,407) |
| RLV analysis: | (14,299) £ per plot | (571,970) £ per ha (net) | (231,473) £ per acre (net) | |
| | | (571,970) £ per ha (gross) | (231,473) £ per acre (gross) | |
| | | | -6.61% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|-----------------------------------|-----------------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 40.0 dph (net) | | | |
| Site Area (net) | 3.13 ha (net) | | 7.72 acres (net) | |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 3.13 ha (gross) | | 7.72 acres (gross) | |
| Density analysis: | 3,677 sqm/ha (net) | 16,016 sqft/ac (net) | | |
| | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 52,663 £ per plot | 2,106,528 £ per ha (net) | 852,500 £ per acre (net) | 6,582,898 |
| BLV analysis: | | 2,106,528 £ per ha (gross) | 852,500 £ per acre (gross) | |

| | | | | |
|-------------------|--|-----------------------------------|-------------------------------------|--------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (2,678,498) £ per ha (net) | (1,083,973) £ per acre (net) | (8,370,305) |

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Scheme Typology: **Lower Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,083,973) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm | 0.00 | | (884,123) | (923,385) | (962,865) | (1,002,694) | (1,042,970) | (1,083,973) | (1,126,159) |
| | 10.00 | | (898,788) | (937,284) | (976,043) | (1,015,118) | (1,054,703) | (1,095,042) | (1,136,642) |
| | 20.00 | | (913,474) | (951,228) | (989,225) | (1,027,584) | (1,066,449) | (1,106,144) | (1,147,125) |
| | 30.00 | | (928,190) | (965,178) | (1,002,429) | (1,040,057) | (1,078,252) | (1,117,292) | (1,157,609) |
| | 40.00 | | (942,906) | (979,136) | (1,015,667) | (1,052,581) | (1,090,076) | (1,128,503) | (1,168,092) |
| | 50.00 | | (957,645) | (993,142) | (1,028,913) | (1,065,118) | (1,101,946) | (1,139,766) | (1,178,575) |
| | 60.00 | | (972,416) | (1,007,148) | (1,042,210) | (1,077,704) | (1,113,866) | (1,151,089) | (1,189,059) |
| | 70.00 | | (987,187) | (1,021,195) | (1,055,512) | (1,090,320) | (1,125,828) | (1,162,446) | (1,199,542) |
| | 80.00 | | (1,002,003) | (1,035,260) | (1,068,871) | (1,102,970) | (1,137,838) | (1,173,803) | (1,210,025) |
| | 90.00 | | (1,016,833) | (1,049,356) | (1,082,246) | (1,115,680) | (1,149,915) | (1,185,160) | (1,220,509) |
| | 100.00 | | (1,031,687) | (1,063,484) | (1,095,671) | (1,128,428) | (1,162,059) | (1,196,516) | (1,230,992) |
| | 110.00 | | (1,046,579) | (1,077,647) | (1,109,135) | (1,141,223) | (1,174,272) | (1,207,873) | (1,241,513) |
| | 120.00 | | (1,061,489) | (1,091,841) | (1,122,631) | (1,154,086) | (1,186,502) | (1,219,230) | (1,252,064) |
| | 130.00 | | (1,076,448) | (1,106,086) | (1,136,197) | (1,167,015) | (1,198,733) | (1,230,587) | (1,262,615) |
| | 140.00 | | (1,091,432) | (1,120,359) | (1,149,810) | (1,180,012) | (1,210,963) | (1,241,944) | (1,273,166) |
| | 150.00 | | (1,106,461) | (1,134,696) | (1,163,479) | (1,193,086) | (1,223,194) | (1,253,301) | (1,283,716) |
| | 160.00 | | (1,121,536) | (1,149,082) | (1,177,213) | (1,206,190) | (1,235,424) | (1,264,702) | (1,294,267) |
| | 170.00 | | (1,136,644) | (1,163,520) | (1,191,021) | (1,219,295) | (1,247,855) | (1,276,132) | (1,304,818) |
| | 180.00 | | (1,151,824) | (1,178,018) | (1,204,912) | (1,232,399) | (1,259,885) | (1,287,562) | (1,315,369) |
| | 190.00 | | (1,167,055) | (1,192,595) | (1,218,890) | (1,245,503) | (1,272,116) | (1,298,992) | (1,325,923) |
| 200.00 | | (1,182,344) | (1,207,252) | (1,232,868) | (1,258,607) | (1,284,373) | (1,310,422) | (1,336,542) | |
| 210.00 | | (1,197,701) | (1,221,994) | (1,246,845) | (1,271,711) | (1,296,682) | (1,321,852) | (1,347,160) | |
| 220.00 | | (1,213,137) | (1,236,831) | (1,260,823) | (1,284,815) | (1,308,991) | (1,333,282) | (1,357,779) | |
| 230.00 | | (1,228,665) | (1,251,682) | (1,274,801) | (1,297,919) | (1,321,301) | (1,344,712) | (1,368,398) | |
| 240.00 | | (1,244,289) | (1,266,534) | (1,288,779) | (1,311,078) | (1,333,610) | (1,356,163) | (1,379,016) | |
| 250.00 | | (1,260,014) | (1,281,385) | (1,302,756) | (1,324,267) | (1,345,919) | (1,367,667) | (1,389,635) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,083,973) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 | 1,000 | | (831,727) | (868,543) | (907,791) | (947,258) | (987,074) | (1,027,350) | (1,068,376) |
| | 2,000 | | (846,620) | (885,133) | (924,438) | (964,023) | (1,003,953) | (1,044,426) | (1,085,745) |
| | 3,000 | | (862,557) | (901,743) | (941,141) | (980,800) | (1,020,876) | (1,061,570) | (1,103,232) |
| | 4,300 | | (879,147) | (918,391) | (957,851) | (997,639) | (1,037,870) | (1,078,794) | (1,120,850) |
| | 5,000 | | (895,736) | (935,039) | (974,604) | (1,014,498) | (1,054,916) | (1,096,111) | (1,138,611) |
| | 6,000 | | (912,344) | (951,734) | (991,381) | (1,031,421) | (1,072,026) | (1,113,533) | (1,156,401) |
| | 7,000 | | (928,991) | (968,444) | (1,008,204) | (1,048,390) | (1,089,212) | (1,131,073) | (1,174,190) |
| | 8,000 | | (945,639) | (985,186) | (1,025,052) | (1,065,406) | (1,106,486) | (1,148,768) | (1,191,979) |
| | 9,000 | | (962,327) | (1,001,963) | (1,041,965) | (1,082,491) | (1,123,860) | (1,166,557) | (1,209,768) |
| | 10,000 | | (979,038) | (1,018,770) | (1,058,909) | (1,099,655) | (1,141,348) | (1,184,346) | (1,227,557) |
| | 11,000 | | (995,767) | (1,035,617) | (1,075,911) | (1,116,894) | (1,158,961) | (1,202,135) | (1,245,410) |
| | 12,000 | | (1,012,544) | (1,052,510) | (1,092,981) | (1,134,221) | (1,176,713) | (1,219,924) | (1,263,314) |
| | 13,000 | | (1,029,335) | (1,069,432) | (1,110,111) | (1,151,649) | (1,194,502) | (1,237,714) | (1,281,217) |
| | 14,000 | | (1,046,182) | (1,086,431) | (1,127,312) | (1,169,189) | (1,212,291) | (1,255,503) | (1,299,121) |
| | 15,000 | | (1,063,054) | (1,103,472) | (1,144,596) | (1,186,869) | (1,230,081) | (1,273,392) | (1,317,025) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,083,973) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit | 15.0% | | (720,604) | (762,927) | (805,436) | (849,434) | (899,628) | (950,869) | (1,003,294) |
| | 16.0% | | (752,118) | (792,691) | (833,799) | (879,828) | (928,296) | (977,490) | (1,027,867) |
| | 17.0% | | (783,633) | (822,455) | (864,572) | (910,545) | (956,965) | (1,004,111) | (1,052,440) |
| | 18.0% | | (815,148) | (853,762) | (897,336) | (941,261) | (985,633) | (1,030,732) | (1,077,013) |
| | 19.0% | | (847,761) | (888,574) | (930,100) | (971,977) | (1,014,302) | (1,057,352) | (1,101,586) |
| | 20.0% | | (884,123) | (923,385) | (962,865) | (1,002,694) | (1,042,970) | (1,083,973) | (1,126,159) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,083,973) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) | 100,000 | | (131,623) | (170,885) | (210,365) | (250,194) | (290,470) | (331,473) | (373,659) |
| | 200,000 | | (231,623) | (270,885) | (310,365) | (350,194) | (390,470) | (431,473) | (473,659) |
| | 300,000 | | (331,623) | (370,885) | (410,365) | (450,194) | (490,470) | (531,473) | (573,659) |
| | 400,000 | | (431,623) | (470,885) | (510,365) | (550,194) | (590,470) | (631,473) | (673,659) |
| | 500,000 | | (531,623) | (570,885) | (610,365) | (650,194) | (690,470) | (731,473) | (773,659) |
| | 600,000 | | (631,623) | (670,885) | (710,365) | (750,194) | (790,470) | (831,473) | (873,659) |
| | 700,000 | | (731,623) | (770,885) | (810,365) | (850,194) | (890,470) | (931,473) | (973,659) |
| | 800,000 | | (831,623) | (870,885) | (910,365) | (950,194) | (990,470) | (1,031,473) | (1,073,659) |
| | 900,000 | | (931,623) | (970,885) | (1,010,365) | (1,050,194) | (1,090,470) | (1,131,473) | (1,173,659) |
| | 1,000,000 | | (1,031,623) | (1,070,885) | (1,110,365) | (1,150,194) | (1,190,470) | (1,231,473) | (1,273,659) |
| | 1,100,000 | | (1,131,623) | (1,170,885) | (1,210,365) | (1,250,194) | (1,290,470) | (1,331,473) | (1,373,659) |
| | 1,200,000 | | (1,231,623) | (1,270,885) | (1,310,365) | (1,350,194) | (1,390,470) | (1,431,473) | (1,473,659) |
| | 1,300,000 | | (1,331,623) | (1,370,885) | (1,410,365) | (1,450,194) | (1,490,470) | (1,531,473) | (1,573,659) |
| | 1,400,000 | | (1,431,623) | (1,470,885) | (1,510,365) | (1,550,194) | (1,590,470) | (1,631,473) | (1,673,659) |
| | 1,500,000 | | (1,531,623) | (1,570,885) | (1,610,365) | (1,650,194) | (1,690,470) | (1,731,473) | (1,773,659) |
| 1,600,000 | | (1,631,623) | (1,670,885) | (1,710,365) | (1,750,194) | (1,790,470) | (1,831,473) | (1,873,659) | |

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Scheme Typology: Lower Value Zone No Units: 125
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Brownfield
 Notes:

TABLE 5 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,083,973) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 0 | (720,098) | (753,212) | (786,430) | (819,729) | (854,851) | (894,133) | (933,718) | |
| Net Zero | 2,000 | (751,581) | (784,785) | (818,064) | (852,873) | (892,115) | (931,596) | (971,456) |
| (£ per unit) | 4,000 | (783,141) | (816,400) | (851,047) | (890,097) | (929,524) | (969,271) | (1,009,496) |
| 10,000 | 6,000 | (814,735) | (849,264) | (888,081) | (927,458) | (967,103) | (1,007,166) | (1,047,876) |
| | 8,000 | (847,502) | (886,102) | (925,403) | (964,982) | (1,004,909) | (1,045,381) | (1,086,711) |
| | 10,000 | (884,123) | (923,385) | (962,865) | (1,002,694) | (1,042,970) | (1,083,973) | (1,126,159) |
| | 12,000 | (921,367) | (960,799) | (1,000,509) | (1,040,634) | (1,081,372) | (1,123,076) | (1,166,092) |
| | 14,000 | (958,733) | (998,367) | (1,038,362) | (1,078,871) | (1,120,186) | (1,162,814) | (1,206,025) |
| | 16,000 | (996,246) | (1,036,116) | (1,076,446) | (1,117,469) | (1,159,569) | (1,202,747) | (1,246,026) |
| | 18,000 | (1,033,931) | (1,074,109) | (1,114,869) | (1,156,524) | (1,199,469) | (1,242,680) | (1,286,216) |
| | 20,000 | (1,071,814) | (1,112,361) | (1,153,674) | (1,196,190) | (1,239,402) | (1,282,773) | (1,326,413) |
| | 22,000 | (1,109,936) | (1,150,966) | (1,192,985) | (1,236,123) | (1,279,335) | (1,322,963) | (1,366,861) |
| | 24,000 | (1,148,366) | (1,189,988) | (1,232,845) | (1,276,057) | (1,319,520) | (1,363,220) | (1,407,123) |
| | 26,000 | (1,187,162) | (1,229,567) | (1,272,778) | (1,316,077) | (1,359,710) | (1,403,668) | (1,448,065) |
| | 28,000 | (1,226,412) | (1,269,500) | (1,312,711) | (1,356,267) | (1,400,027) | (1,447,273) | (1,493,007) |
| | 30,000 | (1,266,222) | (1,309,433) | (1,352,824) | (1,396,457) | (1,440,475) | (1,487,215) | (1,536,065) |

TABLE 6 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,083,973) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 70% | (223,452) | (256,220) | (288,988) | (321,756) | (354,524) | (387,301) | (420,110) | |
| 75% | (331,812) | (364,622) | (397,432) | (430,242) | (463,051) | (495,888) | (528,753) | |
| Build Cost | 80% | (440,373) | (473,225) | (506,090) | (538,955) | (571,844) | (604,778) | (637,715) |
| 100% | 85% | (549,167) | (582,101) | (615,036) | (648,011) | (681,028) | (714,103) | (747,235) |
| (105% = 5% increase) | 90% | (658,307) | (691,324) | (724,421) | (757,559) | (790,783) | (824,150) | (860,085) |
| | 95% | (767,884) | (801,107) | (834,825) | (872,093) | (911,420) | (951,045) | (991,080) |
| | 100% | (884,123) | (923,385) | (962,865) | (1,002,694) | (1,042,970) | (1,083,973) | (1,126,159) |
| | 105% | (1,014,426) | (1,054,448) | (1,094,970) | (1,136,273) | (1,178,829) | (1,222,040) | (1,265,443) |
| | 110% | (1,147,066) | (1,188,666) | (1,231,499) | (1,274,710) | (1,318,164) | (1,361,856) | (1,407,727) |
| | 115% | (1,284,168) | (1,327,380) | (1,370,886) | (1,414,563) | (1,458,654) | (1,503,094) | (1,548,828) |
| | 120% | (1,423,607) | (1,467,271) | (1,511,361) | (1,555,726) | (1,600,460) | (1,645,539) | (1,691,029) |
| | 125% | (1,564,069) | (1,608,358) | (1,653,092) | (1,698,227) | (1,743,751) | (1,789,653) | (1,835,929) |

TABLE 7 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,083,973) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 80% | (1,713,146) | (1,978,268) | (2,243,390) | (2,508,511) | (2,773,633) | (3,038,755) | (3,303,876) | |
| 82% | (1,424,584) | (1,437,288) | (1,680,810) | (1,981,093) | (2,281,375) | (2,581,658) | (2,881,941) | |
| Market Values | 84% | (1,361,993) | (1,378,003) | (1,394,194) | (1,453,674) | (1,789,118) | (2,460,006) | |
| 100% | 86% | (1,299,701) | (1,319,109) | (1,338,518) | (1,358,074) | (1,377,753) | (1,667,466) | (2,038,071) |
| (105% = 5% increase) | 88% | (1,237,865) | (1,260,467) | (1,283,147) | (1,306,016) | (1,328,929) | (1,352,095) | (1,616,136) |
| | 90% | (1,176,312) | (1,202,073) | (1,228,109) | (1,254,146) | (1,280,436) | (1,306,766) | (1,333,413) |
| | 92% | (1,116,288) | (1,144,386) | (1,173,174) | (1,202,622) | (1,232,093) | (1,261,777) | (1,291,567) |
| | 94% | (1,057,360) | (1,088,073) | (1,119,265) | (1,151,190) | (1,184,004) | (1,216,911) | (1,250,039) |
| | 96% | (999,161) | (1,032,629) | (1,066,469) | (1,100,859) | (1,136,043) | (1,172,256) | (1,208,598) |
| | 98% | (941,450) | (977,794) | (1,014,423) | (1,051,455) | (1,089,095) | (1,127,677) | (1,167,378) |
| | 100% | (884,123) | (923,385) | (962,865) | (1,002,694) | (1,042,970) | (1,083,973) | (1,126,159) |
| | 102% | (829,590) | (869,279) | (911,699) | (954,365) | (997,427) | (1,041,048) | (1,085,562) |
| | 104% | (780,763) | (819,424) | (860,789) | (906,392) | (952,293) | (998,657) | (1,045,721) |
| | 106% | (732,279) | (773,521) | (814,879) | (858,652) | (907,464) | (956,659) | (1,006,413) |
| | 108% | (683,892) | (727,740) | (771,675) | (815,747) | (862,870) | (914,947) | (967,504) |
| | 110% | (635,614) | (682,042) | (728,579) | (775,224) | (822,029) | (873,453) | (928,865) |
| | 112% | (587,402) | (636,447) | (685,556) | (734,798) | (784,169) | (834,093) | (890,471) |
| | 114% | (539,245) | (590,907) | (642,643) | (694,455) | (746,402) | (798,538) | (852,268) |
| | 116% | (491,142) | (545,425) | (599,763) | (654,203) | (708,742) | (763,439) | (818,352) |
| | 118% | (443,090) | (499,981) | (556,956) | (613,972) | (671,128) | (728,408) | (785,873) |
| | 120% | (395,039) | (454,600) | (514,160) | (573,838) | (633,579) | (693,445) | (753,500) |

TABLE 8 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,083,973) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-----------|-----------|-----------|-------------|-------------|-------------|-------------|
| 5,000 | (875,815) | (910,879) | (946,127) | (981,605) | (1,017,454) | (1,053,807) | (1,090,957) | |
| 10,000 | (867,506) | (898,372) | (929,389) | (960,601) | (992,051) | (1,023,868) | (1,056,219) | |
| Grant (£ per unit) | 15,000 | (859,198) | (885,900) | (912,702) | (939,636) | (966,743) | (994,124) | (1,021,844) |
| - | 20,000 | (851,059) | (873,437) | (896,027) | (918,714) | (941,537) | (964,534) | (987,742) |
| | 25,000 | (843,564) | (860,974) | (879,367) | (897,850) | (916,408) | (935,077) | (953,891) |
| | 30,000 | (836,070) | (848,890) | (862,750) | (877,005) | (891,335) | (905,733) | (920,214) |
| | 35,000 | (828,715) | (837,642) | (846,738) | (856,218) | (866,322) | (876,483) | (886,689) |
| | 40,000 | (821,457) | (826,588) | (831,790) | (837,067) | (842,434) | (847,801) | (853,293) |
| | 45,000 | (814,376) | (815,862) | (817,347) | (818,832) | (820,319) | (821,837) | (823,356) |
| | 50,000 | (807,296) | (805,241) | (803,186) | (801,131) | (799,076) | (797,021) | (794,966) |
| | 55,000 | (800,231) | (794,631) | (789,030) | (783,430) | (777,834) | (772,239) | (766,644) |

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: **7** (see Typologies Matrix)
 Scheme Typology: **Lower Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|---|---------------------------|--|---|---|---------------------|----------------|
| Total number of units in scheme | | 200 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % 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 | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 20.0% | 26.0 | 20.0% | 14.0 | 20% | 40.0 | | |
| 3 bed House | 40.0% | 52.0 | 40.0% | 28.0 | 40% | 80.0 | | |
| 4 bed House | 20.0% | 26.0 | 20.0% | 14.0 | 20% | 40.0 | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | 10.0% | 13.0 | 10.0% | 7.0 | 10% | 20.0 | | |
| 2 bed Flat | 10.0% | 13.0 | 10.0% | 7.0 | 10% | 20.0 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | 100.0% | 130.0 | 100.0% | 70.0 | 100% | 200.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 2,054 | 22,109 | 1,106 | 11,905 | 3,160 | 34,014 | | |
| 3 bed House | 4,940 | 53,174 | 2,660 | 28,632 | 7,600 | 81,806 | | |
| 4 bed House | 3,120 | 33,583 | 1,680 | 18,083 | 4,800 | 51,667 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 765 | 8,231 | 412 | 4,432 | 1,176 | 12,663 | | |
| 2 bed Flat | 1,071 | 11,524 | 576 | 6,205 | 1,647 | 17,729 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 11,949 | 128,621 | 6,434 | 69,258 | 18,384 | 197,879 | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV (£ no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 180,000 | 2,278 | 212 | 7,200,000 | | | | |
| 3 bed House | 285,000 | 3,000 | 279 | 22,800,000 | | | | |
| 4 bed House | 375,000 | 3,125 | 290 | 15,000,000 | | | | |
| 5 bed House | 400,000 | 2,857 | 265 | 0 | | | | |
| 1 bed Flat | 115,000 | 2,300 | 214 | 2,300,000 | | | | |
| 2 bed Flat | 165,000 | 2,357 | 219 | 3,300,000 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 50,600,000 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 135,000 | 75% |
| 3 bed House | 156,750 | 55% | 128,250 | 45% | 199,500 | 70% | 213,750 | 75% |
| 4 bed House | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| 5 bed House | 220,000 | 55% | 180,000 | 45% | 250,000 | 70% | 300,000 | 75% |
| 1 bed Flat | 63,250 | 55% | 51,750 | 45% | 80,500 | 70% | 86,250 | 75% |
| 2 bed Flat | 90,750 | 55% | 74,250 | 45% | 115,500 | 70% | 123,750 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| * capped @£250K | | | | | | | | |

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Scheme Typology: **Lower Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 26.0 | @ | 180,000 | 4,680,000 |
| 3 bed House | 52.0 | @ | 285,000 | 14,820,000 |
| 4 bed House | 26.0 | @ | 375,000 | 9,750,000 |
| 5 bed House | 0.0 | @ | 400,000 | - |
| 1 bed Flat | 13.0 | @ | 115,000 | 1,495,000 |
| 2 bed Flat | 13.0 | @ | 165,000 | 2,145,000 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 130.0 | | | 32,890,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 8.4 | @ | 99,000 | 831,600 |
| 3 bed House | 16.8 | @ | 156,750 | 2,633,400 |
| 4 bed House | 8.4 | @ | 206,250 | 1,732,500 |
| 5 bed House | 0.0 | @ | 220,000 | - |
| 1 bed Flat | 4.2 | @ | 63,250 | 265,650 |
| 2 bed Flat | 4.2 | @ | 90,750 | 381,150 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 42.0 | | | 5,844,300 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 1.4 | @ | 81,000 | 113,400 |
| 3 bed House | 2.8 | @ | 128,250 | 359,100 |
| 4 bed House | 1.4 | @ | 168,750 | 236,250 |
| 5 bed House | 0.0 | @ | 180,000 | - |
| 1 bed Flat | 0.7 | @ | 51,750 | 36,225 |
| 2 bed Flat | 0.7 | @ | 74,250 | 51,975 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 7.0 | | | 796,950 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 3.5 | @ | 126,000 | 441,000 |
| 3 bed House | 7.0 | @ | 199,500 | 1,396,500 |
| 4 bed House | 3.5 | @ | 250,000 | 875,000 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 1.8 | @ | 80,500 | 140,875 |
| 2 bed Flat | 1.8 | @ | 115,500 | 202,125 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 17.5 | | | 3,055,500 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.7 | @ | 135,000 | 94,500 |
| 3 bed House | 1.4 | @ | 213,750 | 299,250 |
| 4 bed House | 0.7 | @ | 281,250 | 196,875 |
| 5 bed House | 0.0 | @ | 300,000 | - |
| 1 bed Flat | 0.4 | @ | 86,250 | 30,188 |
| 2 bed Flat | 0.4 | @ | 123,750 | 43,313 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 3.5 | 70.0 | | 664,125 |
| Sub-total GDV Residential | | | | |
| | 200 | | | 43,250,875 |
| AH on-site cost analysis: | | | | |
| | 400 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 7,349,125 |
| | | | 36,746 £ per unit (total units) | |
| Grant | | | | |
| | 70 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 43,250,875 |

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Scheme Typology: Lower Value Zone No Units: 200
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Brownfield
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|-----------|------------------|---------------------|----------------------------------|---------------------------------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (43,559) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (130,000) |
| CIL (Mrkt only + garages) | | | | | | - |
| | | 12,768 sqm | | 0.00 £ psm | | |
| | | 0.00% % of GDV | | 0 £ per unit (total units) | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 200 units @ | | 4,300 per unit | | (860,000) |
| | | | | | | (860,000) |
| S106 analysis: | | 172,000 £ per ha | 1.99% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | | | | - |
| Comm. Sum analysis: | | | 18,384 sqm (total) | 0 £ psm | | |
| | | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | (617,750) |
| | | 5.00 ha @ | | 123,550 £ per ha (if brownfield) | | |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 200 units @ | | 0 per unit | | - |
| | | | | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | | | | | |
| | | - sqm @ | | 1,260 psm | | - |
| 2 bed House | | | | | | |
| | | 3,160 sqm @ | | 1,260 psm | | (3,981,600) |
| 3 bed House | | | | | | |
| | | 7,600 sqm @ | | 1,260 psm | | (9,576,000) |
| 4 bed House | | | | | | |
| | | 4,800 sqm @ | | 1,260 psm | | (6,048,000) |
| 5 bed House | | | | | | |
| | | - sqm @ | | 1,260 psm | | - |
| 1 bed Flat | | | | | | |
| | | 1,176 sqm @ | | 1,638 psm | | (1,927,059) |
| 2 bed Flat | | | | | | |
| | | 1,647 sqm @ | | 1,638 psm | | (2,697,882) |
| 3 bed Flat | | | | | | |
| | | - sqm @ | | 1,638 psm | | - |
| | | 18,384 | | | | - |
| Garages for 3B House (Mrkt only) | | | | | | (280,800) |
| 52 | | 50% units @ | | 18 sqm @ | 600 psm | |
| Garages for 4B House (Mrkt only) | | | | | | (210,600) |
| 26 | | 75% units @ | | 18 sqm @ | 600 psm | |
| Garages for 5B House (Mrkt only) | | | | | | - |
| - | | 120% units @ | | 18 sqm @ | 600 psm | |
| | | 819 | | | | |
| External works | | | | | | (3,708,291) |
| Ext. Works analysis: | | | 24,721,941 @ | 15.0% | 18,541 £ per unit (total units) | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (57,400) |
| | | 200 units @ | | 287 £ per unit | | |
| M4(2) Category 2 Housing | Aff units | 70 units @ | 90% @ | 521 £ per unit | | (32,823) |
| M4(2) Category 2 Housing | OMS units | 130 units @ | 90% @ | 521 £ per unit | | (60,957) |
| M4(3) Category 3 Housing | Aff units | 70 units @ | 10% @ | 10,111 £ per unit | | (70,777) |
| M4(3) Category 3 Housing | OMS units | 130 units @ | 10% @ | 10,111 £ per unit | | (131,443) |
| Net Zero Cost | | | | | | (2,000,000) |
| | | 200 units @ | | 10,000 £ per unit | | |
| Urban Greening | | | | | | (765,980) |
| | | 2.4 equals | 7,660 sqm footprint | 100 £ sqm | | |
| EV Charging Points - Houses | | | | | | (160,000) |
| | | 160 units @ | | 1,000 £ per unit | | |
| EV Charging Points - Flats | | | | | | (25,000) |
| | | 40 units @ | 4 flats per charger | 2,500 £ per 4 units | | |
| | | 2 units @ | | 0 £ per unit | | - |
| | | | | | | (3,304,380) |
| Policy Costs analysis: (design costs only) | | | | 16,522 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | (1,617,618) |
| | | 32,352,363 @ | | 5.0% | | |

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Scheme Typology: **Lower Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|-------------------|---------------------------|------------------------------------|---------------------|
| Professional Fees | 32,352,363 @ | 6.5% | | (2,102,904) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 32,890,000 OMS @ | 3.00% | 4,934 £ per unit | (986,700) |
| Residential Sales Agent Costs | 32,890,000 OMS @ | 1.00% | 1,645 £ per unit | (328,900) |
| Residential Sales Legal Costs | 32,890,000 OMS @ | 0.35% | 576 £ per unit | (115,115) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 7,104 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (64,076) |
| Developers Profit - | | | | |
| Profit on OMS | 32,890,000 | 20.00% | | (6,578,000) |
| Margin on AH | 10,360,875 | 6.00% on AH values | | (621,653) |
| Profit analysis: | 43,250,875 | 16.65% blended GDV | (7,199,653) | |
| | 38,591,235 | 18.66% on costs | (7,199,653) | |
| TOTAL COSTS | | | | (45,790,887) |

| | | | | |
|----------------------------------|----------------------------|-----------------------------------|-------------------------------------|--------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | (2,540,012) |
| SDLT | - @ | HMRC formula | | - |
| Acquisition Agent fees | - @ | 1.0% | | - |
| Acquisition Legal fees | - @ | 0.5% | | - |
| Interest on Land | - @ | 8.00% | | - |
| Residual Land Value | | | | (2,540,012) |
| RLV analysis: | (12,700) £ per plot | (508,002) £ per ha (net) | (205,586) £ per acre (net) | |
| | | (508,002) £ per ha (gross) | (205,586) £ per acre (gross) | |
| | | | -5.87% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|-----------------------------------|-----------------------------------|-------------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 40.0 dph (net) | | | |
| Site Area (net) | 5.00 ha (net) | | 12.36 acres (net) | |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 5.00 ha (gross) | | 12.36 acres (gross) | |
| Density analysis: | 3,677 sqm/ha (net) | 16,016 sqft/ac (net) | | |
| | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 52,663 £ per plot | 2,106,528 £ per ha (net) | 852,500 £ per acre (net) | 10,532,638 |
| BLV analysis: | | 2,106,528 £ per ha (gross) | 852,500 £ per acre (gross) | |

| | | | | |
|-------------------|--|-----------------------------------|-------------------------------------|---------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (2,614,530) £ per ha (net) | (1,058,086) £ per acre (net) | (13,072,650) |

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Scheme Typology: **Lower Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,058,086) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm | 0.00 | (1,058,086) | (866,118) | (904,473) | (942,876) | (981,280) | (1,019,683) | (1,058,086) | (1,096,489) |
| | 10.00 | | (880,429) | (917,993) | (955,601) | (993,209) | (1,030,817) | (1,068,424) | (1,106,032) |
| | 20.00 | | (894,740) | (931,513) | (968,326) | (1,005,138) | (1,041,951) | (1,078,763) | (1,115,576) |
| | 30.00 | | (909,052) | (945,033) | (981,050) | (1,017,067) | (1,053,085) | (1,089,102) | (1,125,119) |
| | 40.00 | | (923,363) | (958,553) | (993,775) | (1,028,997) | (1,064,219) | (1,099,440) | (1,134,662) |
| | 50.00 | | (937,674) | (972,072) | (1,006,499) | (1,040,926) | (1,075,352) | (1,109,779) | (1,144,206) |
| | 60.00 | | (951,985) | (985,592) | (1,019,224) | (1,052,855) | (1,086,486) | (1,120,118) | (1,153,749) |
| | 70.00 | | (966,297) | (999,112) | (1,031,948) | (1,064,784) | (1,097,620) | (1,130,457) | (1,163,293) |
| | 80.00 | | (980,608) | (1,012,632) | (1,044,673) | (1,076,714) | (1,108,754) | (1,140,795) | (1,172,836) |
| | 90.00 | | (994,919) | (1,026,152) | (1,057,397) | (1,088,643) | (1,119,888) | (1,151,134) | (1,182,379) |
| | 100.00 | | (1,009,230) | (1,039,672) | (1,070,122) | (1,100,572) | (1,131,022) | (1,161,473) | (1,191,923) |
| | 110.00 | | (1,023,542) | (1,053,191) | (1,082,846) | (1,112,501) | (1,142,156) | (1,171,811) | (1,201,466) |
| | 120.00 | | (1,037,853) | (1,066,711) | (1,095,571) | (1,124,431) | (1,153,290) | (1,182,150) | (1,211,010) |
| | 130.00 | | (1,052,167) | (1,080,231) | (1,108,295) | (1,136,360) | (1,164,424) | (1,192,489) | (1,220,553) |
| | 140.00 | | (1,066,482) | (1,093,751) | (1,121,020) | (1,148,289) | (1,175,558) | (1,202,827) | (1,230,096) |
| | 150.00 | | (1,080,797) | (1,107,271) | (1,133,744) | (1,160,218) | (1,186,692) | (1,213,166) | (1,239,640) |
| | 160.00 | | (1,095,112) | (1,120,790) | (1,146,469) | (1,172,148) | (1,197,826) | (1,223,505) | (1,249,183) |
| | 170.00 | | (1,109,427) | (1,134,310) | (1,159,193) | (1,184,077) | (1,208,960) | (1,233,843) | (1,258,727) |
| | 180.00 | | (1,123,742) | (1,147,830) | (1,171,918) | (1,196,006) | (1,220,094) | (1,244,182) | (1,268,270) |
| | 190.00 | | (1,138,057) | (1,161,350) | (1,184,643) | (1,207,935) | (1,231,228) | (1,254,521) | (1,277,813) |
| 200.00 | | (1,152,372) | (1,174,870) | (1,197,367) | (1,219,865) | (1,242,362) | (1,264,859) | (1,287,357) | |
| 210.00 | | (1,166,687) | (1,188,389) | (1,210,092) | (1,231,794) | (1,253,496) | (1,275,198) | (1,296,900) | |
| 220.00 | | (1,181,002) | (1,201,909) | (1,222,816) | (1,243,723) | (1,264,630) | (1,285,537) | (1,306,444) | |
| 230.00 | | (1,195,317) | (1,215,429) | (1,235,541) | (1,255,652) | (1,275,764) | (1,295,875) | (1,315,987) | |
| 240.00 | | (1,209,633) | (1,228,949) | (1,248,265) | (1,267,581) | (1,286,898) | (1,306,214) | (1,325,530) | |
| 250.00 | | (1,223,948) | (1,242,469) | (1,260,990) | (1,279,511) | (1,298,032) | (1,316,553) | (1,335,074) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,058,086) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 | 1,000 | (1,058,086) | (817,614) | (851,172) | (889,435) | (927,838) | (966,241) | (1,004,645) | (1,043,048) |
| | 2,000 | | (831,456) | (867,226) | (905,630) | (944,033) | (982,436) | (1,020,839) | (1,059,242) |
| | 3,000 | | (845,777) | (883,421) | (921,824) | (960,227) | (998,630) | (1,037,033) | (1,075,436) |
| | 4,000 | | (861,261) | (899,615) | (938,018) | (976,421) | (1,014,824) | (1,053,227) | (1,091,631) |
| | 5,000 | | (877,451) | (915,809) | (954,212) | (992,616) | (1,031,019) | (1,069,422) | (1,107,825) |
| | 6,000 | | (893,641) | (932,004) | (970,407) | (1,008,810) | (1,047,213) | (1,085,616) | (1,124,019) |
| | 7,000 | | (909,831) | (948,198) | (986,601) | (1,025,004) | (1,063,407) | (1,101,810) | (1,140,213) |
| | 8,000 | | (926,021) | (964,392) | (1,002,795) | (1,041,198) | (1,079,602) | (1,118,005) | (1,156,408) |
| | 9,000 | | (942,211) | (980,587) | (1,018,990) | (1,057,393) | (1,095,796) | (1,134,199) | (1,172,602) |
| | 10,000 | | (958,401) | (996,781) | (1,035,184) | (1,073,587) | (1,111,990) | (1,150,393) | (1,188,796) |
| | 11,000 | | (974,591) | (1,012,975) | (1,051,378) | (1,089,781) | (1,128,184) | (1,166,588) | (1,204,991) |
| | 12,000 | | (990,781) | (1,029,170) | (1,067,573) | (1,105,976) | (1,144,379) | (1,182,782) | (1,221,185) |
| | 13,000 | | (1,006,970) | (1,045,364) | (1,083,767) | (1,122,170) | (1,160,573) | (1,198,976) | (1,237,379) |
| | 14,000 | | (1,023,160) | (1,061,558) | (1,099,961) | (1,138,364) | (1,176,767) | (1,215,170) | (1,253,574) |
| | 15,000 | | (1,039,350) | (1,077,752) | (1,116,156) | (1,154,559) | (1,192,962) | (1,231,365) | (1,269,768) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,058,086) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit | 15.0% | (1,058,086) | (705,719) | (747,267) | (788,856) | (830,444) | (876,340) | (924,982) | (973,624) |
| | 16.0% | | (737,234) | (777,031) | (816,869) | (858,414) | (905,008) | (951,603) | (998,197) |
| | 17.0% | | (768,749) | (806,795) | (845,336) | (889,131) | (933,677) | (978,223) | (1,022,770) |
| | 18.0% | | (800,264) | (836,637) | (877,348) | (919,847) | (962,346) | (1,004,844) | (1,047,343) |
| | 19.0% | | (831,779) | (869,662) | (910,112) | (950,563) | (991,014) | (1,031,465) | (1,071,916) |
| | 20.0% | | (866,118) | (904,473) | (942,876) | (981,280) | (1,019,683) | (1,058,086) | (1,096,489) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,058,086) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) | 100,000 | (1,058,086) | (113,618) | (151,973) | (190,376) | (228,780) | (267,183) | (305,586) | (343,989) |
| | 200,000 | | (213,618) | (251,973) | (290,376) | (328,780) | (367,183) | (405,586) | (443,989) |
| | 300,000 | | (313,618) | (351,973) | (390,376) | (428,780) | (467,183) | (505,586) | (543,989) |
| | 400,000 | | (413,618) | (451,973) | (490,376) | (528,780) | (567,183) | (605,586) | (643,989) |
| | 500,000 | | (513,618) | (551,973) | (590,376) | (628,780) | (667,183) | (705,586) | (743,989) |
| | 600,000 | | (613,618) | (651,973) | (690,376) | (728,780) | (767,183) | (805,586) | (843,989) |
| | 700,000 | | (713,618) | (751,973) | (790,376) | (828,780) | (867,183) | (905,586) | (943,989) |
| | 800,000 | | (813,618) | (851,973) | (890,376) | (928,780) | (967,183) | (1,005,586) | (1,043,989) |
| | 900,000 | | (913,618) | (951,973) | (990,376) | (1,028,780) | (1,067,183) | (1,105,586) | (1,143,989) |
| | 1,000,000 | | (1,013,618) | (1,051,973) | (1,090,376) | (1,128,780) | (1,167,183) | (1,205,586) | (1,243,989) |
| | 1,100,000 | | (1,113,618) | (1,151,973) | (1,190,376) | (1,228,780) | (1,267,183) | (1,305,586) | (1,343,989) |
| | 1,200,000 | | (1,213,618) | (1,251,973) | (1,290,376) | (1,328,780) | (1,367,183) | (1,405,586) | (1,443,989) |
| | 1,300,000 | | (1,313,618) | (1,351,973) | (1,390,376) | (1,428,780) | (1,467,183) | (1,505,586) | (1,543,989) |
| | 1,400,000 | | (1,413,618) | (1,451,973) | (1,490,376) | (1,528,780) | (1,567,183) | (1,605,586) | (1,643,989) |
| | 1,500,000 | | (1,513,618) | (1,551,973) | (1,590,376) | (1,628,780) | (1,667,183) | (1,705,586) | (1,743,989) |
| 1,600,000 | | (1,613,618) | (1,651,973) | (1,690,376) | (1,728,780) | (1,767,183) | (1,805,586) | (1,843,989) | |

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Scheme Typology: Lower Value Zone No Units: 200
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Brownfield
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (1,058,086) | 0 | (708,852) | (741,632) | (774,412) | (807,235) | (840,270) | (877,358) | (915,761) |
| Net Zero | 2,000 | (739,740) | (772,520) | (805,304) | (838,272) | (875,101) | (913,504) | (951,907) | |
| (£ per unit) | 4,000 | (770,628) | (803,409) | (836,274) | (872,843) | (911,246) | (949,649) | (988,052) | |
| 10,000 | 6,000 | (801,517) | (834,297) | (870,585) | (908,989) | (947,392) | (985,795) | (1,024,198) | |
| | 8,000 | (832,405) | (868,331) | (906,731) | (945,134) | (983,537) | (1,021,940) | (1,060,343) | |
| | 10,000 | (866,118) | (904,473) | (942,876) | (981,280) | (1,019,683) | (1,058,086) | (1,096,489) | |
| | 12,000 | (902,245) | (940,619) | (979,022) | (1,017,425) | (1,055,828) | (1,094,231) | (1,132,634) | |
| | 14,000 | (938,371) | (976,764) | (1,015,167) | (1,053,571) | (1,091,974) | (1,130,377) | (1,168,780) | |
| | 16,000 | (974,507) | (1,012,910) | (1,051,313) | (1,089,716) | (1,128,119) | (1,166,522) | (1,204,925) | |
| | 18,000 | (1,010,652) | (1,049,055) | (1,087,458) | (1,125,862) | (1,164,265) | (1,202,668) | (1,241,071) | |
| | 20,000 | (1,046,798) | (1,085,201) | (1,123,604) | (1,162,007) | (1,200,410) | (1,238,813) | (1,277,216) | |
| | 22,000 | (1,082,943) | (1,121,346) | (1,159,749) | (1,198,153) | (1,236,556) | (1,274,959) | (1,313,362) | |
| | 24,000 | (1,119,089) | (1,157,492) | (1,195,895) | (1,234,298) | (1,272,701) | (1,311,104) | (1,349,507) | |
| | 26,000 | (1,155,234) | (1,193,637) | (1,232,040) | (1,270,444) | (1,308,847) | (1,347,250) | (1,385,653) | |
| | 28,000 | (1,191,380) | (1,229,783) | (1,268,186) | (1,306,589) | (1,344,992) | (1,383,395) | (1,421,798) | |
| | 30,000 | (1,227,525) | (1,265,928) | (1,304,331) | (1,342,735) | (1,381,138) | (1,419,541) | (1,457,944) | |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (1,058,086) | 70% | (217,763) | (250,543) | (283,323) | (316,104) | (348,884) | (381,664) | (414,445) |
| | | 75% | (325,351) | (358,131) | (390,912) | (423,692) | (456,472) | (489,253) | (522,039) |
| Build Cost | 80% | (432,939) | (465,720) | (498,500) | (531,281) | (564,061) | (596,849) | (629,683) | |
| 100% | 85% | (540,528) | (573,308) | (606,089) | (638,869) | (671,658) | (704,493) | (737,328) | |
| (105% = 5% increase) | 90% | (648,116) | (680,897) | (713,677) | (746,468) | (779,303) | (812,137) | (845,431) | |
| | 95% | (755,705) | (788,485) | (821,278) | (855,380) | (893,783) | (932,186) | (970,589) | |
| | 100% | (866,118) | (904,473) | (942,876) | (981,280) | (1,019,683) | (1,058,086) | (1,096,489) | |
| | 105% | (991,970) | (1,030,373) | (1,068,776) | (1,107,179) | (1,145,583) | (1,183,986) | (1,222,389) | |
| | 110% | (1,117,870) | (1,156,273) | (1,194,676) | (1,233,079) | (1,271,482) | (1,309,885) | (1,348,289) | |
| | 115% | (1,243,770) | (1,282,173) | (1,320,576) | (1,358,979) | (1,397,382) | (1,435,785) | (1,474,188) | |
| | 120% | (1,369,670) | (1,408,073) | (1,446,476) | (1,484,879) | (1,523,282) | (1,561,685) | (1,600,088) | |
| | 125% | (1,495,569) | (1,533,973) | (1,572,376) | (1,610,779) | (1,649,182) | (1,697,579) | (2,433,996) | |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (1,058,086) | 80% | (1,424,139) | (1,431,538) | (1,438,938) | (1,446,337) | (1,453,736) | (1,461,135) | (1,468,587) |
| | | 82% | (1,368,332) | (1,378,832) | (1,389,331) | (1,399,831) | (1,410,331) | (1,420,830) | (1,431,330) |
| Market Values | | 84% | (1,312,525) | (1,326,125) | (1,339,725) | (1,353,325) | (1,366,925) | (1,380,525) | (1,394,126) |
| 100% | | 86% | (1,256,718) | (1,273,419) | (1,290,119) | (1,306,820) | (1,323,520) | (1,340,221) | (1,356,921) |
| (105% = 5% increase) | | 88% | (1,200,912) | (1,220,712) | (1,240,513) | (1,260,314) | (1,280,115) | (1,299,916) | (1,319,716) |
| | | 90% | (1,145,105) | (1,168,006) | (1,190,907) | (1,213,808) | (1,236,709) | (1,259,611) | (1,282,512) |
| | | 92% | (1,089,298) | (1,115,299) | (1,141,301) | (1,167,302) | (1,193,304) | (1,219,306) | (1,245,307) |
| | | 94% | (1,033,491) | (1,062,593) | (1,091,695) | (1,120,797) | (1,149,899) | (1,179,001) | (1,208,103) |
| | | 96% | (977,684) | (1,009,886) | (1,042,089) | (1,074,291) | (1,106,493) | (1,138,696) | (1,170,898) |
| | | 98% | (921,886) | (957,180) | (992,483) | (1,027,785) | (1,063,088) | (1,098,391) | (1,133,693) |
| | | 100% | (866,118) | (904,473) | (942,876) | (981,280) | (1,019,683) | (1,058,086) | (1,096,489) |
| | | 102% | (815,611) | (851,855) | (893,270) | (934,774) | (976,277) | (1,017,781) | (1,059,284) |
| | | 104% | (767,929) | (806,008) | (844,504) | (888,268) | (932,372) | (977,476) | (1,022,080) |
| | | 106% | (720,247) | (760,975) | (801,702) | (842,782) | (889,467) | (937,171) | (984,875) |
| | | 108% | (672,565) | (715,941) | (759,318) | (802,707) | (846,673) | (896,866) | (947,671) |
| | | 110% | (624,883) | (670,908) | (716,934) | (762,959) | (809,033) | (856,561) | (910,466) |
| | | 112% | (577,201) | (625,875) | (674,550) | (723,224) | (771,922) | (820,662) | (873,261) |
| | | 114% | (529,519) | (580,842) | (632,166) | (683,489) | (734,812) | (786,201) | (837,705) |
| | | 116% | (481,837) | (535,809) | (589,781) | (643,754) | (697,726) | (751,740) | (805,781) |
| | | 118% | (434,155) | (490,776) | (547,397) | (604,019) | (660,640) | (717,279) | (773,971) |
| | | 120% | (386,473) | (445,743) | (505,013) | (564,284) | (623,554) | (682,824) | (742,161) |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (1,058,086) | 5,000 | (858,021) | (892,323) | (926,676) | (961,029) | (995,382) | (1,029,735) | (1,064,088) |
| | | 10,000 | (850,169) | (880,173) | (910,476) | (940,779) | (971,082) | (1,001,385) | (1,031,688) |
| Grant (£ per unit) | 15,000 | (842,841) | (868,023) | (894,275) | (920,528) | (946,781) | (973,034) | (999,287) | |
| - | 20,000 | (835,646) | (855,875) | (878,075) | (900,278) | (922,481) | (944,683) | (966,886) | |
| | 25,000 | (828,679) | (844,563) | (861,875) | (880,028) | (898,180) | (916,333) | (934,486) | |
| | 30,000 | (821,756) | (833,767) | (846,323) | (859,777) | (873,880) | (887,982) | (902,085) | |
| | 35,000 | (814,833) | (823,383) | (831,963) | (840,776) | (849,857) | (859,632) | (869,684) | |
| | 40,000 | (807,910) | (812,998) | (818,112) | (823,244) | (828,376) | (833,508) | (838,791) | |
| | 45,000 | (800,987) | (802,614) | (804,260) | (805,930) | (807,599) | (809,268) | (810,938) | |
| | 50,000 | (794,064) | (792,230) | (790,409) | (788,616) | (786,822) | (785,029) | (783,235) | |
| | 55,000 | (787,141) | (781,845) | (776,558) | (771,302) | (766,045) | (760,789) | (755,532) | |

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

240306_BCC Appraisal_LVBF_v0.2 - Summary Table

| Appraisal Ref: | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Scheme Typology: | Lower Value Zone | Lower Value Zone | Lower Value Zone | Lower Value Zone | Lower Value Zone | Lower Value Zone | Lower Value Zone |
| No Units: | 8 | 15 | 30 | 45 | 75 | 125 | 200 |
| Location / Value Zone: | Lower Value | Lower Value | Lower Value | Lower Value | Lower Value | Lower Value | Lower Value |
| Greenfield/Brownfield: | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield |
| Notes: | | | | | | | |
| Total GDV (£) | 2,166,000 | 3,470,805 | 6,941,611 | 10,412,416 | 16,219,078 | 27,031,797 | 43,250,875 |
| Policy Assumptions | - | - | - | - | - | - | - |
| AH Target % (& mix): | 0% | 35% | 35% | 35% | 35% | 35% | 35% |
| Affordable Rent: | 60% | 60% | 60% | 60% | 60% | 60% | 60% |
| Social Rent: | 10% | 10% | 10% | 10% | 10% | 10% | 10% |
| First Homes: | 25% | 25% | 25% | 25% | 25% | 25% | 25% |
| Other Intermediate (LCHO/Sub-Market etc.): | 5% | 5% | 5% | 5% | 5% | 5% | 5% |
| CIL (£ psm) | - | - | - | - | - | - | - |
| CIL (£ per unit) | - | - | - | - | - | - | - |
| Site Specific S106 (£ per unit) | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 |
| Sub-total CIL+S106 (£ per unit) | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 |
| Site Infrastructure (£ per unit) | - | - | - | - | - | - | - |
| Sub-total CIL+S106+Infrastructure (£ per unit) | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 |
| Profit KPI's | - | - | - | - | - | - | - |
| Developers Profit (% on OMS) | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% |
| Developers Profit (% on AH) | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% |
| Developers Profit (% blended) | 20.00% | 16.65% | 16.65% | 16.65% | 16.65% | 16.65% | 16.65% |
| Developers Profit (% on costs) | 24.63% | 17.84% | 17.70% | 17.80% | 17.10% | 18.50% | 18.66% |
| Developers Profit Total (£) | 433,200 | 577,822 | 1,155,644 | 1,733,466 | 2,699,870 | 4,499,783 | 7,199,653 |
| Land Value KPI's | - | - | - | - | - | - | - |
| RLV (£/acre (net)) | (52,177) | (373,971) | (401,230) | (380,587) | (489,596) | (231,473) | (205,586) |
| RLV (£/ha (net)) | (128,930) | (924,082) | (991,439) | (940,430) | (1,209,791) | (571,970) | (508,002) |
| RLV (% of GDV) | -1.19% | -9.98% | -10.71% | -10.16% | -13.99% | -6.61% | -5.87% |
| RLV Total (£) | (25,786) | (346,531) | (743,579) | (1,057,984) | (2,268,358) | (1,787,407) | (2,540,012) |
| BLV (£/acre (net)) | 852,500 | 852,500 | 852,500 | 852,500 | 852,500 | 852,500 | 852,500 |
| BLV (£/ha (net)) | 2,106,528 | 2,106,528 | 2,106,528 | 2,106,528 | 2,106,528 | 2,106,528 | 2,106,528 |
| BLV Total (£) | 421,306 | 789,948 | 1,579,896 | 2,369,843 | 3,949,739 | 6,582,898 | 10,532,638 |
| Surplus/Deficit (£/acre) [RLV-BLV] | (904,677) | (1,226,471) | (1,253,730) | (1,233,087) | (1,342,096) | (1,083,973) | (1,058,066) |
| Surplus/Deficit (£/ha) | (2,235,457) | (3,030,610) | (3,097,966) | (3,046,958) | (3,316,318) | (2,678,498) | (2,614,530) |
| Surplus/Deficit Total (£) | (447,091) | (1,136,479) | (2,323,475) | (3,427,828) | (6,218,097) | (8,370,305) | (13,072,650) |
| Plan Viability comments | Marginal | Not Viable | Not Viable | Not Viable | Not Viable | Not Viable | Not Viable |

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Scheme Typology: **Medium Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|------------|--|-----------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 2.8 | @ | 250,000 | 700,000 |
| 3 bed House | 3.2 | @ | 365,000 | 1,168,000 |
| 4 bed House | 2.0 | @ | 425,000 | 850,000 |
| 5 bed House | 0.0 | @ | 475,000 | - |
| 1 bed Flat | 0.0 | @ | 150,000 | - |
| 2 bed Flat | 0.0 | @ | 200,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 8.0 | | | 2,718,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 0.0 | @ | 137,500 | - |
| 3 bed House | 0.0 | @ | 200,750 | - |
| 4 bed House | 0.0 | @ | 233,750 | - |
| 5 bed House | 0.0 | @ | 261,250 | - |
| 1 bed Flat | 0.0 | @ | 82,500 | - |
| 2 bed Flat | 0.0 | @ | 110,000 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.0 | @ | 112,500 | - |
| 3 bed House | 0.0 | @ | 164,250 | - |
| 4 bed House | 0.0 | @ | 191,250 | - |
| 5 bed House | 0.0 | @ | 213,750 | - |
| 1 bed Flat | 0.0 | @ | 67,500 | - |
| 2 bed Flat | 0.0 | @ | 90,000 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 0.0 | | | - |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 0.0 | @ | 175,000 | - |
| 3 bed House | 0.0 | @ | 250,000 | - |
| 4 bed House | 0.0 | @ | 250,000 | - |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 105,000 | - |
| 2 bed Flat | 0.0 | @ | 140,000 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 0.0 | | | - |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.0 | @ | 187,500 | - |
| 3 bed House | 0.0 | @ | 273,750 | - |
| 4 bed House | 0.0 | @ | 318,750 | - |
| 5 bed House | 0.0 | @ | 356,250 | - |
| 1 bed Flat | 0.0 | @ | 112,500 | - |
| 2 bed Flat | 0.0 | @ | 150,000 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.0 | 0.0 | | - |
| Sub-total GDV Residential | 8 | | | 2,718,000 |
| AH on-site cost analysis: | | | £MV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 0 | AH units @ | 0 per unit | - |
| Total GDV | | | | 2,718,000 |

240306_BCC Appraisal_MVBF_v0.2

Scheme Typology: **Medium Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | | | | |
|--|----------------|------|-----------|-----|--------|-------------------|-------|---------------|-----------|
| Initial Payments - | | | | | | | | | |
| Statutory Planning Fees (Residential) (3,696) | | | | | | | | | |
| Planning Application Professional Fees, Surveys and reports (10,000) | | | | | | | | | |
| CIL (Mrkt only + garages) 821 sqm 90.39 £ psm (74,210) | | | | | | | | | |
| CIL analysis: 2.73% % of GDV 9,276 £ per unit (total units) | | | | | | | | | |
| Site Specific S106 Contributions | | | | | | | | | |
| Year 1 | | | | | 0 | | | | - |
| Year 2 | | | | | 0 | | | | - |
| Year 3 | | | | | 0 | | | | - |
| Year 4 | | | | | 0 | | | | - |
| Year 5 | | | | | 0 | | | | - |
| Year 6 | | | | | 0 | | | | - |
| Year 7 | | | | | 0 | | | | - |
| Year 8 | | | | | 0 | | | | - |
| Year 9 | | | | | 0 | | | | - |
| Year 10 | | | | | 0 | | | | - |
| Year 11 | | | | | 0 | | | | - |
| Year 12 | | | | | 0 | | | | - |
| Year 13 | | | | | 0 | | | | - |
| Year 14 | | | | | 0 | | | | - |
| Year 15 | | | | | 0 | | | | - |
| Years 1-15 | | | 8 units @ | | 4,300 | per unit | | | (34,400) |
| Sub-total | | | | | | | | | (34,400) |
| S106 analysis: 172,000 £ per ha 1.27% % of GDV 4,300 £ per unit (total units) | | | | | | | | | |
| AH Commuted Sum 765 sqm (total) 0 £ psm | | | | | | | | | |
| Comm. Sum analysis: 0.00% % of GDV | | | | | | | | | |
| Construction Costs - | | | | | | | | | |
| Site Clearance, Demolition & Remediation 0.20 ha @ 123,550 £ per ha (if brownfield) (24,710) | | | | | | | | | |
| Site Infrastructure costs - | | | | | | | | | |
| Year 1 | | | | | 0 | | | | - |
| Year 2 | | | | | 0 | | | | - |
| Year 3 | | | | | 0 | | | | - |
| Year 4 | | | | | 0 | | | | - |
| Year 5 | | | | | 0 | | | | - |
| Year 6 | | | | | 0 | | | | - |
| Year 7 | | | | | 0 | | | | - |
| Year 8 | | | | | 0 | | | | - |
| Year 9 | | | | | 0 | | | | - |
| Year 10 | | | | | 0 | | | | - |
| Year 11 | | | | | 0 | | | | - |
| Year 12 | | | | | 0 | | | | - |
| Year 13 | | | | | 0 | | | | - |
| Year 14 | | | | | 0 | | | | - |
| Year 15 | | | | | 0 | | | | - |
| Years 1-15 | | | 8 units @ | | 0 | per unit | | | - |
| Sub-total | | | | | | | | | - |
| Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units) | | | | | | | | | |
| 1 bed House | | | - sqm @ | | 1,423 | psm | | | - |
| 2 bed House | | | 221 sqm @ | | 1,423 | psm | | | (314,768) |
| 3 bed House | | | 304 sqm @ | | 1,423 | psm | | | (432,592) |
| 4 bed House | | | 240 sqm @ | | 1,423 | psm | | | (341,520) |
| 5 bed House | | | - sqm @ | | 1,423 | psm | | | - |
| 1 bed Flat | | | - sqm @ | | 1,638 | psm | | | - |
| 2 bed Flat | | | - sqm @ | | 1,638 | psm | | | - |
| 3 bed Flat | | 765 | - sqm @ | | 1,638 | psm | | | - |
| Garages for 3B House (Mrkt only) | 3 | 50% | units @ | | 18 | sqm @ | 600 | psm | (17,280) |
| Garages for 4B House (Mrkt only) | 2 | 75% | units @ | | 18 | sqm @ | 600 | psm | (16,200) |
| Garages for 5B House (Mrkt only) | - | 120% | units @ | | 18 | sqm @ | 600 | psm | - |
| | | | 56 | | | | | | - |
| External works 1,122,360 @ 15.0% (168,354) | | | | | | | | | |
| Ext. Works analysis: 21,044 £ per unit (total units) | | | | | | | | | |
| Policy Costs on design - | | | | | | | | | |
| Net Biodiversity costs | | | | | | | | | |
| 8 units @ 287 £ per unit (2,296) | | | | | | | | | |
| M4(2) Category 2 Housing | Aff units | - | units @ | 90% | 521 | £ per unit | | | - |
| M4(2) Category 2 Housing | OMS units | 8 | units @ | 90% | 521 | £ per unit | | | (3,751) |
| M4(3) Category 3 Housing | Aff units | - | units @ | 10% | 10,111 | £ per unit | | | - |
| M4(3) Category 3 Housing | OMS units | 8 | units @ | 10% | 10,111 | £ per unit | | | (8,089) |
| Net Zero Cost | | 8 | units @ | | 10,000 | £ per unit | | | (80,000) |
| Urban Greening | No. of storeys | 2.0 | equals | | 383 | sqm footprint | 100 | £ sqm | (38,260) |
| EV Charging Points - Houses | | 8 | units @ | | | | 1,000 | £ per unit | (8,000) |
| EV Charging Points - Flats | | - | units @ | | 4 | flats per charger | 2,500 | £ per 4 units | - |
| | | | | | | | 0 | £ per unit | - |
| Sub-total | | | 2 units @ | | | | | | (140,396) |
| Policy Costs analysis: (design costs only) 17,550 £ per unit (total units) | | | | | | | | | |
| Contingency (on construction) 1,455,820 @ 5.0% (72,791) | | | | | | | | | |

240306_BCC Appraisal_MVBF_v0.2

Scheme Typology: **Medium Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|------------------|--|---------------------------|-------------------------------------|--------------------|
| Professional Fees | 1,455,820 @ | | 6.5% | | (94,628) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 2,718,000 OMS @ | | 3.00% | 10,193 £ per unit | (81,540) |
| Residential Sales Agent Costs | 2,718,000 OMS @ | | 1.00% | 3,398 £ per unit | (27,180) |
| Residential Sales Legal Costs | 2,718,000 OMS @ | | 0.35% | 1,189 £ per unit | (9,513) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 13,529 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (3,030) |
| Developers Profit - | | | | | |
| Profit on OMS | 2,718,000 | | 20.00% | | (543,600) |
| Margin on AH | 0 | | 6.00% on AH values | | - |
| Profit analysis: | 2,718,000 | | 20.00% blended GDV | | (543,600) |
| | 1,856,808 | | 29.28% on costs | | (543,600) |
| TOTAL COSTS | | | | | (2,400,408) |

| | | | | | |
|----------------------------------|--------------------------|-----------------------------------|-----------------------------------|--|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 317,592 |
| SDLT | 317,592 @ | | HMRC formula | | (5,380) |
| Acquisition Agent fees | 317,592 @ | | 1.0% | | (3,176) |
| Acquisition Legal fees | 317,592 @ | | 0.5% | | (1,588) |
| Interest on Land | 317,592 @ | | 8.00% | | (25,407) |
| Residual Land Value | | | | | 282,041 |
| RLV analysis: | 35,255 £ per plot | 1,410,205 £ per ha (net) | 570,702 £ per acre (net) | | |
| | | 1,410,205 £ per ha (gross) | 570,702 £ per acre (gross) | | |
| | | | 10.38% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|-----------------------------------|-------------------------------------|-----------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 0.20 ha (net) | | 0.49 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 0.20 ha (gross) | | 0.49 acres (gross) | |
| Density analysis: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 78,145 £ per plot | 3,125,815 £ per ha (net) | 1,265,000 £ per acre (net) | | 625,163 |
| BLV analysis: | | 3,125,815 £ per ha (gross) | 1,265,000 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-----------------------------------|-----------------------------------|--|------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (1,715,610) £ per ha (net) | (694,298) £ per acre (net) | | (343,122) |

240306_BCC Appraisal_MVBF_v0.2

Scheme Typology: **Medium Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

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)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | (659,097) | (705,691) | (752,285) | (798,879) | (846,674) | (894,903) | (943,131) |
| | 10.00 | (671,880) | (717,764) | (763,648) | (809,532) | (856,965) | (904,459) | (951,953) |
| | 20.00 | (684,664) | (729,837) | (775,011) | (820,498) | (867,257) | (914,016) | (960,774) |
| | 30.00 | (697,447) | (741,911) | (786,374) | (831,525) | (877,549) | (923,572) | (969,596) |
| | 40.00 | (710,231) | (753,984) | (797,737) | (842,552) | (887,840) | (933,128) | (978,417) |
| | 50.00 | (723,014) | (766,057) | (809,100) | (853,578) | (898,132) | (942,685) | (987,238) |
| | 60.00 | (735,798) | (778,131) | (820,787) | (864,605) | (908,423) | (952,241) | (996,189) |
| | 70.00 | (748,581) | (790,204) | (832,549) | (875,632) | (918,715) | (961,798) | (1,005,210) |
| | 80.00 | (761,365) | (802,277) | (844,311) | (886,659) | (929,006) | (971,354) | (1,014,231) |
| | 90.00 | (774,148) | (814,460) | (856,072) | (897,685) | (939,298) | (980,911) | (1,023,251) |
| | 100.00 | (786,932) | (826,957) | (867,834) | (908,712) | (949,590) | (990,471) | (1,032,272) |
| | 110.00 | (799,715) | (839,453) | (879,596) | (919,739) | (959,881) | (1,000,243) | (1,041,293) |
| | 120.00 | (812,543) | (851,950) | (891,358) | (930,765) | (970,173) | (1,010,016) | (1,050,314) |
| | 130.00 | (825,775) | (864,447) | (903,120) | (941,792) | (980,464) | (1,019,788) | (1,059,334) |
| | 140.00 | (839,007) | (876,944) | (914,881) | (952,819) | (990,766) | (1,029,560) | (1,068,355) |
| | 150.00 | (852,239) | (889,441) | (926,643) | (963,845) | (1,001,290) | (1,039,333) | (1,077,376) |
| | 160.00 | (865,471) | (901,938) | (938,405) | (974,872) | (1,011,814) | (1,049,105) | (1,086,396) |
| | 170.00 | (878,703) | (914,435) | (950,167) | (985,899) | (1,022,338) | (1,058,878) | (1,095,417) |
| | 180.00 | (891,935) | (926,932) | (961,929) | (997,075) | (1,032,862) | (1,068,650) | (1,104,438) |
| | 190.00 | (905,167) | (939,429) | (973,690) | (1,008,351) | (1,043,387) | (1,078,423) | (1,113,459) |
| 200.00 | (918,399) | (951,926) | (985,452) | (1,019,627) | (1,053,911) | (1,088,195) | (1,122,479) | |
| 210.00 | (931,631) | (964,423) | (997,370) | (1,030,902) | (1,064,435) | (1,097,967) | (1,131,500) | |
| 220.00 | (944,863) | (976,919) | (1,009,398) | (1,042,178) | (1,074,959) | (1,107,740) | (1,140,521) | |
| 230.00 | (958,095) | (989,416) | (1,021,425) | (1,053,454) | (1,085,483) | (1,117,512) | (1,149,541) | |
| 240.00 | (971,327) | (1,002,175) | (1,033,453) | (1,064,730) | (1,096,007) | (1,127,285) | (1,158,562) | |
| 250.00 | (984,559) | (1,014,955) | (1,045,480) | (1,076,006) | (1,106,532) | (1,137,057) | (1,167,583) | |

TABLE 2

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|--------|-----------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | (728,973) | (769,147) | (809,322) | (850,839) | (892,423) | (934,007) | (975,591) |
| | 2,000 | (742,813) | (782,988) | (823,581) | (865,165) | (906,749) | (948,333) | (989,917) |
| | 3,000 | (756,654) | (796,828) | (837,907) | (879,491) | (921,075) | (962,659) | (1,004,258) |
| | 4,000 | (770,495) | (810,669) | (852,233) | (893,817) | (935,402) | (976,986) | (1,019,208) |
| | 5,000 | (784,335) | (824,975) | (866,559) | (908,144) | (949,728) | (991,334) | (1,033,858) |
| | 6,000 | (798,176) | (839,302) | (880,886) | (922,470) | (964,054) | (1,005,984) | (1,048,508) |
| | 7,000 | (812,044) | (853,628) | (895,212) | (936,796) | (978,380) | (1,020,634) | (1,063,158) |
| | 8,000 | (826,370) | (867,954) | (909,538) | (951,122) | (992,760) | (1,035,284) | (1,077,808) |
| | 9,000 | (840,696) | (882,280) | (923,864) | (965,448) | (1,007,410) | (1,049,934) | (1,092,458) |
| | 10,000 | (855,022) | (896,606) | (938,190) | (979,774) | (1,022,060) | (1,064,584) | (1,107,108) |
| | 11,000 | (869,348) | (910,932) | (952,517) | (994,186) | (1,036,710) | (1,079,234) | (1,121,758) |
| | 12,000 | (883,674) | (925,259) | (966,843) | (1,008,836) | (1,051,360) | (1,093,884) | (1,136,408) |
| | 13,000 | (898,001) | (939,585) | (981,169) | (1,023,486) | (1,066,010) | (1,108,534) | (1,151,058) |
| | 14,000 | (912,327) | (953,911) | (995,612) | (1,038,136) | (1,080,660) | (1,123,184) | (1,165,708) |
| | 15,000 | (926,653) | (968,237) | (1,010,262) | (1,052,786) | (1,095,310) | (1,137,834) | (1,180,358) |

TABLE 3

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | (563,042) | (614,972) | (666,903) | (718,833) | (770,763) | (823,096) | (876,848) |
| | 16.0% | (605,363) | (654,942) | (704,521) | (754,100) | (803,680) | (854,733) | (906,052) |
| | 17.0% | (647,684) | (694,912) | (742,140) | (789,368) | (837,486) | (886,371) | (935,256) |
| | 18.0% | (690,005) | (734,882) | (779,758) | (825,105) | (871,557) | (918,008) | (964,460) |
| | 19.0% | (732,326) | (774,851) | (817,593) | (861,610) | (905,628) | (949,646) | (993,739) |
| | 20.0% | (774,647) | (814,947) | (856,531) | (898,115) | (939,699) | (981,283) | (1,023,603) |

TABLE 4

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-------------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 1,265,000 | 100,000 | 390,353 | 350,053 | 308,469 | 266,885 | 225,301 | 183,717 | 141,397 |
| | 200,000 | 290,353 | 250,053 | 208,469 | 166,885 | 125,301 | 83,717 | 41,397 |
| | 300,000 | 190,353 | 150,053 | 108,469 | 66,885 | 25,301 | (16,283) | (58,603) |
| | 400,000 | 90,353 | 50,053 | 8,469 | (33,115) | (74,699) | (116,283) | (158,603) |
| | 500,000 | (9,647) | (49,947) | (91,531) | (133,115) | (174,699) | (216,283) | (258,603) |
| | 600,000 | (109,647) | (149,947) | (191,531) | (233,115) | (274,699) | (316,283) | (358,603) |
| | 700,000 | (209,647) | (249,947) | (291,531) | (333,115) | (374,699) | (416,283) | (458,603) |
| | 800,000 | (309,647) | (349,947) | (391,531) | (433,115) | (474,699) | (516,283) | (558,603) |
| | 900,000 | (409,647) | (449,947) | (491,531) | (533,115) | (574,699) | (616,283) | (658,603) |
| | 1,000,000 | (509,647) | (549,947) | (591,531) | (633,115) | (674,699) | (716,283) | (758,603) |
| | 1,100,000 | (609,647) | (649,947) | (691,531) | (733,115) | (774,699) | (816,283) | (858,603) |
| | 1,200,000 | (709,647) | (749,947) | (791,531) | (833,115) | (874,699) | (916,283) | (958,603) |
| | 1,300,000 | (809,647) | (849,947) | (891,531) | (933,115) | (974,699) | (1,016,283) | (1,058,603) |
| | 1,400,000 | (909,647) | (949,947) | (991,531) | (1,033,115) | (1,074,699) | (1,116,283) | (1,158,603) |
| | 1,500,000 | (1,009,647) | (1,049,947) | (1,091,531) | (1,133,115) | (1,174,699) | (1,216,283) | (1,258,603) |
| 1,600,000 | (1,109,647) | (1,149,947) | (1,191,531) | (1,233,115) | (1,274,699) | (1,316,283) | (1,358,603) | |

240306_BCC Appraisal_MVBF_v0.2

Scheme Typology: **Medium Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

TABLE 5

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (694,298) | | | | | | | |
| | 0 | (620,159) | (660,334) | (700,508) | (740,683) | (780,857) | (821,375) | (862,959) |
| Net Zero | 2,000 | (651,057) | (691,231) | (731,406) | (771,580) | (811,773) | (853,357) | (894,941) |
| (£ per unit) | 4,000 | (681,954) | (722,129) | (762,303) | (802,478) | (843,754) | (885,339) | (926,923) |
| 10,000 | 6,000 | (712,852) | (753,026) | (793,201) | (834,152) | (875,736) | (917,320) | (958,904) |
| | 8,000 | (743,749) | (783,924) | (824,549) | (866,134) | (907,718) | (949,302) | (990,889) |
| | 10,000 | (774,647) | (814,947) | (856,531) | (898,115) | (939,699) | (981,283) | (1,023,603) |
| | 12,000 | (805,544) | (846,929) | (888,513) | (930,097) | (971,681) | (1,013,784) | (1,056,308) |
| | 14,000 | (837,326) | (878,910) | (920,494) | (962,079) | (1,003,964) | (1,046,488) | (1,089,012) |
| | 16,000 | (869,308) | (910,892) | (952,476) | (994,145) | (1,036,669) | (1,079,193) | (1,121,716) |
| | 18,000 | (901,289) | (942,874) | (984,458) | (1,026,849) | (1,069,373) | (1,111,897) | (1,154,421) |
| | 20,000 | (933,271) | (974,855) | (1,017,030) | (1,059,554) | (1,102,078) | (1,144,601) | (1,187,126) |
| | 22,000 | (965,253) | (1,007,210) | (1,049,734) | (1,092,258) | (1,134,782) | (1,177,306) | (1,219,937) |
| | 24,000 | (997,391) | (1,039,915) | (1,082,439) | (1,124,962) | (1,167,486) | (1,210,010) | (1,252,711) |
| | 26,000 | (1,030,095) | (1,072,619) | (1,115,143) | (1,157,667) | (1,200,191) | (1,242,715) | (1,287,637) |
| | 28,000 | (1,062,800) | (1,105,323) | (1,147,847) | (1,190,371) | (1,232,895) | (1,276,513) | (1,323,852) |
| | 30,000 | (1,095,504) | (1,138,028) | (1,180,552) | (1,223,076) | (1,265,622) | (1,312,650) | (1,360,067) |

TABLE 6

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (694,298) | | | | | | | |
| | 70% | (49,205) | (89,379) | (129,554) | (169,728) | (209,903) | (250,077) | (290,252) |
| | 75% | (170,112) | (210,286) | (250,461) | (290,635) | (330,810) | (370,984) | (411,159) |
| Build Cost | 80% | (291,019) | (331,193) | (371,368) | (411,542) | (451,717) | (491,891) | (532,066) |
| 100% | 85% | (411,926) | (452,100) | (492,275) | (532,449) | (572,624) | (612,798) | (652,973) |
| (105% = 5% increase) | 90% | (532,833) | (573,007) | (613,182) | (653,356) | (693,531) | (733,705) | (773,880) |
| | 95% | (653,740) | (693,914) | (734,089) | (774,263) | (814,550) | (856,134) | (897,718) |
| | 100% | (774,647) | (814,947) | (856,531) | (898,115) | (939,699) | (981,283) | (1,023,603) |
| | 105% | (898,512) | (940,096) | (981,680) | (1,024,009) | (1,066,533) | (1,109,057) | (1,151,581) |
| | 110% | (1,024,415) | (1,066,939) | (1,109,463) | (1,151,987) | (1,194,511) | (1,237,035) | (1,281,347) |
| | 115% | (1,152,393) | (1,194,917) | (1,237,441) | (1,281,535) | (1,328,523) | (1,375,623) | (1,423,062) |
| | 120% | (1,281,984) | (1,328,971) | (1,375,959) | (1,422,947) | (1,469,935) | (1,517,338) | (1,564,778) |
| | 125% | (1,423,395) | (1,470,383) | (1,517,371) | (1,564,359) | (1,611,614) | (1,659,054) | (1,706,494) |

TABLE 7

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (694,298) | | | | | | | |
| | 80% | (1,465,244) | (1,470,626) | (1,476,008) | (1,481,402) | (1,487,121) | (1,492,841) | (1,498,560) |
| | 82% | (1,390,354) | (1,399,896) | (1,409,438) | (1,418,981) | (1,428,713) | (1,438,604) | (1,448,496) |
| Market Values | 84% | (1,315,463) | (1,329,166) | (1,342,869) | (1,356,572) | (1,370,304) | (1,384,368) | (1,398,431) |
| 100% | 86% | (1,242,893) | (1,259,059) | (1,276,299) | (1,294,163) | (1,312,026) | (1,330,131) | (1,348,367) |
| (105% = 5% increase) | 88% | (1,175,117) | (1,195,049) | (1,214,980) | (1,234,912) | (1,254,844) | (1,275,895) | (1,298,302) |
| | 90% | (1,107,341) | (1,131,038) | (1,154,735) | (1,178,432) | (1,202,129) | (1,225,827) | (1,249,830) |
| | 92% | (1,039,565) | (1,067,027) | (1,094,490) | (1,121,952) | (1,149,415) | (1,176,877) | (1,204,522) |
| | 94% | (972,198) | (1,003,016) | (1,034,244) | (1,065,472) | (1,096,700) | (1,127,928) | (1,159,214) |
| | 96% | (905,919) | (940,139) | (974,359) | (1,008,992) | (1,043,985) | (1,078,978) | (1,113,971) |
| | 98% | (839,641) | (877,543) | (915,445) | (953,347) | (991,270) | (1,030,029) | (1,068,787) |
| | 100% | (774,647) | (814,947) | (856,531) | (898,115) | (939,699) | (981,283) | (1,023,603) |
| | 102% | (710,615) | (754,347) | (798,079) | (842,883) | (888,150) | (933,416) | (978,682) |
| | 104% | (646,584) | (693,873) | (741,162) | (788,451) | (836,600) | (885,548) | (934,497) |
| | 106% | (582,552) | (633,398) | (684,245) | (735,091) | (785,938) | (837,680) | (890,311) |
| | 108% | (518,520) | (572,924) | (627,328) | (681,732) | (736,135) | (790,539) | (846,125) |
| | 110% | (454,489) | (512,450) | (570,411) | (628,372) | (686,333) | (744,294) | (802,255) |
| | 112% | (390,457) | (451,976) | (513,494) | (575,012) | (636,531) | (698,049) | (759,567) |
| | 114% | (326,426) | (391,501) | (456,577) | (521,653) | (586,728) | (651,804) | (716,880) |
| | 116% | (262,394) | (331,027) | (399,660) | (468,293) | (536,926) | (605,559) | (674,192) |
| | 118% | (198,362) | (270,553) | (342,743) | (414,933) | (487,124) | (559,314) | (631,504) |
| | 120% | (134,331) | (210,078) | (285,826) | (361,574) | (437,321) | (513,069) | (588,816) |

TABLE 8

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (694,298) | | | | | | | |
| | 5,000 | (767,726) | (804,441) | (842,205) | (880,208) | (918,210) | (956,213) | (994,303) |
| | 10,000 | (760,806) | (794,060) | (827,879) | (862,300) | (896,721) | (931,142) | (965,563) |
| Grant (£ per unit) | 15,000 | (753,886) | (783,680) | (813,553) | (844,392) | (875,232) | (906,071) | (936,911) |
| - | 20,000 | (746,966) | (773,300) | (799,634) | (826,484) | (853,742) | (881,000) | (908,258) |
| | 25,000 | (740,045) | (762,919) | (785,793) | (808,667) | (832,253) | (855,929) | (879,606) |
| | 30,000 | (733,125) | (752,539) | (771,952) | (791,366) | (810,780) | (830,859) | (850,953) |
| | 35,000 | (726,205) | (742,158) | (758,112) | (774,065) | (790,019) | (805,972) | (822,301) |
| | 40,000 | (719,285) | (731,778) | (744,271) | (756,765) | (769,258) | (781,751) | (794,245) |
| | 45,000 | (712,364) | (721,397) | (730,431) | (739,464) | (748,497) | (757,531) | (766,564) |
| | 50,000 | (705,444) | (711,017) | (716,590) | (722,163) | (727,736) | (733,310) | (738,883) |
| | 55,000 | (698,524) | (700,637) | (702,750) | (704,863) | (706,976) | (709,089) | (711,202) |

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

240306_BCC Appraisal_MVBF_v0.2

Appraisal Ref: **9** (see Typologies Matrix)
 Scheme Typology: **Medium Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|----------------------------------|--|---|------------|---|--------------------|-----------------------------|---------------|
| Total number of units in scheme | | | | 15 Units | | | |
| AH Policy requirement (% Target) | | | | 35% | | | |
| Open Market Sale (OMS) housing | | | | Open Market Sale (OMS) 65% | | | |
| AH tenure split % | | | | Affordable Rent: 60.0% | | | |
| | | | | Social Rent: 10.0% 70.0% Rented | | | |
| | | | | First Homes: 25.0% | | | |
| | | | | Other Intermediate (LCHO/Sub-Market etc.): 5.0% 10.5% % of total (>10% First Homes PPG 023) | | | |
| | | | | 100.0% 100.0% | | | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | |
| Unit mix - | | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | | 35.0% | 3.4 | 35.0% | 1.8 | 35% | 5.3 |
| 3 bed House | | 40.0% | 3.9 | 40.0% | 2.1 | 40% | 6.0 |
| 4 bed House | | 25.0% | 2.4 | 25.0% | 1.3 | 25% | 3.8 |
| 5 bed House | | 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% | 5.3 | 100% | 15.0 |
| OMS Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) |
| 1 bed House | | 62.0 | 667 | % | | 62.0 | 667 |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 |
| AH Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) |
| 1 bed House | | 62.0 | 667 | % | | 62.0 | 667 |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) |
| 1 bed House | | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | | 270 | 2,902 | 145 | 1,563 | 415 | 4,464 |
| 3 bed House | | 371 | 3,988 | 200 | 2,147 | 570 | 6,135 |
| 4 bed House | | 293 | 3,148 | 158 | 1,695 | 450 | 4,844 |
| 5 bed House | | 0 | 0 | 0 | 0 | 0 | 0 |
| 1 bed Flat | | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed Flat | | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed Flat | | 0 | 0 | 0 | 0 | 0 | 0 |
| | | 933 | 10,038 | 502 | 5,405 | 1,435 | 15,444 |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | |
| 1 bed House | | 200,000 | 3,226 | 300 | 0 | | |
| 2 bed House | | 250,000 | 3,165 | 294 | 1,312,500 | | |
| 3 bed House | | 365,000 | 3,842 | 357 | 2,190,000 | | |
| 4 bed House | | 425,000 | 3,542 | 329 | 1,593,750 | | |
| 5 bed House | | 475,000 | 3,393 | 315 | 0 | | |
| 1 bed Flat | | 150,000 | 3,000 | 279 | 0 | | |
| 2 bed Flat | | 200,000 | 2,857 | 265 | 0 | | |
| 3 bed Flat | | 375,000 | 4,688 | 435 | 0 | | |
| | | | | | 5,096,250 | | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV |
| 1 bed House | | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% |
| 2 bed House | | 137,500 | 55% | 112,500 | 45% | 175,000 | 70% |
| 3 bed House | | 200,750 | 55% | 164,250 | 45% | 250,000 | 70% |
| 4 bed House | | 233,750 | 55% | 191,250 | 45% | 250,000 | 70% |
| 5 bed House | | 261,250 | 55% | 213,750 | 45% | 250,000 | 70% |
| 1 bed Flat | | 82,500 | 55% | 67,500 | 45% | 105,000 | 70% |
| 2 bed Flat | | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% |
| 3 bed Flat | | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% |
| | | | | | | | |

* capped @£250K

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Scheme Typology: **Medium Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|-----------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 3.4 | @ | 250,000 | 853,125 |
| 3 bed House | 3.9 | @ | 365,000 | 1,423,500 |
| 4 bed House | 2.4 | @ | 425,000 | 1,035,938 |
| 5 bed House | 0.0 | @ | 475,000 | - |
| 1 bed Flat | 0.0 | @ | 150,000 | - |
| 2 bed Flat | 0.0 | @ | 200,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 9.8 | | | 3,312,563 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 1.1 | @ | 137,500 | 151,594 |
| 3 bed House | 1.3 | @ | 200,750 | 252,945 |
| 4 bed House | 0.8 | @ | 233,750 | 184,078 |
| 5 bed House | 0.0 | @ | 261,250 | - |
| 1 bed Flat | 0.0 | @ | 82,500 | - |
| 2 bed Flat | 0.0 | @ | 110,000 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 3.2 | | | 588,617 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.2 | @ | 112,500 | 20,672 |
| 3 bed House | 0.2 | @ | 164,250 | 34,493 |
| 4 bed House | 0.1 | @ | 191,250 | 25,102 |
| 5 bed House | 0.0 | @ | 213,750 | - |
| 1 bed Flat | 0.0 | @ | 67,500 | - |
| 2 bed Flat | 0.0 | @ | 90,000 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 0.5 | | | 80,266 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 0.5 | @ | 175,000 | 80,391 |
| 3 bed House | 0.5 | @ | 250,000 | 131,250 |
| 4 bed House | 0.3 | @ | 250,000 | 82,031 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 105,000 | - |
| 2 bed Flat | 0.0 | @ | 140,000 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 1.3 | | | 293,672 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.1 | @ | 187,500 | 17,227 |
| 3 bed House | 0.1 | @ | 273,750 | 28,744 |
| 4 bed House | 0.1 | @ | 318,750 | 20,918 |
| 5 bed House | 0.0 | @ | 356,250 | - |
| 1 bed Flat | 0.0 | @ | 112,500 | - |
| 2 bed Flat | 0.0 | @ | 150,000 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.3 | 5.3 | | 66,888 |
| Sub-total GDV Residential | | | | |
| | 15 | | | 4,342,005 |
| AH on-site cost analysis: | | | | |
| | 526 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 754,245 |
| | | | 50,283 £ per unit (total units) | |
| Grant | | | | |
| | 5 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 4,342,005 |

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Scheme Typology: **Medium Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|---|-------------------------|-----------------------|--|---------|-----------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (6,930) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (20,000) |
| CIL (Mrkt only + garages) | | 1,001 sqm | | 90.39 £ psm | | (90,444) |
| | CIL analysis: | 2.08% % of GDV | | 6,030 £ per unit (total units) | | |
| Site Specific S106 Contributions | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 15 units @ | | 4,300 per unit | | (64,500) |
| | Sub-total | | | | | (64,500) |
| | S106 analysis: | 172,000 £ per ha | 1.49% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | 1,435 sqm (total) | 0 £ psm | | - |
| | Comm. Sum analysis: | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | 0.38 ha @ | | 123,550 £ per ha (if brownfield) | | (46,331) |
| Site Infrastructure costs - | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 15 units @ | | 0 per unit | | - |
| | Sub-total | | | | | - |
| | Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | - sqm @ | | 1,423 psm | | - |
| 2 bed House | | 415 sqm @ | | 1,423 psm | | (590,189) |
| 3 bed House | | 570 sqm @ | | 1,423 psm | | (811,110) |
| 4 bed House | | 450 sqm @ | | 1,423 psm | | (640,350) |
| 5 bed House | | - sqm @ | | 1,423 psm | | - |
| 1 bed Flat | | - sqm @ | | 1,638 psm | | - |
| 2 bed Flat | | - sqm @ | | 1,638 psm | | - |
| 3 bed Flat | | - sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | 4 | 50% units @ | | 18 sqm @ | 600 psm | (21,060) |
| Garages for 4B House (Mrkt only) | 2 | 75% units @ | | 18 sqm @ | 600 psm | (19,744) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | | 18 sqm @ | 600 psm | - |
| | | 68 | | | | |
| External works | | 2,082,453 @ | | 15.0% | | (312,368) |
| | Ext. Works analysis: | | | 20,825 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | 15 units @ | | 287 £ per unit | | (4,305) |
| M4(2) Category 2 Housing | Aff units | 5 units @ | 90% @ | 521 £ per unit | | (2,462) |
| M4(2) Category 2 Housing | OMS units | 10 units @ | 90% @ | 521 £ per unit | | (4,572) |
| M4(3) Category 3 Housing | Aff units | 5 units @ | 10% @ | 10,111 £ per unit | | (5,308) |
| M4(3) Category 3 Housing | OMS units | 10 units @ | 10% @ | 10,111 £ per unit | | (9,858) |
| Net Zero Cost | | 15 units @ | | 10,000 £ per unit | | (150,000) |
| Urban Greening | No. of storeys | 2.0 equals | 717 sqm footprint | 100 £ sqm | | (71,738) |
| EV Charging Points - Houses | | 15 units @ | | 1,000 £ per unit | | (15,000) |
| EV Charging Points - Flats | | - units @ | 4 flats per charger | 2,500 £ per 4 units | | - |
| | | 2 units @ | | 0 £ per unit | | - |
| | Sub-total | | | | | (263,243) |
| | Policy Costs analysis: (design costs only) | | | 17,550 £ per unit (total units) | | |
| Contingency (on construction) | | 2,704,395 @ | | 5.0% | | (135,220) |

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Scheme Typology: **Medium Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|------------------|--|---------------------------|------------------------------------|--------------------|
| Professional Fees | 2,704,395 @ | | 6.5% | | (175,786) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 3,312,563 OMS @ | | 3.00% | 6,625 £ per unit | (99,377) |
| Residential Sales Agent Costs | 3,312,563 OMS @ | | 1.00% | 2,208 £ per unit | (33,126) |
| Residential Sales Legal Costs | 3,312,563 OMS @ | | 0.35% | 773 £ per unit | (11,594) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 8,940 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (20,732) |
| Developers Profit - | | | | | |
| Profit on OMS | 3,312,563 | | 20.00% | | (662,513) |
| Margin on AH | 1,029,443 | | 6.00% on AH values | | (61,767) |
| Profit analysis: | 4,342,005 | | 16.68% blended GDV | (724,279) | |
| | 3,352,102 | | 21.61% on costs | (724,279) | |
| TOTAL COSTS | | | | | (4,076,381) |

| | | | | | |
|----------------------------------|--------------------------|---------------------------------|-----------------------------------|--|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 265,624 |
| SDLT | 265,624 @ | | HMRC formula | | (2,781) |
| Acquisition Agent fees | 265,624 @ | | 1.0% | | (2,656) |
| Acquisition Legal fees | 265,624 @ | | 0.5% | | (1,328) |
| Interest on Land | 265,624 @ | | 8.00% | | (21,250) |
| Residual Land Value | | | | | 237,609 |
| RLV analysis: | 15,841 £ per plot | 633,623 £ per ha (net) | 256,424 £ per acre (net) | | |
| | | 633,623 £ per ha (gross) | 256,424 £ per acre (gross) | | |
| | | | 5.47% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|-----------------------------------|-------------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 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: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 78,145 £ per plot | 3,125,815 £ per ha (net) | 1,265,000 £ per acre (net) | | 1,172,181 |
| BLV analysis: | | 3,125,815 £ per ha (gross) | 1,265,000 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-----------------------------------|-------------------------------------|--|------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (2,492,192) £ per ha (net) | (1,008,576) £ per acre (net) | | (934,572) |

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Appraisal Ref: **10** (see Typologies Matrix)
 Scheme Typology: **Medium Value Zone**
 Site Typology: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes: **No Units: 30**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|---|---------------------------|--|---|---|---------------------|----------------|
| Total number of units in scheme | | 30 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | | |
| | | | | 100% | | 100.0% | | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | | |
| Unit mix - | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 35.0% | 6.8 | 35.0% | 3.7 | 35% | 10.5 | | |
| 3 bed House | 40.0% | 7.8 | 40.0% | 4.2 | 40% | 12.0 | | |
| 4 bed House | 25.0% | 4.9 | 25.0% | 2.6 | 25% | 7.5 | | |
| 5 bed House | 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% | 19.5 | 100.0% | 10.5 | 100% | 30.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed House | 539 | 5,804 | 290 | 3,125 | 830 | | | |
| 3 bed House | 741 | 7,976 | 399 | 4,295 | 1,140 | | | |
| 4 bed House | 585 | 6,297 | 315 | 3,391 | 900 | | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | | | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | | | |
| | 1,865 | 20,077 | 1,004 | 10,810 | 2,870 | | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 250,000 | 3,165 | 294 | 2,625,000 | | | | |
| 3 bed House | 365,000 | 3,842 | 357 | 4,380,000 | | | | |
| 4 bed House | 425,000 | 3,542 | 329 | 3,187,500 | | | | |
| 5 bed House | 475,000 | 3,393 | 315 | 0 | | | | |
| 1 bed Flat | 150,000 | 3,000 | 279 | 0 | | | | |
| 2 bed Flat | 200,000 | 2,857 | 265 | 0 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 10,192,500 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 137,500 | 55% | 112,500 | 45% | 175,000 | 70% | 187,500 | 75% |
| 3 bed House | 200,750 | 55% | 164,250 | 45% | 250,000 | 70% | 273,750 | 75% |
| 4 bed House | 233,750 | 55% | 191,250 | 45% | 250,000 | 70% | 318,750 | 75% |
| 5 bed House | 261,250 | 55% | 213,750 | 45% | 250,000 | 70% | 356,250 | 75% |
| 1 bed Flat | 82,500 | 55% | 67,500 | 45% | 105,000 | 70% | 112,500 | 75% |
| 2 bed Flat | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | | | | |

* capped @£250K

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Scheme Typology: **Medium Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | |
|---|---------------------------|------------|---------------------------------|-----------|--|
| OMS GDV - (part houses due to % mix) | | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - | |
| 2 bed House | 6.8 | @ | 250,000 | 1,706,250 | |
| 3 bed House | 7.8 | @ | 365,000 | 2,847,000 | |
| 4 bed House | 4.9 | @ | 425,000 | 2,071,875 | |
| 5 bed House | 0.0 | @ | 475,000 | - | |
| 1 bed Flat | 0.0 | @ | 150,000 | - | |
| 2 bed Flat | 0.0 | @ | 200,000 | - | |
| 3 bed Flat | 0.0 | @ | 375,000 | - | |
| | 19.5 | | | 6,625,125 | |
| Affordable Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - | |
| 2 bed House | 2.2 | @ | 137,500 | 303,188 | |
| 3 bed House | 2.5 | @ | 200,750 | 505,890 | |
| 4 bed House | 1.6 | @ | 233,750 | 368,156 | |
| 5 bed House | 0.0 | @ | 261,250 | - | |
| 1 bed Flat | 0.0 | @ | 82,500 | - | |
| 2 bed Flat | 0.0 | @ | 110,000 | - | |
| 3 bed Flat | 0.0 | @ | 206,250 | - | |
| | 6.3 | | | 1,177,234 | |
| Social Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - | |
| 2 bed House | 0.4 | @ | 112,500 | 41,344 | |
| 3 bed House | 0.4 | @ | 164,250 | 68,985 | |
| 4 bed House | 0.3 | @ | 191,250 | 50,203 | |
| 5 bed House | 0.0 | @ | 213,750 | - | |
| 1 bed Flat | 0.0 | @ | 67,500 | - | |
| 2 bed Flat | 0.0 | @ | 90,000 | - | |
| 3 bed Flat | 0.0 | @ | 168,750 | - | |
| | 1.1 | | | 160,532 | |
| First Homes GDV - | | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - | |
| 2 bed House | 0.9 | @ | 175,000 | 160,781 | |
| 3 bed House | 1.1 | @ | 250,000 | 262,500 | |
| 4 bed House | 0.7 | @ | 250,000 | 164,063 | |
| 5 bed House | 0.0 | @ | 250,000 | - | |
| 1 bed Flat | 0.0 | @ | 105,000 | - | |
| 2 bed Flat | 0.0 | @ | 140,000 | - | |
| 3 bed Flat | 0.0 | @ | 250,000 | - | |
| | 2.6 | | | 587,344 | |
| Other Intermediate GDV - | | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - | |
| 2 bed House | 0.2 | @ | 187,500 | 34,453 | |
| 3 bed House | 0.2 | @ | 273,750 | 57,488 | |
| 4 bed House | 0.1 | @ | 318,750 | 41,836 | |
| 5 bed House | 0.0 | @ | 356,250 | - | |
| 1 bed Flat | 0.0 | @ | 112,500 | - | |
| 2 bed Flat | 0.0 | @ | 150,000 | - | |
| 3 bed Flat | 0.0 | @ | 281,250 | - | |
| | 0.5 | 10.5 | | 133,777 | |
| Sub-total GDV Residential | | | | | |
| | 30 | | | 8,684,011 | |
| AH on-site cost analysis: | | | | | |
| | 526 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 1,508,489 | |
| | | | 50,283 £ per unit (total units) | | |
| Grant | | | | | |
| | 11 | AH units @ | 0 per unit | - | |
| Total GDV | | | | | |
| | | | | 8,684,011 | |

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Scheme Typology: **Medium Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | | |
|--|-----------|--------------|-------|----------|-------------------|--|-------------|
| Initial Payments - | | | | | | | |
| Statutory Planning Fees (Residential) (13,860) | | | | | | | |
| Planning Application Professional Fees, Surveys and reports (40,000) | | | | | | | |
| CIL (Mrkt only + garages) 2,001 sqm 90.39 £ psm (180,887) | | | | | | | |
| CIL analysis: 2.08% % of GDV 6,030 £ per unit (total units) | | | | | | | |
| Site Specific S106 Contributions | | | | | | | |
| Year 1 | | | | 0 | | | - |
| Year 2 | | | | 0 | | | - |
| Year 3 | | | | 0 | | | - |
| Year 4 | | | | 0 | | | - |
| Year 5 | | | | 0 | | | - |
| Year 6 | | | | 0 | | | - |
| Year 7 | | | | 0 | | | - |
| Year 8 | | | | 0 | | | - |
| Year 9 | | | | 0 | | | - |
| Year 10 | | | | 0 | | | - |
| Year 11 | | | | 0 | | | - |
| Year 12 | | | | 0 | | | - |
| Year 13 | | | | 0 | | | - |
| Year 14 | | | | 0 | | | - |
| Year 15 | | | | 0 | | | - |
| Years 1-15 | | 30 units @ | | 4,300 | per unit | | (129,000) |
| Sub-total (129,000) | | | | | | | |
| S106 analysis: 172,000 £ per ha 1.49% % of GDV 4,300 £ per unit (total units) | | | | | | | |
| AH Commuted Sum 2,870 sqm (total) 0 £ psm | | | | | | | |
| Comm. Sum analysis: 0.00% % of GDV | | | | | | | |
| Construction Costs - | | | | | | | |
| Site Clearance, Demolition & Remediation 0.75 ha @ 123,550 £ per ha (if brownfield) (92,663) | | | | | | | |
| Site Infrastructure costs - | | | | | | | |
| Year 1 | | | | 0 | | | - |
| Year 2 | | | | 0 | | | - |
| Year 3 | | | | 0 | | | - |
| Year 4 | | | | 0 | | | - |
| Year 5 | | | | 0 | | | - |
| Year 6 | | | | 0 | | | - |
| Year 7 | | | | 0 | | | - |
| Year 8 | | | | 0 | | | - |
| Year 9 | | | | 0 | | | - |
| Year 10 | | | | 0 | | | - |
| Year 11 | | | | 0 | | | - |
| Year 12 | | | | 0 | | | - |
| Year 13 | | | | 0 | | | - |
| Year 14 | | | | 0 | | | - |
| Year 15 | | | | 0 | | | - |
| Years 1-15 | | 30 units @ | | 0 | per unit | | - |
| Sub-total - | | | | | | | |
| Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units) | | | | | | | |
| 1 bed House | | | | | 1,423 psm | | - |
| 2 bed House | | 830 sqm @ | | | 1,423 psm | | (1,180,379) |
| 3 bed House | | 1,140 sqm @ | | | 1,423 psm | | (1,622,220) |
| 4 bed House | | 900 sqm @ | | | 1,423 psm | | (1,280,700) |
| 5 bed House | | - sqm @ | | | 1,423 psm | | - |
| 1 bed Flat | | - sqm @ | | | 1,638 psm | | - |
| 2 bed Flat | | - sqm @ | | | 1,638 psm | | - |
| 3 bed Flat | | - sqm @ | | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | 8 | 50% units @ | | 18 sqm @ | 600 psm | | (42,120) |
| Garages for 4B House (Mrkt only) | 5 | 75% units @ | | 18 sqm @ | 600 psm | | (39,488) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | | 18 sqm @ | 600 psm | | - |
| | | 136 | | | | | - |
| External works 4,164,906 @ 15.0% (624,736) | | | | | | | |
| Ext. Works analysis: 20,825 £ per unit (total units) | | | | | | | |
| Policy Costs on design - | | | | | | | |
| Net Biodiversity costs 30 units @ 287 £ per unit (8,610) | | | | | | | |
| M4(2) Category 2 Housing | Aff units | 11 units @ | 90% @ | | 521 £ per unit | | (4,923) |
| M4(2) Category 2 Housing | OMS units | 20 units @ | 90% @ | | 521 £ per unit | | (9,144) |
| M4(3) Category 3 Housing | Aff units | 11 units @ | 10% @ | | 10,111 £ per unit | | (10,617) |
| M4(3) Category 3 Housing | OMS units | 20 units @ | 10% @ | | 10,111 £ per unit | | (19,716) |
| Net Zero Cost 30 units @ 10,000 £ per unit (300,000) | | | | | | | |
| Urban Greening No. of storeys 2.0 equals 1,435 sqm footprint 100 £ sqm (143,475) | | | | | | | |
| EV Charging Points - Houses 30 units @ 1,000 £ per unit (30,000) | | | | | | | |
| EV Charging Points - Flats - units @ 4 flats per charger 2,500 £ per 4 units - | | | | | | | |
| Sub-total 2 units @ 0 £ per unit - | | | | | | | |
| Policy Costs analysis: (design costs only) 17,550 £ per unit (total units) (526,485) | | | | | | | |
| Contingency (on construction) 5,408,789 @ 5.0% (270,439) | | | | | | | |

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Scheme Typology: **Medium Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|------------------|---------------------------|------------------------------------|--------------------|
| Professional Fees | 5,408,789 @ | 6.5% | | (351,571) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 6,625,125 OMS @ | 3.00% | 6,625 £ per unit | (198,754) |
| Residential Sales Agent Costs | 6,625,125 OMS @ | 1.00% | 2,208 £ per unit | (66,251) |
| Residential Sales Legal Costs | 6,625,125 OMS @ | 0.35% | 773 £ per unit | (23,188) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 9,273 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (55,409) |
| Developers Profit - | | | | |
| Profit on OMS | 6,625,125 | 20.00% | | (1,325,025) |
| Margin on AH | 2,058,886 | 6.00% on AH values | | (123,533) |
| Profit analysis: | 8,684,011 | 16.68% blended GDV | (1,448,558) | |
| | 6,728,149 | 21.53% on costs | (1,448,558) | |
| TOTAL COSTS | | | | (8,176,707) |

| | | | | |
|----------------------------------|--------------------------|---------------------------------|-----------------------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | 507,304 |
| SDLT | 507,304 @ | HMRC formula | | (14,865) |
| Acquisition Agent fees | 507,304 @ | 1.0% | | (5,073) |
| Acquisition Legal fees | 507,304 @ | 0.5% | | (2,537) |
| Interest on Land | 507,304 @ | 8.00% | | (40,584) |
| Residual Land Value | | | | 444,245 |
| RLV analysis: | 14,808 £ per plot | 592,326 £ per ha (net) | 239,711 £ per acre (net) | |
| | | 592,326 £ per ha (gross) | 239,711 £ per acre (gross) | |
| | | | 5.12% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|-----------------------------------|-------------------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 40.0 dph (net) | | | |
| Site Area (net) | 0.75 ha (net) | | 1.85 acres (net) | |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 0.75 ha (gross) | | 1.85 acres (gross) | |
| Density analysis: | 3,826 sqm/ha (net) | 16,666 sqft/ac (net) | | |
| | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 78,145 £ per plot | 3,125,815 £ per ha (net) | 1,265,000 £ per acre (net) | 2,344,361 |
| BLV analysis: | | 3,125,815 £ per ha (gross) | 1,265,000 £ per acre (gross) | |

| | | | | |
|-------------------|--|-----------------------------------|-------------------------------------|--------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (2,533,489) £ per ha (net) | (1,025,289) £ per acre (net) | (1,900,117) |

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Scheme Typology: **Medium Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,025,289) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | | (706,579) | (753,150) | (799,785) | (846,420) | (893,054) | (939,818) | (986,651) |
| | 10.00 | | (719,537) | (765,444) | (811,355) | (857,267) | (903,179) | (949,268) | (995,374) |
| | 20.00 | | (732,549) | (777,737) | (822,926) | (868,114) | (913,338) | (958,717) | (1,004,097) |
| | 30.00 | | (745,565) | (790,031) | (834,496) | (878,962) | (923,514) | (968,167) | (1,012,820) |
| | 40.00 | | (758,582) | (802,324) | (846,067) | (889,809) | (933,691) | (977,617) | (1,021,550) |
| | 50.00 | | (771,599) | (814,618) | (857,637) | (900,668) | (943,867) | (987,066) | (1,030,324) |
| | 60.00 | | (784,616) | (826,912) | (869,208) | (911,572) | (954,044) | (996,516) | (1,039,097) |
| | 70.00 | | (797,632) | (839,205) | (880,778) | (922,475) | (964,220) | (1,005,965) | (1,047,870) |
| | 80.00 | | (810,649) | (851,499) | (892,360) | (933,379) | (974,397) | (1,015,415) | (1,056,644) |
| | 90.00 | | (823,666) | (863,792) | (903,991) | (944,282) | (984,573) | (1,024,918) | (1,065,417) |
| | 100.00 | | (836,683) | (876,086) | (915,621) | (955,185) | (994,750) | (1,034,423) | (1,074,190) |
| | 110.00 | | (849,700) | (888,414) | (927,251) | (966,089) | (1,004,926) | (1,043,927) | (1,082,964) |
| | 120.00 | | (862,716) | (900,771) | (938,882) | (976,992) | (1,015,126) | (1,053,432) | (1,091,737) |
| | 130.00 | | (875,745) | (913,128) | (950,512) | (987,896) | (1,025,362) | (1,062,936) | (1,100,525) |
| | 140.00 | | (888,829) | (925,485) | (962,142) | (998,799) | (1,035,597) | (1,072,441) | (1,109,355) |
| | 150.00 | | (901,913) | (937,843) | (973,772) | (1,009,721) | (1,045,833) | (1,081,945) | (1,118,184) |
| | 160.00 | | (914,997) | (950,200) | (985,403) | (1,020,687) | (1,056,068) | (1,091,450) | (1,127,014) |
| | 170.00 | | (928,081) | (962,557) | (997,033) | (1,031,654) | (1,066,304) | (1,100,981) | (1,135,844) |
| | 180.00 | | (941,165) | (974,914) | (1,008,702) | (1,042,621) | (1,076,540) | (1,110,547) | (1,144,698) |
| 190.00 | | (954,249) | (987,271) | (1,020,400) | (1,053,587) | (1,086,775) | (1,120,112) | (1,153,837) | |
| 200.00 | | (967,333) | (999,641) | (1,032,098) | (1,064,554) | (1,097,022) | (1,129,678) | (1,162,977) | |
| 210.00 | | (980,417) | (1,012,070) | (1,043,795) | (1,075,521) | (1,107,324) | (1,139,244) | (1,172,116) | |
| 220.00 | | (993,504) | (1,024,499) | (1,055,493) | (1,086,488) | (1,117,625) | (1,148,978) | (1,181,256) | |
| 230.00 | | (1,006,664) | (1,036,928) | (1,067,191) | (1,097,479) | (1,127,927) | (1,158,879) | (1,190,396) | |
| 240.00 | | (1,019,824) | (1,049,357) | (1,078,889) | (1,108,516) | (1,138,228) | (1,168,781) | (1,199,711) | |
| 250.00 | | (1,032,984) | (1,061,785) | (1,090,587) | (1,119,553) | (1,148,689) | (1,178,682) | (1,209,057) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,025,289) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | | (777,666) | (817,765) | (857,863) | (897,961) | (938,222) | (978,485) | (1,018,748) |
| | 2,000 | | (791,759) | (831,858) | (871,956) | (912,125) | (952,388) | (992,651) | (1,032,988) |
| | 3,000 | | (805,853) | (845,951) | (886,049) | (926,291) | (966,554) | (1,006,817) | (1,047,237) |
| | 4,000 | | (819,946) | (860,044) | (900,195) | (940,457) | (980,720) | (1,021,014) | (1,061,485) |
| | 5,000 | | (834,039) | (874,137) | (914,361) | (954,623) | (994,886) | (1,035,263) | (1,075,733) |
| | 6,000 | | (848,132) | (888,264) | (928,527) | (968,789) | (1,009,052) | (1,049,511) | (1,089,981) |
| | 7,000 | | (862,225) | (902,430) | (942,693) | (982,955) | (1,023,289) | (1,063,759) | (1,104,268) |
| | 8,000 | | (876,333) | (916,596) | (956,859) | (997,121) | (1,037,537) | (1,078,007) | (1,118,608) |
| | 9,000 | | (890,449) | (930,762) | (971,025) | (1,011,315) | (1,051,785) | (1,092,256) | (1,132,948) |
| | 10,000 | | (904,665) | (944,928) | (985,191) | (1,025,563) | (1,066,034) | (1,106,567) | (1,147,403) |
| | 11,000 | | (918,831) | (959,094) | (999,356) | (1,039,811) | (1,080,282) | (1,120,907) | (1,162,246) |
| | 12,000 | | (932,997) | (973,260) | (1,013,589) | (1,054,060) | (1,094,530) | (1,135,247) | (1,177,089) |
| | 13,000 | | (947,163) | (987,426) | (1,027,838) | (1,068,308) | (1,108,866) | (1,149,783) | (1,191,936) |
| | 14,000 | | (961,329) | (1,001,615) | (1,042,086) | (1,082,556) | (1,123,206) | (1,164,626) | (1,207,115) |
| | 15,000 | | (975,495) | (1,015,864) | (1,056,334) | (1,096,825) | (1,137,545) | (1,179,469) | (1,222,293) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,025,289) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | | (612,569) | (664,423) | (716,351) | (768,370) | (820,389) | (872,463) | (924,689) |
| | 16.0% | | (654,890) | (704,393) | (753,970) | (803,637) | (853,305) | (903,028) | (952,903) |
| | 17.0% | | (697,211) | (744,363) | (791,589) | (838,905) | (886,221) | (933,594) | (981,117) |
| | 18.0% | | (739,532) | (784,332) | (829,207) | (874,172) | (919,138) | (964,159) | (1,009,331) |
| | 19.0% | | (781,853) | (824,302) | (866,826) | (909,440) | (952,054) | (994,724) | (1,037,545) |
| | 20.0% | | (824,174) | (864,272) | (904,444) | (944,707) | (984,970) | (1,025,289) | (1,065,759) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (1,025,289) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 1,265,000 | 100,000 | | 340,826 | 300,728 | 260,556 | 220,293 | 180,030 | 139,711 | 99,241 |
| | 200,000 | | 240,826 | 200,728 | 160,556 | 120,293 | 80,030 | 39,711 | (759) |
| | 300,000 | | 140,826 | 100,728 | 60,556 | 20,293 | (19,970) | (60,289) | (100,759) |
| | 400,000 | | 40,826 | 728 | (39,444) | (79,707) | (119,970) | (160,289) | (200,759) |
| | 500,000 | | (59,174) | (99,272) | (139,444) | (179,707) | (219,970) | (260,289) | (300,759) |
| | 600,000 | | (159,174) | (199,272) | (239,444) | (279,707) | (319,970) | (360,289) | (400,759) |
| | 700,000 | | (259,174) | (299,272) | (339,444) | (379,707) | (419,970) | (460,289) | (500,759) |
| | 800,000 | | (359,174) | (399,272) | (439,444) | (479,707) | (519,970) | (560,289) | (600,759) |
| | 900,000 | | (459,174) | (499,272) | (539,444) | (579,707) | (619,970) | (660,289) | (700,759) |
| | 1,000,000 | | (559,174) | (599,272) | (639,444) | (679,707) | (719,970) | (760,289) | (800,759) |
| | 1,100,000 | | (659,174) | (699,272) | (739,444) | (779,707) | (819,970) | (860,289) | (900,759) |
| | 1,200,000 | | (759,174) | (799,272) | (839,444) | (879,707) | (919,970) | (960,289) | (1,000,759) |
| | 1,300,000 | | (859,174) | (899,272) | (939,444) | (979,707) | (1,019,970) | (1,060,289) | (1,100,759) |
| | 1,400,000 | | (959,174) | (999,272) | (1,039,444) | (1,079,707) | (1,119,970) | (1,160,289) | (1,200,759) |
| | 1,500,000 | | (1,059,174) | (1,099,272) | (1,139,444) | (1,179,707) | (1,219,970) | (1,260,289) | (1,300,759) |
| | 1,600,000 | | (1,159,174) | (1,199,272) | (1,239,444) | (1,279,707) | (1,319,970) | (1,360,289) | (1,400,759) |

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Scheme Typology: Medium Value Zone No Units: 30
 Site Typology: Location / Value Zone: Medium Value Greenfield/Brownfield: Brownfield
 Notes:

| Balance (RLV - BLV £ per acre (n)) | (1,025,289) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 0 | (666,361) | (706,337) | (746,313) | (786,358) | (826,456) | (866,555) | (906,653) |
| Net Zero | 2,000 | (697,831) | (737,807) | (777,882) | (817,980) | (858,078) | (898,177) | (938,326) |
| (£ per unit) | 4,000 | (729,308) | (769,406) | (809,504) | (849,602) | (889,701) | (929,856) | (970,119) |
| 10,000 | 6,000 | (760,930) | (801,028) | (841,126) | (881,224) | (921,385) | (961,648) | (1,001,911) |
| | 8,000 | (792,552) | (832,650) | (872,748) | (912,915) | (953,178) | (993,441) | (1,033,779) |
| | 10,000 | (824,174) | (864,272) | (904,444) | (944,707) | (984,970) | (1,025,289) | (1,065,759) |
| | 12,000 | (855,796) | (895,974) | (936,237) | (976,500) | (1,016,799) | (1,057,269) | (1,097,740) |
| | 14,000 | (887,503) | (927,766) | (968,029) | (1,008,309) | (1,048,779) | (1,089,250) | (1,129,922) |
| | 16,000 | (919,296) | (959,559) | (999,822) | (1,040,289) | (1,080,760) | (1,121,388) | (1,162,744) |
| | 18,000 | (951,088) | (991,351) | (1,031,800) | (1,072,270) | (1,112,853) | (1,153,910) | (1,196,157) |
| | 20,000 | (982,881) | (1,023,310) | (1,063,780) | (1,104,318) | (1,145,076) | (1,187,225) | (1,230,254) |
| | 22,000 | (1,014,820) | (1,055,290) | (1,095,784) | (1,136,505) | (1,178,391) | (1,221,192) | (1,264,294) |
| | 24,000 | (1,046,800) | (1,087,270) | (1,127,970) | (1,169,557) | (1,212,158) | (1,255,260) | (1,301,864) |
| | 26,000 | (1,078,781) | (1,119,435) | (1,160,273) | (1,203,124) | (1,246,226) | (1,291,882) | (1,339,509) |
| | 28,000 | (1,110,901) | (1,151,889) | (1,194,090) | (1,237,193) | (1,281,900) | (1,329,527) | (1,377,153) |
| | 30,000 | (1,143,087) | (1,185,205) | (1,228,159) | (1,271,918) | (1,319,545) | (1,367,171) | (1,414,798) |

| Balance (RLV - BLV £ per acre (n)) | (1,025,289) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 70% | (87,716) | (127,574) | (167,433) | (207,291) | (247,149) | (287,007) | (326,865) |
| | 75% | (209,868) | (249,727) | (289,585) | (329,443) | (369,301) | (409,159) | (449,017) |
| Build Cost | 80% | (332,067) | (371,963) | (411,860) | (451,756) | (491,652) | (531,548) | (571,444) |
| 100% | 85% | (454,682) | (494,578) | (534,474) | (574,370) | (614,266) | (654,162) | (694,132) |
| (105% = 5% increase) | 90% | (577,419) | (617,395) | (657,371) | (697,347) | (737,323) | (777,300) | (817,279) |
| | 95% | (700,563) | (740,539) | (780,628) | (820,726) | (860,825) | (900,923) | (941,087) |
| | 100% | (824,174) | (864,272) | (904,444) | (944,707) | (984,970) | (1,025,289) | (1,065,759) |
| | 105% | (948,327) | (988,590) | (1,029,022) | (1,069,493) | (1,110,058) | (1,151,017) | (1,193,198) |
| | 110% | (1,073,226) | (1,113,845) | (1,154,937) | (1,197,207) | (1,240,309) | (1,285,344) | (1,332,971) |
| | 115% | (1,201,216) | (1,244,318) | (1,289,774) | (1,337,400) | (1,385,027) | (1,432,654) | (1,480,504) |
| | 120% | (1,341,830) | (1,389,457) | (1,437,083) | (1,484,829) | (1,532,807) | (1,580,784) | (1,628,762) |
| | 125% | (1,489,155) | (1,537,132) | (1,585,109) | (1,633,087) | (1,681,064) | (1,729,042) | (1,777,221) |

| Balance (RLV - BLV £ per acre (n)) | (1,025,289) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 80% | (1,525,385) | (1,530,167) | (1,534,949) | (1,539,731) | (1,544,513) | (1,549,295) | (1,554,077) |
| | 82% | (1,447,639) | (1,456,735) | (1,465,836) | (1,474,938) | (1,484,039) | (1,493,141) | (1,502,242) |
| Market Values | 84% | (1,370,412) | (1,383,715) | (1,397,019) | (1,410,322) | (1,423,625) | (1,436,987) | (1,450,408) |
| 100% | 86% | (1,293,184) | (1,310,778) | (1,328,372) | (1,345,966) | (1,363,559) | (1,381,153) | (1,398,747) |
| (105% = 5% increase) | 88% | (1,220,616) | (1,240,421) | (1,260,226) | (1,281,609) | (1,303,494) | (1,325,378) | (1,347,262) |
| | 90% | (1,151,632) | (1,174,796) | (1,198,101) | (1,221,789) | (1,245,477) | (1,269,602) | (1,295,777) |
| | 92% | (1,085,447) | (1,111,391) | (1,137,439) | (1,164,170) | (1,191,131) | (1,218,688) | (1,246,259) |
| | 94% | (1,019,819) | (1,049,352) | (1,078,884) | (1,108,461) | (1,138,177) | (1,168,732) | (1,199,665) |
| | 96% | (954,460) | (987,471) | (1,020,549) | (1,053,727) | (1,086,906) | (1,120,205) | (1,153,926) |
| | 98% | (889,189) | (925,826) | (962,463) | (999,100) | (1,035,862) | (1,072,686) | (1,109,570) |
| | 100% | (824,174) | (864,272) | (904,444) | (944,707) | (984,970) | (1,025,289) | (1,065,759) |
| | 102% | (759,214) | (802,921) | (846,628) | (890,335) | (934,042) | (978,093) | (1,022,008) |
| | 104% | (694,320) | (741,570) | (788,886) | (836,202) | (883,518) | (930,953) | (978,468) |
| | 106% | (629,626) | (680,384) | (731,144) | (782,069) | (832,994) | (883,919) | (934,954) |
| | 108% | (564,932) | (619,284) | (673,637) | (727,989) | (782,469) | (837,003) | (891,537) |
| | 110% | (500,238) | (558,184) | (616,131) | (674,078) | (732,024) | (790,088) | (848,230) |
| | 112% | (435,687) | (497,085) | (558,625) | (620,166) | (681,707) | (743,247) | (804,924) |
| | 114% | (371,215) | (436,183) | (501,152) | (566,254) | (631,389) | (696,524) | (761,659) |
| | 116% | (306,742) | (375,292) | (443,843) | (512,394) | (581,072) | (649,801) | (718,530) |
| | 118% | (242,269) | (314,402) | (386,534) | (458,667) | (530,799) | (603,077) | (675,400) |
| | 120% | (177,796) | (253,511) | (329,225) | (404,939) | (480,654) | (556,368) | (632,271) |

| Balance (RLV - BLV £ per acre (n)) | (1,025,289) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|
| | 5,000 | (817,118) | (853,688) | (890,264) | (926,982) | (963,700) | (1,000,418) | (1,037,246) |
| | 10,000 | (810,062) | (843,104) | (876,147) | (909,257) | (942,429) | (975,602) | (1,008,775) |
| Grant (£ per unit) | 15,000 | (803,006) | (832,520) | (862,035) | (891,549) | (921,159) | (950,787) | (980,414) |
| - | 20,000 | (795,950) | (821,937) | (847,923) | (873,910) | (899,896) | (925,971) | (952,054) |
| | 25,000 | (788,894) | (811,353) | (833,811) | (856,270) | (878,728) | (901,187) | (923,693) |
| | 30,000 | (781,838) | (800,769) | (819,700) | (838,630) | (857,561) | (876,491) | (895,422) |
| | 35,000 | (774,783) | (790,185) | (805,588) | (820,991) | (836,393) | (851,796) | (867,199) |
| | 40,000 | (767,727) | (779,601) | (791,476) | (803,351) | (815,226) | (827,100) | (838,975) |
| | 45,000 | (760,671) | (769,018) | (777,364) | (785,711) | (794,058) | (802,405) | (810,752) |
| | 50,000 | (753,615) | (758,434) | (763,253) | (768,071) | (772,890) | (777,709) | (782,543) |
| | 55,000 | (746,559) | (747,850) | (749,141) | (750,434) | (751,770) | (753,105) | (754,441) |

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

240306_BCC Appraisal_MVBF_v0.2

Appraisal Ref: **11** (see Typologies Matrix)
 Scheme Typology: **Medium Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|--|--|--|---|---|---------------------|----------------|
| Total number of units in scheme | | 45 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | | |
| | | | | 100.0% | | 100.0% | | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | | |
| Unit mix - | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 35.0% | 10.2 | 35.0% | 5.5 | 35% | 15.8 | | |
| 3 bed House | 40.0% | 11.7 | 40.0% | 6.3 | 40% | 18.0 | | |
| 4 bed House | 25.0% | 7.3 | 25.0% | 3.9 | 25% | 11.3 | | |
| 5 bed House | 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% | 29.3 | 100.0% | 15.8 | 100% | 45.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 809 | 8,705 | 435 | 4,688 | 1,244 | 13,393 | | |
| 3 bed House | 1,112 | 11,964 | 599 | 6,442 | 1,710 | 18,406 | | |
| 4 bed House | 878 | 9,445 | 473 | 5,086 | 1,350 | 14,531 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 2,798 | 30,115 | 1,506 | 16,216 | 4,304 | 46,331 | | |
| AH % by floor area: | | | 35.00% AH % by floor area (difference due to mix) | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 250,000 | 3,165 | 294 | 3,937,500 | | | | |
| 3 bed House | 365,000 | 3,842 | 357 | 6,570,000 | | | | |
| 4 bed House | 425,000 | 3,542 | 329 | 4,781,250 | | | | |
| 5 bed House | 475,000 | 3,393 | 315 | 0 | | | | |
| 1 bed Flat | 150,000 | 3,000 | 279 | 0 | | | | |
| 2 bed Flat | 200,000 | 2,857 | 265 | 0 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 15,288,750 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 137,500 | 55% | 112,500 | 45% | 175,000 | 70% | 187,500 | 75% |
| 3 bed House | 200,750 | 55% | 164,250 | 45% | 250,000 | 70% | 273,750 | 75% |
| 4 bed House | 233,750 | 55% | 191,250 | 45% | 250,000 | 70% | 318,750 | 75% |
| 5 bed House | 261,250 | 55% | 213,750 | 45% | 250,000 | 70% | 356,250 | 75% |
| 1 bed Flat | 82,500 | 55% | 67,500 | 45% | 105,000 | 70% | 112,500 | 75% |
| 2 bed Flat | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |

* capped @£250K

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Scheme Typology: **Medium Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|-----------|----------------------------------|--|-------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 10.2 | @ | 250,000 | 2,559,375 |
| 3 bed House | 11.7 | @ | 365,000 | 4,270,500 |
| 4 bed House | 7.3 | @ | 425,000 | 3,107,813 |
| 5 bed House | 0.0 | @ | 475,000 | - |
| 1 bed Flat | 0.0 | @ | 150,000 | - |
| 2 bed Flat | 0.0 | @ | 200,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 29.3 | | | 9,937,688 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 3.3 | @ | 137,500 | 454,781 |
| 3 bed House | 3.8 | @ | 200,750 | 758,835 |
| 4 bed House | 2.4 | @ | 233,750 | 552,234 |
| 5 bed House | 0.0 | @ | 261,250 | - |
| 1 bed Flat | 0.0 | @ | 82,500 | - |
| 2 bed Flat | 0.0 | @ | 110,000 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 9.5 | | | 1,765,851 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.6 | @ | 112,500 | 62,016 |
| 3 bed House | 0.6 | @ | 164,250 | 103,478 |
| 4 bed House | 0.4 | @ | 191,250 | 75,305 |
| 5 bed House | 0.0 | @ | 213,750 | - |
| 1 bed Flat | 0.0 | @ | 67,500 | - |
| 2 bed Flat | 0.0 | @ | 90,000 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 1.6 | | | 240,798 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 1.4 | @ | 175,000 | 241,172 |
| 3 bed House | 1.6 | @ | 250,000 | 393,750 |
| 4 bed House | 1.0 | @ | 250,000 | 246,094 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 105,000 | - |
| 2 bed Flat | 0.0 | @ | 140,000 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 3.9 | | | 881,016 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.3 | @ | 187,500 | 51,680 |
| 3 bed House | 0.3 | @ | 273,750 | 86,231 |
| 4 bed House | 0.2 | @ | 318,750 | 62,754 |
| 5 bed House | 0.0 | @ | 356,250 | - |
| 1 bed Flat | 0.0 | @ | 112,500 | - |
| 2 bed Flat | 0.0 | @ | 150,000 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.8 | 15.8 | | 200,665 |
| Sub-total GDV Residential | | | | |
| | 45 | | | 13,026,016 |
| AH on-site cost analysis: | | | | |
| | | | £MV (no AH) less £GDV (inc. AH) | 2,262,734 |
| | | 526 £ psm (total GIA sqm) | 50,283 £ per unit (total units) | |
| Grant | | | | |
| | 16 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 13,026,016 |

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Scheme Typology: **Medium Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|--|------------------|----------------------------------|---------------------------------|--|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (20,790) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (60,000) |
| CIL (Mrkt only + garages) | | | | | | (271,331) |
| CIL analysis: | | 3,002 sqm | 90.39 £ psm | | | |
| | | 2.08% % of GDV | 6,030 £ per unit (total units) | | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 45 units @ | 4,300 per unit | | | (193,500) |
| Sub-total | | | | | | (193,500) |
| S106 analysis: | | 172,000 £ per ha | 1.49% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | | | | - |
| Comm. Sum analysis: | | | 4,304 sqm (total) | 0 £ psm | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | (138,994) |
| | | 1.13 ha @ | 123,550 £ per ha (if brownfield) | | | |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 45 units @ | 0 per unit | | | - |
| Sub-total | | | | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | | | | | |
| | | | | | | - |
| 2 bed House | | | | | | (1,770,568) |
| 3 bed House | | | | | | (2,433,330) |
| 4 bed House | | | | | | (1,921,050) |
| 5 bed House | | | | | | - |
| 1 bed Flat | | | | | | - |
| 2 bed Flat | | | | | | - |
| 3 bed Flat | | | | | | - |
| | | 4,304 | - | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | | | | | | (63,180) |
| 12 | | 50% units @ | 18 sqm @ | 600 psm | | |
| Garages for 4B House (Mrkt only) | | | | | | (59,231) |
| 7 | | 75% units @ | 18 sqm @ | 600 psm | | |
| Garages for 5B House (Mrkt only) | | | | | | - |
| - | | 120% units @ | 18 sqm @ | 600 psm | | |
| | | 204 | | | | |
| External works | | | | | | |
| | | 6,247,359 @ | 15.0% | 20,825 £ per unit (total units) | | (937,104) |
| Ext. Works analysis: | | | | | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (12,915) |
| | | 45 units @ | 287 £ per unit | | | |
| M4(2) Category 2 Housing Aff units | | | | | | (7,385) |
| 16 | | units @ | 90% @ | 521 £ per unit | | |
| M4(2) Category 2 Housing OMS units | | | | | | (13,715) |
| 29 | | units @ | 90% @ | 521 £ per unit | | |
| M4(3) Category 3 Housing Aff units | | | | | | (15,925) |
| 16 | | units @ | 10% @ | 10,111 £ per unit | | |
| M4(3) Category 3 Housing OMS units | | | | | | (29,575) |
| 29 | | units @ | 10% @ | 10,111 £ per unit | | |
| Net Zero Cost | | | | | | (450,000) |
| 45 | | units @ | | 10,000 £ per unit | | |
| Urban Greening | | | | | | (215,213) |
| 2.0 | | equals | 2,152 sqm footprint | 100 £ sqm | | |
| EV Charging Points - Houses | | | | | | (45,000) |
| 45 | | units @ | | 1,000 £ per unit | | |
| EV Charging Points - Flats | | | | | | - |
| - | | units @ | 4 flats per charger | 2,500 £ per 4 units | | |
| | | 2 units @ | | 0 £ per unit | | |
| Sub-total | | | | | | (789,728) |
| Policy Costs analysis: (design costs only) | | | | 17,550 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | (405,659) |
| | | 8,113,184 @ | 5.0% | | | |

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Scheme Typology: **Medium Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|-------------------|--|---------------------------|------------------------------------|---------------------|
| Professional Fees | 8,113,184 @ | | 6.5% | | (527,357) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 9,937,688 OMS @ | | 3.00% | 6,625 £ per unit | (298,131) |
| Residential Sales Agent Costs | 9,937,688 OMS @ | | 1.00% | 2,208 £ per unit | (99,377) |
| Residential Sales Legal Costs | 9,937,688 OMS @ | | 0.35% | 773 £ per unit | (34,782) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 9,384 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (55,964) |
| Developers Profit - | | | | | |
| Profit on OMS | 9,937,688 | | 20.00% | | (1,987,538) |
| Margin on AH | 3,088,329 | | 6.00% on AH values | | (185,300) |
| Profit analysis: | 13,026,016 | | 16.68% blended GDV | (2,172,837) | |
| | 10,070,075 | | 21.58% on costs | (2,172,837) | |
| TOTAL COSTS | | | | | (12,242,912) |

| | | | | | |
|----------------------------------|--------------------------|---------------------------------|-----------------------------------|--|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 783,104 |
| SDLT | 783,104 @ | | HMRC formula | | (28,655) |
| Acquisition Agent fees | 783,104 @ | | 1.0% | | (7,831) |
| Acquisition Legal fees | 783,104 @ | | 0.5% | | (3,916) |
| Interest on Land | 783,104 @ | | 8.00% | | (62,648) |
| Residual Land Value | | | | | 680,054 |
| RLV analysis: | 15,112 £ per plot | 604,493 £ per ha (net) | 244,635 £ per acre (net) | | |
| | | 604,493 £ per ha (gross) | 244,635 £ per acre (gross) | | |
| | | | 5.22% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|-----------------------------------|-------------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 1.13 ha (net) | | 2.78 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 1.13 ha (gross) | | 2.78 acres (gross) | |
| Density analysis: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 78,145 £ per plot | 3,125,815 £ per ha (net) | 1,265,000 £ per acre (net) | | 3,516,542 |
| BLV analysis: | | 3,125,815 £ per ha (gross) | 1,265,000 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-----------------------------------|-------------------------------------|--|--------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (2,521,322) £ per ha (net) | (1,020,365) £ per acre (net) | | (2,836,488) |

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Scheme Typology: **Medium Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

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)) | (1,020,365) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | (703,551) | (750,116) | (796,680) | (843,244) | (889,808) | (936,372) | (982,936) |
| | 10.00 | (716,418) | (762,267) | (808,116) | (853,966) | (899,815) | (945,664) | (991,514) |
| | 20.00 | (729,284) | (774,418) | (819,553) | (864,688) | (909,822) | (954,957) | (1,000,091) |
| | 30.00 | (742,150) | (786,570) | (830,990) | (875,409) | (919,829) | (964,249) | (1,008,674) |
| | 40.00 | (755,016) | (798,721) | (842,426) | (886,131) | (929,836) | (973,541) | (1,017,279) |
| | 50.00 | (767,883) | (810,873) | (853,863) | (896,853) | (939,843) | (982,834) | (1,025,885) |
| | 60.00 | (780,749) | (823,024) | (865,300) | (907,575) | (949,850) | (992,126) | (1,034,490) |
| | 70.00 | (793,615) | (835,176) | (876,736) | (918,297) | (959,858) | (1,001,418) | (1,043,095) |
| | 80.00 | (806,481) | (847,327) | (888,173) | (929,019) | (969,865) | (1,010,710) | (1,051,700) |
| | 90.00 | (819,348) | (859,479) | (899,610) | (939,741) | (979,872) | (1,020,003) | (1,060,306) |
| | 100.00 | (832,214) | (871,630) | (911,046) | (950,463) | (989,879) | (1,029,295) | (1,068,911) |
| | 110.00 | (845,080) | (883,782) | (922,483) | (961,185) | (999,886) | (1,038,618) | (1,077,516) |
| | 120.00 | (857,946) | (895,933) | (933,920) | (971,906) | (1,009,893) | (1,047,940) | (1,086,121) |
| | 130.00 | (870,813) | (908,085) | (945,356) | (982,628) | (1,019,900) | (1,057,263) | (1,094,727) |
| | 140.00 | (883,679) | (920,236) | (956,793) | (993,350) | (1,029,907) | (1,066,585) | (1,103,332) |
| | 150.00 | (896,545) | (932,388) | (968,230) | (1,004,072) | (1,039,914) | (1,075,907) | (1,111,937) |
| | 160.00 | (909,412) | (944,539) | (979,666) | (1,014,794) | (1,049,921) | (1,085,230) | (1,120,543) |
| | 170.00 | (922,278) | (956,690) | (991,103) | (1,025,516) | (1,059,956) | (1,094,552) | (1,129,148) |
| | 180.00 | (935,144) | (968,842) | (1,002,540) | (1,036,238) | (1,069,996) | (1,103,874) | (1,137,753) |
| | 190.00 | (948,010) | (980,993) | (1,013,976) | (1,046,960) | (1,080,035) | (1,113,197) | (1,146,358) |
| 200.00 | (960,877) | (993,145) | (1,025,413) | (1,057,681) | (1,090,075) | (1,122,519) | (1,154,964) | |
| 210.00 | (973,743) | (1,005,296) | (1,036,850) | (1,068,403) | (1,100,114) | (1,131,842) | (1,163,569) | |
| 220.00 | (986,609) | (1,017,448) | (1,048,286) | (1,079,144) | (1,110,154) | (1,141,164) | (1,172,174) | |
| 230.00 | (999,475) | (1,029,599) | (1,059,723) | (1,089,900) | (1,120,193) | (1,150,486) | (1,180,780) | |
| 240.00 | (1,012,342) | (1,041,751) | (1,071,160) | (1,100,657) | (1,130,233) | (1,159,809) | (1,189,562) | |
| 250.00 | (1,025,208) | (1,053,902) | (1,082,597) | (1,111,413) | (1,140,272) | (1,169,131) | (1,198,469) | |

TABLE 2

| Balance (RLV - BLV £ per acre (n)) | (1,020,365) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | (773,880) | (813,983) | (854,086) | (894,189) | (934,292) | (974,396) | (1,014,523) |
| | 2,000 | (787,810) | (827,913) | (868,016) | (908,119) | (948,223) | (988,326) | (1,028,498) |
| | 3,000 | (801,740) | (841,843) | (881,947) | (922,050) | (962,153) | (1,002,256) | (1,042,473) |
| | 4,000 | (815,670) | (855,774) | (895,877) | (935,980) | (976,083) | (1,016,186) | (1,056,449) |
| | 5,000 | (829,601) | (869,704) | (909,807) | (949,910) | (990,013) | (1,030,119) | (1,070,424) |
| | 6,000 | (843,531) | (883,634) | (923,737) | (963,840) | (1,003,943) | (1,044,095) | (1,084,399) |
| | 7,000 | (857,461) | (897,564) | (937,667) | (977,770) | (1,017,874) | (1,058,070) | (1,098,374) |
| | 8,000 | (871,391) | (911,494) | (951,597) | (991,701) | (1,031,804) | (1,072,045) | (1,112,350) |
| | 9,000 | (885,321) | (925,424) | (965,528) | (1,005,631) | (1,045,734) | (1,086,020) | (1,126,325) |
| | 10,000 | (899,251) | (939,355) | (979,458) | (1,019,561) | (1,059,691) | (1,099,996) | (1,140,300) |
| | 11,000 | (913,182) | (953,285) | (993,388) | (1,033,491) | (1,073,666) | (1,113,971) | (1,154,276) |
| | 12,000 | (927,112) | (967,215) | (1,007,318) | (1,047,421) | (1,087,642) | (1,127,946) | (1,168,251) |
| | 13,000 | (941,042) | (981,145) | (1,021,248) | (1,061,351) | (1,101,617) | (1,141,922) | (1,182,226) |
| | 14,000 | (954,972) | (995,075) | (1,035,178) | (1,075,288) | (1,115,592) | (1,155,897) | (1,196,618) |
| | 15,000 | (968,902) | (1,009,006) | (1,049,109) | (1,089,263) | (1,129,567) | (1,169,872) | (1,211,084) |

TABLE 3

| Balance (RLV - BLV £ per acre (n)) | (1,020,365) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-----------|-----------|-----------|-----------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | (608,245) | (660,104) | (711,963) | (763,822) | (815,681) | (867,540) | (919,571) |
| | 16.0% | (650,566) | (700,074) | (749,581) | (799,089) | (848,597) | (898,105) | (947,785) |
| | 17.0% | (692,887) | (740,043) | (787,200) | (834,357) | (881,513) | (928,670) | (975,999) |
| | 18.0% | (735,208) | (780,013) | (824,819) | (869,624) | (914,429) | (959,235) | (1,004,213) |
| | 19.0% | (777,529) | (819,983) | (862,437) | (904,891) | (947,346) | (989,800) | (1,032,427) |
| | 20.0% | (819,849) | (859,953) | (900,056) | (940,159) | (980,262) | (1,020,365) | (1,060,641) |

TABLE 4

| Balance (RLV - BLV £ per acre (n)) | (1,020,365) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 1,265,000 | 100,000 | 345,151 | 305,047 | 264,944 | 224,841 | 184,738 | 144,635 | 104,359 |
| | 200,000 | 245,151 | 205,047 | 164,944 | 124,841 | 84,738 | 44,635 | 4,359 |
| | 300,000 | 145,151 | 105,047 | 64,944 | 24,841 | (15,262) | (55,365) | (95,641) |
| | 400,000 | 45,151 | 5,047 | (35,056) | (75,159) | (115,262) | (155,365) | (195,641) |
| | 500,000 | (54,849) | (94,953) | (135,056) | (175,159) | (215,262) | (255,365) | (295,641) |
| | 600,000 | (154,849) | (194,953) | (235,056) | (275,159) | (315,262) | (355,365) | (395,641) |
| | 700,000 | (254,849) | (294,953) | (335,056) | (375,159) | (415,262) | (455,365) | (495,641) |
| | 800,000 | (354,849) | (394,953) | (435,056) | (475,159) | (515,262) | (555,365) | (595,641) |
| | 900,000 | (454,849) | (494,953) | (535,056) | (575,159) | (615,262) | (655,365) | (695,641) |
| | 1,000,000 | (554,849) | (594,953) | (635,056) | (675,159) | (715,262) | (755,365) | (795,641) |
| | 1,100,000 | (654,849) | (694,953) | (735,056) | (775,159) | (815,262) | (855,365) | (895,641) |
| | 1,200,000 | (754,849) | (794,953) | (835,056) | (875,159) | (915,262) | (955,365) | (995,641) |
| | 1,300,000 | (854,849) | (894,953) | (935,056) | (975,159) | (1,015,262) | (1,055,365) | (1,095,641) |
| | 1,400,000 | (954,849) | (994,953) | (1,035,056) | (1,075,159) | (1,115,262) | (1,155,365) | (1,195,641) |
| | 1,500,000 | (1,054,849) | (1,094,953) | (1,135,056) | (1,175,159) | (1,215,262) | (1,255,365) | (1,295,641) |
| | 1,600,000 | (1,154,849) | (1,194,953) | (1,235,056) | (1,275,159) | (1,315,262) | (1,355,365) | (1,395,641) |

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Scheme Typology: **Medium Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

| Balance (RLV - BLV £ per acre (n)) | (1,020,365) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 0 | (663,866) | (703,874) | (743,977) | (784,080) | (824,184) | (864,287) | (904,390) |
| Net Zero | 2,000 | (694,987) | (735,090) | (775,193) | (815,296) | (855,399) | (895,502) | (935,606) |
| (£ per unit) | 4,000 | (726,202) | (766,306) | (806,409) | (846,512) | (886,615) | (926,718) | (966,821) |
| 10,000 | 6,000 | (757,418) | (797,521) | (837,624) | (877,727) | (917,831) | (957,934) | (998,037) |
| | 8,000 | (788,634) | (828,737) | (868,840) | (908,943) | (949,046) | (989,149) | (1,029,252) |
| | 10,000 | (819,849) | (859,953) | (900,056) | (940,159) | (980,262) | (1,020,365) | (1,060,468) |
| | 12,000 | (851,065) | (891,168) | (931,271) | (971,375) | (1,011,478) | (1,051,581) | (1,091,684) |
| | 14,000 | (882,281) | (922,384) | (962,487) | (1,002,590) | (1,042,693) | (1,082,796) | (1,122,899) |
| | 16,000 | (913,497) | (953,600) | (993,703) | (1,033,806) | (1,074,909) | (1,115,012) | (1,155,115) |
| | 18,000 | (944,712) | (984,815) | (1,024,919) | (1,065,022) | (1,105,125) | (1,145,228) | (1,185,331) |
| | 20,000 | (975,928) | (1,016,031) | (1,056,134) | (1,096,237) | (1,136,340) | (1,176,443) | (1,216,546) |
| | 22,000 | (1,007,144) | (1,047,247) | (1,087,350) | (1,127,453) | (1,167,556) | (1,207,659) | (1,247,762) |
| | 24,000 | (1,038,359) | (1,078,463) | (1,118,566) | (1,158,669) | (1,198,772) | (1,238,875) | (1,278,978) |
| | 26,000 | (1,069,575) | (1,109,678) | (1,150,781) | (1,190,884) | (1,230,987) | (1,271,090) | (1,311,193) |
| | 28,000 | (1,100,791) | (1,141,894) | (1,182,997) | (1,223,100) | (1,263,203) | (1,303,306) | (1,343,409) |
| | 30,000 | (1,132,007) | (1,172,110) | (1,213,213) | (1,253,316) | (1,293,419) | (1,333,522) | (1,373,625) |

| Balance (RLV - BLV £ per acre (n)) | (1,020,365) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 70% | (89,000) | (128,947) | (168,895) | (208,843) | (248,791) | (288,739) | (328,687) |
| | 75% | (210,654) | (250,638) | (290,623) | (330,607) | (370,591) | (410,576) | (450,560) |
| Build Cost | 80% | (332,411) | (372,396) | (412,380) | (452,364) | (492,349) | (532,333) | (572,317) |
| 100% | 85% | (454,169) | (494,153) | (534,137) | (574,121) | (614,106) | (654,090) | (694,074) |
| (105% = 5% increase) | 90% | (575,926) | (615,910) | (655,894) | (695,879) | (735,863) | (775,847) | (815,831) |
| | 95% | (697,683) | (737,667) | (777,651) | (817,635) | (857,619) | (897,603) | (937,587) |
| | 100% | (819,440) | (859,424) | (899,408) | (939,392) | (979,376) | (1,019,360) | (1,059,344) |
| | 105% | (941,197) | (981,181) | (1,021,165) | (1,061,149) | (1,101,133) | (1,141,117) | (1,181,101) |
| | 110% | (1,062,954) | (1,102,938) | (1,142,922) | (1,182,906) | (1,222,890) | (1,262,874) | (1,302,858) |
| | 115% | (1,184,711) | (1,224,695) | (1,264,679) | (1,304,663) | (1,344,647) | (1,384,631) | (1,424,615) |
| | 120% | (1,306,468) | (1,346,452) | (1,386,436) | (1,426,420) | (1,466,404) | (1,506,388) | (1,546,372) |
| | 125% | (1,428,225) | (1,468,209) | (1,508,193) | (1,548,177) | (1,588,161) | (1,628,145) | (1,668,129) |

| Balance (RLV - BLV £ per acre (n)) | (1,020,365) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 80% | (1,503,885) | (1,509,178) | (1,514,471) | (1,519,764) | (1,525,057) | (1,530,350) | (1,536,643) |
| | 82% | (1,427,961) | (1,437,473) | (1,446,984) | (1,456,495) | (1,466,007) | (1,475,518) | (1,485,029) |
| Market Values | 84% | (1,352,037) | (1,365,767) | (1,379,496) | (1,393,225) | (1,406,954) | (1,420,683) | (1,434,412) |
| 100% | 86% | (1,276,113) | (1,294,362) | (1,312,611) | (1,329,860) | (1,347,109) | (1,364,358) | (1,381,607) |
| (105% = 5% increase) | 88% | (1,200,189) | (1,226,974) | (1,253,759) | (1,280,544) | (1,307,329) | (1,334,114) | (1,360,899) |
| | 90% | (1,124,265) | (1,164,267) | (1,186,703) | (1,209,139) | (1,231,575) | (1,254,011) | (1,276,447) |
| | 92% | (1,048,341) | (1,103,238) | (1,129,182) | (1,155,127) | (1,181,072) | (1,207,017) | (1,232,962) |
| | 94% | (972,417) | (1,042,375) | (1,071,748) | (1,101,121) | (1,130,494) | (1,160,867) | (1,191,240) |
| | 96% | (896,493) | (981,588) | (1,014,517) | (1,047,446) | (1,080,375) | (1,113,304) | (1,146,233) |
| | 98% | (820,569) | (920,760) | (957,286) | (993,813) | (1,030,339) | (1,066,865) | (1,103,391) |
| | 100% | (744,645) | (859,953) | (900,056) | (940,159) | (980,262) | (1,020,365) | (1,060,468) |
| | 102% | (668,721) | (799,145) | (842,825) | (886,505) | (930,185) | (973,865) | (1,017,545) |
| | 104% | (592,797) | (738,338) | (785,595) | (832,851) | (880,108) | (927,365) | (974,622) |
| | 106% | (516,873) | (677,530) | (728,364) | (779,198) | (830,032) | (880,866) | (931,700) |
| | 108% | (440,949) | (616,861) | (671,133) | (725,405) | (779,677) | (833,950) | (888,222) |
| | 110% | (365,025) | (556,220) | (614,040) | (671,860) | (729,680) | (787,500) | (845,320) |
| | 112% | (289,101) | (495,579) | (556,966) | (618,353) | (679,740) | (741,127) | (802,514) |
| | 114% | (213,177) | (434,938) | (499,892) | (564,846) | (629,800) | (694,754) | (759,708) |
| | 116% | (137,253) | (374,297) | (442,818) | (511,339) | (579,861) | (648,382) | (716,903) |
| | 118% | (61,329) | (313,656) | (385,744) | (457,833) | (529,921) | (602,009) | (674,097) |
| | 120% | (-14,605) | (253,015) | (328,671) | (404,326) | (479,981) | (555,637) | (631,292) |

| Balance (RLV - BLV £ per acre (n)) | (1,020,365) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| | 5,000 | (812,873) | (849,488) | (886,103) | (922,718) | (959,333) | (995,948) | (1,032,563) |
| | 10,000 | (805,897) | (839,023) | (872,150) | (905,277) | (938,404) | (971,530) | (1,004,657) |
| Grant (£ per unit) | 15,000 | (798,921) | (828,559) | (858,197) | (887,836) | (917,474) | (947,113) | (976,751) |
| - | 20,000 | (791,945) | (818,094) | (844,244) | (870,395) | (896,545) | (922,695) | (948,846) |
| | 25,000 | (784,969) | (807,630) | (830,292) | (852,954) | (875,616) | (898,278) | (920,940) |
| | 30,000 | (777,993) | (797,165) | (816,337) | (835,509) | (854,681) | (873,853) | (893,025) |
| | 35,000 | (771,017) | (786,700) | (802,383) | (818,066) | (833,749) | (849,432) | (865,115) |
| | 40,000 | (764,041) | (776,236) | (788,433) | (800,630) | (812,827) | (825,024) | (837,221) |
| | 45,000 | (757,065) | (765,771) | (774,477) | (783,183) | (791,889) | (800,595) | (809,301) |
| | 50,000 | (750,089) | (755,306) | (760,523) | (765,740) | (770,957) | (776,174) | (781,391) |
| | 55,000 | (743,113) | (744,842) | (746,571) | (748,300) | (750,029) | (751,758) | (753,487) |

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

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Appraisal Ref: 12 (see Typologies Matrix)
 Scheme Typology: Medium Value Zone No Units: 75
 Site Typology: Location / Value Zone: Medium Value Greenfield/Brownfield: Brownfield
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|----------------------------------|--|---|------------|---|--------------------|---|---------------|-----|
| Total number of units in scheme | | | | 75 Units | | | | |
| AH Policy requirement (% Target) | | | | 35% | | | | |
| Open Market Sale (OMS) housing | | | | Open Market Sale (OMS) 65% | | | | |
| AH tenure split % | | | | Affordable Rent: 60.0% | | 70.0% % Rented | | |
| | | | | Social Rent: 10.0% | | | | |
| | | | | First Homes: 25.0% | | | | |
| | | | | Other Intermediate (LCHO/Sub-Market etc.): 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | | |
| | | | | 100.0% 100.0% | | | | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | | |
| Unit mix - | | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | |
| 1 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | |
| 2 bed House | | 20.0% | 9.8 | 20.0% | 5.3 | 20% | 15.0 | |
| 3 bed House | | 40.0% | 19.5 | 40.0% | 10.5 | 40% | 30.0 | |
| 4 bed House | | 20.0% | 9.8 | 20.0% | 5.3 | 20% | 15.0 | |
| 5 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | |
| 1 bed Flat | | 10.0% | 4.9 | 10.0% | 2.6 | 10% | 7.5 | |
| 2 bed Flat | | 10.0% | 4.9 | 10.0% | 2.6 | 10% | 7.5 | |
| 3 bed Flat | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | |
| Total number of units | | 100.0% | 48.8 | 100.0% | 26.3 | 100% | 75.0 | |
| OMS Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) (sqft) | | |
| 1 bed House | | 62.0 | 667 | | | 62.0 | 667 | |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | |
| AH Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) (sqft) | | |
| 1 bed House | | 62.0 | 667 | | | 62.0 | 667 | |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) (sqft) | | Total GIA (all units) (sqm) (sqft) | | |
| 1 bed House | | 0 | 0 | 0 0 | | 0 0 | | |
| 2 bed House | | 770 | 8,291 | 415 4,464 | | 1,185 12,755 | | |
| 3 bed House | | 1,853 | 19,940 | 998 10,737 | | 2,850 30,677 | | |
| 4 bed House | | 1,170 | 12,594 | 630 6,781 | | 1,800 19,375 | | |
| 5 bed House | | 0 | 0 | 0 0 | | 0 0 | | |
| 1 bed Flat | | 287 | 3,087 | 154 1,662 | | 441 4,749 | | |
| 2 bed Flat | | 401 | 4,321 | 216 2,327 | | 618 6,648 | | |
| 3 bed Flat | | 0 | 0 | 0 0 | | 0 0 | | |
| | | 4,481 | 48,233 | 2,413 25,972 | | 6,894 74,204 | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | |
| 1 bed House | | 200,000 | 3,226 | 300 | 0 | | | |
| 2 bed House | | 250,000 | 3,165 | 294 | 3,750,000 | | | |
| 3 bed House | | 365,000 | 3,842 | 357 | 10,950,000 | | | |
| 4 bed House | | 425,000 | 3,542 | 329 | 6,375,000 | | | |
| 5 bed House | | 475,000 | 3,393 | 315 | 0 | | | |
| 1 bed Flat | | 150,000 | 3,000 | 279 | 1,125,000 | | | |
| 2 bed Flat | | 200,000 | 2,857 | 265 | 1,500,000 | | | |
| 3 bed Flat | | 375,000 | 4,688 | 435 | 0 | | | |
| | | | | | | | 23,700,000 | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | |
| 1 bed House | | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | |
| 2 bed House | | 137,500 | 55% | 112,500 | 45% | 175,000 | 70% | |
| 3 bed House | | 200,750 | 55% | 164,250 | 45% | 250,000 | 70% | |
| 4 bed House | | 233,750 | 55% | 191,250 | 45% | 250,000 | 70% | |
| 5 bed House | | 261,250 | 55% | 213,750 | 45% | 250,000 | 70% | |
| 1 bed Flat | | 82,500 | 55% | 67,500 | 45% | 105,000 | 70% | |
| 2 bed Flat | | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | |
| 3 bed Flat | | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | |
| | | | | | | | 281,250 | 75% |

* capped @£250K

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Scheme Typology: **Medium Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 9.8 | @ | 250,000 | 2,437,500 |
| 3 bed House | 19.5 | @ | 365,000 | 7,117,500 |
| 4 bed House | 9.8 | @ | 425,000 | 4,143,750 |
| 5 bed House | 0.0 | @ | 475,000 | - |
| 1 bed Flat | 4.9 | @ | 150,000 | 731,250 |
| 2 bed Flat | 4.9 | @ | 200,000 | 975,000 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 48.8 | | | 15,405,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 3.2 | @ | 137,500 | 433,125 |
| 3 bed House | 6.3 | @ | 200,750 | 1,264,725 |
| 4 bed House | 3.2 | @ | 233,750 | 736,313 |
| 5 bed House | 0.0 | @ | 261,250 | - |
| 1 bed Flat | 1.6 | @ | 82,500 | 129,938 |
| 2 bed Flat | 1.6 | @ | 110,000 | 173,250 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 15.8 | | | 2,737,350 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.5 | @ | 112,500 | 59,063 |
| 3 bed House | 1.1 | @ | 164,250 | 172,463 |
| 4 bed House | 0.5 | @ | 191,250 | 100,406 |
| 5 bed House | 0.0 | @ | 213,750 | - |
| 1 bed Flat | 0.3 | @ | 67,500 | 17,719 |
| 2 bed Flat | 0.3 | @ | 90,000 | 23,625 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 2.6 | | | 373,275 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 1.3 | @ | 175,000 | 229,688 |
| 3 bed House | 2.6 | @ | 250,000 | 656,250 |
| 4 bed House | 1.3 | @ | 250,000 | 328,125 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.7 | @ | 105,000 | 68,906 |
| 2 bed Flat | 0.7 | @ | 140,000 | 91,875 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 6.6 | | | 1,374,844 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.3 | @ | 187,500 | 49,219 |
| 3 bed House | 0.5 | @ | 273,750 | 143,719 |
| 4 bed House | 0.3 | @ | 318,750 | 83,672 |
| 5 bed House | 0.0 | @ | 356,250 | - |
| 1 bed Flat | 0.1 | @ | 112,500 | 14,766 |
| 2 bed Flat | 0.1 | @ | 150,000 | 19,688 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 1.3 | 26.3 | | 311,063 |
| Sub-total GDV Residential | | | | |
| | 75 | | | 20,201,531 |
| AH on-site cost analysis: | | | | |
| | 507 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 3,498,469 |
| | | | 46,646 £ per unit (total units) | |
| Grant | | | | |
| | 26 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 20,201,531 |

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Scheme Typology: **Medium Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|--|------------------|----------------------------------|---------------------------------|-----------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (26,309) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (80,000) |
| CIL (Mrkt only + garages) | | | | | | (432,797) |
| CIL analysis: | | 4,788 sqm | 90.39 £ psm | | | |
| | | 2.14% % of GDV | 5,771 £ per unit (total units) | | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 75 units @ | 4,300 per unit | | | (322,500) |
| S106 analysis: | | 172,000 £ per ha | 1.60% % of GDV | 4,300 £ per unit (total units) | | (322,500) |
| Comm. Sum analysis: | | | 6,894 sqm (total) | 0 £ psm | | - |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | (231,656) |
| | | 1.88 ha @ | 123,550 £ per ha (if brownfield) | | | |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 75 units @ | 0 per unit | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | | | | | |
| | | - sqm @ | 1,423 psm | | | - |
| 2 bed House | | | | | | |
| | | 1,185 sqm @ | 1,423 psm | | | (1,686,255) |
| 3 bed House | | | | | | |
| | | 2,850 sqm @ | 1,423 psm | | | (4,055,550) |
| 4 bed House | | | | | | |
| | | 1,800 sqm @ | 1,423 psm | | | (2,561,400) |
| 5 bed House | | | | | | |
| | | - sqm @ | 1,423 psm | | | - |
| 1 bed Flat | | | | | | |
| | | 441 sqm @ | 1,638 psm | | | (722,647) |
| 2 bed Flat | | | | | | |
| | | 618 sqm @ | 1,638 psm | | | (1,011,706) |
| 3 bed Flat | | | | | | |
| | | 6,894 sqm @ | 1,638 psm | | | - |
| Garages for 3B House (Mrkt only) | | | | | | (105,300) |
| 20 | | 50% units @ | 18 sqm @ | 600 psm | | |
| Garages for 4B House (Mrkt only) | | | | | | (78,975) |
| 10 | | 75% units @ | 18 sqm @ | 600 psm | | |
| Garages for 5B House (Mrkt only) | | | | | | - |
| - | | 120% units @ | 18 sqm @ | 600 psm | | |
| | | 307 | | | | |
| External works | | | | | | (1,533,275) |
| Ext. Works analysis: | | 10,221,833 @ | 15.0% | 20,444 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (21,525) |
| | | 75 units @ | 287 £ per unit | | | |
| M4(2) Category 2 Housing | | | | | | |
| Aff units | | 26 units @ | 90% @ | 521 £ per unit | (12,309) | |
| M4(2) Category 2 Housing | | | | | | |
| OMS units | | 49 units @ | 90% @ | 521 £ per unit | (22,859) | |
| M4(3) Category 3 Housing | | | | | | |
| Aff units | | 26 units @ | 10% @ | 10,111 £ per unit | (26,541) | |
| M4(3) Category 3 Housing | | | | | | |
| OMS units | | 49 units @ | 10% @ | 10,111 £ per unit | (49,291) | |
| Net Zero Cost | | | | | | (750,000) |
| | | 75 units @ | 10,000 £ per unit | | | |
| Urban Greening | | | | | | |
| No. of storeys | | 2.4 equals | 2,872 sqm footprint | 100 £ sqm | (287,243) | |
| EV Charging Points - Houses | | | | | | |
| | | 60 units @ | 4 flats per charger | 1,000 £ per unit | (60,000) | |
| EV Charging Points - Flats | | | | | | |
| | | 15 units @ | 4 flats per charger | 2,500 £ per 4 units | (9,375) | |
| | | 2 units @ | | 0 £ per unit | - | |
| Sub-total | | | | | | (1,239,143) |
| Policy Costs analysis: (design costs only) | | | 16,522 £ per unit (total units) | | | |
| Contingency (on construction) | | | | | | (661,295) |
| | | 13,225,907 @ | 5.0% | | | |

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Scheme Typology: **Medium Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|-------------------|--|---------------------------|------------------------------------|---------------------|
| Professional Fees | 13,225,907 @ | | 6.5% | | (859,684) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 15,405,000 OMS @ | | 3.00% | 6,162 £ per unit | (462,150) |
| Residential Sales Agent Costs | 15,405,000 OMS @ | | 1.00% | 2,054 £ per unit | (154,050) |
| Residential Sales Legal Costs | 15,405,000 OMS @ | | 0.35% | 719 £ per unit | (53,918) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 8,802 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (61,471) |
| Developers Profit - | | | | | |
| Profit on OMS | 15,405,000 | | 20.00% | | (3,081,000) |
| Margin on AH | 4,796,531 | | 6.00% on AH values | | (287,792) |
| Profit analysis: | 20,201,531 | | 16.68% blended GDV | (3,368,792) | |
| | 16,330,080 | | 20.63% on costs | (3,368,792) | |
| TOTAL COSTS | | | | | (19,698,872) |

| | | | | | |
|----------------------------------|-------------------------|---------------------------------|----------------------------------|--|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 502,659 |
| SDLT | 502,659 @ | | HMRC formula | | (14,633) |
| Acquisition Agent fees | 502,659 @ | | 1.0% | | (5,027) |
| Acquisition Legal fees | 502,659 @ | | 0.5% | | (2,513) |
| Interest on Land | 502,659 @ | | 8.00% | | (40,213) |
| Residual Land Value | | | | | 440,273 |
| RLV analysis: | 5,870 £ per plot | 234,813 £ per ha (net) | 95,027 £ per acre (net) | | |
| | | 234,813 £ per ha (gross) | 95,027 £ per acre (gross) | | |
| | | | 2.18% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|-----------------------------------|-------------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 1.88 ha (net) | | 4.63 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 1.88 ha (gross) | | 4.63 acres (gross) | |
| Density analysis: | | 3,677 sqm/ha (net) | | 16,016 sqft/ac (net) | |
| | | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 78,145 £ per plot | 3,125,815 £ per ha (net) | 1,265,000 £ per acre (net) | | 5,860,903 |
| BLV analysis: | | 3,125,815 £ per ha (gross) | 1,265,000 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-----------------------------------|-------------------------------------|--|--------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (2,891,002) £ per ha (net) | (1,169,973) £ per acre (net) | | (5,420,630) |

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Scheme Typology: **Medium Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

| 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 35% | | | | | | |
| Balance (RLV - BLV £ per acre (n)) | (1,169,973) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | | | (873,633) | (916,780) | (959,974) | (1,003,243) | (1,046,512) | (1,089,781) | (1,133,050) |
| | | | (885,897) | (928,363) | (970,893) | (1,013,479) | (1,056,066) | (1,098,653) | (1,141,239) |
| CL £ psm | | | (898,161) | (939,945) | (981,812) | (1,023,716) | (1,065,620) | (1,107,524) | (1,149,428) |
| 90.39 | | | (910,425) | (951,528) | (992,731) | (1,033,953) | (1,075,174) | (1,116,396) | (1,157,618) |
| | | | (922,689) | (963,111) | (1,003,650) | (1,044,189) | (1,084,729) | (1,125,268) | (1,165,807) |
| | | | (934,953) | (974,713) | (1,014,569) | (1,054,426) | (1,094,283) | (1,134,140) | (1,173,996) |
| | | | (947,217) | (986,314) | (1,025,488) | (1,064,663) | (1,103,837) | (1,143,011) | (1,182,186) |
| | | | (959,482) | (997,916) | (1,036,407) | (1,074,899) | (1,113,391) | (1,151,883) | (1,190,375) |
| | | | (971,746) | (1,009,517) | (1,047,327) | (1,085,136) | (1,122,945) | (1,160,755) | (1,198,564) |
| | | | (984,010) | (1,021,119) | (1,058,246) | (1,095,373) | (1,132,500) | (1,169,627) | (1,206,754) |
| | | | (996,276) | (1,032,720) | (1,069,165) | (1,105,609) | (1,142,054) | (1,178,498) | (1,214,943) |
| | | | (1,008,560) | (1,044,322) | (1,080,084) | (1,115,846) | (1,151,608) | (1,187,370) | (1,223,362) |
| | | | (1,020,844) | (1,055,923) | (1,091,003) | (1,126,083) | (1,161,162) | (1,196,242) | (1,231,849) |
| | | | (1,033,128) | (1,067,525) | (1,101,922) | (1,136,319) | (1,170,717) | (1,205,114) | (1,240,447) |
| | | | (1,045,412) | (1,079,126) | (1,112,841) | (1,146,556) | (1,180,271) | (1,213,986) | (1,249,133) |
| | | | (1,057,696) | (1,090,728) | (1,123,760) | (1,156,793) | (1,189,825) | (1,223,077) | (1,257,819) |
| | | | (1,069,980) | (1,102,330) | (1,134,679) | (1,167,029) | (1,199,379) | (1,232,260) | (1,266,663) |
| | | | (1,082,264) | (1,113,931) | (1,145,599) | (1,177,266) | (1,208,933) | (1,241,573) | (1,276,260) |
| | | | (1,094,548) | (1,125,533) | (1,156,518) | (1,187,503) | (1,218,554) | (1,250,963) | (1,285,858) |
| | | | (1,106,832) | (1,137,134) | (1,167,437) | (1,197,739) | (1,228,443) | (1,260,354) | (1,295,456) |
| | | | (1,119,116) | (1,148,736) | (1,178,356) | (1,207,976) | (1,238,392) | (1,270,243) | (1,305,053) |
| | | | (1,131,400) | (1,160,337) | (1,189,275) | (1,218,269) | (1,248,505) | (1,280,619) | (1,314,651) |
| | | | (1,143,684) | (1,171,939) | (1,200,194) | (1,228,865) | (1,258,618) | (1,291,017) | (1,324,248) |
| | | | (1,155,968) | (1,183,540) | (1,211,113) | (1,239,546) | (1,269,123) | (1,301,414) | (1,333,846) |
| | | | (1,168,252) | (1,195,142) | (1,222,223) | (1,250,381) | (1,280,297) | (1,311,811) | (1,343,443) |
| | | | (1,180,536) | (1,206,743) | (1,233,525) | (1,261,217) | (1,291,472) | (1,322,209) | (1,353,041) |
| TABLE 2 | | | | | | | | | |
| | | | Affordable Housing - % on site 35% | | | | | | |
| Balance (RLV - BLV £ per acre (n)) | (1,169,973) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | | | (938,704) | (975,712) | (1,012,813) | (1,049,913) | (1,087,014) | (1,124,114) | (1,161,214) |
| | | | (952,578) | (989,609) | (1,026,709) | (1,063,810) | (1,100,910) | (1,138,011) | (1,175,111) |
| Site Specific S106 | | | (966,452) | (1,003,506) | (1,040,606) | (1,077,706) | (1,114,807) | (1,151,907) | (1,189,008) |
| 4,300 | | | (980,326) | (1,017,402) | (1,054,503) | (1,091,603) | (1,128,703) | (1,165,804) | (1,202,904) |
| | | | (994,200) | (1,031,299) | (1,068,399) | (1,105,500) | (1,142,600) | (1,179,700) | (1,216,808) |
| | | | (1,008,095) | (1,045,195) | (1,082,296) | (1,119,396) | (1,156,496) | (1,193,597) | (1,231,201) |
| | | | (1,021,992) | (1,059,092) | (1,096,192) | (1,133,293) | (1,170,393) | (1,207,493) | (1,245,838) |
| | | | (1,035,888) | (1,072,988) | (1,110,089) | (1,147,189) | (1,184,290) | (1,221,558) | (1,260,577) |
| | | | (1,049,785) | (1,086,885) | (1,123,985) | (1,161,086) | (1,198,186) | (1,235,948) | (1,276,399) |
| | | | (1,063,681) | (1,100,782) | (1,137,882) | (1,174,982) | (1,212,083) | (1,250,657) | (1,292,686) |
| | | | (1,077,578) | (1,114,678) | (1,151,779) | (1,188,879) | (1,226,308) | (1,265,405) | (1,308,972) |
| | | | (1,091,474) | (1,128,575) | (1,165,675) | (1,202,775) | (1,240,805) | (1,281,660) | (1,325,258) |
| | | | (1,105,371) | (1,142,471) | (1,179,572) | (1,216,675) | (1,255,515) | (1,297,946) | (1,341,544) |
| | | | (1,119,267) | (1,156,368) | (1,193,468) | (1,231,059) | (1,270,772) | (1,314,233) | (1,357,831) |
| | | | (1,133,164) | (1,170,264) | (1,207,365) | (1,245,663) | (1,287,026) | (1,330,519) | (1,374,117) |
| TABLE 3 | | | | | | | | | |
| | | | Affordable Housing - % on site 35% | | | | | | |
| Balance (RLV - BLV £ per acre (n)) | (1,169,973) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | | | (787,675) | (835,693) | (883,727) | (931,761) | (979,796) | (1,027,830) | (1,075,865) |
| | | | (827,038) | (872,868) | (918,716) | (964,563) | (1,010,411) | (1,056,259) | (1,102,106) |
| Profit | | | (866,401) | (910,044) | (953,705) | (997,366) | (1,041,026) | (1,084,687) | (1,128,348) |
| 20.0% | | | (905,763) | (947,220) | (988,694) | (1,030,168) | (1,071,642) | (1,113,116) | (1,154,590) |
| | | | (945,126) | (984,395) | (1,023,683) | (1,062,970) | (1,102,257) | (1,141,544) | (1,180,831) |
| | | | (984,488) | (1,021,571) | (1,058,672) | (1,095,772) | (1,132,872) | (1,169,973) | (1,207,073) |
| TABLE 4 | | | | | | | | | |
| | | | Affordable Housing - % on site 35% | | | | | | |
| Balance (RLV - BLV £ per acre (n)) | (1,169,973) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | | | 180,512 | 143,429 | 106,328 | 69,228 | 32,128 | (4,973) | (42,073) |
| | | | 80,512 | 43,429 | 6,328 | (30,772) | (67,872) | (104,973) | (142,073) |
| BLV (£ per acre) | | | (19,488) | (56,571) | (93,672) | (130,772) | (167,872) | (204,973) | (242,073) |
| 1,265,000 | | | (119,488) | (156,571) | (193,672) | (230,772) | (267,872) | (304,973) | (342,073) |
| | | | (219,488) | (256,571) | (293,672) | (330,772) | (367,872) | (404,973) | (442,073) |
| | | | (319,488) | (356,571) | (393,672) | (430,772) | (467,872) | (504,973) | (542,073) |
| | | | (419,488) | (456,571) | (493,672) | (530,772) | (567,872) | (604,973) | (642,073) |
| | | | (519,488) | (556,571) | (593,672) | (630,772) | (667,872) | (704,973) | (742,073) |
| | | | (619,488) | (656,571) | (693,672) | (730,772) | (767,872) | (804,973) | (842,073) |
| | | | (719,488) | (756,571) | (793,672) | (830,772) | (867,872) | (904,973) | (942,073) |
| | | | (819,488) | (856,571) | (893,672) | (930,772) | (967,872) | (1,004,973) | (1,042,073) |
| | | | (919,488) | (956,571) | (993,672) | (1,030,772) | (1,067,872) | (1,104,973) | (1,142,073) |
| | | | (1,019,488) | (1,056,571) | (1,093,672) | (1,130,772) | (1,167,872) | (1,204,973) | (1,242,073) |
| | | | (1,119,488) | (1,156,571) | (1,193,672) | (1,230,772) | (1,267,872) | (1,304,973) | (1,342,073) |
| | | | (1,219,488) | (1,256,571) | (1,293,672) | (1,330,772) | (1,367,872) | (1,404,973) | (1,442,073) |
| | | | (1,319,488) | (1,356,571) | (1,393,672) | (1,430,772) | (1,467,872) | (1,504,973) | (1,542,073) |

240306_BCC Appraisal_MVBF_v0.2

Scheme Typology: **Medium Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

TABLE 5 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,169,973) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 0 | | (829,331) | (866,320) | (903,308) | (940,297) | (977,379) | (1,014,480) | (1,051,580) |
| Net Zero | 2,000 | (860,363) | (897,351) | (934,340) | (971,377) | (1,008,478) | (1,045,578) | (1,082,679) |
| (£ per unit) | 4,000 | (891,394) | (928,383) | (965,376) | (1,002,476) | (1,039,576) | (1,076,677) | (1,113,777) |
| 10,000 | 6,000 | (922,425) | (959,414) | (996,474) | (1,033,575) | (1,070,675) | (1,107,775) | (1,144,876) |
| | 8,000 | (953,457) | (990,473) | (1,027,573) | (1,064,673) | (1,101,774) | (1,138,874) | (1,175,974) |
| | 10,000 | (984,488) | (1,021,571) | (1,058,672) | (1,095,772) | (1,132,872) | (1,169,973) | (1,207,073) |
| | 12,000 | (1,015,569) | (1,052,670) | (1,089,770) | (1,126,871) | (1,163,971) | (1,201,071) | (1,238,043) |
| | 14,000 | (1,046,668) | (1,083,768) | (1,120,869) | (1,157,969) | (1,195,070) | (1,232,171) | (1,272,783) |
| | 16,000 | (1,077,767) | (1,114,867) | (1,151,967) | (1,189,068) | (1,226,504) | (1,265,650) | (1,309,248) |
| | 18,000 | (1,108,865) | (1,145,966) | (1,183,066) | (1,220,292) | (1,259,213) | (1,302,115) | (1,345,713) |
| | 20,000 | (1,139,964) | (1,177,064) | (1,214,165) | (1,252,861) | (1,294,982) | (1,338,580) | (1,382,178) |
| | 22,000 | (1,171,062) | (1,208,163) | (1,246,508) | (1,287,959) | (1,331,446) | (1,375,044) | (1,418,642) |
| | 24,000 | (1,202,161) | (1,240,155) | (1,280,939) | (1,324,332) | (1,367,911) | (1,411,509) | (1,455,572) |
| | 26,000 | (1,233,844) | (1,273,920) | (1,317,312) | (1,360,778) | (1,404,376) | (1,447,974) | (1,491,572) |
| | 28,000 | (1,266,900) | (1,310,292) | (1,353,685) | (1,397,242) | (1,440,840) | (1,484,438) | (1,528,125) |
| | 30,000 | (1,303,273) | (1,346,665) | (1,390,109) | (1,433,707) | (1,477,305) | (1,520,903) | (1,564,695) |

TABLE 6 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,169,973) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 70% | | (268,312) | (305,252) | (342,192) | (379,132) | (416,072) | (453,029) | (490,018) |
| 75% | | (387,497) | (424,475) | (461,464) | (498,452) | (535,441) | (572,429) | (609,418) |
| Build Cost | 80% | (506,887) | (543,876) | (580,864) | (617,853) | (654,841) | (691,830) | (728,818) |
| 100% | 85% | (626,287) | (663,276) | (700,264) | (737,253) | (774,241) | (811,230) | (848,218) |
| (105% = 5% increase) | 90% | (745,688) | (782,676) | (819,665) | (856,653) | (893,642) | (930,655) | (967,755) |
| | 95% | (865,088) | (902,076) | (939,065) | (976,113) | (1,013,213) | (1,050,314) | (1,087,414) |
| | 100% | (984,488) | (1,021,571) | (1,058,672) | (1,095,772) | (1,132,872) | (1,169,973) | (1,207,073) |
| | 105% | (1,104,130) | (1,141,230) | (1,178,331) | (1,215,431) | (1,254,201) | (1,296,562) | (1,340,160) |
| | 110% | (1,224,041) | (1,263,048) | (1,306,235) | (1,349,673) | (1,393,271) | (1,436,869) | (1,480,467) |
| | 115% | (1,359,403) | (1,402,795) | (1,446,381) | (1,489,979) | (1,533,577) | (1,577,215) | (1,621,130) |
| | 120% | (1,499,492) | (1,543,090) | (1,586,688) | (1,630,286) | (1,674,085) | (1,717,964) | (1,761,993) |
| | 125% | (1,639,798) | (1,683,396) | (1,727,039) | (1,770,918) | (1,814,797) | (1,858,929) | (1,903,411) |

TABLE 7 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,169,973) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 80% | | (1,639,621) | (1,644,259) | (1,649,040) | (1,653,822) | (1,658,603) | (1,663,433) | (1,668,411) |
| 82% | | (1,569,486) | (1,578,016) | (1,586,546) | (1,595,175) | (1,603,866) | (1,612,557) | (1,621,301) |
| Market Values | 84% | (1,499,350) | (1,511,777) | (1,524,203) | (1,536,630) | (1,549,129) | (1,561,730) | (1,574,331) |
| 100% | 86% | (1,429,215) | (1,445,538) | (1,461,861) | (1,478,184) | (1,494,507) | (1,510,903) | (1,527,413) |
| (105% = 5% increase) | 88% | (1,359,207) | (1,379,299) | (1,399,518) | (1,419,738) | (1,439,957) | (1,460,177) | (1,480,496) |
| | 90% | (1,289,264) | (1,313,227) | (1,337,191) | (1,361,291) | (1,385,407) | (1,409,523) | (1,433,639) |
| | 92% | (1,223,926) | (1,248,863) | (1,275,019) | (1,302,868) | (1,330,857) | (1,358,870) | (1,386,882) |
| | 94% | (1,163,876) | (1,191,009) | (1,218,197) | (1,246,521) | (1,276,317) | (1,308,216) | (1,340,125) |
| | 96% | (1,104,074) | (1,134,530) | (1,164,986) | (1,195,441) | (1,226,223) | (1,258,269) | (1,293,368) |
| | 98% | (1,044,272) | (1,078,050) | (1,111,829) | (1,145,607) | (1,179,385) | (1,213,163) | (1,248,358) |
| | 100% | (984,488) | (1,021,571) | (1,058,672) | (1,095,772) | (1,132,872) | (1,169,973) | (1,207,073) |
| | 102% | (924,809) | (965,113) | (1,005,515) | (1,045,937) | (1,086,360) | (1,126,783) | (1,167,205) |
| | 104% | (865,131) | (908,750) | (952,370) | (996,103) | (1,039,848) | (1,083,593) | (1,127,338) |
| | 106% | (805,452) | (852,387) | (899,322) | (946,268) | (993,335) | (1,040,402) | (1,087,470) |
| | 108% | (745,774) | (796,024) | (846,274) | (896,525) | (946,823) | (997,212) | (1,047,602) |
| | 110% | (686,095) | (739,661) | (793,227) | (846,793) | (900,359) | (954,022) | (1,007,734) |
| | 112% | (626,417) | (683,298) | (740,179) | (797,061) | (853,942) | (910,832) | (967,866) |
| | 114% | (566,738) | (626,935) | (687,132) | (747,328) | (807,525) | (867,722) | (927,999) |
| | 116% | (507,059) | (570,572) | (634,084) | (697,596) | (761,109) | (824,621) | (888,133) |
| | 118% | (447,381) | (514,209) | (581,036) | (647,864) | (714,692) | (781,520) | (848,347) |
| | 120% | (387,702) | (457,845) | (527,989) | (598,132) | (668,275) | (738,418) | (808,562) |

TABLE 8 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (1,169,973) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|
| 5,000 | | (977,543) | (1,011,135) | (1,044,756) | (1,078,378) | (1,111,999) | (1,145,621) | (1,179,242) |
| 10,000 | | (970,598) | (1,000,698) | (1,030,841) | (1,060,983) | (1,091,126) | (1,121,269) | (1,151,411) |
| Grant (£ per unit) | 15,000 | (963,653) | (990,262) | (1,016,925) | (1,043,589) | (1,070,253) | (1,096,917) | (1,123,581) |
| - | 20,000 | (956,707) | (979,825) | (1,003,010) | (1,026,195) | (1,049,380) | (1,072,565) | (1,095,750) |
| | 25,000 | (949,762) | (969,388) | (989,095) | (1,008,801) | (1,028,507) | (1,048,213) | (1,067,919) |
| | 30,000 | (942,817) | (958,970) | (975,179) | (991,406) | (1,007,634) | (1,023,861) | (1,040,088) |
| | 35,000 | (935,872) | (948,552) | (961,264) | (974,012) | (986,761) | (999,509) | (1,012,257) |
| | 40,000 | (928,927) | (938,135) | (947,348) | (956,618) | (965,888) | (975,157) | (984,427) |
| | 45,000 | (921,982) | (927,717) | (933,452) | (939,224) | (945,014) | (950,805) | (956,596) |
| | 50,000 | (915,036) | (917,299) | (919,562) | (921,829) | (924,141) | (926,453) | (928,765) |
| | 55,000 | (908,091) | (906,881) | (905,671) | (904,461) | (903,268) | (902,101) | (900,934) |

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

240306_BCC Appraisal_MVBF_v0.2

Appraisal Ref: **13** (see Typologies Matrix)
 Scheme Typology: **Medium Value Zone**
 Site Typology: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes: No Units: **125**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|--|---------|--|---------|---|---------|---|---------|
| Total number of units in scheme | | | | 125 Units | | | |
| AH Policy requirement (% Target) | | | | 35% | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) | | 65% | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | |
| | | Social Rent: | | 10.0% | | | |
| | | First Homes: | | 25.0% | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | |
| | | | | 100.0% | | 100.0% | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | |
| Unit mix - | | OMS Unit mix% | | MV # units | | AH mix% | |
| | | | | | | AH # units | |
| | | | | | | Overall mix% | |
| | | | | | | Total # units | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | 0.0 |
| 2 bed House | 20.0% | 16.3 | 20.0% | 8.8 | 20% | 25.0 | 25.0 |
| 3 bed House | 40.0% | 32.5 | 40.0% | 17.5 | 40% | 50.0 | 50.0 |
| 4 bed House | 20.0% | 16.3 | 20.0% | 8.8 | 20% | 25.0 | 25.0 |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | 0.0 |
| 1 bed Flat | 10.0% | 8.1 | 10.0% | 4.4 | 10% | 12.5 | 12.5 |
| 2 bed Flat | 10.0% | 8.1 | 10.0% | 4.4 | 10% | 12.5 | 12.5 |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | 0.0 |
| Total number of units | | 100.0% | 81.3 | 100.0% | 43.8 | 100% | 125.0 |
| OMS Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) | | (sqft) | | (sqm) | |
| | | (sqft) | | % | | (sqft) | |
| 1 bed House | 62.0 | 667 | | | 62.0 | 667 | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | |
| AH Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) | | (sqft) | | (sqm) | |
| | | (sqft) | | % | | (sqft) | |
| 1 bed House | 62.0 | 667 | | | 62.0 | 667 | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | |
| Total Gross Floor areas - | | OMS Units GIA | | AH units GIA | | Total GIA (all units) | |
| | | (sqm) | | (sqm) | | (sqm) | |
| | | (sqft) | | (sqft) | | (sqft) | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 2 bed House | 1,284 | 13,818 | 691 | 7,441 | 1,975 | 21,259 | |
| 3 bed House | 3,088 | 33,234 | 1,663 | 17,895 | 4,750 | 51,129 | |
| 4 bed House | 1,950 | 20,990 | 1,050 | 11,302 | 3,000 | 32,292 | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 1 bed Flat | 478 | 5,145 | 257 | 2,770 | 735 | 7,915 | |
| 2 bed Flat | 669 | 7,202 | 360 | 3,878 | 1,029 | 11,080 | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | |
| | | 7,468 | 80,388 | 4,021 | 43,286 | 11,490 | 123,674 |
| AH % by floor area: | | | | 35.00% AH % by floor area (difference due to mix) | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | | £ psm | | £ psf | |
| | | | | | | total MV £ (no AH) | |
| 1 bed House | 200,000 | 3,226 | 300 | | | 0 | |
| 2 bed House | 250,000 | 3,165 | 294 | | | 6,250,000 | |
| 3 bed House | 365,000 | 3,842 | 357 | | | 18,250,000 | |
| 4 bed House | 425,000 | 3,542 | 329 | | | 10,625,000 | |
| 5 bed House | 475,000 | 3,393 | 315 | | | 0 | |
| 1 bed Flat | 150,000 | 3,000 | 279 | | | 1,875,000 | |
| 2 bed Flat | 200,000 | 2,857 | 265 | | | 2,500,000 | |
| 3 bed Flat | 375,000 | 4,688 | 435 | | | 0 | |
| | | | | | | 39,500,000 | |
| Affordable Housing values (£) - | | Aff. Rent £ | | % of MV | | Social Rent £ | |
| | | | | | | % of MV | |
| | | | | | | First Homes £* | |
| | | | | | | % of MV | |
| | | | | | | Other Int. £ | |
| | | | | | | % of MV | |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 |
| 2 bed House | 137,500 | 55% | 112,500 | 45% | 175,000 | 70% | 187,500 |
| 3 bed House | 200,750 | 55% | 164,250 | 45% | 250,000 | 70% | 273,750 |
| 4 bed House | 233,750 | 55% | 191,250 | 45% | 250,000 | 70% | 318,750 |
| 5 bed House | 261,250 | 55% | 213,750 | 45% | 250,000 | 70% | 356,250 |
| 1 bed Flat | 82,500 | 55% | 67,500 | 45% | 105,000 | 70% | 112,500 |
| 2 bed Flat | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 |
| | | | | | | | |

* capped @£250K

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Scheme Typology: **Medium Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 16.3 | @ | 250,000 | 4,062,500 |
| 3 bed House | 32.5 | @ | 365,000 | 11,862,500 |
| 4 bed House | 16.3 | @ | 425,000 | 6,906,250 |
| 5 bed House | 0.0 | @ | 475,000 | - |
| 1 bed Flat | 8.1 | @ | 150,000 | 1,218,750 |
| 2 bed Flat | 8.1 | @ | 200,000 | 1,625,000 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 81.3 | | | 25,675,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 5.3 | @ | 137,500 | 721,875 |
| 3 bed House | 10.5 | @ | 200,750 | 2,107,875 |
| 4 bed House | 5.3 | @ | 233,750 | 1,227,188 |
| 5 bed House | 0.0 | @ | 261,250 | - |
| 1 bed Flat | 2.6 | @ | 82,500 | 216,563 |
| 2 bed Flat | 2.6 | @ | 110,000 | 288,750 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 26.3 | | | 4,562,250 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.9 | @ | 112,500 | 98,438 |
| 3 bed House | 1.8 | @ | 164,250 | 287,438 |
| 4 bed House | 0.9 | @ | 191,250 | 167,344 |
| 5 bed House | 0.0 | @ | 213,750 | - |
| 1 bed Flat | 0.4 | @ | 67,500 | 29,531 |
| 2 bed Flat | 0.4 | @ | 90,000 | 39,375 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 4.4 | | | 622,125 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 2.2 | @ | 175,000 | 382,813 |
| 3 bed House | 4.4 | @ | 250,000 | 1,093,750 |
| 4 bed House | 2.2 | @ | 250,000 | 546,875 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 1.1 | @ | 105,000 | 114,844 |
| 2 bed Flat | 1.1 | @ | 140,000 | 153,125 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 10.9 | | | 2,291,406 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.4 | @ | 187,500 | 82,031 |
| 3 bed House | 0.9 | @ | 273,750 | 239,531 |
| 4 bed House | 0.4 | @ | 318,750 | 139,453 |
| 5 bed House | 0.0 | @ | 356,250 | - |
| 1 bed Flat | 0.2 | @ | 112,500 | 24,609 |
| 2 bed Flat | 0.2 | @ | 150,000 | 32,813 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 2.2 | 43.8 | | 518,438 |
| Sub-total GDV Residential | | | | |
| | 125 | | | 33,669,219 |
| AH on-site cost analysis: | | | | |
| | 507 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 5,830,781 |
| | | | 46,646 £ per unit (total units) | |
| Grant | | | | |
| | 44 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 33,669,219 |

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Scheme Typology: **Medium Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|----------------|--------------|---------------------|---------------------|---------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) (33,209) | | | | | | |
| Planning Application Professional Fees, Surveys and reports (100,000) | | | | | | |
| CIL (Mrkt only + garages) 7,980 sqm 90.39 £ psm (721,329) | | | | | | |
| CIL analysis: 2.14% % of GDV 5,771 £ per unit (total units) | | | | | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 125 units @ | | 4,300 per unit | | (537,500) |
| Sub-total | | | | | | (537,500) |
| S106 analysis: 172,000 £ per ha 1.60% % of GDV 4,300 £ per unit (total units) | | | | | | |
| AH Commuted Sum 11,490 sqm (total) 0 £ psm | | | | | | |
| Comm. Sum analysis: 0.00% % of GDV | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation 3.13 ha @ 123,550 £ per ha (if brownfield) (386,094) | | | | | | |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 125 units @ | | 0 per unit | | - |
| Sub-total | | | | | | - |
| Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units) | | | | | | |
| 1 bed House | | - sqm @ | | 1,260 psm | | - |
| 2 bed House | | 1,975 sqm @ | | 1,260 psm | | (2,488,500) |
| 3 bed House | | 4,750 sqm @ | | 1,260 psm | | (5,985,000) |
| 4 bed House | | 3,000 sqm @ | | 1,260 psm | | (3,780,000) |
| 5 bed House | | - sqm @ | | 1,260 psm | | - |
| 1 bed Flat | | 735 sqm @ | | 1,638 psm | | (1,204,412) |
| 2 bed Flat | | 1,029 sqm @ | | 1,638 psm | | (1,686,176) |
| 3 bed Flat | | - sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | 33 | 50% units @ | | 18 sqm @ | 600 psm | (175,500) |
| Garages for 4B House (Mrkt only) | 16 | 75% units @ | | 18 sqm @ | 600 psm | (131,625) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | | 18 sqm @ | 600 psm | - |
| | | 512 | | | | |
| External works | | 15,451,213 @ | | 15.0% | | (2,317,682) |
| Ext. Works analysis: 18,541 £ per unit (total units) | | | | | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs 125 units @ 287 £ per unit (35,875) | | | | | | |
| M4(2) Category 2 Housing | Aff units | 44 units @ | 90% @ | 521 £ per unit | | (20,514) |
| M4(2) Category 2 Housing | OMS units | 81 units @ | 90% @ | 521 £ per unit | | (38,098) |
| M4(3) Category 3 Housing | Aff units | 44 units @ | 10% @ | 10,111 £ per unit | | (44,236) |
| M4(3) Category 3 Housing | OMS units | 81 units @ | 10% @ | 10,111 £ per unit | | (82,152) |
| Net Zero Cost | | 125 units @ | | 10,000 £ per unit | | (1,250,000) |
| Urban Greening | No. of storeys | 2.4 equals | 4,787 sqm footprint | 100 £ sqm | | (478,738) |
| EV Charging Points - Houses | | 100 units @ | | 1,000 £ per unit | | (100,000) |
| EV Charging Points - Flats | | 25 units @ | 4 flats per charger | 2,500 £ per 4 units | | (15,625) |
| | | 2 units @ | | 0 £ per unit | | - |
| Sub-total | | | | | | (2,065,238) |
| Policy Costs analysis: (design costs only) 16,522 £ per unit (total units) | | | | | | |
| Contingency (on construction) 20,220,227 @ 5.0% (1,011,011) | | | | | | |

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Scheme Typology: **Medium Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|-------------------|---------------------------|------------------------------------|---------------------|
| Professional Fees | 20,220,227 @ | 6.5% | | (1,314,315) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 25,675,000 OMS @ | 3.00% | 6,162 £ per unit | (770,250) |
| Residential Sales Agent Costs | 25,675,000 OMS @ | 1.00% | 2,054 £ per unit | (256,750) |
| Residential Sales Legal Costs | 25,675,000 OMS @ | 0.35% | 719 £ per unit | (89,863) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 8,855 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (98,255) |
| Developers Profit - | | | | |
| Profit on OMS | 25,675,000 | 20.00% | | (5,135,000) |
| Margin on AH | 7,994,219 | 6.00% on AH values | | (479,653) |
| Profit analysis: | 33,669,219 | 16.68% blended GDV | (5,614,653) | |
| | 25,142,708 | 22.33% on costs | (5,614,653) | |
| TOTAL COSTS | | | | (30,757,361) |

| | | | | |
|----------------------------------|--------------------------|---------------------------------|-----------------------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | 2,911,857 |
| SDLT | 2,911,857 @ | HMRC formula | | (135,093) |
| Acquisition Agent fees | 2,911,857 @ | 1.0% | | (29,119) |
| Acquisition Legal fees | 2,911,857 @ | 0.5% | | (14,559) |
| Interest on Land | 2,911,857 @ | 8.00% | | (232,949) |
| Residual Land Value | | | | 2,500,138 |
| RLV analysis: | 20,001 £ per plot | 800,044 £ per ha (net) | 323,773 £ per acre (net) | |
| | | 800,044 £ per ha (gross) | 323,773 £ per acre (gross) | |
| | | | 7.43% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|-----------------------------------|-------------------------------------|-----------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 40.0 dph (net) | | | |
| Site Area (net) | 3.13 ha (net) | | 7.72 acres (net) | |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 3.13 ha (gross) | | 7.72 acres (gross) | |
| Density analysis: | 3,677 sqm/ha (net) | 16,016 sqft/ac (net) | | |
| | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 78,145 £ per plot | 3,125,815 £ per ha (net) | 1,265,000 £ per acre (net) | 9,768,172 |
| BLV analysis: | | 3,125,815 £ per ha (gross) | 1,265,000 £ per acre (gross) | |

| | | | |
|-------------------|-----------------------------------|-----------------------------------|--------------------|
| BALANCE | | | |
| Surplus/(Deficit) | (2,325,771) £ per ha (net) | (941,227) £ per acre (net) | (7,268,034) |

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Scheme Typology: **Medium Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

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 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | (644,491) | (687,719) | (730,946) | (774,173) | (817,401) | (860,627) | (903,854) |
| | 10.00 | (656,806) | (699,349) | (741,892) | (784,435) | (826,978) | (869,521) | (912,064) |
| | 20.00 | (669,120) | (710,979) | (752,838) | (794,697) | (836,556) | (878,415) | (920,273) |
| | 30.00 | (681,434) | (722,609) | (763,784) | (804,959) | (846,133) | (887,307) | (928,663) |
| | 40.00 | (693,748) | (734,239) | (774,730) | (815,221) | (855,769) | (896,318) | (936,887) |
| | 50.00 | (706,062) | (745,869) | (785,676) | (825,490) | (865,344) | (905,238) | (945,116) |
| | 60.00 | (718,377) | (757,499) | (796,622) | (835,771) | (874,960) | (914,148) | (953,358) |
| | 70.00 | (730,691) | (769,129) | (807,568) | (846,052) | (884,555) | (923,059) | (961,601) |
| | 80.00 | (743,005) | (780,759) | (818,516) | (856,333) | (894,151) | (931,969) | (969,843) |
| | 90.00 | (755,319) | (792,389) | (829,482) | (866,614) | (903,747) | (940,879) | (978,085) |
| | 100.00 | (767,633) | (804,020) | (840,448) | (876,895) | (913,342) | (949,803) | (986,327) |
| | 110.00 | (779,948) | (815,653) | (851,415) | (887,176) | (922,938) | (958,732) | (994,569) |
| | 120.00 | (792,262) | (827,305) | (862,381) | (897,457) | (932,534) | (967,661) | (1,002,811) |
| | 130.00 | (804,576) | (838,957) | (873,348) | (907,738) | (942,129) | (976,590) | (1,011,053) |
| | 140.00 | (816,903) | (850,609) | (884,314) | (918,019) | (951,743) | (985,519) | (1,019,295) |
| | 150.00 | (829,241) | (862,261) | (895,281) | (928,300) | (961,359) | (994,448) | (1,027,537) |
| | 160.00 | (841,578) | (873,912) | (906,247) | (938,581) | (970,974) | (1,003,377) | (1,035,789) |
| 170.00 | (853,915) | (885,564) | (917,213) | (948,874) | (980,590) | (1,012,306) | (1,044,051) | |
| 180.00 | (866,252) | (897,216) | (928,180) | (959,177) | (990,206) | (1,021,235) | (1,052,312) | |
| 190.00 | (878,590) | (908,868) | (939,146) | (969,480) | (999,822) | (1,030,164) | (1,060,573) | |
| 200.00 | (890,927) | (920,520) | (950,127) | (979,782) | (1,009,438) | (1,039,103) | (1,068,835) | |
| 210.00 | (903,264) | (932,171) | (961,117) | (990,085) | (1,019,053) | (1,048,053) | (1,077,096) | |
| 220.00 | (915,601) | (943,825) | (972,106) | (1,000,388) | (1,028,669) | (1,057,003) | (1,085,358) | |
| 230.00 | (927,938) | (955,501) | (983,096) | (1,010,690) | (1,038,286) | (1,065,953) | (1,093,619) | |
| 240.00 | (940,276) | (967,177) | (994,085) | (1,020,993) | (1,047,925) | (1,074,903) | (1,101,881) | |
| 250.00 | (952,633) | (978,854) | (1,005,075) | (1,031,296) | (1,057,563) | (1,083,852) | (1,110,157) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | (709,828) | (746,872) | (783,915) | (820,959) | (858,064) | (895,169) | (932,275) |
| | 2,000 | (723,759) | (760,802) | (797,846) | (834,915) | (872,020) | (909,126) | (946,238) |
| | 3,000 | (737,690) | (774,733) | (811,777) | (848,872) | (885,977) | (923,083) | (960,224) |
| | 4,000 | (751,620) | (788,664) | (825,723) | (862,828) | (899,934) | (937,040) | (974,210) |
| | 5,000 | (765,551) | (802,595) | (839,679) | (876,785) | (913,891) | (951,013) | (988,196) |
| | 6,000 | (779,482) | (816,531) | (853,636) | (890,742) | (927,847) | (964,999) | (1,002,183) |
| | 7,000 | (793,413) | (830,487) | (867,593) | (904,699) | (941,804) | (978,985) | (1,016,169) |
| | 8,000 | (807,343) | (844,444) | (881,550) | (918,655) | (955,788) | (992,971) | (1,030,155) |
| | 9,000 | (821,295) | (858,401) | (895,507) | (932,612) | (969,774) | (1,006,957) | (1,044,170) |
| | 10,000 | (835,252) | (872,358) | (909,463) | (946,576) | (983,760) | (1,020,944) | (1,058,189) |
| | 11,000 | (849,209) | (886,315) | (923,420) | (960,562) | (997,746) | (1,034,930) | (1,072,208) |
| | 12,000 | (863,166) | (900,271) | (937,377) | (974,548) | (1,011,732) | (1,048,949) | (1,086,227) |
| | 13,000 | (877,122) | (914,228) | (951,351) | (988,535) | (1,025,718) | (1,062,968) | (1,100,246) |
| | 14,000 | (891,079) | (928,185) | (965,337) | (1,002,521) | (1,039,709) | (1,076,987) | (1,114,291) |
| | 15,000 | (905,036) | (942,142) | (979,323) | (1,016,507) | (1,053,728) | (1,091,006) | (1,128,346) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | (558,987) | (606,964) | (654,965) | (703,005) | (751,044) | (799,084) | (847,198) |
| | 16.0% | (598,349) | (644,140) | (689,954) | (735,807) | (781,660) | (827,513) | (873,439) |
| | 17.0% | (637,712) | (681,316) | (724,943) | (768,609) | (812,275) | (855,941) | (899,681) |
| | 18.0% | (677,074) | (718,492) | (759,932) | (801,411) | (842,890) | (884,370) | (925,923) |
| | 19.0% | (716,437) | (755,667) | (794,921) | (834,213) | (873,506) | (912,798) | (952,165) |
| | 20.0% | (755,800) | (792,843) | (829,910) | (867,015) | (904,121) | (941,227) | (978,406) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 1,265,000 | 100,000 | 409,200 | 372,157 | 335,090 | 297,985 | 260,879 | 223,773 | 186,594 |
| | 200,000 | 309,200 | 272,157 | 235,090 | 197,985 | 160,879 | 123,773 | 86,594 |
| | 300,000 | 209,200 | 172,157 | 135,090 | 97,985 | 60,879 | 23,773 | (13,406) |
| | 400,000 | 109,200 | 72,157 | 35,090 | (2,015) | (39,121) | (76,227) | (113,406) |
| | 500,000 | 9,200 | (27,843) | (64,910) | (102,015) | (139,121) | (176,227) | (213,406) |
| | 600,000 | (90,800) | (127,843) | (164,910) | (202,015) | (239,121) | (276,227) | (313,406) |
| | 700,000 | (190,800) | (227,843) | (264,910) | (302,015) | (339,121) | (376,227) | (413,406) |
| | 800,000 | (290,800) | (327,843) | (364,910) | (402,015) | (439,121) | (476,227) | (513,406) |
| | 900,000 | (390,800) | (427,843) | (464,910) | (502,015) | (539,121) | (576,227) | (613,406) |
| | 1,000,000 | (490,800) | (527,843) | (564,910) | (602,015) | (639,121) | (676,227) | (713,406) |
| | 1,100,000 | (590,800) | (627,843) | (664,910) | (702,015) | (739,121) | (776,227) | (813,406) |
| | 1,200,000 | (690,800) | (727,843) | (764,910) | (802,015) | (839,121) | (876,227) | (913,406) |
| | 1,300,000 | (790,800) | (827,843) | (864,910) | (902,015) | (939,121) | (976,227) | (1,013,406) |
| | 1,400,000 | (890,800) | (927,843) | (964,910) | (1,002,015) | (1,039,121) | (1,076,227) | (1,113,406) |
| | 1,500,000 | (990,800) | (1,027,843) | (1,064,910) | (1,102,015) | (1,139,121) | (1,176,227) | (1,213,406) |
| 1,600,000 | (1,090,800) | (1,127,843) | (1,164,910) | (1,202,015) | (1,239,121) | (1,276,227) | (1,313,406) | |

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Scheme Typology: **Medium Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

TABLE 5 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (941,227) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 0 | | (600,077) | (637,075) | (674,072) | (711,093) | (748,136) | (785,180) | (822,223) |
| Net Zero | 2,000 | (631,184) | (668,181) | (705,217) | (742,260) | (779,304) | (816,347) | (853,391) |
| (£ per unit) | 4,000 | (662,297) | (699,341) | (736,384) | (773,428) | (810,471) | (847,520) | (884,625) |
| 10,000 | 6,000 | (693,465) | (730,508) | (767,552) | (804,595) | (841,650) | (878,755) | (915,861) |
| | 8,000 | (724,632) | (761,676) | (798,719) | (835,780) | (872,885) | (909,991) | (947,097) |
| | 10,000 | (755,800) | (792,843) | (829,910) | (867,015) | (904,121) | (941,227) | (978,406) |
| | 12,000 | (786,967) | (824,040) | (861,145) | (898,251) | (935,357) | (972,533) | (1,009,717) |
| | 14,000 | (818,170) | (855,275) | (892,381) | (929,487) | (966,660) | (1,003,844) | (1,041,068) |
| | 16,000 | (849,405) | (886,511) | (923,617) | (960,788) | (997,971) | (1,035,183) | (1,072,461) |
| | 18,000 | (880,641) | (917,747) | (954,915) | (992,098) | (1,029,298) | (1,066,576) | (1,103,887) |
| | 20,000 | (911,877) | (949,042) | (986,225) | (1,023,413) | (1,060,691) | (1,097,981) | (1,135,370) |
| | 22,000 | (943,169) | (980,353) | (1,017,536) | (1,054,807) | (1,092,084) | (1,129,464) | (1,166,906) |
| | 24,000 | (974,480) | (1,011,663) | (1,048,922) | (1,086,200) | (1,123,558) | (1,160,971) | (1,198,486) |
| | 26,000 | (1,005,791) | (1,043,037) | (1,080,315) | (1,117,653) | (1,155,041) | (1,192,550) | (1,230,168) |
| | 28,000 | (1,037,152) | (1,074,430) | (1,111,747) | (1,149,135) | (1,186,614) | (1,224,192) | (1,263,178) |
| | 30,000 | (1,068,545) | (1,105,841) | (1,143,229) | (1,180,678) | (1,218,217) | (1,256,802) | (1,300,229) |

TABLE 6 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (941,227) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 70% | | (106,393) | (143,346) | (180,298) | (217,250) | (254,203) | (291,155) | (328,107) |
| 75% | | (214,388) | (251,340) | (288,293) | (325,245) | (362,201) | (399,168) | (436,135) |
| 80% | | (322,492) | (359,459) | (396,426) | (433,393) | (470,360) | (507,327) | (544,294) |
| Build Cost | 85% | (430,651) | (467,618) | (504,585) | (541,558) | (578,555) | (615,553) | (652,550) |
| 100% | 90% | (538,914) | (575,911) | (612,908) | (649,906) | (686,903) | (723,900) | (760,939) |
| (105% = 5% increase) | 95% | (647,261) | (684,282) | (721,326) | (758,369) | (795,413) | (832,457) | (869,534) |
| | 100% | (755,800) | (792,843) | (829,910) | (867,015) | (904,121) | (941,227) | (978,406) |
| | 105% | (864,497) | (901,602) | (938,731) | (975,915) | (1,013,099) | (1,050,350) | (1,087,628) |
| | 110% | (973,424) | (1,010,608) | (1,047,863) | (1,085,141) | (1,122,497) | (1,159,906) | (1,197,421) |
| | 115% | (1,082,654) | (1,119,990) | (1,157,378) | (1,194,870) | (1,232,456) | (1,270,122) | (1,307,884) |
| | 120% | (1,192,320) | (1,229,838) | (1,269,510) | (1,313,716) | (1,358,164) | (1,402,940) | (1,448,195) |
| | 125% | (1,310,547) | (1,354,831) | (1,399,358) | (1,444,198) | (1,489,529) | (1,535,584) | (1,582,795) |

TABLE 7 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (941,227) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 80% | | (1,377,424) | (1,382,088) | (1,386,780) | (1,391,512) | (1,396,290) | (1,401,107) | (1,406,002) |
| 82% | | (1,305,758) | (1,314,277) | (1,322,851) | (1,331,437) | (1,340,079) | (1,348,748) | (1,357,498) |
| Market Values | 84% | (1,237,616) | (1,248,628) | (1,259,862) | (1,271,791) | (1,284,278) | (1,296,824) | (1,309,407) |
| 100% | 86% | (1,176,887) | (1,190,816) | (1,204,745) | (1,218,691) | (1,232,685) | (1,247,069) | (1,261,953) |
| (105% = 5% increase) | 88% | (1,116,420) | (1,133,653) | (1,150,887) | (1,168,133) | (1,185,432) | (1,202,731) | (1,220,106) |
| | 90% | (1,056,108) | (1,076,636) | (1,097,165) | (1,117,732) | (1,138,324) | (1,158,928) | (1,179,596) |
| | 92% | (995,901) | (1,019,718) | (1,043,566) | (1,067,444) | (1,091,322) | (1,115,247) | (1,139,198) |
| | 94% | (935,752) | (962,910) | (990,069) | (1,017,228) | (1,044,423) | (1,071,651) | (1,098,888) |
| | 96% | (875,732) | (906,169) | (936,606) | (967,104) | (997,604) | (1,028,105) | (1,058,680) |
| | 98% | (815,715) | (849,486) | (883,258) | (917,029) | (950,821) | (984,664) | (1,018,506) |
| | 100% | (755,800) | (792,843) | (829,910) | (867,015) | (904,121) | (941,227) | (978,406) |
| | 102% | (695,899) | (736,270) | (776,641) | (817,013) | (857,441) | (897,881) | (938,321) |
| | 104% | (636,005) | (679,697) | (723,396) | (767,095) | (810,795) | (854,536) | (898,310) |
| | 106% | (576,203) | (623,168) | (670,151) | (717,178) | (764,205) | (811,232) | (858,299) |
| | 108% | (516,401) | (566,688) | (616,975) | (667,261) | (717,615) | (767,970) | (818,325) |
| | 110% | (456,599) | (510,208) | (563,817) | (617,426) | (671,035) | (724,709) | (778,391) |
| | 112% | (396,811) | (453,729) | (510,660) | (567,592) | (624,523) | (681,454) | (738,457) |
| | 114% | (337,091) | (397,282) | (457,503) | (517,757) | (578,010) | (638,264) | (698,523) |
| | 116% | (277,372) | (340,881) | (404,390) | (467,922) | (531,498) | (595,074) | (658,650) |
| | 118% | (217,652) | (284,479) | (351,306) | (418,132) | (484,985) | (551,883) | (618,782) |
| | 120% | (157,932) | (228,077) | (298,221) | (368,366) | (438,511) | (508,693) | (578,914) |

TABLE 8 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (941,227) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 5,000 | | (748,825) | (782,381) | (815,938) | (849,545) | (883,156) | (916,768) | (950,392) |
| 10,000 | | (741,851) | (771,920) | (801,989) | (832,074) | (862,192) | (892,309) | (922,426) |
| Grant (£ per unit) | 15,000 | (734,876) | (761,458) | (788,040) | (814,621) | (841,227) | (867,850) | (894,473) |
| - | 20,000 | (727,901) | (750,996) | (774,090) | (797,185) | (820,279) | (843,391) | (866,521) |
| | 25,000 | (720,927) | (740,534) | (760,141) | (779,749) | (799,356) | (818,963) | (838,570) |
| | 30,000 | (713,952) | (730,072) | (746,192) | (762,312) | (778,432) | (794,552) | (810,672) |
| | 35,000 | (706,978) | (719,611) | (732,243) | (744,876) | (757,509) | (770,142) | (782,774) |
| | 40,000 | (700,003) | (709,149) | (718,294) | (727,440) | (736,585) | (745,731) | (754,876) |
| | 45,000 | (693,029) | (698,687) | (704,345) | (710,004) | (715,662) | (721,320) | (726,978) |
| | 50,000 | (686,054) | (688,225) | (690,396) | (692,567) | (694,738) | (696,913) | (699,098) |
| | 55,000 | (679,080) | (677,764) | (676,447) | (675,136) | (673,840) | (672,544) | (671,249) |

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

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Appraisal Ref: **14** (see Typologies Matrix)
 Scheme Typology: **Medium Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|---|---------------------------|--|---|---|---------------------|----------------|
| Total number of units in scheme | | 200 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | | |
| | | | | 100.0% | | 100.0% | | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | | |
| Unit mix - | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 20.0% | 26.0 | 20.0% | 14.0 | 20% | 40.0 | | |
| 3 bed House | 40.0% | 52.0 | 40.0% | 28.0 | 40% | 80.0 | | |
| 4 bed House | 20.0% | 26.0 | 20.0% | 14.0 | 20% | 40.0 | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | 10.0% | 13.0 | 10.0% | 7.0 | 10% | 20.0 | | |
| 2 bed Flat | 10.0% | 13.0 | 10.0% | 7.0 | 10% | 20.0 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | 100.0% | 130.0 | 100.0% | 70.0 | 100% | 200.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 2,054 | 22,109 | 1,106 | 11,905 | 3,160 | 34,014 | | |
| 3 bed House | 4,940 | 53,174 | 2,660 | 28,632 | 7,600 | 81,806 | | |
| 4 bed House | 3,120 | 33,583 | 1,680 | 18,083 | 4,800 | 51,667 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 765 | 8,231 | 412 | 4,432 | 1,176 | 12,663 | | |
| 2 bed Flat | 1,071 | 11,524 | 576 | 6,205 | 1,647 | 17,729 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 11,949 | 128,621 | 6,434 | 69,258 | 18,384 | 197,879 | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 250,000 | 3,165 | 294 | 10,000,000 | | | | |
| 3 bed House | 365,000 | 3,842 | 357 | 29,200,000 | | | | |
| 4 bed House | 425,000 | 3,542 | 329 | 17,000,000 | | | | |
| 5 bed House | 475,000 | 3,393 | 315 | 0 | | | | |
| 1 bed Flat | 150,000 | 3,000 | 279 | 3,000,000 | | | | |
| 2 bed Flat | 200,000 | 2,857 | 265 | 4,000,000 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 63,200,000 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 137,500 | 55% | 112,500 | 45% | 175,000 | 70% | 187,500 | 75% |
| 3 bed House | 200,750 | 55% | 164,250 | 45% | 250,000 | 70% | 273,750 | 75% |
| 4 bed House | 233,750 | 55% | 191,250 | 45% | 250,000 | 70% | 318,750 | 75% |
| 5 bed House | 261,250 | 55% | 213,750 | 45% | 250,000 | 70% | 356,250 | 75% |
| 1 bed Flat | 82,500 | 55% | 67,500 | 45% | 105,000 | 70% | 112,500 | 75% |
| 2 bed Flat | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | | | | |

* capped @£250K

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Scheme Typology: **Medium Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------------------------------|------------|--|-------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 26.0 | @ | 250,000 | 6,500,000 |
| 3 bed House | 52.0 | @ | 365,000 | 18,980,000 |
| 4 bed House | 26.0 | @ | 425,000 | 11,050,000 |
| 5 bed House | 0.0 | @ | 475,000 | - |
| 1 bed Flat | 13.0 | @ | 150,000 | 1,950,000 |
| 2 bed Flat | 13.0 | @ | 200,000 | 2,600,000 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 130.0 | | | 41,080,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 8.4 | @ | 137,500 | 1,155,000 |
| 3 bed House | 16.8 | @ | 200,750 | 3,372,600 |
| 4 bed House | 8.4 | @ | 233,750 | 1,963,500 |
| 5 bed House | 0.0 | @ | 261,250 | - |
| 1 bed Flat | 4.2 | @ | 82,500 | 346,500 |
| 2 bed Flat | 4.2 | @ | 110,000 | 462,000 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 42.0 | | | 7,299,600 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 1.4 | @ | 112,500 | 157,500 |
| 3 bed House | 2.8 | @ | 164,250 | 459,900 |
| 4 bed House | 1.4 | @ | 191,250 | 267,750 |
| 5 bed House | 0.0 | @ | 213,750 | - |
| 1 bed Flat | 0.7 | @ | 67,500 | 47,250 |
| 2 bed Flat | 0.7 | @ | 90,000 | 63,000 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 7.0 | | | 995,400 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 3.5 | @ | 175,000 | 612,500 |
| 3 bed House | 7.0 | @ | 250,000 | 1,750,000 |
| 4 bed House | 3.5 | @ | 250,000 | 875,000 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 1.8 | @ | 105,000 | 183,750 |
| 2 bed Flat | 1.8 | @ | 140,000 | 245,000 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 17.5 | | | 3,666,250 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.7 | @ | 187,500 | 131,250 |
| 3 bed House | 1.4 | @ | 273,750 | 383,250 |
| 4 bed House | 0.7 | @ | 318,750 | 223,125 |
| 5 bed House | 0.0 | @ | 356,250 | - |
| 1 bed Flat | 0.4 | @ | 112,500 | 39,375 |
| 2 bed Flat | 0.4 | @ | 150,000 | 52,500 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 3.5 | 70.0 | | 829,500 |
| Sub-total GDV Residential | | | | |
| | 200 | | | 53,870,750 |
| AH on-site cost analysis: | | | £MV (no AH) less £GDV (inc. AH) | 9,329,250 |
| | 507 £ psm (total GIA sqm) | | 46,646 £ per unit (total units) | |
| Grant | | | | |
| | 70 | AH units @ | 0 per unit | - |
| Total GDV | | | | 53,870,750 |

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Scheme Typology: **Medium Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|----------------|--------------------|----------------------------------|---------------------------------|--|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (43,559) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (130,000) |
| CIL (Mrkt only + garages) | | | | | | (1,154,126) |
| CIL analysis: | | 12,768 sqm | 90.39 £ psm | | | |
| | | 2.14% % of GDV | 5,771 £ per unit (total units) | | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 200 units @ | 4,300 per unit | | | (860,000) |
| Sub-total | | | | | | (860,000) |
| S106 analysis: | | 172,000 £ per ha | 1.60% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | | | | - |
| Comm. Sum analysis: | | 18,384 sqm (total) | 0 £ psm | | | |
| 0.00% % of GDV | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | (617,750) |
| | | 5.00 ha @ | 123,550 £ per ha (if brownfield) | | | |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 200 units @ | 0 per unit | | | - |
| Sub-total | | | | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | - sqm @ | 1,260 psm | | | - |
| 2 bed House | | 3,160 sqm @ | 1,260 psm | | | (3,981,600) |
| 3 bed House | | 7,600 sqm @ | 1,260 psm | | | (9,576,000) |
| 4 bed House | | 4,800 sqm @ | 1,260 psm | | | (6,048,000) |
| 5 bed House | | - sqm @ | 1,260 psm | | | - |
| 1 bed Flat | | 1,176 sqm @ | 1,638 psm | | | (1,927,059) |
| 2 bed Flat | | 1,647 sqm @ | 1,638 psm | | | (2,697,882) |
| 3 bed Flat | | - sqm @ | 1,638 psm | | | - |
| Garages for 3B House (Mrkt only) | 52 | 50% units @ | 18 sqm @ | 600 psm | | (280,800) |
| Garages for 4B House (Mrkt only) | 26 | 75% units @ | 18 sqm @ | 600 psm | | (210,600) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | 18 sqm @ | 600 psm | | - |
| Sub-total | | 819 | | | | |
| External works | | 24,721,941 @ | 15.0% | 18,541 £ per unit (total units) | | (3,708,291) |
| Ext. Works analysis: | | | | | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (57,400) |
| | | 200 units @ | 287 £ per unit | | | |
| M4(2) Category 2 Housing | Aff units | 70 units @ | 90% @ | 521 £ per unit | | (32,823) |
| M4(2) Category 2 Housing | OMS units | 130 units @ | 90% @ | 521 £ per unit | | (60,957) |
| M4(3) Category 3 Housing | Aff units | 70 units @ | 10% @ | 10,111 £ per unit | | (70,777) |
| M4(3) Category 3 Housing | OMS units | 130 units @ | 10% @ | 10,111 £ per unit | | (131,443) |
| Net Zero Cost | | | | | | (2,000,000) |
| | | 200 units @ | 10,000 £ per unit | | | |
| Urban Greening | No. of storeys | 2.4 equals | 7,660 sqm footprint | 100 £ sqm | | (765,980) |
| EV Charging Points - Houses | | 160 units @ | | 1,000 £ per unit | | (160,000) |
| EV Charging Points - Flats | | 40 units @ | 4 flats per charger | 2,500 £ per 4 units | | (25,000) |
| Sub-total | | 2 units @ | | 0 £ per unit | | - |
| Policy Costs analysis: (design costs only) | | | | 16,522 £ per unit (total units) | | (3,304,380) |
| Contingency (on construction) | | | | | | (1,617,618) |
| | | 32,352,363 @ | 5.0% | | | |

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Scheme Typology: **Medium Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|------------------|-------------------|---------------------------|------------------------------------|---------------------|
| Professional Fees | 32,352,363 @ | | 6.5% | | (2,102,904) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 41,080,000 OMS @ | | 3.00% | 6,162 £ per unit | (1,232,400) |
| Residential Sales Agent Costs | 41,080,000 OMS @ | | 1.00% | 2,054 £ per unit | (410,800) |
| Residential Sales Legal Costs | 41,080,000 OMS @ | | 0.35% | 719 £ per unit | (143,780) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 8,885 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | | 8.00% APR | | 0.643% pcm | (60,156) |
| Developers Profit - | | | | | |
| Profit on OMS | 41,080,000 | | 20.00% | | (8,216,000) |
| Margin on AH | 12,790,750 | | 6.00% on AH values | | (767,445) |
| Profit analysis: | | 53,870,750 | | 16.68% blended GDV | (8,983,445) |
| | | 40,097,705 | | 22.40% on costs | (8,983,445) |
| TOTAL COSTS | | | | | (49,081,150) |

| | | | | | |
|----------------------------------|--------------------------|---------------------------------|--------------|-----------------------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 4,789,600 |
| SDLT | 4,789,600 @ | | HMRC formula | | (228,980) |
| Acquisition Agent fees | 4,789,600 @ | | 1.0% | | (47,896) |
| Acquisition Legal fees | 4,789,600 @ | | 0.5% | | (23,948) |
| Interest on Land | 4,789,600 @ | | 8.00% | | (383,168) |
| Residual Land Value | | | | | 4,105,608 |
| RLV analysis: | 20,528 £ per plot | 821,122 £ per ha (net) | | 332,303 £ per acre (net) | |
| | | 821,122 £ per ha (gross) | | 332,303 £ per acre (gross) | |
| | | | | 7.62% % RLV / GDV | |

| | | | | | |
|-----------------------------------|-------------------|-----------------------------------|--|-------------------------------------|-------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 5.00 ha (net) | | 12.36 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 5.00 ha (gross) | | 12.36 acres (gross) | |
| Density analysis: | | 3,677 sqm/ha (net) | | 16,016 sqft/ac (net) | |
| | | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 78,145 £ per plot | 3,125,815 £ per ha (net) | | 1,265,000 £ per acre (net) | 15,629,075 |
| BLV analysis: | | 3,125,815 £ per ha (gross) | | 1,265,000 £ per acre (gross) | |

| | | | | | |
|-------------------|--|-----------------------------------|--|-----------------------------------|---------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (2,304,693) £ per ha (net) | | (932,697) £ per acre (net) | (11,523,467) |

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Scheme Typology: **Medium Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

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 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | (636,947) | (680,121) | (723,295) | (766,469) | (809,643) | (852,817) | (895,991) |
| | 10.00 | (649,183) | (691,677) | (734,172) | (776,666) | (819,160) | (861,654) | (904,149) |
| | 20.00 | (661,419) | (703,234) | (745,048) | (786,863) | (828,677) | (870,492) | (912,306) |
| | 30.00 | (673,655) | (714,790) | (755,925) | (797,059) | (838,194) | (879,329) | (920,464) |
| | 40.00 | (685,892) | (726,346) | (766,801) | (807,256) | (847,711) | (888,166) | (928,621) |
| | 50.00 | (698,128) | (737,903) | (777,678) | (817,453) | (857,228) | (897,003) | (936,778) |
| | 60.00 | (710,364) | (749,459) | (788,554) | (827,650) | (866,745) | (905,840) | (944,936) |
| | 70.00 | (722,600) | (761,015) | (799,431) | (837,847) | (876,262) | (914,678) | (953,093) |
| | 80.00 | (734,836) | (772,572) | (810,308) | (848,043) | (885,779) | (923,515) | (961,251) |
| | 90.00 | (747,072) | (784,128) | (821,184) | (858,240) | (895,296) | (932,352) | (969,408) |
| | 100.00 | (759,308) | (795,684) | (832,061) | (868,437) | (904,813) | (941,189) | (977,565) |
| | 110.00 | (771,544) | (807,241) | (842,937) | (878,634) | (914,330) | (950,026) | (985,723) |
| | 120.00 | (783,781) | (818,797) | (853,814) | (888,830) | (923,847) | (958,864) | (993,880) |
| | 130.00 | (796,017) | (830,353) | (864,690) | (899,027) | (933,364) | (967,701) | (1,002,038) |
| | 140.00 | (808,253) | (841,910) | (875,567) | (909,224) | (942,881) | (976,538) | (1,010,195) |
| | 150.00 | (820,489) | (853,466) | (886,443) | (919,421) | (952,398) | (985,375) | (1,018,352) |
| | 160.00 | (832,725) | (865,022) | (897,320) | (929,617) | (961,915) | (994,212) | (1,026,510) |
| | 170.00 | (844,961) | (876,579) | (908,196) | (939,814) | (971,432) | (1,003,050) | (1,034,667) |
| | 180.00 | (857,197) | (888,135) | (919,073) | (950,011) | (980,949) | (1,011,887) | (1,042,825) |
| | 190.00 | (869,433) | (899,691) | (929,950) | (960,208) | (990,466) | (1,020,724) | (1,050,982) |
| 200.00 | (881,669) | (911,248) | (940,826) | (970,404) | (999,983) | (1,029,561) | (1,059,139) | |
| 210.00 | (893,906) | (922,804) | (951,703) | (980,601) | (1,009,500) | (1,038,398) | (1,067,297) | |
| 220.00 | (906,142) | (934,360) | (962,579) | (990,798) | (1,019,017) | (1,047,236) | (1,075,454) | |
| 230.00 | (918,378) | (945,917) | (973,456) | (1,000,995) | (1,028,534) | (1,056,073) | (1,083,612) | |
| 240.00 | (930,614) | (957,473) | (984,332) | (1,011,192) | (1,038,051) | (1,064,910) | (1,091,769) | |
| 250.00 | (942,850) | (969,029) | (995,209) | (1,021,388) | (1,047,568) | (1,073,747) | (1,099,928) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | (701,869) | (738,899) | (775,928) | (812,958) | (849,987) | (887,017) | (924,046) |
| | 2,000 | (715,712) | (752,741) | (789,771) | (826,800) | (863,830) | (900,859) | (937,889) |
| | 3,000 | (729,554) | (766,584) | (803,613) | (840,643) | (877,672) | (914,702) | (951,731) |
| | 4,000 | (743,397) | (780,426) | (817,456) | (854,485) | (891,514) | (928,544) | (965,573) |
| | 5,000 | (757,239) | (794,269) | (831,298) | (868,327) | (905,357) | (942,386) | (979,416) |
| | 6,000 | (771,081) | (808,111) | (845,140) | (882,170) | (919,199) | (956,229) | (993,258) |
| | 7,000 | (784,924) | (821,953) | (858,983) | (896,012) | (933,042) | (970,071) | (1,007,101) |
| | 8,000 | (798,766) | (835,796) | (872,825) | (909,855) | (946,884) | (983,914) | (1,020,943) |
| | 9,000 | (812,609) | (849,638) | (886,668) | (923,697) | (960,727) | (997,756) | (1,034,785) |
| | 10,000 | (826,451) | (863,481) | (900,510) | (937,539) | (974,569) | (1,011,598) | (1,048,628) |
| | 11,000 | (840,293) | (877,323) | (914,352) | (951,382) | (988,411) | (1,025,441) | (1,062,470) |
| | 12,000 | (854,136) | (891,165) | (928,195) | (965,224) | (1,002,254) | (1,039,283) | (1,076,313) |
| | 13,000 | (867,978) | (905,008) | (942,037) | (979,067) | (1,016,096) | (1,053,126) | (1,090,155) |
| | 14,000 | (881,821) | (918,850) | (955,880) | (992,909) | (1,029,939) | (1,066,968) | (1,104,000) |
| | 15,000 | (895,663) | (932,693) | (969,722) | (1,006,751) | (1,043,781) | (1,080,810) | (1,117,846) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | (550,737) | (598,700) | (646,664) | (694,627) | (742,591) | (790,554) | (838,518) |
| | 16.0% | (590,099) | (635,876) | (681,653) | (727,429) | (773,206) | (818,983) | (864,759) |
| | 17.0% | (629,462) | (673,052) | (716,642) | (760,231) | (803,821) | (847,411) | (891,001) |
| | 18.0% | (668,824) | (710,227) | (751,630) | (793,034) | (834,437) | (875,840) | (917,243) |
| | 19.0% | (708,187) | (747,403) | (786,619) | (825,836) | (865,052) | (904,268) | (943,484) |
| | 20.0% | (747,549) | (784,579) | (821,608) | (858,638) | (895,667) | (932,697) | (969,726) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 1,265,000 | 100,000 | 417,451 | 380,421 | 343,392 | 306,362 | 269,333 | 232,303 | 195,274 |
| | 200,000 | 317,451 | 280,421 | 243,392 | 206,362 | 169,333 | 132,303 | 95,274 |
| | 300,000 | 217,451 | 180,421 | 143,392 | 106,362 | 69,333 | 32,303 | (4,726) |
| | 400,000 | 117,451 | 80,421 | 43,392 | 6,362 | (30,667) | (67,697) | (104,726) |
| | 500,000 | 17,451 | (19,579) | (56,608) | (93,638) | (130,667) | (167,697) | (204,726) |
| | 600,000 | (82,549) | (119,579) | (156,608) | (193,638) | (230,667) | (267,697) | (304,726) |
| | 700,000 | (182,549) | (219,579) | (256,608) | (293,638) | (330,667) | (367,697) | (404,726) |
| | 800,000 | (282,549) | (319,579) | (356,608) | (393,638) | (430,667) | (467,697) | (504,726) |
| | 900,000 | (382,549) | (419,579) | (456,608) | (493,638) | (530,667) | (567,697) | (604,726) |
| | 1,000,000 | (482,549) | (519,579) | (556,608) | (593,638) | (630,667) | (667,697) | (704,726) |
| | 1,100,000 | (582,549) | (619,579) | (656,608) | (693,638) | (730,667) | (767,697) | (804,726) |
| | 1,200,000 | (682,549) | (719,579) | (756,608) | (793,638) | (830,667) | (867,697) | (904,726) |
| | 1,300,000 | (782,549) | (819,579) | (856,608) | (893,638) | (930,667) | (967,697) | (1,004,726) |
| | 1,400,000 | (882,549) | (919,579) | (956,608) | (993,638) | (1,030,667) | (1,067,697) | (1,104,726) |
| | 1,500,000 | (982,549) | (1,019,579) | (1,056,608) | (1,093,638) | (1,130,667) | (1,167,697) | (1,204,726) |
| 1,600,000 | (1,082,549) | (1,119,579) | (1,156,608) | (1,193,638) | (1,230,667) | (1,267,697) | (1,304,726) | |

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Scheme Typology: **Medium Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

TABLE 5 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (932,697) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 0 | (593,108) | (630,137) | (667,166) | (704,196) | (741,225) | (778,255) | (815,284) | |
| Net Zero | 2,000 | (623,996) | (661,025) | (698,055) | (735,084) | (772,114) | (809,143) | (846,173) |
| (£ per unit) | 4,000 | (654,884) | (691,914) | (728,943) | (765,973) | (803,002) | (840,032) | (877,061) |
| 10,000 | 6,000 | (685,773) | (722,802) | (759,832) | (796,861) | (833,890) | (870,920) | (907,949) |
| | 8,000 | (716,661) | (753,690) | (790,720) | (827,749) | (864,779) | (901,808) | (938,838) |
| | 10,000 | (747,549) | (784,579) | (821,608) | (858,638) | (895,667) | (932,697) | (969,726) |
| | 12,000 | (778,438) | (815,467) | (852,497) | (889,526) | (926,556) | (963,585) | (1,000,614) |
| | 14,000 | (809,326) | (846,356) | (883,385) | (920,414) | (957,444) | (994,473) | (1,031,503) |
| | 16,000 | (840,214) | (877,244) | (914,273) | (951,303) | (988,332) | (1,025,362) | (1,062,406) |
| | 18,000 | (871,103) | (908,132) | (945,162) | (982,191) | (1,019,221) | (1,056,250) | (1,093,310) |
| | 20,000 | (901,991) | (939,021) | (976,050) | (1,013,080) | (1,050,109) | (1,087,138) | (1,124,214) |
| | 22,000 | (932,880) | (969,909) | (1,006,938) | (1,043,968) | (1,080,997) | (1,118,027) | (1,155,119) |
| | 24,000 | (963,768) | (1,000,797) | (1,037,827) | (1,074,856) | (1,111,886) | (1,148,927) | (1,186,023) |
| | 26,000 | (994,656) | (1,031,686) | (1,068,715) | (1,105,745) | (1,142,774) | (1,179,831) | (1,216,928) |
| | 28,000 | (1,025,545) | (1,062,574) | (1,099,604) | (1,136,633) | (1,173,662) | (1,210,735) | (1,247,866) |
| | 30,000 | (1,056,433) | (1,093,462) | (1,130,492) | (1,167,521) | (1,204,551) | (1,241,640) | (1,282,060) |

TABLE 6 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (932,697) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 70% | (102,018) | (139,048) | (176,077) | (213,107) | (250,136) | (287,166) | (324,195) | |
| 75% | (209,607) | (246,636) | (283,666) | (320,695) | (357,725) | (394,754) | (431,784) | |
| 80% | (317,195) | (354,225) | (391,254) | (428,284) | (465,313) | (502,343) | (539,372) | |
| Build Cost | 85% | (424,784) | (461,813) | (498,843) | (535,872) | (572,902) | (609,931) | (646,961) |
| 100% | 90% | (532,372) | (569,402) | (606,431) | (643,461) | (680,490) | (717,520) | (754,549) |
| (105% = 5% increase) | 95% | (639,961) | (676,990) | (714,020) | (751,049) | (788,079) | (825,108) | (862,138) |
| | 100% | (747,549) | (784,579) | (821,608) | (858,638) | (895,667) | (932,697) | (969,726) |
| | 105% | (855,138) | (892,167) | (929,197) | (966,226) | (1,003,256) | (1,040,285) | (1,077,337) |
| | 110% | (962,726) | (999,756) | (1,036,785) | (1,073,815) | (1,110,844) | (1,147,885) | (1,184,981) |
| | 115% | (1,070,315) | (1,107,344) | (1,144,374) | (1,181,403) | (1,218,433) | (1,255,475) | (1,298,304) |
| | 120% | (1,177,903) | (1,214,933) | (1,252,142) | (1,294,054) | (1,337,429) | (1,380,817) | (1,424,204) |
| | 125% | (1,289,961) | (1,333,270) | (1,376,580) | (1,419,941) | (1,463,329) | (1,506,716) | (1,550,104) |

TABLE 7 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (932,697) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 80% | (1,357,344) | (1,361,977) | (1,366,640) | (1,371,304) | (1,375,967) | (1,380,631) | (1,385,295) | |
| 82% | (1,287,689) | (1,296,170) | (1,304,682) | (1,313,218) | (1,321,754) | (1,330,290) | (1,338,826) | |
| Market Values | 84% | (1,223,993) | (1,234,554) | (1,245,114) | (1,256,069) | (1,267,540) | (1,279,948) | (1,292,357) |
| 100% | 86% | (1,164,438) | (1,178,307) | (1,192,176) | (1,206,049) | (1,219,969) | (1,233,889) | (1,247,843) |
| (105% = 5% increase) | 88% | (1,104,882) | (1,122,060) | (1,139,238) | (1,156,415) | (1,173,616) | (1,190,847) | (1,208,078) |
| | 90% | (1,045,327) | (1,065,813) | (1,086,299) | (1,106,786) | (1,127,272) | (1,147,805) | (1,168,347) |
| | 92% | (985,771) | (1,009,566) | (1,033,361) | (1,057,156) | (1,080,951) | (1,104,763) | (1,128,616) |
| | 94% | (926,216) | (953,319) | (980,423) | (1,007,526) | (1,034,630) | (1,061,734) | (1,088,885) |
| | 96% | (866,660) | (897,073) | (927,485) | (957,897) | (988,309) | (1,018,721) | (1,049,154) |
| | 98% | (807,105) | (840,826) | (874,547) | (908,267) | (941,988) | (975,709) | (1,009,430) |
| | 100% | (747,549) | (784,579) | (821,608) | (858,638) | (895,667) | (932,697) | (969,726) |
| | 102% | (687,994) | (728,332) | (768,670) | (809,008) | (849,346) | (889,684) | (930,022) |
| | 104% | (628,438) | (672,085) | (715,732) | (759,379) | (803,025) | (846,672) | (890,319) |
| | 106% | (568,883) | (615,838) | (662,794) | (709,749) | (756,704) | (803,660) | (850,615) |
| | 108% | (509,327) | (559,591) | (609,855) | (660,119) | (710,383) | (760,647) | (810,911) |
| | 110% | (449,772) | (503,345) | (556,917) | (610,490) | (664,062) | (717,635) | (771,208) |
| | 112% | (390,216) | (447,098) | (503,979) | (560,860) | (617,742) | (674,623) | (731,504) |
| | 114% | (330,661) | (390,851) | (451,041) | (511,231) | (571,421) | (631,611) | (691,800) |
| | 116% | (271,105) | (334,604) | (398,103) | (461,601) | (525,100) | (588,598) | (652,097) |
| | 118% | (211,550) | (278,357) | (345,164) | (411,971) | (478,779) | (545,586) | (612,393) |
| | 120% | (151,994) | (222,110) | (292,226) | (362,342) | (432,458) | (502,574) | (572,689) |

TABLE 8 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (932,697) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 5,000 | (740,626) | (774,194) | (807,762) | (841,330) | (874,898) | (908,466) | (942,034) | |
| 10,000 | (733,703) | (763,810) | (793,916) | (824,023) | (854,129) | (884,236) | (914,342) | |
| Grant (£ per unit) | 15,000 | (726,781) | (753,426) | (780,071) | (806,716) | (833,361) | (860,006) | (886,651) |
| - | 20,000 | (719,858) | (743,041) | (766,225) | (789,408) | (812,592) | (835,775) | (858,959) |
| | 25,000 | (712,935) | (732,657) | (752,379) | (772,101) | (791,823) | (811,545) | (831,267) |
| | 30,000 | (706,012) | (722,272) | (738,533) | (754,793) | (771,054) | (787,315) | (803,575) |
| | 35,000 | (699,089) | (711,888) | (724,687) | (737,486) | (750,285) | (763,084) | (775,883) |
| | 40,000 | (692,166) | (701,503) | (710,841) | (720,179) | (729,516) | (738,854) | (748,192) |
| | 45,000 | (685,243) | (691,119) | (696,995) | (702,871) | (708,747) | (714,624) | (720,500) |
| | 50,000 | (678,320) | (680,735) | (683,149) | (685,564) | (687,979) | (690,393) | (692,808) |
| | 55,000 | (671,397) | (670,350) | (669,303) | (668,257) | (667,210) | (666,163) | (665,116) |

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

240306_BCC Appraisal_MVBF_v0.2 - Summary Table

| Appraisal Ref: | 8 | 9 | 10 | 11 | 12 | 13 | 14 |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Scheme Typology: | Medium Value Zone | Medium Value Zone | Medium Value Zone | Medium Value Zone | Medium Value Zone | Medium Value Zone | Medium Value Zone |
| No Units: | 8 | 15 | 30 | 45 | 75 | 125 | 200 |
| Location / Value Zone: | Medium Value | Medium Value | Medium Value | Medium Value | Medium Value | Medium Value | Medium Value |
| Greenfield/Brownfield: | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield |
| Notes: | | | | | | | |
| Total GDV (£) | 2,718,000 | 4,342,005 | 8,684,011 | 13,026,016 | 20,201,531 | 33,669,219 | 53,870,750 |
| Policy Assumptions | - | - | - | - | - | - | - |
| AH Target % (& mix): | 0% | 35% | 35% | 35% | 35% | 35% | 35% |
| Affordable Rent: | 60% | 60% | 60% | 60% | 60% | 60% | 60% |
| Social Rent: | 10% | 10% | 10% | 10% | 10% | 10% | 10% |
| First Homes: | 25% | 25% | 25% | 25% | 25% | 25% | 25% |
| Other Intermediate (LCHO/Sub-Market etc.): | 5% | 5% | 5% | 5% | 5% | 5% | 5% |
| CIL (£ psm) | 90.39 | 90.39 | 90.39 | 90.39 | 90.39 | 90.39 | 90.39 |
| CIL (£ per unit) | 9,276 | 6,030 | 6,030 | 6,030 | 5,771 | 5,771 | 5,771 |
| Site Specific S106 (£ per unit) | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 |
| Sub-total CIL+S106 (£ per unit) | 13,576 | 10,330 | 10,330 | 10,330 | 10,071 | 10,071 | 10,071 |
| Site Infrastructure (£ per unit) | - | - | - | - | - | - | - |
| Sub-total CIL+S106+Infrastructure (£ per unit) | 13,576 | 10,330 | 10,330 | 10,330 | 10,071 | 10,071 | 10,071 |
| Profit KPI's | - | - | - | - | - | - | - |
| Developers Profit (% on OMS) | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% |
| Developers Profit (% on AH) | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% |
| Developers Profit (% blended) | 20.00% | 16.68% | 16.68% | 16.68% | 16.68% | 16.68% | 16.68% |
| Developers Profit (% on costs) | 29.28% | 21.61% | 21.53% | 21.58% | 20.63% | 22.33% | 22.40% |
| Developers Profit Total (£) | 543,600 | 724,279 | 1,448,558 | 2,172,837 | 3,368,792 | 5,614,653 | 8,983,445 |
| Land Value KPI's | - | - | - | - | - | - | - |
| RLV (£/acre (net)) | 570,702 | 256,424 | 239,711 | 244,635 | 95,027 | 323,773 | 332,303 |
| RLV (£/ha (net)) | 1,410,205 | 633,623 | 592,326 | 604,493 | 234,813 | 800,044 | 821,122 |
| RLV (% of GDV) | 10.38% | 5.47% | 5.12% | 5.22% | 2.18% | 7.43% | 7.62% |
| RLV Total (£) | 282,041 | 237,609 | 444,245 | 680,054 | 440,273 | 2,500,138 | 4,105,608 |
| BLV (£/acre (net)) | 1,265,000 | 1,265,000 | 1,265,000 | 1,265,000 | 1,265,000 | 1,265,000 | 1,265,000 |
| BLV (£/ha (net)) | 3,125,815 | 3,125,815 | 3,125,815 | 3,125,815 | 3,125,815 | 3,125,815 | 3,125,815 |
| BLV Total (£) | 625,163 | 1,172,181 | 2,344,361 | 3,516,542 | 5,860,903 | 9,768,172 | 15,629,075 |
| Surplus/Deficit (£/acre) [RLV-BLV] | (694,298) | (1,008,576) | (1,025,289) | (1,020,365) | (1,169,973) | (941,227) | (932,697) |
| Surplus/Deficit (£/ha) | (1,715,610) | (2,492,192) | (2,533,489) | (2,521,322) | (2,891,002) | (2,325,771) | (2,304,693) |
| Surplus/Deficit Total (£) | (343,122) | (934,572) | (1,900,117) | (2,836,488) | (5,420,630) | (7,268,034) | (11,523,467) |
| Plan Viability comments | Marginal | Marginal | Marginal | Marginal | Marginal | Marginal | Marginal |

240306_BCC Appraisal_HVBF_v0.2

Appraisal Ref: **15** (see Typologies Matrix)
 Scheme Typology: **Higher Value Zone**
 Site Typology: **Location / Value Zone: Higher Value Greenfield/Brownfield: Brownfield**
 Notes: **No Units: 8**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | | | | | | |
|--|--|-------------------------|--|--------------------|--|--|--|------------|--|--------------------|--|---------------|--|
| Total number of units in scheme | | 8 Units | | | | | | | | | | | |
| AH Policy requirement (% Target) | | 0% | | | | | | | | | | | |
| Open Market Sale (OMS) housing | | 100% | | | | | | | | | | | |
| AH tenure split % | | 70.0% % Rented | | | | | | | | | | | |
| Open Market Sale (OMS) | | 100% | | | | | | | | | | | |
| Affordable Rent: | | 60.0% | | | | | | | | | | | |
| Social Rent: | | 10.0% | | | | | | | | | | | |
| First Homes: | | 25.0% | | | | | | | | | | | |
| Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | | | | | | | | | | |
| | | 100.0% 100.0% | | | | | | | | | | | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | | | | | | | |
| Unit mix - | | OMS Unit mix% | | MV # units | | AH mix% | | AH # units | | Overall mix% | | Total # units | |
| 1 bed House | | 0.0% | | 0.0 | | 0.0% | | 0.0 | | 0% | | 0.0 | |
| 2 bed House | | 35.0% | | 2.8 | | 35.0% | | 0.0 | | 35% | | 2.8 | |
| 3 bed House | | 40.0% | | 3.2 | | 40.0% | | 0.0 | | 40% | | 3.2 | |
| 4 bed House | | 25.0% | | 2.0 | | 25.0% | | 0.0 | | 25% | | 2.0 | |
| 5 bed House | | 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% | | 8.0 | | 100.0% | | 0.0 | | 100% | | 8.0 | |
| OMS Unit Floor areas - | | Net area per unit (sqm) | | Net to Gross % | | Gross (GIA) per unit (sqft) | | | | | | | |
| 1 bed House | | 62.0 | | 667 | | % | | 62.0 | | 667 | | | |
| 2 bed House | | 79.0 | | 850 | | | | 79.0 | | 850 | | | |
| 3 bed House | | 95.0 | | 1,023 | | | | 95.0 | | 1,023 | | | |
| 4 bed House | | 120.0 | | 1,292 | | | | 120.0 | | 1,292 | | | |
| 5 bed House | | 140.0 | | 1,507 | | | | 140.0 | | 1,507 | | | |
| 1 bed Flat | | 50.0 | | 538 | | 85.0% | | 58.8 | | 633 | | | |
| 2 bed Flat | | 70.0 | | 753 | | 85.0% | | 82.4 | | 886 | | | |
| 3 bed Flat | | 80.0 | | 861 | | 85.0% | | 94.1 | | 1,013 | | | |
| AH Unit Floor areas - | | Net area per unit (sqm) | | Net to Gross % | | Gross (GIA) per unit (sqft) | | | | | | | |
| 1 bed House | | 62.0 | | 667 | | % | | 62.0 | | 667 | | | |
| 2 bed House | | 79.0 | | 850 | | | | 79.0 | | 850 | | | |
| 3 bed House | | 95.0 | | 1,023 | | | | 95.0 | | 1,023 | | | |
| 4 bed House | | 120.0 | | 1,292 | | | | 120.0 | | 1,292 | | | |
| 5 bed House | | 140.0 | | 1,507 | | | | 140.0 | | 1,507 | | | |
| 1 bed Flat | | 50.0 | | 538 | | 85.0% | | 58.8 | | 633 | | | |
| 2 bed Flat | | 70.0 | | 753 | | 85.0% | | 82.4 | | 886 | | | |
| 3 bed Flat | | 80.0 | | 861 | | 85.0% | | 94.1 | | 1,013 | | | |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | | AH units GIA (sqm) | | Total GIA (all units) (sqm) | | | | | | | |
| 1 bed House | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| 2 bed House | | 221 | | 2,381 | | 221 | | 2,381 | | 2,381 | | 2,381 | |
| 3 bed House | | 304 | | 3,272 | | 304 | | 3,272 | | 3,272 | | 3,272 | |
| 4 bed House | | 240 | | 2,583 | | 240 | | 2,583 | | 2,583 | | 2,583 | |
| 5 bed House | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| 1 bed Flat | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| 2 bed Flat | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| 3 bed Flat | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| | | 765 | | 8,237 | | 0 | | 0 | | 765 | | 8,237 | |
| AH % by floor area: | | | | | | 0.00% AH % by floor area (difference due to mix) | | | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | | £ psm | | £ psf | | | | total MV £ (no AH) | | | |
| 1 bed House | | 200,000 | | 3,226 | | 300 | | | | 0 | | | |
| 2 bed House | | 325,000 | | 4,114 | | 382 | | | | 910,000 | | | |
| 3 bed House | | 415,000 | | 4,368 | | 406 | | | | 1,328,000 | | | |
| 4 bed House | | 525,000 | | 4,375 | | 406 | | | | 1,050,000 | | | |
| 5 bed House | | 580,000 | | 4,143 | | 385 | | | | 0 | | | |
| 1 bed Flat | | 185,000 | | 3,700 | | 344 | | | | 0 | | | |
| 2 bed Flat | | 265,000 | | 3,786 | | 352 | | | | 0 | | | |
| 3 bed Flat | | 375,000 | | 4,688 | | 435 | | | | 0 | | | |
| | | | | | | | | | | 3,288,000 | | | |
| Affordable Housing values (£) - | | Aff. Rent £ | | % of MV | | Social Rent £ | | % of MV | | First Homes £* | | % of MV | |
| 1 bed House | | 110,000 | | 55% | | 90,000 | | 45% | | 140,000 | | 70% | |
| 2 bed House | | 178,750 | | 55% | | 146,250 | | 45% | | 227,500 | | 70% | |
| 3 bed House | | 228,250 | | 55% | | 186,750 | | 45% | | 250,000 | | 70% | |
| 4 bed House | | 288,750 | | 55% | | 236,250 | | 45% | | 250,000 | | 70% | |
| 5 bed House | | 319,000 | | 55% | | 261,000 | | 45% | | 250,000 | | 70% | |
| 1 bed Flat | | 101,750 | | 55% | | 83,250 | | 45% | | 129,500 | | 70% | |
| 2 bed Flat | | 145,750 | | 55% | | 119,250 | | 45% | | 185,500 | | 70% | |
| 3 bed Flat | | 206,250 | | 55% | | 168,750 | | 45% | | 250,000 | | 70% | |
| | | | | | | | | | | | | | |

* capped @£250K

240306_BCC Appraisal_HVBF_v0.2

Scheme Typology: Higher Value Zone No Units: 8
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Brownfield
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|------------|--|-----------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 2.8 | @ | 325,000 | 910,000 |
| 3 bed House | 3.2 | @ | 415,000 | 1,328,000 |
| 4 bed House | 2.0 | @ | 525,000 | 1,050,000 |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 0.0 | @ | 185,000 | - |
| 2 bed Flat | 0.0 | @ | 265,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 8.0 | | | 3,288,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 0.0 | @ | 178,750 | - |
| 3 bed House | 0.0 | @ | 228,250 | - |
| 4 bed House | 0.0 | @ | 288,750 | - |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 0.0 | @ | 101,750 | - |
| 2 bed Flat | 0.0 | @ | 145,750 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.0 | @ | 146,250 | - |
| 3 bed House | 0.0 | @ | 186,750 | - |
| 4 bed House | 0.0 | @ | 236,250 | - |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 0.0 | @ | 83,250 | - |
| 2 bed Flat | 0.0 | @ | 119,250 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 0.0 | | | - |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 0.0 | @ | 227,500 | - |
| 3 bed House | 0.0 | @ | 250,000 | - |
| 4 bed House | 0.0 | @ | 250,000 | - |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 129,500 | - |
| 2 bed Flat | 0.0 | @ | 185,500 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 0.0 | | | - |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.0 | @ | 243,750 | - |
| 3 bed House | 0.0 | @ | 311,250 | - |
| 4 bed House | 0.0 | @ | 393,750 | - |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.0 | @ | 138,750 | - |
| 2 bed Flat | 0.0 | @ | 198,750 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.0 | 0.0 | | - |
| Sub-total GDV Residential | 8 | | | 3,288,000 |
| AH on-site cost analysis: | | | £MV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 0 | AH units @ | 0 per unit | - |
| Total GDV | | | | 3,288,000 |

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Scheme Typology: **Higher Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|---|-------------------------|-----------------------|--|---------|-----------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (3,696) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (10,000) |
| CIL (Mrkt only + garages) | | 821 sqm | | 90.39 £ psm | | (74,210) |
| | CIL analysis: | 2.26% % of GDV | | 9,276 £ per unit (total units) | | |
| Site Specific S106 Contributions | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 8 units @ | | 4,300 per unit | | (34,400) |
| | Sub-total | | | | | (34,400) |
| | S106 analysis: | 172,000 £ per ha | 1.05% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | 765 sqm (total) | 0 £ psm | | - |
| | Comm. Sum analysis: | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | 0.20 ha @ | | 123,550 £ per ha (if brownfield) | | (24,710) |
| Site Infrastructure costs - | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 8 units @ | | 0 per unit | | - |
| | Sub-total | | | | | - |
| | Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | - sqm @ | | 1,423 psm | | - |
| 2 bed House | | 221 sqm @ | | 1,423 psm | | (314,768) |
| 3 bed House | | 304 sqm @ | | 1,423 psm | | (432,592) |
| 4 bed House | | 240 sqm @ | | 1,423 psm | | (341,520) |
| 5 bed House | | - sqm @ | | 1,423 psm | | - |
| 1 bed Flat | | - sqm @ | | 1,638 psm | | - |
| 2 bed Flat | | - sqm @ | | 1,638 psm | | - |
| 3 bed Flat | | - sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | 3 | 50% units @ | | 18 sqm @ | 600 psm | (17,280) |
| Garages for 4B House (Mrkt only) | 2 | 75% units @ | | 18 sqm @ | 600 psm | (16,200) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | | 18 sqm @ | 600 psm | - |
| | | 56 | | | | |
| External works | | 1,122,360 @ | | 15.0% | | (168,354) |
| | Ext. Works analysis: | | | 21,044 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | 8 units @ | | 287 £ per unit | | (2,296) |
| M4(2) Category 2 Housing | Aff units | - units @ | 90% @ | 521 £ per unit | | - |
| M4(2) Category 2 Housing | OMS units | 8 units @ | 90% @ | 521 £ per unit | | (3,751) |
| M4(3) Category 3 Housing | Aff units | - units @ | 10% @ | 10,111 £ per unit | | - |
| M4(3) Category 3 Housing | OMS units | 8 units @ | 10% @ | 10,111 £ per unit | | (8,089) |
| Net Zero Cost | | 8 units @ | | 10,000 £ per unit | | (80,000) |
| Urban Greening | No. of storeys | 2.0 equals | 383 sqm footprint | 100 £ sqm | | (38,260) |
| EV Charging Points - Houses | | 8 units @ | | 1,000 £ per unit | | (8,000) |
| EV Charging Points - Flats | | - units @ | 4 flats per charger | 2,500 £ per 4 units | | - |
| | | 2 units @ | | 0 £ per unit | | - |
| | Sub-total | | | | | (140,396) |
| | Policy Costs analysis: (design costs only) | | | 17,550 £ per unit (total units) | | |
| Contingency (on construction) | | 1,455,820 @ | | 5.0% | | (72,791) |

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Scheme Typology: **Higher Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|------------------|--|---------------------------|-------------------------------------|--------------------|
| Professional Fees | 1,455,820 @ | | 6.5% | | (94,628) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 3,288,000 OMS @ | | 3.00% | 12,330 £ per unit | (98,640) |
| Residential Sales Agent Costs | 3,288,000 OMS @ | | 1.00% | 4,110 £ per unit | (32,880) |
| Residential Sales Legal Costs | 3,288,000 OMS @ | | 0.35% | 1,439 £ per unit | (11,508) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 16,629 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (3,030) |
| Developers Profit - | | | | | |
| Profit on OMS | 3,288,000 | | 20.00% | | (657,600) |
| Margin on AH | 0 | | 6.00% on AH values | | - |
| Profit analysis: | 3,288,000 | | 20.00% blended GDV | | (657,600) |
| | 1,881,603 | | 34.95% on costs | | (657,600) |
| TOTAL COSTS | | | | | (2,539,203) |

| | | | | | |
|----------------------------------|--------------------------|-----------------------------------|--------------|-------------------------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 748,797 |
| SDLT | 748,797 @ | | HMRC formula | | (26,940) |
| Acquisition Agent fees | 748,797 @ | | 1.0% | | (7,488) |
| Acquisition Legal fees | 748,797 @ | | 0.5% | | (3,744) |
| Interest on Land | 748,797 @ | | 8.00% | | (59,904) |
| Residual Land Value | | | | | 650,721 |
| RLV analysis: | 81,340 £ per plot | 3,253,607 £ per ha (net) | | 1,316,717 £ per acre (net) | |
| | | 3,253,607 £ per ha (gross) | | 1,316,717 £ per acre (gross) | |
| | | | | 19.79% % RLV / GDV | |

| | | | | | |
|-----------------------------------|--------------------|-----------------------------------|--|-------------------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 0.20 ha (net) | | 0.49 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 0.20 ha (gross) | | 0.49 acres (gross) | |
| Density analysis: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 113,048 £ per plot | 4,521,930 £ per ha (net) | | 1,830,000 £ per acre (net) | 904,386 |
| BLV analysis: | | 4,521,930 £ per ha (gross) | | 1,830,000 £ per acre (gross) | |

| | | | | | |
|-------------------|--|-----------------------------------|--|-----------------------------------|------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (1,268,323) £ per ha (net) | | (513,283) £ per acre (net) | (253,665) |

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Scheme Typology: **Higher Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

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)) | | (513,283) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | | (508,470) | (570,258) | (632,045) | (693,833) | (755,620) | (817,408) | (879,196) |
| | 10.00 | | (521,253) | (582,331) | (643,408) | (704,486) | (765,563) | (826,640) | (887,718) |
| | 20.00 | | (534,037) | (594,404) | (654,771) | (715,139) | (775,506) | (835,873) | (896,240) |
| | 30.00 | | (546,820) | (606,477) | (666,134) | (725,791) | (785,448) | (845,105) | (904,763) |
| | 40.00 | | (559,604) | (618,551) | (677,497) | (736,444) | (795,391) | (854,338) | (913,285) |
| | 50.00 | | (572,387) | (630,624) | (688,861) | (747,097) | (805,334) | (863,571) | (921,807) |
| | 60.00 | | (585,171) | (642,697) | (700,224) | (757,750) | (815,277) | (872,803) | (930,329) |
| | 70.00 | | (597,954) | (654,771) | (711,587) | (768,403) | (825,219) | (882,036) | (938,852) |
| | 80.00 | | (610,738) | (666,844) | (722,950) | (779,056) | (835,162) | (891,268) | (947,374) |
| | 90.00 | | (623,521) | (678,917) | (734,313) | (789,709) | (845,105) | (900,501) | (955,896) |
| | 100.00 | | (636,305) | (690,990) | (745,676) | (800,362) | (855,047) | (909,733) | (964,419) |
| | 110.00 | | (649,088) | (703,064) | (757,039) | (811,015) | (864,990) | (918,966) | (972,941) |
| | 120.00 | | (661,872) | (715,137) | (768,402) | (821,668) | (874,933) | (924,933) | (981,463) |
| | 130.00 | | (674,655) | (727,210) | (779,765) | (832,320) | (884,876) | (937,431) | (989,986) |
| | 140.00 | | (687,439) | (739,284) | (791,128) | (842,973) | (894,818) | (946,663) | (998,508) |
| | 150.00 | | (700,222) | (751,357) | (802,492) | (853,626) | (904,761) | (955,896) | (1,007,030) |
| | 160.00 | | (713,006) | (763,430) | (813,855) | (864,279) | (914,704) | (965,128) | (1,015,553) |
| | 170.00 | | (725,789) | (775,503) | (825,218) | (874,932) | (924,646) | (974,361) | (1,024,075) |
| | 180.00 | | (738,573) | (787,577) | (836,581) | (885,585) | (934,589) | (983,593) | (1,032,597) |
| | 190.00 | | (751,356) | (799,650) | (847,944) | (896,238) | (944,532) | (992,826) | (1,041,120) |
| 200.00 | | (764,139) | (811,723) | (859,307) | (906,891) | (954,474) | (1,002,058) | (1,049,642) | |
| 210.00 | | (776,923) | (823,797) | (870,670) | (917,544) | (964,417) | (1,011,291) | (1,058,164) | |
| 220.00 | | (789,706) | (835,870) | (882,033) | (928,197) | (974,360) | (1,020,523) | (1,066,687) | |
| 230.00 | | (802,490) | (847,943) | (893,396) | (938,849) | (984,303) | (1,029,756) | (1,075,209) | |
| 240.00 | | (815,273) | (860,016) | (904,759) | (949,502) | (994,245) | (1,038,988) | (1,083,731) | |
| 250.00 | | (828,057) | (872,090) | (916,122) | (960,155) | (1,004,188) | (1,048,221) | (1,092,254) | |

TABLE 2

| | | Affordable Housing - % on site 0% | | | | | | | |
|------------------------------------|--------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (513,283) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | | (578,346) | (633,714) | (689,082) | (744,450) | (799,819) | (855,187) | (910,555) |
| | 2,000 | | (592,186) | (647,555) | (702,923) | (758,291) | (813,659) | (869,027) | (924,396) |
| | 3,000 | | (606,027) | (661,395) | (716,763) | (772,132) | (827,500) | (882,868) | (938,236) |
| | 4,000 | | (619,868) | (675,236) | (730,604) | (785,972) | (841,340) | (896,708) | (952,077) |
| | 5,000 | | (633,708) | (689,076) | (744,444) | (799,813) | (855,181) | (910,549) | (965,917) |
| | 6,000 | | (647,549) | (702,917) | (758,285) | (813,653) | (869,021) | (924,390) | (979,758) |
| | 7,000 | | (661,389) | (716,757) | (772,126) | (827,494) | (882,862) | (938,230) | (993,598) |
| | 8,000 | | (675,230) | (730,598) | (785,966) | (841,334) | (896,702) | (952,071) | (1,007,439) |
| | 9,000 | | (689,070) | (744,439) | (799,807) | (855,175) | (910,543) | (965,911) | (1,021,279) |
| | 10,000 | | (702,911) | (758,279) | (813,647) | (869,015) | (924,384) | (979,752) | (1,035,120) |
| | 11,000 | | (716,751) | (772,120) | (827,488) | (882,856) | (938,224) | (993,592) | (1,048,960) |
| | 12,000 | | (730,592) | (785,960) | (841,328) | (896,697) | (952,065) | (1,007,433) | (1,062,801) |
| | 13,000 | | (744,433) | (799,801) | (855,169) | (910,537) | (965,905) | (1,021,273) | (1,076,642) |
| | 14,000 | | (758,273) | (813,641) | (869,009) | (924,378) | (979,746) | (1,035,114) | (1,090,482) |
| | 15,000 | | (772,114) | (827,482) | (882,850) | (938,218) | (993,586) | (1,048,955) | (1,104,323) |

TABLE 3

| | | Affordable Housing - % on site 0% | | | | | | | |
|------------------------------------|-------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | (513,283) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | | (368,039) | (437,628) | (507,217) | (576,807) | (646,396) | (715,985) | (785,575) |
| | 16.0% | | (419,235) | (485,980) | (552,725) | (619,470) | (686,215) | (752,961) | (819,706) |
| | 17.0% | | (470,431) | (534,332) | (598,233) | (662,134) | (726,035) | (789,936) | (853,836) |
| | 18.0% | | (521,627) | (582,684) | (643,741) | (704,797) | (765,854) | (826,911) | (887,967) |
| | 19.0% | | (572,824) | (631,036) | (689,248) | (747,461) | (805,673) | (863,886) | (922,098) |
| | 20.0% | | (624,020) | (679,388) | (734,756) | (790,124) | (845,492) | (900,861) | (956,229) |

TABLE 4

| | | Affordable Housing - % on site 0% | | | | | | | |
|------------------------------------|-----------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (513,283) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 1,830,000 | 400,000 | | 805,980 | 750,612 | 695,244 | 639,876 | 584,508 | 529,139 | 473,771 |
| | 500,000 | | 705,980 | 650,612 | 595,244 | 539,876 | 484,508 | 429,139 | 373,771 |
| | 600,000 | | 605,980 | 550,612 | 495,244 | 439,876 | 384,508 | 329,139 | 273,771 |
| | 700,000 | | 505,980 | 450,612 | 395,244 | 339,876 | 284,508 | 229,139 | 173,771 |
| | 800,000 | | 405,980 | 350,612 | 295,244 | 239,876 | 184,508 | 129,139 | 73,771 |
| | 900,000 | | 305,980 | 250,612 | 195,244 | 139,876 | 84,508 | 29,139 | (26,229) |
| | 1,000,000 | | 205,980 | 150,612 | 95,244 | 39,876 | (15,492) | (70,861) | (126,229) |
| | 1,100,000 | | 105,980 | 50,612 | (4,756) | (60,124) | (115,492) | (170,861) | (226,229) |
| | 1,200,000 | | 5,980 | (49,388) | (104,756) | (160,124) | (215,492) | (270,861) | (326,229) |
| | 1,300,000 | | (94,020) | (149,388) | (204,756) | (260,124) | (315,492) | (370,861) | (426,229) |
| | 1,400,000 | | (194,020) | (249,388) | (304,756) | (360,124) | (415,492) | (470,861) | (526,229) |
| | 1,500,000 | | (294,020) | (349,388) | (404,756) | (460,124) | (515,492) | (570,861) | (626,229) |
| | 1,600,000 | | (394,020) | (449,388) | (504,756) | (560,124) | (615,492) | (670,861) | (726,229) |
| | 1,700,000 | | (494,020) | (549,388) | (604,756) | (660,124) | (715,492) | (770,861) | (826,229) |
| | 1,800,000 | | (594,020) | (649,388) | (704,756) | (760,124) | (815,492) | (870,861) | (926,229) |
| | 1,900,000 | | (694,020) | (749,388) | (804,756) | (860,124) | (915,492) | (970,861) | (1,026,229) |

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Scheme Typology: Higher Value Zone No Units: 8
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Brownfield
 Notes:

TABLE 5

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (513,283) | | | | | | | |
| | 0 | (469,532) | (524,900) | (580,268) | (635,637) | (691,005) | (746,373) | (801,741) |
| Net Zero | 2,000 | (500,430) | (555,798) | (611,166) | (666,534) | (721,902) | (777,271) | (832,639) |
| (£ per unit) | 4,000 | (531,327) | (586,695) | (642,064) | (697,432) | (752,800) | (808,168) | (863,536) |
| 10,000 | 6,000 | (562,225) | (617,593) | (672,961) | (728,329) | (783,697) | (839,066) | (894,434) |
| | 8,000 | (593,122) | (648,490) | (703,859) | (759,227) | (814,595) | (869,963) | (925,331) |
| | 10,000 | (624,020) | (679,388) | (734,756) | (790,124) | (845,492) | (900,861) | (956,229) |
| | 12,000 | (654,917) | (710,285) | (765,654) | (821,022) | (876,390) | (931,758) | (987,126) |
| | 14,000 | (685,815) | (741,183) | (796,551) | (851,919) | (907,288) | (962,656) | (1,018,024) |
| | 16,000 | (716,712) | (772,081) | (827,449) | (882,817) | (938,185) | (993,553) | (1,048,921) |
| | 18,000 | (747,610) | (802,978) | (858,346) | (913,714) | (969,083) | (1,024,451) | (1,079,819) |
| | 20,000 | (778,507) | (833,876) | (889,244) | (944,612) | (999,980) | (1,055,348) | (1,110,716) |
| | 22,000 | (809,405) | (864,773) | (920,141) | (975,509) | (1,030,878) | (1,086,246) | (1,141,614) |
| | 24,000 | (840,302) | (895,671) | (951,039) | (1,006,407) | (1,061,775) | (1,117,143) | (1,172,511) |
| | 26,000 | (871,200) | (926,568) | (981,936) | (1,037,304) | (1,092,673) | (1,148,041) | (1,203,409) |
| | 28,000 | (902,097) | (957,466) | (1,012,834) | (1,068,202) | (1,123,570) | (1,178,938) | (1,234,307) |
| | 30,000 | (932,995) | (988,363) | (1,043,731) | (1,099,100) | (1,154,468) | (1,209,836) | (1,265,204) |

TABLE 6

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (513,283) | | | | | | | |
| | 70% | 101,422 | 46,054 | (9,314) | (64,682) | (120,051) | (175,419) | (230,787) |
| | 75% | (19,485) | (74,853) | (130,221) | (185,589) | (240,958) | (296,326) | (351,694) |
| Build Cost | 80% | (140,392) | (195,760) | (251,128) | (306,496) | (361,865) | (417,233) | (472,601) |
| 100% | 85% | (261,299) | (316,667) | (372,035) | (427,403) | (482,771) | (538,140) | (593,508) |
| (105% = 5% increase) | 90% | (382,206) | (437,574) | (492,942) | (548,310) | (603,678) | (659,047) | (714,415) |
| | 95% | (503,113) | (558,481) | (613,849) | (669,217) | (724,585) | (779,954) | (835,322) |
| | 100% | (624,020) | (679,388) | (734,756) | (790,124) | (845,492) | (900,861) | (956,229) |
| | 105% | (744,927) | (800,295) | (855,663) | (911,031) | (966,399) | (1,021,768) | (1,077,136) |
| | 110% | (865,834) | (921,202) | (976,570) | (1,031,938) | (1,087,306) | (1,142,675) | (1,198,043) |
| | 115% | (986,741) | (1,042,109) | (1,097,477) | (1,152,845) | (1,208,213) | (1,263,582) | (1,318,950) |
| | 120% | (1,107,648) | (1,163,016) | (1,218,384) | (1,273,752) | (1,329,120) | (1,384,488) | (1,440,856) |
| | 125% | (1,228,555) | (1,283,923) | (1,339,291) | (1,395,659) | (1,452,027) | (1,508,395) | (1,564,763) |

TABLE 7

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (513,283) | | | | | | | |
| | 80% | (1,399,404) | (1,412,171) | (1,424,939) | (1,437,707) | (1,450,474) | (1,463,242) | (1,476,010) |
| | 82% | (1,321,158) | (1,337,797) | (1,354,435) | (1,371,073) | (1,388,114) | (1,405,336) | (1,422,558) |
| Market Values | 84% | (1,243,699) | (1,264,640) | (1,285,582) | (1,306,523) | (1,327,465) | (1,348,406) | (1,369,348) |
| 100% | 86% | (1,166,239) | (1,191,484) | (1,216,728) | (1,241,973) | (1,267,218) | (1,292,463) | (1,317,708) |
| (105% = 5% increase) | 88% | (1,088,779) | (1,118,327) | (1,147,875) | (1,177,424) | (1,206,972) | (1,236,520) | (1,266,068) |
| | 90% | (1,011,319) | (1,045,171) | (1,079,022) | (1,112,874) | (1,146,725) | (1,180,577) | (1,214,428) |
| | 92% | (933,859) | (972,014) | (1,010,169) | (1,048,324) | (1,086,479) | (1,124,634) | (1,162,788) |
| | 94% | (856,399) | (898,857) | (941,316) | (983,774) | (1,026,232) | (1,068,690) | (1,111,148) |
| | 96% | (778,939) | (825,701) | (872,463) | (919,224) | (965,986) | (1,012,747) | (1,059,509) |
| | 98% | (701,480) | (752,544) | (803,609) | (854,674) | (905,739) | (956,804) | (1,007,869) |
| | 100% | (624,020) | (679,388) | (734,756) | (790,124) | (845,492) | (900,861) | (956,229) |
| | 102% | (546,560) | (606,231) | (665,903) | (725,574) | (785,246) | (844,917) | (904,589) |
| | 104% | (469,100) | (533,075) | (597,050) | (661,025) | (724,999) | (788,974) | (852,949) |
| | 106% | (391,640) | (459,918) | (528,197) | (596,475) | (664,753) | (733,031) | (801,309) |
| | 108% | (314,180) | (386,762) | (459,343) | (531,925) | (604,506) | (677,088) | (749,669) |
| | 110% | (236,721) | (313,605) | (390,490) | (467,375) | (544,260) | (621,145) | (698,029) |
| | 112% | (159,261) | (240,449) | (321,637) | (402,825) | (484,013) | (565,201) | (646,389) |
| | 114% | (81,801) | (167,292) | (252,784) | (338,275) | (423,767) | (509,258) | (594,750) |
| | 116% | (4,341) | (94,136) | (183,931) | (273,725) | (363,520) | (453,315) | (543,110) |
| | 118% | 73,119 | (20,979) | (115,077) | (209,175) | (303,274) | (397,372) | (491,470) |
| | 120% | 150,579 | 52,177 | (46,224) | (144,626) | (243,027) | (341,428) | (439,830) |

TABLE 8

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (513,283) | | | | | | | |
| | 5,000 | (617,099) | (669,008) | (720,916) | (772,824) | (824,732) | (876,640) | (928,548) |
| | 10,000 | (610,179) | (658,627) | (707,075) | (755,523) | (803,971) | (852,419) | (900,867) |
| Grant (£ per unit) | 15,000 | (603,259) | (648,247) | (693,234) | (738,222) | (783,210) | (828,198) | (873,186) |
| - | 20,000 | (596,339) | (637,866) | (679,394) | (720,922) | (762,449) | (803,977) | (845,504) |
| | 25,000 | (589,418) | (627,486) | (665,553) | (703,621) | (741,688) | (779,756) | (817,823) |
| | 30,000 | (582,498) | (617,105) | (651,713) | (686,320) | (720,928) | (755,535) | (790,142) |
| | 35,000 | (575,578) | (606,725) | (637,872) | (669,019) | (700,167) | (731,314) | (762,461) |
| | 40,000 | (568,658) | (596,345) | (624,032) | (651,719) | (679,406) | (707,093) | (734,780) |
| | 45,000 | (561,737) | (585,964) | (610,191) | (634,418) | (658,645) | (682,872) | (707,099) |
| | 50,000 | (554,817) | (575,584) | (596,351) | (617,117) | (637,884) | (658,651) | (679,418) |
| | 55,000 | (547,897) | (565,203) | (582,510) | (599,817) | (617,123) | (634,430) | (651,737) |

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: **16** (see Typologies Matrix)
 Scheme Typology: **Higher Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|----------------------------------|---------|---|---------|--------------------|---------|---|---------|
| Total number of units in scheme | | 15 Units | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | |
| | | Social Rent: | | 10.0% | | | |
| | | First Homes: | | 25.0% | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | |
| | | | | 100.0% | | 100.0% | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | |
| Unit mix - | | OMS Unit mix% | | MV # units | | AH mix% | |
| | | | | | | AH # units | |
| | | | | | | Overall mix% | |
| | | | | | | Total # units | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0.0 | 0% | 0.0 |
| 2 bed House | 35.0% | 3.4 | 35.0% | 1.8 | 35% | 5.3 | |
| 3 bed House | 40.0% | 3.9 | 40.0% | 2.1 | 40% | 6.0 | |
| 4 bed House | 25.0% | 2.4 | 25.0% | 1.3 | 25% | 3.8 | |
| 5 bed House | 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% | 5.3 | 100% | 15.0 | |
| OMS Unit Floor areas - | | Net area per unit (sqm) | | Net to Gross % | | Gross (GIA) per unit (sqft) | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | |
| AH Unit Floor areas - | | Net area per unit (sqm) | | Net to Gross % | | Gross (GIA) per unit (sqft) | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | | AH units GIA (sqm) | | Total GIA (all units) (sqft) | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 2 bed House | 270 | 2,902 | 145 | 1,563 | 415 | 4,464 | |
| 3 bed House | 371 | 3,988 | 200 | 2,147 | 570 | 6,135 | |
| 4 bed House | 293 | 3,148 | 158 | 1,695 | 450 | 4,844 | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | |
| | 933 | 10,038 | 502 | 5,405 | 1,435 | 15,444 | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | | £ psm | | £ psf | |
| | | | | | | total MV £ (no AH) | |
| 1 bed House | 200,000 | 3,226 | 300 | | | 0 | |
| 2 bed House | 325,000 | 4,114 | 382 | | | 1,706,250 | |
| 3 bed House | 415,000 | 4,368 | 406 | | | 2,490,000 | |
| 4 bed House | 525,000 | 4,375 | 406 | | | 1,968,750 | |
| 5 bed House | 580,000 | 4,143 | 385 | | | 0 | |
| 1 bed Flat | 185,000 | 3,700 | 344 | | | 0 | |
| 2 bed Flat | 265,000 | 3,786 | 352 | | | 0 | |
| 3 bed Flat | 375,000 | 4,688 | 435 | | | 0 | |
| | | | | | | 6,165,000 | |
| Affordable Housing values (£) - | | Aff. Rent £ | | % of MV | | Social Rent £ | |
| | | | | | | % of MV | |
| | | | | | | First Homes £* | |
| | | | | | | % of MV | |
| | | | | | | Other Int. £ | |
| | | | | | | % of MV | |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 |
| 2 bed House | 178,750 | 55% | 146,250 | 45% | 227,500 | 70% | 243,750 |
| 3 bed House | 228,250 | 55% | 186,750 | 45% | 250,000 | 70% | 311,250 |
| 4 bed House | 288,750 | 55% | 236,250 | 45% | 250,000 | 70% | 393,750 |
| 5 bed House | 319,000 | 55% | 261,000 | 45% | 250,000 | 70% | 435,000 |
| 1 bed Flat | 101,750 | 55% | 83,250 | 45% | 129,500 | 70% | 138,750 |
| 2 bed Flat | 145,750 | 55% | 119,250 | 45% | 185,500 | 70% | 198,750 |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 |
| * capped @£250K | | | | | | | |

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Scheme Typology: **Higher Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|-----------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 3.4 | @ | 325,000 | 1,109,063 |
| 3 bed House | 3.9 | @ | 415,000 | 1,618,500 |
| 4 bed House | 2.4 | @ | 525,000 | 1,279,688 |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 0.0 | @ | 185,000 | - |
| 2 bed Flat | 0.0 | @ | 265,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 9.8 | | | 4,007,250 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 1.1 | @ | 178,750 | 197,072 |
| 3 bed House | 1.3 | @ | 228,250 | 287,595 |
| 4 bed House | 0.8 | @ | 288,750 | 227,391 |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 0.0 | @ | 101,750 | - |
| 2 bed Flat | 0.0 | @ | 145,750 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 3.2 | | | 712,058 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.2 | @ | 146,250 | 26,873 |
| 3 bed House | 0.2 | @ | 186,750 | 39,218 |
| 4 bed House | 0.1 | @ | 236,250 | 31,008 |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 0.0 | @ | 83,250 | - |
| 2 bed Flat | 0.0 | @ | 119,250 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 0.5 | | | 97,099 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 0.5 | @ | 227,500 | 104,508 |
| 3 bed House | 0.5 | @ | 250,000 | 131,250 |
| 4 bed House | 0.3 | @ | 250,000 | 82,031 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 129,500 | - |
| 2 bed Flat | 0.0 | @ | 185,500 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 1.3 | | | 317,789 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.1 | @ | 243,750 | 22,395 |
| 3 bed House | 0.1 | @ | 311,250 | 32,681 |
| 4 bed House | 0.1 | @ | 393,750 | 25,840 |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.0 | @ | 138,750 | - |
| 2 bed Flat | 0.0 | @ | 198,750 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.3 | 5.3 | | 80,916 |
| Sub-total GDV Residential | | | | |
| | 15 | | | 5,215,111 |
| AH on-site cost analysis: | | | | |
| | 662 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 949,889 |
| | | | 63,326 £ per unit (total units) | |
| Grant | | | | |
| | 5 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 5,215,111 |

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Scheme Typology: **Higher Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|------------------|--|---------------------------|-------------------------------------|--------------------|
| Professional Fees | 2,704,395 @ | | 6.5% | | (175,786) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 4,007,250 OMS @ | | 3.00% | 8,015 £ per unit | (120,218) |
| Residential Sales Agent Costs | 4,007,250 OMS @ | | 1.00% | 2,672 £ per unit | (40,073) |
| Residential Sales Legal Costs | 4,007,250 OMS @ | | 0.35% | 935 £ per unit | (14,025) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 10,954 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (17,252) |
| Developers Profit - | | | | | |
| Profit on OMS | 4,007,250 | | 20.00% | | (801,450) |
| Margin on AH | 1,207,861 | | 6.00% on AH values | | (72,472) |
| Profit analysis: | 5,215,111 | | 16.76% blended GDV | (873,922) | |
| | 3,378,841 | | 25.86% on costs | (873,922) | |
| TOTAL COSTS | | | | | (4,252,763) |

| | | | | | |
|----------------------------------|--------------------------|-----------------------------------|-----------------------------------|--|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 962,348 |
| SDLT | 962,348 @ | | HMRC formula | | (37,617) |
| Acquisition Agent fees | 962,348 @ | | 1.0% | | (9,623) |
| Acquisition Legal fees | 962,348 @ | | 0.5% | | (4,812) |
| Interest on Land | 962,348 @ | | 8.00% | | (76,988) |
| Residual Land Value | | | | | 833,308 |
| RLV analysis: | 55,554 £ per plot | 2,222,154 £ per ha (net) | 899,293 £ per acre (net) | | |
| | | 2,222,154 £ per ha (gross) | 899,293 £ per acre (gross) | | |
| | | | 15.98% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|--------------------|-----------------------------------|-------------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 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: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 113,048 £ per plot | 4,521,930 £ per ha (net) | 1,830,000 £ per acre (net) | | 1,695,724 |
| BLV analysis: | | 4,521,930 £ per ha (gross) | 1,830,000 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-----------------------------------|-----------------------------------|--|------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (2,299,776) £ per ha (net) | (930,707) £ per acre (net) | | (862,416) |

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Scheme Typology: **Higher Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (930,707) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | | (539,475) | (600,963) | (662,451) | (723,940) | (785,428) | (846,916) | (908,439) |
| | 10.00 | | (552,293) | (613,070) | (673,846) | (734,622) | (795,398) | (856,174) | (917,008) |
| | 20.00 | | (565,112) | (625,176) | (685,240) | (745,304) | (805,368) | (865,432) | (925,578) |
| | 30.00 | | (577,931) | (637,283) | (696,635) | (755,987) | (815,338) | (874,690) | (934,148) |
| | 40.00 | | (590,750) | (649,390) | (708,029) | (766,669) | (825,309) | (883,948) | (942,717) |
| | 50.00 | | (603,569) | (661,496) | (719,424) | (777,351) | (835,279) | (893,210) | (951,287) |
| | 60.00 | | (616,387) | (673,603) | (730,818) | (788,034) | (845,249) | (902,494) | (959,856) |
| | 70.00 | | (629,206) | (685,709) | (742,213) | (798,716) | (855,219) | (911,777) | (968,426) |
| | 80.00 | | (642,025) | (697,816) | (753,607) | (809,398) | (865,189) | (921,061) | (976,995) |
| | 90.00 | | (654,844) | (709,923) | (765,002) | (820,081) | (875,159) | (930,345) | (985,565) |
| | 100.00 | | (667,663) | (722,029) | (776,396) | (830,763) | (885,130) | (939,628) | (994,134) |
| | 110.00 | | (680,481) | (734,136) | (787,791) | (841,445) | (895,120) | (948,912) | (1,002,704) |
| | 120.00 | | (693,300) | (746,243) | (799,185) | (852,128) | (905,118) | (958,196) | (1,011,273) |
| | 130.00 | | (706,119) | (758,349) | (810,580) | (862,810) | (915,116) | (967,479) | (1,019,843) |
| | 140.00 | | (718,938) | (770,456) | (821,974) | (873,492) | (925,114) | (976,763) | (1,028,412) |
| | 150.00 | | (731,757) | (782,563) | (833,369) | (884,176) | (935,111) | (986,047) | (1,036,982) |
| | 160.00 | | (744,575) | (794,669) | (844,763) | (894,888) | (945,109) | (995,330) | (1,045,551) |
| | 170.00 | | (757,394) | (806,776) | (856,158) | (905,600) | (955,107) | (1,004,614) | (1,054,121) |
| | 180.00 | | (770,213) | (818,883) | (867,552) | (916,312) | (965,105) | (1,013,898) | (1,062,690) |
| | 190.00 | | (783,032) | (830,989) | (878,947) | (927,024) | (975,103) | (1,023,181) | (1,071,260) |
| 200.00 | | (795,851) | (843,096) | (890,371) | (937,736) | (985,100) | (1,032,465) | (1,079,829) | |
| 210.00 | | (808,670) | (855,203) | (901,797) | (948,448) | (995,098) | (1,041,748) | (1,088,399) | |
| 220.00 | | (821,488) | (867,309) | (913,223) | (959,160) | (1,005,096) | (1,051,032) | (1,096,968) | |
| 230.00 | | (834,307) | (879,427) | (924,649) | (969,871) | (1,015,094) | (1,060,316) | (1,105,538) | |
| 240.00 | | (847,126) | (891,567) | (936,075) | (980,583) | (1,025,091) | (1,069,599) | (1,114,107) | |
| 250.00 | | (859,945) | (903,707) | (947,501) | (991,295) | (1,035,089) | (1,078,883) | (1,122,677) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (930,707) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | | (609,544) | (664,595) | (719,646) | (774,697) | (829,748) | (884,799) | (939,872) |
| | 2,000 | | (623,423) | (678,474) | (733,525) | (788,576) | (843,627) | (898,697) | (953,889) |
| | 3,000 | | (637,301) | (692,352) | (747,404) | (802,455) | (857,506) | (912,614) | (967,806) |
| | 4,000 | | (651,180) | (706,231) | (761,282) | (816,334) | (871,385) | (926,532) | (981,724) |
| | 5,000 | | (665,059) | (720,110) | (775,161) | (830,212) | (885,263) | (940,444) | (995,641) |
| | 6,000 | | (678,938) | (733,989) | (789,040) | (844,091) | (899,174) | (954,366) | (1,009,568) |
| | 7,000 | | (692,817) | (747,868) | (802,919) | (857,970) | (913,091) | (968,283) | (1,023,475) |
| | 8,000 | | (706,695) | (761,746) | (816,798) | (871,849) | (927,008) | (982,200) | (1,037,393) |
| | 9,000 | | (720,574) | (775,625) | (830,676) | (885,734) | (940,926) | (996,118) | (1,051,310) |
| | 10,000 | | (734,453) | (789,504) | (844,555) | (899,651) | (954,843) | (1,010,035) | (1,065,227) |
| | 11,000 | | (748,332) | (803,383) | (858,434) | (913,568) | (968,760) | (1,023,952) | (1,079,144) |
| | 12,000 | | (762,211) | (817,262) | (872,313) | (927,485) | (982,677) | (1,037,869) | (1,093,061) |
| | 13,000 | | (776,089) | (831,140) | (886,210) | (941,402) | (996,594) | (1,051,786) | (1,106,979) |
| | 14,000 | | (789,968) | (845,019) | (900,127) | (955,320) | (1,010,512) | (1,065,704) | (1,120,896) |
| | 15,000 | | (803,847) | (858,898) | (914,045) | (969,237) | (1,024,429) | (1,079,621) | (1,134,813) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | (930,707) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | | (399,363) | (468,635) | (537,907) | (607,180) | (676,452) | (745,832) | (815,245) |
| | 16.0% | | (450,559) | (516,987) | (583,415) | (649,843) | (716,271) | (782,807) | (849,376) |
| | 17.0% | | (501,755) | (565,339) | (628,923) | (692,507) | (756,091) | (819,782) | (883,506) |
| | 18.0% | | (552,951) | (613,691) | (674,431) | (735,170) | (795,910) | (856,757) | (917,637) |
| | 19.0% | | (604,148) | (662,043) | (719,938) | (777,834) | (835,729) | (893,732) | (951,768) |
| | 20.0% | | (655,344) | (710,395) | (765,446) | (820,497) | (875,548) | (930,707) | (985,899) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (930,707) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 1,830,000 | 400,000 | | 774,656 | 719,605 | 664,554 | 609,503 | 554,452 | 499,293 | 444,101 |
| | 500,000 | | 674,656 | 619,605 | 564,554 | 509,503 | 454,452 | 399,293 | 344,101 |
| | 600,000 | | 574,656 | 519,605 | 464,554 | 409,503 | 354,452 | 299,293 | 244,101 |
| | 700,000 | | 474,656 | 419,605 | 364,554 | 309,503 | 254,452 | 199,293 | 144,101 |
| | 800,000 | | 374,656 | 319,605 | 264,554 | 209,503 | 154,452 | 99,293 | 44,101 |
| | 900,000 | | 274,656 | 219,605 | 164,554 | 109,503 | 54,452 | (707) | (55,899) |
| | 1,000,000 | | 174,656 | 119,605 | 64,554 | 9,503 | (45,548) | (100,707) | (155,899) |
| | 1,100,000 | | 74,656 | 19,605 | (35,446) | (90,497) | (145,548) | (200,707) | (255,899) |
| | 1,200,000 | | (25,344) | (80,395) | (135,446) | (190,497) | (245,548) | (300,707) | (355,899) |
| | 1,300,000 | | (125,344) | (180,395) | (235,446) | (290,497) | (345,548) | (400,707) | (455,899) |
| | 1,400,000 | | (225,344) | (280,395) | (335,446) | (390,497) | (445,548) | (500,707) | (555,899) |
| | 1,500,000 | | (325,344) | (380,395) | (435,446) | (490,497) | (545,548) | (600,707) | (655,899) |
| | 1,600,000 | | (425,344) | (480,395) | (535,446) | (590,497) | (645,548) | (700,707) | (755,899) |
| | 1,700,000 | | (525,344) | (580,395) | (635,446) | (690,497) | (745,548) | (800,707) | (855,899) |
| | 1,800,000 | | (625,344) | (680,395) | (735,446) | (790,497) | (845,548) | (900,707) | (955,899) |
| | 1,900,000 | | (725,344) | (780,395) | (835,446) | (890,497) | (945,548) | (1,000,707) | (1,055,899) |

240306_BCC Appraisal_HVBF_v0.2

Scheme Typology: Higher Value Zone No Units: 15
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Brownfield
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| | | (930,707) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | | | | | | | | | |
| | 0 | (499,911) | (554,962) | (610,014) | (665,065) | (720,116) | (775,167) | (830,218) | |
| Net Zero | 2,000 | (530,998) | (586,049) | (641,100) | (696,151) | (751,202) | (806,253) | (861,305) | |
| (£ per unit) | 4,000 | (562,084) | (617,135) | (672,187) | (727,238) | (782,289) | (837,340) | (892,391) | |
| | 6,000 | (593,171) | (648,222) | (703,273) | (758,324) | (813,375) | (868,426) | (923,477) | |
| 10,000 | 8,000 | (624,257) | (679,308) | (734,360) | (789,411) | (844,462) | (899,513) | (954,564) | |
| | 10,000 | (655,344) | (710,395) | (765,446) | (820,497) | (875,548) | (930,599) | (985,650) | |
| | 12,000 | (686,430) | (741,481) | (796,533) | (851,584) | (906,635) | (961,686) | (1,016,737) | |
| | 14,000 | (717,517) | (772,568) | (827,619) | (882,670) | (937,721) | (992,772) | (1,047,823) | |
| | 16,000 | (748,603) | (803,654) | (858,705) | (913,756) | (968,807) | (1,023,858) | (1,078,909) | |
| | 18,000 | (779,690) | (834,741) | (889,792) | (944,843) | (1,000,894) | (1,055,945) | (1,110,996) | |
| | 20,000 | (810,776) | (865,830) | (921,881) | (976,932) | (1,032,983) | (1,088,034) | (1,143,085) | |
| | 22,000 | (841,863) | (897,914) | (952,930) | (1,007,981) | (1,062,981) | (1,117,981) | (1,172,981) | |
| | 24,000 | (873,134) | (928,326) | (983,518) | (1,038,710) | (1,093,902) | (1,149,095) | (1,204,287) | |
| | 26,000 | (904,332) | (959,525) | (1,014,717) | (1,069,909) | (1,125,101) | (1,180,293) | (1,235,485) | |
| | 28,000 | (935,531) | (990,723) | (1,045,915) | (1,101,107) | (1,156,299) | (1,211,491) | (1,266,683) | |
| | 30,000 | (966,729) | (1,021,921) | (1,077,113) | (1,132,305) | (1,187,497) | (1,242,689) | (1,297,881) | |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | (930,707) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | | | | | | | | | |
| | 70% | | 74,535 | 19,484 | (35,567) | (90,618) | (145,669) | (200,721) | (255,772) |
| | 75% | | (47,111) | (102,163) | (157,214) | (212,265) | (267,316) | (322,367) | (377,418) |
| Build Cost | 80% | | (168,758) | (223,809) | (278,860) | (333,911) | (388,962) | (444,013) | (499,064) |
| 100% | 85% | | (290,404) | (345,456) | (400,507) | (455,558) | (510,609) | (565,660) | (620,711) |
| (105% = 5% increase) | 90% | | (412,051) | (467,102) | (522,153) | (577,204) | (632,255) | (687,306) | (742,357) |
| | 95% | | (533,697) | (588,748) | (643,799) | (698,850) | (753,901) | (808,952) | (864,003) |
| | 100% | | (655,344) | (710,395) | (765,446) | (820,497) | (875,548) | (930,599) | (985,650) |
| | 105% | | (776,990) | (832,041) | (887,092) | (942,143) | (997,194) | (1,052,245) | (1,107,296) |
| | 110% | | (898,914) | (954,965) | (1,010,016) | (1,065,067) | (1,120,118) | (1,175,169) | (1,230,220) |
| | 115% | | (1,020,998) | (1,076,999) | (1,131,950) | (1,186,901) | (1,241,852) | (1,296,803) | (1,351,854) |
| | 120% | | (1,143,082) | (1,198,274) | (1,253,466) | (1,308,658) | (1,363,850) | (1,419,042) | (1,474,234) |
| | 125% | | (1,265,165) | (1,320,357) | (1,375,549) | (1,430,741) | (1,485,933) | (1,541,125) | (1,596,317) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | (930,707) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | | | | | | | | | |
| | 80% | | (1,432,547) | (1,444,528) | (1,456,509) | (1,468,490) | (1,480,471) | (1,492,452) | (1,504,433) |
| | 82% | | (1,354,767) | (1,371,069) | (1,387,371) | (1,403,673) | (1,419,975) | (1,436,277) | (1,452,579) |
| Market Values | 84% | | (1,276,987) | (1,297,610) | (1,318,233) | (1,338,856) | (1,359,479) | (1,380,103) | (1,400,726) |
| 100% | 86% | | (1,199,207) | (1,224,151) | (1,249,095) | (1,274,040) | (1,298,984) | (1,323,928) | (1,348,872) |
| (105% = 5% increase) | 88% | | (1,121,427) | (1,150,692) | (1,179,957) | (1,209,222) | (1,238,488) | (1,267,754) | (1,297,019) |
| | 90% | | (1,043,647) | (1,077,233) | (1,110,820) | (1,144,406) | (1,177,993) | (1,211,579) | (1,245,166) |
| | 92% | | (965,867) | (1,003,774) | (1,041,682) | (1,079,589) | (1,117,497) | (1,155,405) | (1,193,312) |
| | 94% | | (888,087) | (930,315) | (972,544) | (1,014,773) | (1,057,001) | (1,099,230) | (1,141,459) |
| | 96% | | (810,477) | (856,909) | (903,341) | (949,773) | (996,205) | (1,042,637) | (1,089,069) |
| | 98% | | (732,910) | (783,652) | (834,394) | (885,136) | (935,878) | (986,620) | (1,037,362) |
| | 100% | | (655,344) | (710,395) | (765,446) | (820,497) | (875,548) | (930,599) | (985,650) |
| | 102% | | (577,777) | (637,138) | (696,498) | (755,859) | (815,219) | (874,579) | (933,939) |
| | 104% | | (500,211) | (563,881) | (627,551) | (691,221) | (754,891) | (818,561) | (882,231) |
| | 106% | | (422,645) | (490,624) | (558,602) | (626,581) | (694,560) | (762,539) | (830,518) |
| | 108% | | (345,078) | (417,367) | (489,655) | (561,943) | (634,231) | (706,519) | (778,807) |
| | 110% | | (267,512) | (344,109) | (420,707) | (497,304) | (573,901) | (650,499) | (727,096) |
| | 112% | | (189,946) | (270,852) | (351,759) | (432,665) | (513,572) | (594,479) | (675,385) |
| | 114% | | (112,379) | (197,595) | (282,811) | (368,027) | (453,243) | (538,458) | (623,674) |
| | 116% | | (34,813) | (124,338) | (213,863) | (303,388) | (392,913) | (482,438) | (571,963) |
| | 118% | | 42,753 | (51,081) | (144,915) | (238,750) | (332,584) | (426,418) | (520,252) |
| | 120% | | 120,320 | 22,176 | (75,967) | (174,111) | (272,254) | (370,398) | (468,542) |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | (930,707) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | | | | | | | | | |
| | 5,000 | | (648,394) | (699,970) | (751,546) | (803,122) | (854,698) | (906,274) | (957,850) |
| | 10,000 | | (641,444) | (689,545) | (737,646) | (785,747) | (833,848) | (881,949) | (930,138) |
| Grant (£ per unit) | 15,000 | | (634,494) | (679,120) | (723,746) | (768,372) | (812,998) | (857,624) | (902,250) |
| - | 20,000 | | (627,543) | (668,694) | (709,845) | (750,996) | (792,147) | (833,298) | (874,449) |
| | 25,000 | | (620,593) | (658,269) | (695,945) | (733,621) | (771,297) | (808,973) | (846,649) |
| | 30,000 | | (613,643) | (647,844) | (682,045) | (716,246) | (750,447) | (784,648) | (818,849) |
| | 35,000 | | (606,693) | (637,419) | (668,145) | (698,871) | (729,597) | (760,323) | (791,049) |
| | 40,000 | | (599,743) | (626,994) | (654,245) | (681,495) | (708,746) | (735,997) | (763,248) |
| | 45,000 | | (592,793) | (616,569) | (640,345) | (664,120) | (687,896) | (711,672) | (735,447) |
| | 50,000 | | (585,843) | (606,144) | (626,444) | (646,745) | (667,046) | (687,346) | (707,647) |
| | 55,000 | | (578,893) | (595,719) | (612,544) | (629,370) | (646,195) | (663,021) | (679,847) |

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

240306_BCC Appraisal_HVBF_v0.2

Appraisal Ref: 17 (see Typologies Matrix)
 Scheme Typology: Higher Value Zone No Units: 30
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Brownfield
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|---|--|-------------------------|------------|---|------------|-----------------------------|---------------|
| Total number of units in scheme | | | | 30 Units | | | |
| AH Policy requirement (% Target) | | | | 35% | | | |
| Open Market Sale (OMS) housing | | | | Open Market Sale (OMS) 65% | | | |
| AH tenure split % | | | | Affordable Rent: 60.0% | | | |
| | | | | Social Rent: 10.0% 70.0% Rented | | | |
| | | | | First Homes: 25.0% | | | |
| | | | | Other Intermediate (LCHO/Sub-Market etc.): 5.0% 10.5% % of total (>10% First Homes PPG 023) | | | |
| | | | | 100.0% 100.0% | | | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | |
| Unit mix - | | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | | 35.0% | 6.8 | 35.0% | 3.7 | 35% | 10.5 |
| 3 bed House | | 40.0% | 7.8 | 40.0% | 4.2 | 40% | 12.0 |
| 4 bed House | | 25.0% | 4.9 | 25.0% | 2.6 | 25% | 7.5 |
| 5 bed House | | 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% | 19.5 | 100.0% | 10.5 | 100% | 30.0 |
| OMS Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) |
| 1 bed House | | 62.0 | 667 | | | 62.0 | 667 |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 |
| AH Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) |
| 1 bed House | | 62.0 | 667 | | | 62.0 | 667 |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) |
| 1 bed House | | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | | 539 | 5,804 | 290 | 3,125 | 830 | 8,929 |
| 3 bed House | | 741 | 7,976 | 399 | 4,295 | 1,140 | 12,271 |
| 4 bed House | | 585 | 6,297 | 315 | 3,391 | 900 | 9,688 |
| 5 bed House | | 0 | 0 | 0 | 0 | 0 | 0 |
| 1 bed Flat | | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed Flat | | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed Flat | | 0 | 0 | 0 | 0 | 0 | 0 |
| AH % by floor area: | | 1,865 | 20,077 | 1,004 | 10,810 | 2,870 | 30,887 |
| 35.00% AH % by floor area (difference due to mix) | | | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £ psm | £ psf | | total MV £ (no AH) | |
| 1 bed House | | 200,000 | 3,226 | 300 | | 0 | |
| 2 bed House | | 325,000 | 4,114 | 382 | | 3,412,500 | |
| 3 bed House | | 415,000 | 4,368 | 406 | | 4,980,000 | |
| 4 bed House | | 525,000 | 4,375 | 406 | | 3,937,500 | |
| 5 bed House | | 580,000 | 4,143 | 385 | | 0 | |
| 1 bed Flat | | 185,000 | 3,700 | 344 | | 0 | |
| 2 bed Flat | | 265,000 | 3,786 | 352 | | 0 | |
| 3 bed Flat | | 375,000 | 4,688 | 435 | | 0 | |
| | | | | | | 12,330,000 | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV |
| 1 bed House | | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% |
| 2 bed House | | 178,750 | 55% | 146,250 | 45% | 227,500 | 70% |
| 3 bed House | | 228,250 | 55% | 186,750 | 45% | 250,000 | 70% |
| 4 bed House | | 288,750 | 55% | 236,250 | 45% | 250,000 | 70% |
| 5 bed House | | 319,000 | 55% | 261,000 | 45% | 250,000 | 70% |
| 1 bed Flat | | 101,750 | 55% | 83,250 | 45% | 129,500 | 70% |
| 2 bed Flat | | 145,750 | 55% | 119,250 | 45% | 185,500 | 70% |
| 3 bed Flat | | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% |
| | | | | | | | |
| * capped @£250K | | | | | | | |

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Scheme Typology: **Higher Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 6.8 | @ | 325,000 | 2,218,125 |
| 3 bed House | 7.8 | @ | 415,000 | 3,237,000 |
| 4 bed House | 4.9 | @ | 525,000 | 2,559,375 |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 0.0 | @ | 185,000 | - |
| 2 bed Flat | 0.0 | @ | 265,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 19.5 | | | 8,014,500 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 2.2 | @ | 178,750 | 394,144 |
| 3 bed House | 2.5 | @ | 228,250 | 575,190 |
| 4 bed House | 1.6 | @ | 288,750 | 454,781 |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 0.0 | @ | 101,750 | - |
| 2 bed Flat | 0.0 | @ | 145,750 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 6.3 | | | 1,424,115 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.4 | @ | 146,250 | 53,747 |
| 3 bed House | 0.4 | @ | 186,750 | 78,435 |
| 4 bed House | 0.3 | @ | 236,250 | 62,016 |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 0.0 | @ | 83,250 | - |
| 2 bed Flat | 0.0 | @ | 119,250 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 1.1 | | | 194,198 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 0.9 | @ | 227,500 | 209,016 |
| 3 bed House | 1.1 | @ | 250,000 | 262,500 |
| 4 bed House | 0.7 | @ | 250,000 | 164,063 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 129,500 | - |
| 2 bed Flat | 0.0 | @ | 185,500 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 2.6 | | | 635,578 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.2 | @ | 243,750 | 44,789 |
| 3 bed House | 0.2 | @ | 311,250 | 65,363 |
| 4 bed House | 0.1 | @ | 393,750 | 51,680 |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.0 | @ | 138,750 | - |
| 2 bed Flat | 0.0 | @ | 198,750 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.5 | 10.5 | | 161,831 |
| Sub-total GDV Residential | | | | |
| | 30 | | | 10,430,222 |
| AH on-site cost analysis: | | | | |
| | 662 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 1,899,778 |
| | | | 63,326 £ per unit (total units) | |
| Grant | | | | |
| | 11 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 10,430,222 |

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Scheme Typology: **Higher Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|----------------|------------------|---------------------|----------------------------------|---------------------------------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (13,860) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (40,000) |
| CIL (Mrkt only + garages) | | | | | | (180,887) |
| | | 2,001 sqm | | 90.39 £ psm | | |
| CIL analysis: | | 1.73% % of GDV | | 6,030 £ per unit (total units) | | |
| Site Specific S106 Contributions | | | | | | |
| | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 30 units @ | | 4,300 per unit | | (129,000) |
| | Sub-total | | | | | (129,000) |
| S106 analysis: | | 172,000 £ per ha | 1.24% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | | | | - |
| Comm. Sum analysis: | | | 2,870 sqm (total) | 0 £ psm | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | (92,663) |
| | | 0.75 ha @ | | 123,550 £ per ha (if brownfield) | | |
| Site Infrastructure costs - | | | | | | |
| | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 30 units @ | | 0 per unit | | - |
| | Sub-total | | | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | | | | | |
| | | - sqm @ | | 1,423 psm | | - |
| 2 bed House | | | | | | |
| | | 830 sqm @ | | 1,423 psm | | (1,180,379) |
| 3 bed House | | | | | | |
| | | 1,140 sqm @ | | 1,423 psm | | (1,622,220) |
| 4 bed House | | | | | | |
| | | 900 sqm @ | | 1,423 psm | | (1,280,700) |
| 5 bed House | | | | | | |
| | | - sqm @ | | 1,423 psm | | - |
| 1 bed Flat | | | | | | |
| | | - sqm @ | | 1,638 psm | | - |
| 2 bed Flat | | | | | | |
| | | - sqm @ | | 1,638 psm | | - |
| 3 bed Flat | | | | | | |
| | | 2,870 sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | | | | | | (42,120) |
| | 8 | 50% units @ | | 18 sqm @ | 600 psm | |
| Garages for 4B House (Mrkt only) | | | | | | (39,488) |
| | 5 | 75% units @ | | 18 sqm @ | 600 psm | |
| Garages for 5B House (Mrkt only) | | | | | | - |
| | - | 120% units @ | | 18 sqm @ | 600 psm | |
| | | 136 | | | | |
| External works | | | | | | (624,736) |
| Ext. Works analysis: | | 4,164,906 @ | | 15.0% | 20,825 £ per unit (total units) | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (8,610) |
| | | 30 units @ | | 287 £ per unit | | |
| M4(2) Category 2 Housing | | | | | | |
| | Aff units | 11 units @ | 90% @ | 521 £ per unit | | (4,923) |
| M4(2) Category 2 Housing | | | | | | |
| | OMS units | 20 units @ | 90% @ | 521 £ per unit | | (9,144) |
| M4(3) Category 3 Housing | | | | | | |
| | Aff units | 11 units @ | 10% @ | 10,111 £ per unit | | (10,617) |
| M4(3) Category 3 Housing | | | | | | |
| | OMS units | 20 units @ | 10% @ | 10,111 £ per unit | | (19,716) |
| Net Zero Cost | | | | | | (300,000) |
| | | 30 units @ | | 10,000 £ per unit | | |
| Urban Greening | | | | | | (143,475) |
| | No. of storeys | 2.0 equals | 1,435 sqm footprint | 100 £ sqm | | |
| EV Charging Points - Houses | | | | | | (30,000) |
| | | 30 units @ | | 1,000 £ per unit | | |
| EV Charging Points - Flats | | | | | | - |
| | | - units @ | 4 flats per charger | 2,500 £ per 4 units | | |
| | | 2 units @ | | 0 £ per unit | | - |
| | Sub-total | | | | | (526,485) |
| Policy Costs analysis: (design costs only) | | | | 17,550 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | (270,439) |
| | | 5,408,789 @ | | 5.0% | | |

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Scheme Typology: **Higher Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|-------------------|--|---------------------------|-------------------------------------|--------------------|
| Professional Fees | 5,408,789 @ | | 6.5% | | (351,571) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 8,014,500 OMS @ | | 3.00% | 8,015 £ per unit | (240,435) |
| Residential Sales Agent Costs | 8,014,500 OMS @ | | 1.00% | 2,672 £ per unit | (80,145) |
| Residential Sales Legal Costs | 8,014,500 OMS @ | | 0.35% | 935 £ per unit | (28,051) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 11,288 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (37,236) |
| Developers Profit - | | | | | |
| Profit on OMS | 8,014,500 | | 20.00% | | (1,602,900) |
| Margin on AH | 2,415,722 | | 6.00% on AH values | | (144,943) |
| Profit analysis: | 10,430,222 | | 16.76% blended GDV | (1,747,843) | |
| | 6,770,414 | | 25.82% on costs | (1,747,843) | |
| TOTAL COSTS | | | | | (8,518,258) |

| | | | | | |
|----------------------------------|--------------------------|-----------------------------------|-----------------------------------|--|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 1,911,964 |
| SDLT | 1,911,964 @ | | HMRC formula | | (85,098) |
| Acquisition Agent fees | 1,911,964 @ | | 1.0% | | (19,120) |
| Acquisition Legal fees | 1,911,964 @ | | 0.5% | | (9,560) |
| Interest on Land | 1,911,964 @ | | 8.00% | | (152,957) |
| Residual Land Value | | | | | 1,645,230 |
| RLV analysis: | 54,841 £ per plot | 2,193,639 £ per ha (net) | 887,754 £ per acre (net) | | |
| | | 2,193,639 £ per ha (gross) | 887,754 £ per acre (gross) | | |
| | | | 15.77% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|--------------------|-----------------------------------|-------------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 0.75 ha (net) | | 1.85 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 0.75 ha (gross) | | 1.85 acres (gross) | |
| Density analysis: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 113,048 £ per plot | 4,521,930 £ per ha (net) | 1,830,000 £ per acre (net) | | 3,391,448 |
| BLV analysis: | | 4,521,930 £ per ha (gross) | 1,830,000 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-----------------------------------|-----------------------------------|--|--------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (2,328,291) £ per ha (net) | (942,246) £ per acre (net) | | (1,746,218) |

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Scheme Typology: **Higher Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

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 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | (550,574) | (612,064) | (673,554) | (735,044) | (796,534) | (858,024) | (919,559) |
| | 10.00 | (563,441) | (624,216) | (684,991) | (745,766) | (806,541) | (867,316) | (928,164) |
| | 20.00 | (576,307) | (636,367) | (696,427) | (756,488) | (816,548) | (876,626) | (936,769) |
| | 30.00 | (589,173) | (648,519) | (707,864) | (767,210) | (826,555) | (885,948) | (945,375) |
| | 40.00 | (602,039) | (660,670) | (719,301) | (777,931) | (836,562) | (895,271) | (953,980) |
| | 50.00 | (614,906) | (672,822) | (730,737) | (788,653) | (846,601) | (904,593) | (962,585) |
| | 60.00 | (627,772) | (684,973) | (742,174) | (799,375) | (856,641) | (913,916) | (971,190) |
| | 70.00 | (640,638) | (697,124) | (753,611) | (810,122) | (866,680) | (923,238) | (979,796) |
| | 80.00 | (653,504) | (709,276) | (765,047) | (820,879) | (876,720) | (932,560) | (988,401) |
| | 90.00 | (666,371) | (721,427) | (776,512) | (831,636) | (886,759) | (941,883) | (997,006) |
| | 100.00 | (679,237) | (733,579) | (787,986) | (842,392) | (896,799) | (951,205) | (1,005,612) |
| | 110.00 | (692,103) | (745,770) | (799,459) | (853,149) | (906,838) | (960,528) | (1,014,217) |
| | 120.00 | (704,989) | (757,961) | (810,933) | (863,905) | (916,878) | (969,850) | (1,022,822) |
| | 130.00 | (717,897) | (770,152) | (822,407) | (874,662) | (926,917) | (979,172) | (1,031,427) |
| | 140.00 | (730,805) | (782,343) | (833,881) | (885,419) | (936,957) | (988,495) | (1,040,033) |
| | 150.00 | (743,712) | (794,533) | (845,354) | (896,175) | (946,996) | (997,817) | (1,048,638) |
| | 160.00 | (756,620) | (806,724) | (856,828) | (906,932) | (957,036) | (1,007,139) | (1,057,243) |
| | 170.00 | (769,528) | (818,915) | (868,302) | (917,688) | (967,075) | (1,016,462) | (1,065,849) |
| | 180.00 | (782,436) | (831,106) | (879,775) | (928,445) | (977,115) | (1,025,784) | (1,074,454) |
| | 190.00 | (795,344) | (843,297) | (891,249) | (939,202) | (987,154) | (1,035,107) | (1,083,059) |
| 200.00 | (808,252) | (855,487) | (902,723) | (949,958) | (997,194) | (1,044,429) | (1,091,664) | |
| 210.00 | (821,160) | (867,678) | (914,197) | (960,715) | (1,007,233) | (1,053,751) | (1,100,270) | |
| 220.00 | (834,068) | (879,869) | (925,670) | (971,471) | (1,017,273) | (1,063,074) | (1,108,875) | |
| 230.00 | (846,976) | (892,060) | (937,144) | (982,228) | (1,027,312) | (1,072,396) | (1,117,480) | |
| 240.00 | (859,884) | (904,251) | (948,618) | (992,985) | (1,037,352) | (1,081,718) | (1,126,085) | |
| 250.00 | (872,792) | (916,441) | (960,091) | (1,003,741) | (1,047,391) | (1,091,041) | (1,134,691) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | (620,903) | (675,932) | (730,961) | (785,989) | (841,032) | (896,128) | (951,223) |
| | 2,000 | (634,833) | (689,862) | (744,891) | (799,920) | (855,008) | (910,103) | (965,199) |
| | 3,000 | (648,763) | (703,792) | (758,821) | (813,887) | (868,983) | (924,078) | (979,174) |
| | 4,000 | (662,693) | (717,722) | (772,767) | (827,863) | (882,958) | (938,054) | (993,149) |
| | 5,000 | (676,624) | (731,652) | (786,742) | (841,838) | (896,933) | (952,029) | (1,007,125) |
| | 6,000 | (690,554) | (745,622) | (800,718) | (855,813) | (910,909) | (966,004) | (1,021,100) |
| | 7,000 | (704,502) | (759,597) | (814,693) | (869,788) | (924,884) | (979,980) | (1,035,075) |
| | 8,000 | (718,477) | (773,573) | (828,668) | (883,764) | (938,859) | (993,955) | (1,049,050) |
| | 9,000 | (732,452) | (787,548) | (842,643) | (897,739) | (952,835) | (1,007,930) | (1,063,026) |
| | 10,000 | (746,427) | (801,523) | (856,619) | (911,714) | (966,810) | (1,021,905) | (1,077,001) |
| | 11,000 | (760,403) | (815,498) | (870,594) | (925,690) | (980,785) | (1,035,881) | (1,090,976) |
| | 12,000 | (774,378) | (829,474) | (884,569) | (939,665) | (994,760) | (1,049,856) | (1,104,952) |
| | 13,000 | (788,353) | (843,449) | (898,544) | (953,640) | (1,008,736) | (1,063,831) | (1,118,927) |
| | 14,000 | (802,329) | (857,424) | (912,520) | (967,615) | (1,022,711) | (1,077,807) | (1,132,902) |
| | 15,000 | (816,304) | (871,399) | (926,495) | (981,591) | (1,036,686) | (1,091,782) | (1,146,878) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | (410,892) | (480,142) | (549,421) | (618,738) | (688,054) | (757,371) | (826,688) |
| | 16.0% | (462,088) | (528,493) | (594,929) | (661,401) | (727,874) | (794,346) | (860,819) |
| | 17.0% | (513,284) | (576,845) | (640,436) | (704,065) | (767,693) | (831,321) | (894,949) |
| | 18.0% | (564,480) | (625,197) | (685,944) | (746,728) | (807,512) | (868,296) | (929,080) |
| | 19.0% | (615,676) | (673,549) | (731,452) | (789,392) | (847,331) | (905,271) | (963,211) |
| | 20.0% | (666,873) | (721,901) | (776,960) | (832,055) | (887,151) | (942,246) | (997,342) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 1,830,000 | 400,000 | 763,127 | 708,099 | 653,040 | 597,945 | 542,849 | 487,754 | 432,658 |
| | 500,000 | 663,127 | 608,099 | 553,040 | 497,945 | 442,849 | 387,754 | 332,658 |
| | 600,000 | 563,127 | 508,099 | 453,040 | 397,945 | 342,849 | 287,754 | 232,658 |
| | 700,000 | 463,127 | 408,099 | 353,040 | 297,945 | 242,849 | 187,754 | 132,658 |
| | 800,000 | 363,127 | 308,099 | 253,040 | 197,945 | 142,849 | 87,754 | 32,658 |
| | 900,000 | 263,127 | 208,099 | 153,040 | 97,945 | 42,849 | (12,246) | (67,342) |
| | 1,000,000 | 163,127 | 108,099 | 53,040 | (2,055) | (57,151) | (112,246) | (167,342) |
| | 1,100,000 | 63,127 | 8,099 | (46,960) | (102,055) | (157,151) | (212,246) | (267,342) |
| | 1,200,000 | (36,873) | (91,901) | (146,960) | (202,055) | (257,151) | (312,246) | (367,342) |
| | 1,300,000 | (136,873) | (191,901) | (246,960) | (302,055) | (357,151) | (412,246) | (467,342) |
| | 1,400,000 | (236,873) | (291,901) | (346,960) | (402,055) | (457,151) | (512,246) | (567,342) |
| | 1,500,000 | (336,873) | (391,901) | (446,960) | (502,055) | (557,151) | (612,246) | (667,342) |
| | 1,600,000 | (436,873) | (491,901) | (546,960) | (602,055) | (657,151) | (712,246) | (767,342) |
| | 1,700,000 | (536,873) | (591,901) | (646,960) | (702,055) | (757,151) | (812,246) | (867,342) |
| | 1,800,000 | (636,873) | (691,901) | (746,960) | (802,055) | (857,151) | (912,246) | (967,342) |
| | 1,900,000 | (736,873) | (791,901) | (846,960) | (902,055) | (957,151) | (1,012,246) | (1,067,342) |

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Scheme Typology: Higher Value Zone No Units: 30
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Brownfield
 Notes:

TABLE 5 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (942,246) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|
| 0 | | (510,794) | (565,823) | (620,852) | (675,880) | (730,909) | (785,938) | (840,967) |
| Net Zero | 2,000 | (542,010) | (597,039) | (652,067) | (707,096) | (762,125) | (817,154) | (872,183) |
| (£ per unit) | 4,000 | (573,225) | (628,254) | (683,283) | (738,312) | (793,341) | (848,370) | (903,398) |
| 10,000 | 6,000 | (604,441) | (659,470) | (714,499) | (769,528) | (824,556) | (879,585) | (934,614) |
| | 8,000 | (635,657) | (690,686) | (745,714) | (800,743) | (855,771) | (910,800) | (965,828) |
| | 10,000 | (666,873) | (721,901) | (776,930) | (831,958) | (886,987) | (942,015) | (997,044) |
| | 12,000 | (698,102) | (753,198) | (808,293) | (863,389) | (918,485) | (973,580) | (1,028,676) |
| | 14,000 | (729,436) | (784,532) | (839,627) | (894,723) | (949,818) | (1,004,914) | (1,060,009) |
| | 16,000 | (760,770) | (815,865) | (870,961) | (926,057) | (981,152) | (1,036,248) | (1,091,343) |
| | 18,000 | (792,104) | (847,199) | (902,295) | (957,390) | (1,012,486) | (1,067,581) | (1,122,677) |
| | 20,000 | (823,437) | (878,533) | (933,629) | (988,724) | (1,043,820) | (1,098,915) | (1,154,110) |
| | 22,000 | (854,771) | (909,867) | (964,962) | (1,020,058) | (1,075,154) | (1,130,250) | (1,185,345) |
| | 24,000 | (886,105) | (941,201) | (996,296) | (1,051,395) | (1,106,491) | (1,161,586) | (1,217,046) |
| | 26,000 | (917,439) | (972,534) | (1,027,647) | (1,082,864) | (1,138,081) | (1,193,298) | (1,248,515) |
| | 28,000 | (948,773) | (1,003,899) | (1,059,116) | (1,114,333) | (1,169,550) | (1,224,767) | (1,279,985) |
| | 30,000 | (980,151) | (1,035,368) | (1,090,585) | (1,145,802) | (1,201,019) | (1,256,237) | (1,311,520) |

TABLE 6 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (942,246) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 70% | | 64,764 | 9,748 | (45,269) | (100,285) | (155,302) | (210,318) | (265,335) |
| 75% | | (56,993) | (112,009) | (167,026) | (222,042) | (277,059) | (332,075) | (387,092) |
| Build Cost | 80% | (178,750) | (233,767) | (288,783) | (343,800) | (398,816) | (453,833) | (508,849) |
| 100% | 85% | (300,507) | (355,524) | (410,540) | (465,557) | (520,573) | (575,590) | (630,606) |
| (105% = 5% increase) | 90% | (422,568) | (477,597) | (532,626) | (587,655) | (642,684) | (697,712) | (752,741) |
| | 95% | (544,720) | (599,749) | (654,778) | (709,807) | (764,836) | (819,865) | (874,893) |
| | 100% | (666,873) | (721,901) | (776,930) | (831,958) | (886,987) | (942,015) | (997,044) |
| | 105% | (789,383) | (844,478) | (899,574) | (954,669) | (1,009,765) | (1,064,861) | (1,119,956) |
| | 110% | (911,997) | (967,092) | (1,022,188) | (1,077,398) | (1,132,616) | (1,187,833) | (1,243,050) |
| | 115% | (1,034,891) | (1,090,108) | (1,145,325) | (1,200,542) | (1,255,760) | (1,311,132) | (1,366,526) |
| | 120% | (1,158,035) | (1,213,298) | (1,268,692) | (1,324,086) | (1,379,480) | (1,434,958) | (1,490,584) |
| | 125% | (1,281,646) | (1,337,040) | (1,392,488) | (1,448,114) | (1,503,740) | (1,559,513) | (1,615,427) |

TABLE 7 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (942,246) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 80% | | (1,448,782) | (1,460,542) | (1,472,302) | (1,484,062) | (1,495,822) | (1,507,582) | (1,519,342) |
| 82% | | (1,370,181) | (1,386,283) | (1,402,386) | (1,418,488) | (1,434,591) | (1,450,693) | (1,466,796) |
| Market Values | 84% | (1,291,598) | (1,312,066) | (1,332,534) | (1,353,003) | (1,373,471) | (1,393,939) | (1,414,407) |
| 100% | 86% | (1,213,286) | (1,238,068) | (1,262,851) | (1,287,633) | (1,312,415) | (1,337,198) | (1,362,019) |
| (105% = 5% increase) | 88% | (1,135,025) | (1,164,155) | (1,193,285) | (1,222,416) | (1,251,546) | (1,280,676) | (1,309,806) |
| | 90% | (1,056,764) | (1,090,242) | (1,123,720) | (1,157,198) | (1,190,676) | (1,224,154) | (1,257,632) |
| | 92% | (978,743) | (1,016,506) | (1,054,270) | (1,092,034) | (1,129,806) | (1,167,632) | (1,205,458) |
| | 94% | (900,749) | (942,846) | (984,942) | (1,027,039) | (1,069,136) | (1,111,232) | (1,153,329) |
| | 96% | (822,756) | (869,185) | (915,615) | (962,044) | (1,008,474) | (1,054,904) | (1,101,333) |
| | 98% | (744,762) | (795,525) | (846,287) | (897,050) | (947,812) | (998,575) | (1,049,338) |
| | 100% | (666,873) | (721,901) | (776,930) | (831,958) | (886,987) | (942,015) | (997,044) |
| | 102% | (589,093) | (648,442) | (707,792) | (767,142) | (826,492) | (885,842) | (945,192) |
| | 104% | (511,313) | (574,984) | (638,655) | (702,326) | (765,997) | (829,668) | (893,339) |
| | 106% | (433,533) | (501,525) | (569,517) | (637,509) | (705,501) | (773,493) | (841,485) |
| | 108% | (355,753) | (428,066) | (500,379) | (572,692) | (645,006) | (717,319) | (789,632) |
| | 110% | (277,973) | (354,607) | (431,241) | (507,876) | (584,510) | (661,144) | (737,779) |
| | 112% | (200,193) | (281,148) | (362,104) | (443,059) | (524,014) | (604,970) | (685,925) |
| | 114% | (122,439) | (207,689) | (292,966) | (378,242) | (463,519) | (548,796) | (634,072) |
| | 116% | (44,819) | (134,334) | (223,848) | (313,426) | (403,023) | (492,621) | (582,219) |
| | 118% | 32,801 | (61,026) | (154,852) | (248,679) | (342,528) | (436,447) | (530,365) |
| | 120% | 110,421 | 12,282 | (85,857) | (183,995) | (282,134) | (380,273) | (478,512) |

TABLE 8 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (942,246) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 5,000 | | (659,896) | (711,437) | (762,977) | (814,558) | (866,154) | (917,750) | (969,346) |
| 10,000 | | (652,920) | (700,972) | (749,025) | (797,077) | (845,157) | (893,253) | (941,350) |
| Grant (£ per unit) | 15,000 | (645,943) | (690,507) | (735,072) | (779,636) | (824,200) | (868,764) | (913,353) |
| - | 20,000 | (638,967) | (680,043) | (721,119) | (762,195) | (803,271) | (844,347) | (885,423) |
| | 25,000 | (631,990) | (669,578) | (707,166) | (744,754) | (782,342) | (819,929) | (857,517) |
| | 30,000 | (625,014) | (659,114) | (693,213) | (727,313) | (761,412) | (795,512) | (829,612) |
| | 35,000 | (618,038) | (648,649) | (679,260) | (709,872) | (740,483) | (771,095) | (801,706) |
| | 40,000 | (611,061) | (638,184) | (665,308) | (692,431) | (719,554) | (746,677) | (773,800) |
| | 45,000 | (604,085) | (627,720) | (651,355) | (674,990) | (698,625) | (722,260) | (745,895) |
| | 50,000 | (597,108) | (617,255) | (637,402) | (657,549) | (677,695) | (697,842) | (717,989) |
| | 55,000 | (590,132) | (606,791) | (623,449) | (640,108) | (656,766) | (673,425) | (690,083) |

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: **18** (see Typologies Matrix)
 Scheme Typology: **Higher Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|--|---------|--|---------|---|---------|---|---------|
| Total number of units in scheme | | | | 45 Units | | | |
| AH Policy requirement (% Target) | | | | 35% | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) | | 65% | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | |
| | | Social Rent: | | 10.0% | | | |
| | | First Homes: | | 25.0% | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | |
| | | | | 100.0% | | 100.0% | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | |
| Unit mix - | | OMS Unit mix% | | MV # units | | AH mix% | |
| | | | | | | AH # units | |
| | | | | | | Overall mix% | |
| | | | | | | Total # units | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0.0 | 0% | 0.0 |
| 2 bed House | 35.0% | 10.2 | 35.0% | 5.5 | 35% | 15.8 | |
| 3 bed House | 40.0% | 11.7 | 40.0% | 6.3 | 40% | 18.0 | |
| 4 bed House | 25.0% | 7.3 | 25.0% | 3.9 | 25% | 11.3 | |
| 5 bed House | 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% | 29.3 | 100.0% | 15.8 | 100% | 45.0 | |
| OMS Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) | | (sqft) | | (sqm) | |
| | | | | | | (sqft) | |
| 1 bed House | 62.0 | 667 | | | 62.0 | 667 | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | |
| AH Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) | | (sqft) | | (sqm) | |
| | | | | | | (sqft) | |
| 1 bed House | 62.0 | 667 | | | 62.0 | 667 | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | |
| Total Gross Floor areas - | | OMS Units GIA | | AH units GIA | | Total GIA (all units) | |
| | | (sqm) | | (sqm) | | (sqm) | |
| | | | | | | (sqft) | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 2 bed House | 809 | 8,705 | 435 | 4,688 | 1,244 | 13,393 | |
| 3 bed House | 1,112 | 11,964 | 599 | 6,442 | 1,710 | 18,406 | |
| 4 bed House | 878 | 9,445 | 473 | 5,086 | 1,350 | 14,531 | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | |
| | 2,798 | 30,115 | 1,506 | 16,216 | 4,304 | 46,331 | |
| AH % by floor area: | | | | 35.00% AH % by floor area (difference due to mix) | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | | £ psm | | £ psf | |
| | | | | | | total MV £ (no AH) | |
| 1 bed House | 200,000 | 3,226 | 300 | | | 0 | |
| 2 bed House | 325,000 | 4,114 | 382 | | | 5,118,750 | |
| 3 bed House | 415,000 | 4,368 | 406 | | | 7,470,000 | |
| 4 bed House | 525,000 | 4,375 | 406 | | | 5,906,250 | |
| 5 bed House | 580,000 | 4,143 | 385 | | | 0 | |
| 1 bed Flat | 185,000 | 3,700 | 344 | | | 0 | |
| 2 bed Flat | 265,000 | 3,786 | 352 | | | 0 | |
| 3 bed Flat | 375,000 | 4,688 | 435 | | | 0 | |
| | | | | | | 18,495,000 | |
| Affordable Housing values (£) - | | Aff. Rent £ | | % of MV | | Social Rent £ | |
| | | | | | | % of MV | |
| | | | | | | First Homes £* | |
| | | | | | | % of MV | |
| | | | | | | Other Int. £ | |
| | | | | | | % of MV | |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 |
| 2 bed House | 178,750 | 55% | 146,250 | 45% | 227,500 | 70% | 243,750 |
| 3 bed House | 228,250 | 55% | 186,750 | 45% | 250,000 | 70% | 311,250 |
| 4 bed House | 288,750 | 55% | 236,250 | 45% | 250,000 | 70% | 393,750 |
| 5 bed House | 319,000 | 55% | 261,000 | 45% | 250,000 | 70% | 435,000 |
| 1 bed Flat | 101,750 | 55% | 83,250 | 45% | 129,500 | 70% | 138,750 |
| 2 bed Flat | 145,750 | 55% | 119,250 | 45% | 185,500 | 70% | 198,750 |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 |
| * capped @£250K | | | | | | | |

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Scheme Typology: **Higher Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 10.2 | @ | 325,000 | 3,327,188 |
| 3 bed House | 11.7 | @ | 415,000 | 4,855,500 |
| 4 bed House | 7.3 | @ | 525,000 | 3,839,063 |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 0.0 | @ | 185,000 | - |
| 2 bed Flat | 0.0 | @ | 265,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 29.3 | | | 12,021,750 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 3.3 | @ | 178,750 | 591,216 |
| 3 bed House | 3.8 | @ | 228,250 | 862,785 |
| 4 bed House | 2.4 | @ | 288,750 | 682,172 |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 0.0 | @ | 101,750 | - |
| 2 bed Flat | 0.0 | @ | 145,750 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 9.5 | | | 2,136,173 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.6 | @ | 146,250 | 80,620 |
| 3 bed House | 0.6 | @ | 186,750 | 117,653 |
| 4 bed House | 0.4 | @ | 236,250 | 93,023 |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 0.0 | @ | 83,250 | - |
| 2 bed Flat | 0.0 | @ | 119,250 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 1.6 | | | 291,296 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 1.4 | @ | 227,500 | 313,523 |
| 3 bed House | 1.6 | @ | 250,000 | 393,750 |
| 4 bed House | 1.0 | @ | 250,000 | 246,094 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 129,500 | - |
| 2 bed Flat | 0.0 | @ | 185,500 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 3.9 | | | 953,367 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.3 | @ | 243,750 | 67,184 |
| 3 bed House | 0.3 | @ | 311,250 | 98,044 |
| 4 bed House | 0.2 | @ | 393,750 | 77,520 |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.0 | @ | 138,750 | - |
| 2 bed Flat | 0.0 | @ | 198,750 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.8 | 15.8 | | 242,747 |
| Sub-total GDV Residential | | | | |
| | 45 | | | 15,645,333 |
| AH on-site cost analysis: | | | | |
| | 662 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 2,849,667 |
| | | | 63,326 £ per unit (total units) | |
| Grant | | | | |
| | 16 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 15,645,333 |

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Scheme Typology: **Higher Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|-----------|-------------------|----------------------------------|---------------------------------|-----------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (20,790) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (60,000) |
| CIL (Mrkt only + garages) | | | | | | (271,331) |
| CIL analysis: | | 3,002 sqm | 90.39 £ psm | | | |
| | | 1.73% % of GDV | 6,030 £ per unit (total units) | | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 45 units @ | 4,300 per unit | | | (193,500) |
| S106 analysis: | | 172,000 £ per ha | 1.24% % of GDV | 4,300 £ per unit (total units) | | (193,500) |
| Comm. Sum analysis: | | 4,304 sqm (total) | 0.00% % of GDV | 0 £ psm | | - |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | (138,994) |
| | | 1.13 ha @ | 123,550 £ per ha (if brownfield) | | | |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 45 units @ | 0 per unit | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | - sqm @ | 1,423 psm | | | - |
| 2 bed House | | 1,244 sqm @ | 1,423 psm | | | (1,770,568) |
| 3 bed House | | 1,710 sqm @ | 1,423 psm | | | (2,433,330) |
| 4 bed House | | 1,350 sqm @ | 1,423 psm | | | (1,921,050) |
| 5 bed House | | - sqm @ | 1,423 psm | | | - |
| 1 bed Flat | | - sqm @ | 1,638 psm | | | - |
| 2 bed Flat | | - sqm @ | 1,638 psm | | | - |
| 3 bed Flat | | 4,304 sqm @ | 1,638 psm | | | - |
| Garages for 3B House (Mrkt only) | 12 | 50% units @ | 18 sqm @ | 600 psm | | (63,180) |
| Garages for 4B House (Mrkt only) | 7 | 75% units @ | 18 sqm @ | 600 psm | | (59,231) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | 18 sqm @ | 600 psm | | - |
| | | 204 | | | | |
| External works | | | | | | (937,104) |
| Ext. Works analysis: | | 6,247,359 @ | 15.0% | 20,825 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (12,915) |
| | | 45 units @ | 287 £ per unit | | | |
| M4(2) Category 2 Housing | Aff units | 16 units @ | 90% @ | 521 £ per unit | | (7,385) |
| M4(2) Category 2 Housing | OMS units | 29 units @ | 90% @ | 521 £ per unit | | (13,715) |
| M4(3) Category 3 Housing | Aff units | 16 units @ | 10% @ | 10,111 £ per unit | | (15,925) |
| M4(3) Category 3 Housing | OMS units | 29 units @ | 10% @ | 10,111 £ per unit | | (29,575) |
| Net Zero Cost | | | | | | (450,000) |
| | | 45 units @ | 10,000 £ per unit | | | |
| Urban Greening | | | | | | (215,213) |
| | | No. of storeys | 2.0 equals | 2,152 sqm footprint | 100 £ sqm | |
| EV Charging Points - Houses | | | | | | (45,000) |
| | | 45 units @ | 1,000 £ per unit | | | |
| EV Charging Points - Flats | | | | | | - |
| | | - units @ | 4 flats per charger | 2,500 £ per 4 units | | |
| | | 2 units @ | 0 £ per unit | | | |
| Sub-total | | | | | | (789,728) |
| Policy Costs analysis: (design costs only) | | | 17,550 £ per unit (total units) | | | |
| Contingency (on construction) | | | | | | (405,659) |
| | | 8,113,184 @ | 5.0% | | | |

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Scheme Typology: **Higher Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|-------------------|--|---------------------------|-------------------------------------|---------------------|
| Professional Fees | 8,113,184 @ | | 6.5% | | (527,357) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 12,021,750 OMS @ | | 3.00% | 8,015 £ per unit | (360,653) |
| Residential Sales Agent Costs | 12,021,750 OMS @ | | 1.00% | 2,672 £ per unit | (120,218) |
| Residential Sales Legal Costs | 12,021,750 OMS @ | | 0.35% | 935 £ per unit | (42,076) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 11,399 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (45,716) |
| Developers Profit - | | | | | |
| Profit on OMS | 12,021,750 | | 20.00% | | (2,404,350) |
| Margin on AH | 3,623,583 | | 6.00% on AH values | | (217,415) |
| Profit analysis: | 15,645,333 | | 16.76% blended GDV | (2,621,765) | |
| | 10,150,483 | | 25.83% on costs | (2,621,765) | |
| TOTAL COSTS | | | | | (12,772,248) |

| | | | | | |
|----------------------------------|--------------------------|-----------------------------------|-----------------------------------|--|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 2,873,084 |
| SDLT | 2,873,084 @ | | HMRC formula | | (133,154) |
| Acquisition Agent fees | 2,873,084 @ | | 1.0% | | (28,731) |
| Acquisition Legal fees | 2,873,084 @ | | 0.5% | | (14,365) |
| Interest on Land | 2,873,084 @ | | 8.00% | | (229,847) |
| Residual Land Value | | | | | 2,466,987 |
| RLV analysis: | 54,822 £ per plot | 2,192,877 £ per ha (net) | 887,445 £ per acre (net) | | |
| | | 2,192,877 £ per ha (gross) | 887,445 £ per acre (gross) | | |
| | | | 15.77% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|--------------------|-----------------------------------|-------------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 1.13 ha (net) | | 2.78 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 1.13 ha (gross) | | 2.78 acres (gross) | |
| Density analysis: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 113,048 £ per plot | 4,521,930 £ per ha (net) | 1,830,000 £ per acre (net) | | 5,087,171 |
| BLV analysis: | | 4,521,930 £ per ha (gross) | 1,830,000 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-----------------------------------|-----------------------------------|--|--------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (2,329,053) £ per ha (net) | (942,555) £ per acre (net) | | (2,620,184) |

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Scheme Typology: **Higher Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

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 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | (550,733) | (612,342) | (673,951) | (735,560) | (797,169) | (858,778) | (920,388) |
| | 10.00 | (563,566) | (624,462) | (685,358) | (746,254) | (807,151) | (868,047) | (928,943) |
| | 20.00 | (576,399) | (636,582) | (696,766) | (756,949) | (817,132) | (877,315) | (937,498) |
| | 30.00 | (589,232) | (648,702) | (708,173) | (767,643) | (827,113) | (886,583) | (946,054) |
| | 40.00 | (602,065) | (660,823) | (719,580) | (778,337) | (837,094) | (895,852) | (954,609) |
| | 50.00 | (614,898) | (672,943) | (730,987) | (789,031) | (847,076) | (905,120) | (963,164) |
| | 60.00 | (627,731) | (685,063) | (742,394) | (799,725) | (857,057) | (914,388) | (971,720) |
| | 70.00 | (640,564) | (697,183) | (753,801) | (810,420) | (867,038) | (923,657) | (980,275) |
| | 80.00 | (653,397) | (709,303) | (765,208) | (821,114) | (877,019) | (932,925) | (988,830) |
| | 90.00 | (666,230) | (721,423) | (776,616) | (831,808) | (887,001) | (942,193) | (997,386) |
| | 100.00 | (679,063) | (733,543) | (788,023) | (842,502) | (896,982) | (951,462) | (1,005,941) |
| | 110.00 | (691,897) | (745,663) | (799,430) | (853,196) | (906,963) | (960,730) | (1,014,496) |
| | 120.00 | (704,730) | (757,783) | (810,837) | (863,891) | (916,944) | (969,998) | (1,023,052) |
| | 130.00 | (717,563) | (769,903) | (822,244) | (874,585) | (926,926) | (979,266) | (1,031,607) |
| | 140.00 | (730,396) | (782,023) | (833,651) | (885,279) | (936,907) | (988,535) | (1,040,163) |
| | 150.00 | (743,229) | (794,144) | (845,058) | (895,973) | (946,888) | (997,803) | (1,048,718) |
| | 160.00 | (756,062) | (806,264) | (856,466) | (906,667) | (956,869) | (1,007,071) | (1,057,273) |
| | 170.00 | (768,895) | (818,384) | (867,873) | (917,362) | (966,851) | (1,016,340) | (1,065,829) |
| | 180.00 | (781,728) | (830,504) | (879,280) | (928,056) | (976,832) | (1,025,608) | (1,074,384) |
| | 190.00 | (794,561) | (842,624) | (890,687) | (938,750) | (986,813) | (1,034,876) | (1,082,939) |
| 200.00 | (807,394) | (854,744) | (902,094) | (949,444) | (996,794) | (1,044,145) | (1,091,495) | |
| 210.00 | (820,227) | (866,864) | (913,501) | (960,138) | (1,006,776) | (1,053,413) | (1,100,050) | |
| 220.00 | (833,060) | (878,984) | (924,908) | (970,833) | (1,016,757) | (1,062,681) | (1,108,605) | |
| 230.00 | (845,893) | (891,104) | (936,316) | (981,527) | (1,026,738) | (1,071,949) | (1,117,161) | |
| 240.00 | (858,726) | (903,224) | (947,723) | (992,221) | (1,036,719) | (1,081,218) | (1,125,716) | |
| 250.00 | (871,559) | (915,344) | (959,130) | (1,002,915) | (1,046,701) | (1,090,486) | (1,134,272) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | (620,880) | (676,045) | (731,210) | (786,374) | (841,539) | (896,704) | (951,869) |
| | 2,000 | (634,774) | (689,939) | (745,104) | (800,268) | (855,433) | (910,598) | (965,763) |
| | 3,000 | (648,668) | (703,833) | (758,998) | (814,163) | (869,327) | (924,492) | (979,657) |
| | 4,000 | (662,563) | (717,727) | (772,892) | (828,057) | (883,222) | (938,386) | (993,551) |
| | 5,000 | (676,457) | (731,622) | (786,786) | (841,951) | (897,116) | (952,281) | (1,007,445) |
| | 6,000 | (690,351) | (745,516) | (800,681) | (855,845) | (911,010) | (966,175) | (1,021,340) |
| | 7,000 | (704,245) | (759,410) | (814,575) | (869,740) | (924,904) | (980,069) | (1,035,234) |
| | 8,000 | (718,139) | (773,304) | (828,469) | (883,634) | (938,798) | (993,963) | (1,049,128) |
| | 9,000 | (732,034) | (787,198) | (842,363) | (897,528) | (952,693) | (1,007,857) | (1,063,022) |
| | 10,000 | (745,928) | (801,093) | (856,257) | (911,422) | (966,587) | (1,021,752) | (1,076,916) |
| | 11,000 | (759,822) | (814,987) | (870,152) | (925,316) | (980,481) | (1,035,646) | (1,090,811) |
| | 12,000 | (773,716) | (828,881) | (884,046) | (939,211) | (994,375) | (1,049,540) | (1,104,705) |
| | 13,000 | (787,611) | (842,775) | (897,940) | (953,105) | (1,008,270) | (1,063,434) | (1,118,599) |
| | 14,000 | (801,505) | (856,669) | (911,834) | (966,999) | (1,022,164) | (1,077,328) | (1,132,493) |
| | 15,000 | (815,399) | (870,564) | (925,728) | (980,893) | (1,036,058) | (1,091,223) | (1,146,387) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | (410,750) | (480,136) | (549,522) | (618,908) | (688,294) | (757,680) | (827,065) |
| | 16.0% | (461,946) | (528,488) | (595,029) | (661,571) | (728,113) | (794,655) | (861,196) |
| | 17.0% | (513,142) | (576,840) | (640,537) | (704,235) | (767,932) | (831,630) | (895,327) |
| | 18.0% | (564,339) | (625,192) | (686,045) | (746,898) | (807,751) | (868,605) | (929,458) |
| | 19.0% | (615,535) | (673,544) | (731,553) | (789,562) | (847,571) | (905,580) | (963,589) |
| | 20.0% | (666,731) | (721,896) | (777,060) | (832,225) | (887,390) | (942,555) | (997,719) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-------------|-------------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 1,830,000 | 400,000 | 763,269 | 708,104 | 652,940 | 597,775 | 542,610 | 487,445 | 432,281 |
| | 500,000 | 663,269 | 608,104 | 552,940 | 497,775 | 442,610 | 387,445 | 332,281 |
| | 600,000 | 563,269 | 508,104 | 452,940 | 397,775 | 342,610 | 287,445 | 232,281 |
| | 700,000 | 463,269 | 408,104 | 352,940 | 297,775 | 242,610 | 187,445 | 132,281 |
| | 800,000 | 363,269 | 308,104 | 252,940 | 197,775 | 142,610 | 87,445 | 32,281 |
| | 900,000 | 263,269 | 208,104 | 152,940 | 97,775 | 42,610 | (12,555) | (67,719) |
| | 1,000,000 | 163,269 | 108,104 | 52,940 | (2,225) | (57,390) | (112,555) | (167,719) |
| | 1,100,000 | 63,269 | 8,104 | (47,060) | (102,225) | (157,390) | (212,555) | (267,719) |
| | 1,200,000 | (36,731) | (91,896) | (147,060) | (202,225) | (257,390) | (312,555) | (367,719) |
| | 1,300,000 | (136,731) | (191,896) | (247,060) | (302,225) | (357,390) | (412,555) | (467,719) |
| | 1,400,000 | (236,731) | (291,896) | (347,060) | (402,225) | (457,390) | (512,555) | (567,719) |
| | 1,500,000 | (336,731) | (391,896) | (447,060) | (502,225) | (557,390) | (612,555) | (667,719) |
| | 1,600,000 | (436,731) | (491,896) | (547,060) | (602,225) | (657,390) | (712,555) | (767,719) |
| | 1,700,000 | (536,731) | (591,896) | (647,060) | (702,225) | (757,390) | (812,555) | (867,719) |
| | 1,800,000 | (636,731) | (691,896) | (747,060) | (802,225) | (857,390) | (912,555) | (967,719) |
| 1,900,000 | (736,731) | (791,896) | (847,060) | (902,225) | (957,390) | (1,012,555) | (1,067,719) | |

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Scheme Typology: Higher Value Zone No Units: 45
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Brownfield
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (942,555) | | | | | | | |
| | 0 | (511,157) | (566,322) | (621,486) | (676,651) | (731,816) | (786,981) | (842,145) |
| Net Zero | 2,000 | (542,272) | (597,436) | (652,601) | (707,766) | (762,931) | (818,095) | (873,260) |
| (£ per unit) | 4,000 | (573,387) | (628,551) | (683,716) | (738,881) | (794,046) | (849,210) | (904,375) |
| 10,000 | 6,000 | (604,501) | (659,666) | (714,831) | (769,996) | (825,160) | (880,325) | (935,490) |
| | 8,000 | (635,616) | (690,781) | (745,946) | (801,110) | (856,275) | (911,440) | (966,605) |
| | 10,000 | (666,731) | (721,896) | (777,060) | (832,225) | (887,390) | (942,555) | (997,719) |
| | 12,000 | (697,846) | (753,010) | (808,175) | (863,340) | (918,505) | (973,669) | (1,028,834) |
| | 14,000 | (728,961) | (784,125) | (839,290) | (894,455) | (949,619) | (1,004,784) | (1,059,949) |
| | 16,000 | (760,075) | (815,240) | (870,405) | (925,570) | (980,734) | (1,035,899) | (1,091,064) |
| | 18,000 | (791,190) | (846,355) | (901,520) | (956,684) | (1,011,849) | (1,067,014) | (1,122,179) |
| | 20,000 | (822,305) | (877,470) | (932,634) | (987,799) | (1,042,964) | (1,098,129) | (1,153,293) |
| | 22,000 | (853,420) | (908,584) | (963,749) | (1,018,914) | (1,074,079) | (1,129,243) | (1,184,414) |
| | 24,000 | (884,534) | (939,699) | (994,864) | (1,050,029) | (1,105,193) | (1,160,358) | (1,215,630) |
| | 26,000 | (915,649) | (970,814) | (1,025,979) | (1,081,144) | (1,136,308) | (1,191,520) | (1,246,845) |
| | 28,000 | (946,764) | (1,001,929) | (1,057,094) | (1,112,258) | (1,167,423) | (1,222,736) | (1,278,061) |
| | 30,000 | (977,879) | (1,033,044) | (1,088,208) | (1,143,373) | (1,198,537) | (1,253,952) | (1,309,277) |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (942,555) | | | | | | | |
| | 70% | 62,378 | 7,271 | (47,837) | (102,945) | (158,052) | (213,160) | (268,267) |
| | 75% | (59,051) | (114,159) | (169,266) | (224,374) | (279,481) | (334,589) | (389,697) |
| Build Cost | 80% | (180,480) | (235,588) | (290,695) | (345,803) | (400,911) | (456,018) | (511,126) |
| 100% | 85% | (301,909) | (357,017) | (412,125) | (467,232) | (522,340) | (577,448) | (632,555) |
| (105% = 5% increase) | 90% | (423,339) | (478,446) | (533,554) | (588,661) | (643,769) | (698,877) | (753,984) |
| | 95% | (544,974) | (600,138) | (655,303) | (710,468) | (765,633) | (820,797) | (875,962) |
| | 100% | (666,731) | (721,896) | (777,060) | (832,225) | (887,390) | (942,555) | (997,719) |
| | 105% | (788,488) | (843,653) | (898,818) | (953,982) | (1,009,147) | (1,064,312) | (1,119,477) |
| | 110% | (910,245) | (965,410) | (1,020,575) | (1,075,740) | (1,130,904) | (1,186,069) | (1,241,424) |
| | 115% | (1,032,003) | (1,087,167) | (1,142,332) | (1,197,497) | (1,252,661) | (1,307,826) | (1,362,991) |
| | 120% | (1,153,776) | (1,208,940) | (1,264,104) | (1,319,269) | (1,374,433) | (1,429,598) | (1,484,763) |
| | 125% | (1,275,549) | (1,330,713) | (1,385,878) | (1,441,042) | (1,496,207) | (1,551,372) | (1,606,537) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (942,555) | | | | | | | |
| | 80% | (1,444,035) | (1,456,090) | (1,468,145) | (1,480,200) | (1,492,255) | (1,504,310) | (1,516,365) |
| | 82% | (1,366,149) | (1,382,531) | (1,398,912) | (1,415,294) | (1,431,676) | (1,448,058) | (1,464,440) |
| Market Values | 84% | (1,288,262) | (1,308,971) | (1,329,680) | (1,350,389) | (1,371,098) | (1,391,807) | (1,412,516) |
| 100% | 86% | (1,210,444) | (1,235,411) | (1,260,447) | (1,285,483) | (1,310,519) | (1,335,555) | (1,360,591) |
| (105% = 5% increase) | 88% | (1,132,771) | (1,162,044) | (1,191,318) | (1,220,592) | (1,249,941) | (1,279,304) | (1,308,667) |
| | 90% | (1,055,097) | (1,088,686) | (1,122,275) | (1,155,864) | (1,189,453) | (1,223,052) | (1,256,742) |
| | 92% | (977,424) | (1,015,328) | (1,053,232) | (1,091,136) | (1,129,040) | (1,166,944) | (1,204,848) |
| | 94% | (899,751) | (941,970) | (984,189) | (1,026,408) | (1,068,628) | (1,110,847) | (1,153,066) |
| | 96% | (822,078) | (868,612) | (915,146) | (961,681) | (1,008,215) | (1,054,749) | (1,101,284) |
| | 98% | (744,404) | (795,254) | (846,103) | (896,953) | (947,802) | (998,652) | (1,049,502) |
| | 100% | (666,731) | (721,896) | (777,060) | (832,225) | (887,390) | (942,555) | (997,719) |
| | 102% | (589,058) | (648,538) | (708,017) | (767,497) | (826,977) | (886,457) | (945,937) |
| | 104% | (511,384) | (575,179) | (638,975) | (702,770) | (766,565) | (830,360) | (894,155) |
| | 106% | (433,711) | (501,821) | (569,932) | (638,042) | (706,152) | (774,262) | (842,373) |
| | 108% | (356,074) | (428,463) | (500,889) | (573,314) | (645,740) | (718,165) | (790,591) |
| | 110% | (278,543) | (355,187) | (431,846) | (508,506) | (585,227) | (662,068) | (738,908) |
| | 112% | (201,012) | (281,963) | (362,915) | (443,866) | (524,817) | (605,768) | (686,719) |
| | 114% | (123,481) | (208,740) | (293,998) | (379,257) | (464,515) | (549,773) | (635,244) |
| | 116% | (45,950) | (135,516) | (225,082) | (314,648) | (404,213) | (493,779) | (583,462) |
| | 118% | 31,580 | (62,293) | (156,166) | (250,039) | (343,912) | (437,785) | (531,680) |
| | 120% | 109,111 | 10,931 | (87,249) | (185,430) | (283,610) | (381,790) | (479,971) |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (942,555) | | | | | | | |
| | 5,000 | (659,773) | (711,459) | (763,145) | (814,831) | (866,517) | (918,203) | (969,889) |
| | 10,000 | (652,816) | (701,023) | (749,230) | (797,437) | (845,644) | (893,851) | (942,058) |
| Grant (£ per unit) | 15,000 | (645,858) | (690,586) | (735,315) | (780,043) | (824,771) | (869,500) | (914,228) |
| - | 20,000 | (638,900) | (680,150) | (721,399) | (762,649) | (803,898) | (845,148) | (886,398) |
| | 25,000 | (631,943) | (669,714) | (707,484) | (745,255) | (783,026) | (820,796) | (858,567) |
| | 30,000 | (624,985) | (659,277) | (693,569) | (727,861) | (762,153) | (796,445) | (830,737) |
| | 35,000 | (618,028) | (648,841) | (679,654) | (710,467) | (741,280) | (772,093) | (802,906) |
| | 40,000 | (611,070) | (638,404) | (665,739) | (693,073) | (720,407) | (747,741) | (775,076) |
| | 45,000 | (604,112) | (627,968) | (651,823) | (675,679) | (699,534) | (723,390) | (747,245) |
| | 50,000 | (597,155) | (617,531) | (637,908) | (658,285) | (678,661) | (699,038) | (719,415) |
| | 55,000 | (590,197) | (607,095) | (623,993) | (640,891) | (657,788) | (674,686) | (691,584) |

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: 19 (see Typologies Matrix)
 Scheme Typology: Higher Value Zone No Units: 75
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Brownfield
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|----------------------------------|--|--|--|---|--|---|--|
| Total number of units in scheme | | 75 Units | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | |
| | | Social Rent: | | 10.0% | | | |
| | | First Homes: | | 25.0% | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | |
| | | | | 100.0% | | 100.0% | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | |
| Unit mix - | | OMS Unit mix% | | MV # units | | AH mix% | |
| | | | | | | AH # units | |
| | | | | | | Overall mix% | |
| | | | | | | Total # units | |
| 1 bed House | | 0.0% | | 0.0 | | 0.0% | |
| 2 bed House | | 20.0% | | 9.8 | | 20% | |
| 3 bed House | | 40.0% | | 19.5 | | 40% | |
| 4 bed House | | 20.0% | | 9.8 | | 20% | |
| 5 bed House | | 0.0% | | 0.0 | | 0% | |
| 1 bed Flat | | 10.0% | | 4.9 | | 10% | |
| 2 bed Flat | | 10.0% | | 4.9 | | 10% | |
| 3 bed Flat | | 0.0% | | 0.0 | | 0% | |
| Total number of units | | 100.0% | | 48.8 | | 100% | |
| | | | | | | 75.0 | |
| OMS Unit Floor areas - | | Net area per unit (sqm) | | Net to Gross % | | Gross (GIA) per unit (sqft) | |
| 1 bed House | | 62.0 | | % | | 62.0 | |
| 2 bed House | | 79.0 | | % | | 79.0 | |
| 3 bed House | | 95.0 | | % | | 95.0 | |
| 4 bed House | | 120.0 | | % | | 120.0 | |
| 5 bed House | | 140.0 | | % | | 140.0 | |
| 1 bed Flat | | 50.0 | | 85.0% | | 58.8 | |
| 2 bed Flat | | 70.0 | | 85.0% | | 82.4 | |
| 3 bed Flat | | 80.0 | | 85.0% | | 94.1 | |
| AH Unit Floor areas - | | Net area per unit (sqm) | | Net to Gross % | | Gross (GIA) per unit (sqft) | |
| 1 bed House | | 62.0 | | % | | 62.0 | |
| 2 bed House | | 79.0 | | % | | 79.0 | |
| 3 bed House | | 95.0 | | % | | 95.0 | |
| 4 bed House | | 120.0 | | % | | 120.0 | |
| 5 bed House | | 140.0 | | % | | 140.0 | |
| 1 bed Flat | | 50.0 | | 85.0% | | 58.8 | |
| 2 bed Flat | | 70.0 | | 85.0% | | 82.4 | |
| 3 bed Flat | | 80.0 | | 85.0% | | 94.1 | |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | | AH units GIA (sqm) | | Total GIA (all units) (sqm) | |
| 1 bed House | | 0 | | 0 | | 0 | |
| 2 bed House | | 770 | | 4,464 | | 1,185 | |
| 3 bed House | | 1,853 | | 10,737 | | 2,850 | |
| 4 bed House | | 1,170 | | 6,781 | | 1,800 | |
| 5 bed House | | 0 | | 0 | | 0 | |
| 1 bed Flat | | 287 | | 1,662 | | 441 | |
| 2 bed Flat | | 401 | | 2,327 | | 618 | |
| 3 bed Flat | | 0 | | 0 | | 0 | |
| | | 4,481 | | 25,972 | | 6,894 | |
| AH % by floor area: | | 48,233 | | 2,413 | | 74,204 | |
| | | | | 35.00% AH % by floor area (difference due to mix) | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | | £ psm | | £ psf | |
| | | | | | | total MV £ (no AH) | |
| 1 bed House | | 200,000 | | 3,226 | | 300 | |
| 2 bed House | | 325,000 | | 4,114 | | 382 | |
| 3 bed House | | 415,000 | | 4,368 | | 406 | |
| 4 bed House | | 525,000 | | 4,375 | | 406 | |
| 5 bed House | | 580,000 | | 4,143 | | 385 | |
| 1 bed Flat | | 185,000 | | 3,700 | | 344 | |
| 2 bed Flat | | 265,000 | | 3,786 | | 352 | |
| 3 bed Flat | | 375,000 | | 4,688 | | 435 | |
| | | | | | | 28,575,000 | |
| Affordable Housing values (£) - | | Aff. Rent £ | | % of MV | | Social Rent £ | |
| | | | | | | % of MV | |
| | | | | | | First Homes £* | |
| | | | | | | % of MV | |
| | | | | | | Other Int. £ | |
| | | | | | | % of MV | |
| 1 bed House | | 110,000 | | 55% | | 90,000 | |
| 2 bed House | | 178,750 | | 55% | | 146,250 | |
| 3 bed House | | 228,250 | | 55% | | 186,750 | |
| 4 bed House | | 288,750 | | 55% | | 236,250 | |
| 5 bed House | | 319,000 | | 55% | | 261,000 | |
| 1 bed Flat | | 101,750 | | 55% | | 83,250 | |
| 2 bed Flat | | 145,750 | | 55% | | 119,250 | |
| 3 bed Flat | | 206,250 | | 55% | | 168,750 | |
| | | | | | | 140,000 | |
| | | | | | | 227,500 | |
| | | | | | | 250,000 | |
| | | | | | | 250,000 | |
| | | | | | | 250,000 | |
| | | | | | | 129,500 | |
| | | | | | | 185,500 | |
| | | | | | | 250,000 | |
| | | | | | | 150,000 | |
| | | | | | | 243,750 | |
| | | | | | | 311,250 | |
| | | | | | | 393,750 | |
| | | | | | | 435,000 | |
| | | | | | | 138,750 | |
| | | | | | | 198,750 | |
| | | | | | | 281,250 | |

* capped @£250K

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Scheme Typology: **Higher Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|------|-----------------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 9.8 | @ | 325,000 | 3,168,750 |
| 3 bed House | 19.5 | @ | 415,000 | 8,092,500 |
| 4 bed House | 9.8 | @ | 525,000 | 5,118,750 |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 4.9 | @ | 185,000 | 901,875 |
| 2 bed Flat | 4.9 | @ | 265,000 | 1,291,875 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 48.8 | | | 18,573,750 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 3.2 | @ | 178,750 | 563,063 |
| 3 bed House | 6.3 | @ | 228,250 | 1,437,975 |
| 4 bed House | 3.2 | @ | 288,750 | 909,563 |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 1.6 | @ | 101,750 | 160,256 |
| 2 bed Flat | 1.6 | @ | 145,750 | 229,556 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 15.8 | | | 3,300,413 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.5 | @ | 146,250 | 76,781 |
| 3 bed House | 1.1 | @ | 186,750 | 196,088 |
| 4 bed House | 0.5 | @ | 236,250 | 124,031 |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 0.3 | @ | 83,250 | 21,853 |
| 2 bed Flat | 0.3 | @ | 119,250 | 31,303 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 2.6 | | | 450,056 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 1.3 | @ | 227,500 | 298,594 |
| 3 bed House | 2.6 | @ | 250,000 | 656,250 |
| 4 bed House | 1.3 | @ | 250,000 | 328,125 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.7 | @ | 129,500 | 84,984 |
| 2 bed Flat | 0.7 | @ | 185,500 | 121,734 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 6.6 | | | 1,489,688 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.3 | @ | 243,750 | 63,984 |
| 3 bed House | 0.5 | @ | 311,250 | 163,406 |
| 4 bed House | 0.3 | @ | 393,750 | 103,359 |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.1 | @ | 138,750 | 18,211 |
| 2 bed Flat | 0.1 | @ | 198,750 | 26,086 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 1.3 | 26.3 | | 375,047 |
| Sub-total GDV Residential | | | | |
| | 75 | | | 24,188,953 |
| AH on-site cost analysis: | | | | |
| | 636 | £ psm (total GIA sqm) | £MV (no AH) less £GDV (inc. AH) | 4,386,047 |
| | | | 58,481 £ per unit (total units) | |
| Grant | | | | |
| | 26 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 24,188,953 |

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Scheme Typology: **Higher Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|----------------|------------------|---------------------|----------------------------------|---------------------------------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (26,309) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (80,000) |
| CIL (Mrkt only + garages) | | | | | | (432,797) |
| | | 4,788 sqm | | 90.39 £ psm | | |
| CIL analysis: | | 1.79% % of GDV | | 5,771 £ per unit (total units) | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 75 units @ | | 4,300 per unit | | (322,500) |
| S106 analysis: | | 172,000 £ per ha | 1.33% % of GDV | 4,300 £ per unit (total units) | | (322,500) |
| AH Commuted Sum | | | | | | - |
| Comm. Sum analysis: | | | 6,894 sqm (total) | 0 £ psm | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | (231,656) |
| | | 1.88 ha @ | | 123,550 £ per ha (if brownfield) | | |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 75 units @ | | 0 per unit | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | - sqm @ | | 1,423 psm | | - |
| 2 bed House | | 1,185 sqm @ | | 1,423 psm | | (1,686,255) |
| 3 bed House | | 2,850 sqm @ | | 1,423 psm | | (4,055,550) |
| 4 bed House | | 1,800 sqm @ | | 1,423 psm | | (2,561,400) |
| 5 bed House | | - sqm @ | | 1,423 psm | | - |
| 1 bed Flat | | 441 sqm @ | | 1,638 psm | | (722,647) |
| 2 bed Flat | | 618 sqm @ | | 1,638 psm | | (1,011,706) |
| 3 bed Flat | | 6,894 sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | 20 | 50% units @ | | 18 sqm @ | 600 psm | (105,300) |
| Garages for 4B House (Mrkt only) | 10 | 75% units @ | | 18 sqm @ | 600 psm | (78,975) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | | 18 sqm @ | 600 psm | - |
| | | 307 | | | | |
| External works | | | | | | (1,533,275) |
| Ext. Works analysis: | | | 10,221,833 @ | 15.0% | 20,444 £ per unit (total units) | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (21,525) |
| | | 75 units @ | | 287 £ per unit | | |
| M4(2) Category 2 Housing | Aff units | 26 units @ | 90% @ | 521 £ per unit | | (12,309) |
| M4(2) Category 2 Housing | OMS units | 49 units @ | 90% @ | 521 £ per unit | | (22,859) |
| M4(3) Category 3 Housing | Aff units | 26 units @ | 10% @ | 10,111 £ per unit | | (26,541) |
| M4(3) Category 3 Housing | OMS units | 49 units @ | 10% @ | 10,111 £ per unit | | (49,291) |
| Net Zero Cost | | | | | | (750,000) |
| | | 75 units @ | | 10,000 £ per unit | | |
| Urban Greening | No. of storeys | 2.4 equals | 2,872 sqm footprint | 100 £ sqm | | (287,243) |
| EV Charging Points - Houses | | 60 units @ | | 1,000 £ per unit | | (60,000) |
| EV Charging Points - Flats | | 15 units @ | 4 flats per charger | 2,500 £ per 4 units | | (9,375) |
| | | 2 units @ | | 0 £ per unit | | - |
| Sub-total | | | | | | (1,239,143) |
| Policy Costs analysis: (design costs only) | | | | 16,522 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | (661,295) |
| | | 13,225,907 @ | | 5.0% | | |

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Scheme Typology: **Higher Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|-------------------|---------------------------|-------------------------------------|---------------------|
| Professional Fees | 13,225,907 @ | 6.5% | | (859,684) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 18,573,750 OMS @ | 3.00% | 7,430 £ per unit | (557,213) |
| Residential Sales Agent Costs | 18,573,750 OMS @ | 1.00% | 2,477 £ per unit | (185,738) |
| Residential Sales Legal Costs | 18,573,750 OMS @ | 0.35% | 867 £ per unit | (65,008) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 10,639 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (50,891) |
| Developers Profit - | | | | |
| Profit on OMS | 18,573,750 | 20.00% | | (3,714,750) |
| Margin on AH | 5,615,203 | 6.00% on AH values | | (336,912) |
| Profit analysis: | 24,188,953 | 16.75% blended GDV | (4,051,662) | |
| | 16,457,341 | 24.62% on costs | (4,051,662) | |
| TOTAL COSTS | | | | (20,509,003) |

| | | | | |
|----------------------------------|--------------------------|-----------------------------------|-----------------------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | 3,679,950 |
| SDLT | 3,679,950 @ | HMRC formula | | (173,497) |
| Acquisition Agent fees | 3,679,950 @ | 1.0% | | (36,799) |
| Acquisition Legal fees | 3,679,950 @ | 0.5% | | (18,400) |
| Interest on Land | 3,679,950 @ | 8.00% | | (294,396) |
| Residual Land Value | | | | 3,156,857 |
| RLV analysis: | 42,091 £ per plot | 1,683,657 £ per ha (net) | 681,367 £ per acre (net) | |
| | | 1,683,657 £ per ha (gross) | 681,367 £ per acre (gross) | |
| | | | 13.05% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|-----------------------------------|-------------------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 40.0 dph (net) | | | |
| Site Area (net) | 1.88 ha (net) | | 4.63 acres (net) | |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 1.88 ha (gross) | | 4.63 acres (gross) | |
| Density analysis: | 3,677 sqm/ha (net) | 16,016 sqft/ac (net) | | |
| | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 113,048 £ per plot | 4,521,930 £ per ha (net) | 1,830,000 £ per acre (net) | 8,478,619 |
| BLV analysis: | | 4,521,930 £ per ha (gross) | 1,830,000 £ per acre (gross) | |

| | | | | |
|-------------------|--|-----------------------------------|-------------------------------------|--------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (2,838,273) £ per ha (net) | (1,148,633) £ per acre (net) | (5,321,762) |

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Scheme Typology: **Higher Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

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 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | (1,148,633) | | | | | | | |
| | 0.00 | (784,133) | (841,020) | (897,908) | (954,796) | (1,011,683) | (1,068,571) | (1,125,459) |
| | 10.00 | (796,397) | (852,603) | (908,809) | (965,016) | (1,021,222) | (1,077,429) | (1,133,635) |
| | 20.00 | (808,661) | (864,186) | (919,711) | (975,236) | (1,030,761) | (1,086,286) | (1,141,811) |
| | 30.00 | (820,925) | (875,769) | (930,612) | (985,456) | (1,040,300) | (1,095,143) | (1,149,987) |
| | 40.00 | (833,189) | (887,352) | (941,514) | (995,676) | (1,049,838) | (1,104,001) | (1,158,163) |
| | 50.00 | (845,453) | (898,934) | (952,415) | (1,005,896) | (1,059,377) | (1,112,858) | (1,166,339) |
| | 60.00 | (857,717) | (910,517) | (963,317) | (1,016,116) | (1,068,916) | (1,121,716) | (1,174,515) |
| | 70.00 | (869,982) | (922,100) | (974,218) | (1,026,336) | (1,078,455) | (1,130,573) | (1,182,691) |
| | 80.00 | (882,246) | (933,683) | (985,120) | (1,036,557) | (1,087,994) | (1,139,430) | (1,190,867) |
| | 90.00 | (894,510) | (945,265) | (996,021) | (1,046,777) | (1,097,532) | (1,148,288) | (1,199,044) |
| | 100.00 | (906,774) | (956,848) | (1,006,922) | (1,056,997) | (1,107,071) | (1,157,145) | (1,207,220) |
| | 110.00 | (919,038) | (968,431) | (1,017,824) | (1,067,217) | (1,116,610) | (1,166,003) | (1,215,396) |
| | 120.00 | (931,302) | (980,014) | (1,028,725) | (1,077,437) | (1,126,149) | (1,176,860) | (1,223,572) |
| | 130.00 | (943,566) | (991,597) | (1,039,627) | (1,087,657) | (1,135,687) | (1,183,718) | (1,231,748) |
| | 140.00 | (955,830) | (1,003,179) | (1,050,528) | (1,097,877) | (1,145,226) | (1,192,575) | (1,239,924) |
| | 150.00 | (968,095) | (1,014,762) | (1,061,430) | (1,108,097) | (1,154,765) | (1,201,432) | (1,248,100) |
| | 160.00 | (980,359) | (1,026,345) | (1,072,331) | (1,118,317) | (1,164,304) | (1,210,290) | (1,256,276) |
| | 170.00 | (992,623) | (1,037,928) | (1,083,233) | (1,128,537) | (1,173,842) | (1,219,147) | (1,264,452) |
| | 180.00 | (1,004,887) | (1,049,510) | (1,094,134) | (1,138,758) | (1,183,381) | (1,228,005) | (1,272,628) |
| 190.00 | (1,017,151) | (1,061,093) | (1,105,035) | (1,148,978) | (1,192,920) | (1,236,862) | (1,280,804) | |
| 200.00 | (1,029,415) | (1,072,676) | (1,115,937) | (1,159,198) | (1,202,459) | (1,245,720) | (1,288,980) | |
| 210.00 | (1,041,679) | (1,084,259) | (1,126,838) | (1,169,418) | (1,211,997) | (1,254,577) | (1,297,156) | |
| 220.00 | (1,053,943) | (1,095,842) | (1,137,740) | (1,179,638) | (1,221,536) | (1,263,434) | (1,305,333) | |
| 230.00 | (1,066,208) | (1,107,424) | (1,148,641) | (1,189,858) | (1,231,075) | (1,272,292) | (1,313,509) | |
| 240.00 | (1,078,472) | (1,119,007) | (1,159,543) | (1,200,078) | (1,240,614) | (1,281,149) | (1,321,685) | |
| 250.00 | (1,090,736) | (1,130,590) | (1,170,444) | (1,210,298) | (1,250,152) | (1,290,007) | (1,329,861) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | (1,148,633) | | | | | | | |
| | 1,000 | (849,204) | (899,933) | (950,662) | (1,001,391) | (1,052,120) | (1,102,849) | (1,153,578) |
| | 2,000 | (863,078) | (913,807) | (964,536) | (1,015,265) | (1,065,994) | (1,116,723) | (1,167,452) |
| | 3,000 | (876,952) | (927,681) | (978,410) | (1,029,139) | (1,079,868) | (1,130,597) | (1,181,326) |
| | 4,000 | (890,826) | (941,555) | (992,284) | (1,043,013) | (1,093,742) | (1,144,471) | (1,195,200) |
| | 5,000 | (904,700) | (955,429) | (1,006,158) | (1,056,887) | (1,107,616) | (1,158,345) | (1,209,074) |
| | 6,000 | (918,574) | (969,303) | (1,020,032) | (1,070,761) | (1,121,490) | (1,172,219) | (1,222,948) |
| | 7,000 | (932,448) | (983,177) | (1,033,906) | (1,084,635) | (1,135,364) | (1,186,093) | (1,236,822) |
| | 8,000 | (946,322) | (997,051) | (1,047,780) | (1,098,509) | (1,149,238) | (1,199,967) | (1,250,696) |
| | 9,000 | (960,196) | (1,010,925) | (1,061,654) | (1,112,383) | (1,163,112) | (1,213,842) | (1,264,571) |
| | 10,000 | (974,070) | (1,024,799) | (1,075,528) | (1,126,258) | (1,176,987) | (1,227,716) | (1,278,445) |
| | 11,000 | (987,944) | (1,038,674) | (1,089,403) | (1,140,132) | (1,190,861) | (1,241,590) | (1,292,319) |
| | 12,000 | (1,001,819) | (1,052,548) | (1,103,277) | (1,154,006) | (1,204,735) | (1,255,464) | (1,306,193) |
| | 13,000 | (1,015,693) | (1,066,422) | (1,117,151) | (1,167,880) | (1,218,609) | (1,269,338) | (1,320,067) |
| | 14,000 | (1,029,567) | (1,080,296) | (1,131,025) | (1,181,754) | (1,232,483) | (1,283,212) | (1,333,941) |
| 15,000 | (1,043,441) | (1,094,170) | (1,144,899) | (1,195,628) | (1,246,357) | (1,297,086) | (1,347,815) | |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | (657,692) | (721,604) | (785,516) | (849,428) | (913,341) | (977,253) | (1,041,165) |
| | 16.0% | (705,151) | (766,427) | (827,702) | (888,978) | (950,253) | (1,011,529) | (1,072,804) |
| | 17.0% | (752,610) | (811,249) | (869,888) | (928,527) | (987,166) | (1,045,805) | (1,104,444) |
| | 18.0% | (800,070) | (856,072) | (912,074) | (968,076) | (1,024,079) | (1,080,081) | (1,136,083) |
| | 19.0% | (847,529) | (900,895) | (954,260) | (1,007,626) | (1,060,992) | (1,114,357) | (1,167,723) |
| | 20.0% | (894,988) | (945,717) | (996,446) | (1,047,175) | (1,097,904) | (1,148,633) | (1,199,362) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 1,830,000 | 400,000 | 535,012 | 484,283 | 433,554 | 382,825 | 332,096 | 281,367 | 230,638 |
| | 500,000 | 435,012 | 384,283 | 333,554 | 282,825 | 232,096 | 181,367 | 130,638 |
| | 600,000 | 335,012 | 284,283 | 233,554 | 182,825 | 132,096 | 81,367 | 30,638 |
| | 700,000 | 235,012 | 184,283 | 133,554 | 82,825 | 32,096 | (18,633) | (69,362) |
| | 800,000 | 135,012 | 84,283 | 33,554 | (17,175) | (67,904) | (118,633) | (169,362) |
| | 900,000 | 35,012 | (15,717) | (66,446) | (117,175) | (167,904) | (218,633) | (269,362) |
| | 1,000,000 | (64,988) | (115,717) | (166,446) | (217,175) | (267,904) | (318,633) | (369,362) |
| | 1,100,000 | (164,988) | (215,717) | (266,446) | (317,175) | (367,904) | (418,633) | (469,362) |
| | 1,200,000 | (264,988) | (315,717) | (366,446) | (417,175) | (467,904) | (518,633) | (569,362) |
| | 1,300,000 | (364,988) | (415,717) | (466,446) | (517,175) | (567,904) | (618,633) | (669,362) |
| | 1,400,000 | (464,988) | (515,717) | (566,446) | (617,175) | (667,904) | (718,633) | (769,362) |
| | 1,500,000 | (564,988) | (615,717) | (666,446) | (717,175) | (767,904) | (818,633) | (869,362) |
| | 1,600,000 | (664,988) | (715,717) | (766,446) | (817,175) | (867,904) | (918,633) | (969,362) |
| | 1,700,000 | (764,988) | (815,717) | (866,446) | (917,175) | (967,904) | (1,018,633) | (1,069,362) |
| | 1,800,000 | (864,988) | (915,717) | (966,446) | (1,017,175) | (1,067,904) | (1,118,633) | (1,169,362) |
| 1,900,000 | (964,988) | (1,015,717) | (1,066,446) | (1,117,175) | (1,167,904) | (1,218,633) | (1,269,362) | |

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Scheme Typology: **Higher Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (1,148,633) | 0 | (739,950) | (790,613) | (841,289) | (892,019) | (942,748) | (993,477) | (1,044,206) |
| Net Zero | 2,000 | (770,925) | (821,592) | (872,321) | (923,050) | (973,779) | (1,024,508) | (1,075,237) | |
| (£ per unit) | 4,000 | (801,901) | (852,623) | (903,352) | (954,081) | (1,004,810) | (1,055,539) | (1,106,268) | |
| 10,000 | 6,000 | (832,925) | (883,654) | (934,384) | (985,113) | (1,035,842) | (1,086,571) | (1,137,300) | |
| | 8,000 | (863,957) | (914,686) | (965,415) | (1,016,144) | (1,066,873) | (1,117,602) | (1,168,331) | |
| | 10,000 | (894,988) | (945,717) | (996,446) | (1,047,175) | (1,097,904) | (1,148,633) | (1,199,362) | |
| | 12,000 | (926,019) | (976,748) | (1,027,478) | (1,078,207) | (1,128,936) | (1,179,665) | (1,230,394) | |
| | 14,000 | (957,051) | (1,007,780) | (1,058,509) | (1,109,238) | (1,159,967) | (1,210,696) | (1,261,425) | |
| | 16,000 | (988,082) | (1,038,811) | (1,089,540) | (1,140,269) | (1,190,998) | (1,241,727) | (1,292,456) | |
| | 18,000 | (1,019,113) | (1,069,842) | (1,120,572) | (1,171,301) | (1,222,030) | (1,272,759) | (1,323,488) | |
| | 20,000 | (1,050,145) | (1,100,874) | (1,151,603) | (1,202,332) | (1,253,061) | (1,303,790) | (1,354,519) | |
| | 22,000 | (1,081,176) | (1,131,905) | (1,182,634) | (1,233,363) | (1,284,092) | (1,334,821) | (1,385,550) | |
| | 24,000 | (1,112,207) | (1,162,937) | (1,213,666) | (1,264,395) | (1,315,124) | (1,365,853) | (1,416,582) | |
| | 26,000 | (1,143,239) | (1,193,968) | (1,244,697) | (1,295,426) | (1,346,155) | (1,396,884) | (1,447,613) | |
| | 28,000 | (1,174,270) | (1,224,999) | (1,275,728) | (1,326,457) | (1,377,186) | (1,427,915) | (1,478,761) | |
| | 30,000 | (1,205,301) | (1,256,031) | (1,306,760) | (1,357,489) | (1,408,218) | (1,458,986) | (1,509,860) | |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (1,148,633) | 70% | (179,716) | (230,379) | (281,042) | (331,705) | (382,368) | (433,032) | (483,695) |
| | | 75% | (298,901) | (349,564) | (400,227) | (450,890) | (501,554) | (552,217) | (602,880) |
| Build Cost | 80% | (418,086) | (468,749) | (519,412) | (570,076) | (620,739) | (671,402) | (722,065) | |
| 100% | 85% | (537,271) | (587,934) | (638,598) | (689,261) | (739,924) | (790,587) | (841,251) | |
| (105% = 5% increase) | 90% | (656,456) | (707,120) | (757,783) | (808,446) | (859,109) | (909,833) | (960,562) | |
| | 95% | (775,642) | (826,317) | (877,046) | (927,775) | (978,504) | (1,029,233) | (1,079,962) | |
| | 100% | (894,988) | (945,717) | (996,446) | (1,047,175) | (1,097,904) | (1,148,633) | (1,199,362) | |
| | 105% | (1,014,388) | (1,065,117) | (1,115,846) | (1,166,575) | (1,217,305) | (1,268,034) | (1,318,763) | |
| | 110% | (1,133,789) | (1,184,518) | (1,235,247) | (1,285,976) | (1,336,705) | (1,387,434) | (1,438,192) | |
| | 115% | (1,253,189) | (1,303,918) | (1,354,647) | (1,405,376) | (1,456,105) | (1,506,977) | (1,557,851) | |
| | 120% | (1,372,589) | (1,423,318) | (1,474,047) | (1,524,888) | (1,575,762) | (1,626,636) | (1,677,510) | |
| | 125% | (1,491,989) | (1,542,800) | (1,593,674) | (1,644,548) | (1,695,421) | (1,746,295) | (1,797,176) | |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (1,148,633) | 80% | (1,614,657) | (1,625,474) | (1,636,291) | (1,647,107) | (1,657,924) | (1,668,741) | (1,679,558) |
| | | 82% | (1,542,576) | (1,557,377) | (1,572,199) | (1,587,022) | (1,601,845) | (1,616,667) | (1,631,490) |
| Market Values | | 84% | (1,470,622) | (1,489,372) | (1,508,121) | (1,526,936) | (1,545,765) | (1,564,593) | (1,583,421) |
| 100% | | 86% | (1,398,668) | (1,421,415) | (1,444,162) | (1,466,908) | (1,489,685) | (1,512,519) | (1,535,353) |
| (105% = 5% increase) | | 88% | (1,326,714) | (1,353,458) | (1,380,202) | (1,406,947) | (1,433,691) | (1,460,445) | (1,487,284) |
| | | 90% | (1,254,759) | (1,285,501) | (1,316,243) | (1,346,985) | (1,377,726) | (1,408,468) | (1,439,216) |
| | | 92% | (1,182,805) | (1,217,544) | (1,252,284) | (1,287,023) | (1,321,762) | (1,356,501) | (1,391,240) |
| | | 94% | (1,110,851) | (1,149,588) | (1,188,324) | (1,227,061) | (1,265,798) | (1,304,534) | (1,343,271) |
| | | 96% | (1,038,897) | (1,081,631) | (1,124,365) | (1,167,099) | (1,209,833) | (1,252,567) | (1,295,301) |
| | | 98% | (966,942) | (1,013,674) | (1,060,406) | (1,107,137) | (1,153,869) | (1,200,600) | (1,247,332) |
| | | 100% | (894,988) | (945,717) | (996,446) | (1,047,175) | (1,097,904) | (1,148,633) | (1,199,362) |
| | | 102% | (823,034) | (877,760) | (932,487) | (987,213) | (1,041,940) | (1,096,666) | (1,151,393) |
| | | 104% | (751,117) | (809,804) | (868,528) | (927,251) | (985,975) | (1,044,699) | (1,103,423) |
| | | 106% | (679,261) | (741,900) | (804,568) | (867,290) | (930,011) | (992,732) | (1,055,454) |
| | | 108% | (607,406) | (674,037) | (740,668) | (807,328) | (874,047) | (940,765) | (1,007,484) |
| | | 110% | (535,551) | (606,174) | (676,797) | (747,420) | (818,082) | (888,799) | (959,515) |
| | | 112% | (463,696) | (538,311) | (612,926) | (687,541) | (762,156) | (836,832) | (911,545) |
| | | 114% | (391,841) | (470,447) | (549,054) | (627,661) | (706,268) | (784,875) | (863,576) |
| | | 116% | (319,985) | (402,584) | (485,183) | (567,782) | (650,381) | (732,980) | (815,606) |
| | | 118% | (248,130) | (334,721) | (421,312) | (507,903) | (594,493) | (681,084) | (767,675) |
| | | 120% | (176,275) | (266,858) | (357,440) | (448,023) | (538,606) | (629,189) | (719,772) |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-----------|-----------|-----------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (1,148,633) | 5,000 | (888,043) | (935,299) | (982,556) | (1,029,812) | (1,077,069) | (1,124,325) | (1,171,582) |
| | | 10,000 | (881,098) | (924,882) | (968,666) | (1,012,449) | (1,056,233) | (1,100,017) | (1,143,801) |
| Grant (£ per unit) | 15,000 | (874,153) | (914,464) | (954,775) | (995,086) | (1,035,398) | (1,075,709) | (1,116,020) | |
| - | 20,000 | (867,207) | (904,046) | (940,885) | (977,724) | (1,014,562) | (1,051,401) | (1,088,240) | |
| | 25,000 | (860,262) | (893,628) | (926,994) | (960,361) | (993,727) | (1,027,093) | (1,060,459) | |
| | 30,000 | (853,317) | (883,211) | (913,104) | (942,998) | (972,891) | (1,002,785) | (1,032,678) | |
| | 35,000 | (846,372) | (872,793) | (899,214) | (925,635) | (952,056) | (978,477) | (1,004,898) | |
| | 40,000 | (839,427) | (862,375) | (885,323) | (908,272) | (931,220) | (954,169) | (977,117) | |
| | 45,000 | (832,482) | (851,957) | (871,433) | (890,909) | (910,385) | (929,860) | (949,336) | |
| | 50,000 | (825,536) | (841,540) | (857,543) | (873,546) | (889,549) | (905,552) | (921,556) | |
| | 55,000 | (818,591) | (831,122) | (843,652) | (856,183) | (868,714) | (881,244) | (893,775) | |

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: **20** (see Typologies Matrix)
 Scheme Typology: **Higher Value Zone**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes: No Units: **125**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|--|--|---------------------------|------------------------------------|---|---------------------|----------------|
| Total number of units in scheme | | | | 125 Units | | | | |
| AH Policy requirement (% Target) | | | | 35% | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) | | 65% | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | | |
| | | | | 100% | | 100.0% | | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | | |
| Unit mix - | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 20.0% | 16.3 | 20.0% | 8.8 | 20% | 25.0 | | |
| 3 bed House | 40.0% | 32.5 | 40.0% | 17.5 | 40% | 50.0 | | |
| 4 bed House | 20.0% | 16.3 | 20.0% | 8.8 | 20% | 25.0 | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | 10.0% | 8.1 | 10.0% | 4.4 | 10% | 12.5 | | |
| 2 bed Flat | 10.0% | 8.1 | 10.0% | 4.4 | 10% | 12.5 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | 100.0% | 81.3 | 100.0% | 43.8 | 100% | 125.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 1,284 | 13,818 | 691 | 7,441 | 1,975 | 21,259 | | |
| 3 bed House | 3,088 | 33,234 | 1,663 | 17,895 | 4,750 | 51,129 | | |
| 4 bed House | 1,950 | 20,990 | 1,050 | 11,302 | 3,000 | 32,292 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 478 | 5,145 | 257 | 2,770 | 735 | 7,915 | | |
| 2 bed Flat | 669 | 7,202 | 360 | 3,878 | 1,029 | 11,080 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 7,468 | 80,388 | 4,021 | 43,286 | 11,490 | 123,674 | | |
| AH % by floor area: | | | 35.00% AH % by floor area (difference due to mix) | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 325,000 | 4,114 | 382 | 8,125,000 | | | | |
| 3 bed House | 415,000 | 4,368 | 406 | 20,750,000 | | | | |
| 4 bed House | 525,000 | 4,375 | 406 | 13,125,000 | | | | |
| 5 bed House | 580,000 | 4,143 | 385 | 0 | | | | |
| 1 bed Flat | 185,000 | 3,700 | 344 | 2,312,500 | | | | |
| 2 bed Flat | 265,000 | 3,786 | 352 | 3,312,500 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 47,625,000 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 178,750 | 55% | 146,250 | 45% | 227,500 | 70% | 243,750 | 75% |
| 3 bed House | 228,250 | 55% | 186,750 | 45% | 250,000 | 70% | 311,250 | 75% |
| 4 bed House | 288,750 | 55% | 236,250 | 45% | 250,000 | 70% | 393,750 | 75% |
| 5 bed House | 319,000 | 55% | 261,000 | 45% | 250,000 | 70% | 435,000 | 75% |
| 1 bed Flat | 101,750 | 55% | 83,250 | 45% | 129,500 | 70% | 138,750 | 75% |
| 2 bed Flat | 145,750 | 55% | 119,250 | 45% | 185,500 | 70% | 198,750 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | * capped @£250K | | | |

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Scheme Typology: **Higher Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 16.3 | @ | 325,000 | 5,281,250 |
| 3 bed House | 32.5 | @ | 415,000 | 13,487,500 |
| 4 bed House | 16.3 | @ | 525,000 | 8,531,250 |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 8.1 | @ | 185,000 | 1,503,125 |
| 2 bed Flat | 8.1 | @ | 265,000 | 2,153,125 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 81.3 | | | 30,956,250 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 5.3 | @ | 178,750 | 938,438 |
| 3 bed House | 10.5 | @ | 228,250 | 2,396,625 |
| 4 bed House | 5.3 | @ | 288,750 | 1,515,938 |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 2.6 | @ | 101,750 | 267,094 |
| 2 bed Flat | 2.6 | @ | 145,750 | 382,594 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 26.3 | | | 5,500,688 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.9 | @ | 146,250 | 127,969 |
| 3 bed House | 1.8 | @ | 186,750 | 326,813 |
| 4 bed House | 0.9 | @ | 236,250 | 206,719 |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 0.4 | @ | 83,250 | 36,422 |
| 2 bed Flat | 0.4 | @ | 119,250 | 52,172 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 4.4 | | | 750,094 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 2.2 | @ | 227,500 | 497,656 |
| 3 bed House | 4.4 | @ | 250,000 | 1,093,750 |
| 4 bed House | 2.2 | @ | 250,000 | 546,875 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 1.1 | @ | 129,500 | 141,641 |
| 2 bed Flat | 1.1 | @ | 185,500 | 202,891 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 10.9 | | | 2,482,813 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.4 | @ | 243,750 | 106,641 |
| 3 bed House | 0.9 | @ | 311,250 | 272,344 |
| 4 bed House | 0.4 | @ | 393,750 | 172,266 |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.2 | @ | 138,750 | 30,352 |
| 2 bed Flat | 0.2 | @ | 198,750 | 43,477 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 2.2 | 43.8 | | 625,078 |
| Sub-total GDV Residential | | | | |
| | 125 | | | 40,314,922 |
| AH on-site cost analysis: | | | | |
| | 636 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 7,310,078 |
| | | | 58,481 £ per unit (total units) | |
| Grant | | | | |
| | 44 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 40,314,922 |

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Scheme Typology: **Higher Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|----------------|--------------|---------------------|---------------------|---------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) (33,209) | | | | | | |
| Planning Application Professional Fees, Surveys and reports (100,000) | | | | | | |
| CIL (Mrkt only + garages) 7,980 sqm 90.39 £ psm (721,329) | | | | | | |
| CIL analysis: 1.79% % of GDV 5,771 £ per unit (total units) | | | | | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 125 units @ | | 4,300 per unit | | (537,500) |
| Sub-total | | | | | | (537,500) |
| S106 analysis: 172,000 £ per ha 1.33% % of GDV 4,300 £ per unit (total units) | | | | | | |
| AH Commuted Sum 11,490 sqm (total) 0 £ psm | | | | | | |
| Comm. Sum analysis: 0.00% % of GDV | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation 3.13 ha @ 123,550 £ per ha (if brownfield) (386,094) | | | | | | |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 125 units @ | | 0 per unit | | - |
| Sub-total | | | | | | - |
| Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units) | | | | | | |
| 1 bed House | | - sqm @ | | 1,260 psm | | - |
| 2 bed House | | 1,975 sqm @ | | 1,260 psm | | (2,488,500) |
| 3 bed House | | 4,750 sqm @ | | 1,260 psm | | (5,985,000) |
| 4 bed House | | 3,000 sqm @ | | 1,260 psm | | (3,780,000) |
| 5 bed House | | - sqm @ | | 1,260 psm | | - |
| 1 bed Flat | | 735 sqm @ | | 1,638 psm | | (1,204,412) |
| 2 bed Flat | | 1,029 sqm @ | | 1,638 psm | | (1,686,176) |
| 3 bed Flat | | - sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | 33 | 50% units @ | | 18 sqm @ | 600 psm | (175,500) |
| Garages for 4B House (Mrkt only) | 16 | 75% units @ | | 18 sqm @ | 600 psm | (131,625) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | | 18 sqm @ | 600 psm | - |
| | | 512 | | | | |
| External works | | 15,451,213 @ | | 15.0% | | (2,317,682) |
| Ext. Works analysis: 18,541 £ per unit (total units) | | | | | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs 125 units @ 287 £ per unit (35,875) | | | | | | |
| M4(2) Category 2 Housing | Aff units | 44 units @ | 90% @ | 521 £ per unit | | (20,514) |
| M4(2) Category 2 Housing | OMS units | 81 units @ | 90% @ | 521 £ per unit | | (38,098) |
| M4(3) Category 3 Housing | Aff units | 44 units @ | 10% @ | 10,111 £ per unit | | (44,236) |
| M4(3) Category 3 Housing | OMS units | 81 units @ | 10% @ | 10,111 £ per unit | | (82,152) |
| Net Zero Cost | | 125 units @ | | 10,000 £ per unit | | (1,250,000) |
| Urban Greening | No. of storeys | 2.4 equals | 4,787 sqm footprint | 100 £ sqm | | (478,738) |
| EV Charging Points - Houses | | 100 units @ | | 1,000 £ per unit | | (100,000) |
| EV Charging Points - Flats | | 25 units @ | 4 flats per charger | 2,500 £ per 4 units | | (15,625) |
| | | 2 units @ | | 0 £ per unit | | - |
| Sub-total | | | | | | (2,065,238) |
| Policy Costs analysis: (design costs only) 16,522 £ per unit (total units) | | | | | | |
| Contingency (on construction) 20,220,227 @ 5.0% (1,011,011) | | | | | | |

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Scheme Typology: **Higher Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|-------------------|--|---------------------------|-------------------------------------|---------------------|
| Professional Fees | 20,220,227 @ | | 6.5% | | (1,314,315) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 30,956,250 OMS @ | | 3.00% | 7,430 £ per unit | (928,688) |
| Residential Sales Agent Costs | 30,956,250 OMS @ | | 1.00% | 2,477 £ per unit | (309,563) |
| Residential Sales Legal Costs | 30,956,250 OMS @ | | 0.35% | 867 £ per unit | (108,347) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 10,693 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (70,016) |
| Developers Profit - | | | | | |
| Profit on OMS | 30,956,250 | | 20.00% | | (6,191,250) |
| Margin on AH | 9,358,672 | | 6.00% on AH values | | (561,520) |
| Profit analysis: | 40,314,922 | | 16.75% blended GDV | (6,752,770) | |
| | 25,344,203 | | 26.64% on costs | (6,752,770) | |
| TOTAL COSTS | | | | | (32,096,974) |

| | | | | | |
|----------------------------------|--------------------------|-----------------------------------|-----------------------------------|--|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 8,217,948 |
| SDLT | 8,217,948 @ | | HMRC formula | | (400,397) |
| Acquisition Agent fees | 8,217,948 @ | | 1.0% | | (82,179) |
| Acquisition Legal fees | 8,217,948 @ | | 0.5% | | (41,090) |
| Interest on Land | 8,217,948 @ | | 8.00% | | (657,436) |
| Residual Land Value | | | | | 7,036,846 |
| RLV analysis: | 56,295 £ per plot | 2,251,791 £ per ha (net) | 911,287 £ per acre (net) | | |
| | | 2,251,791 £ per ha (gross) | 911,287 £ per acre (gross) | | |
| | | | 17.45% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|--------------------|-----------------------------------|-------------------------------------|-----------------------------|-------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 3.13 ha (net) | | 7.72 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 3.13 ha (gross) | | 7.72 acres (gross) | |
| Density analysis: | | 3,677 sqm/ha (net) | | 16,016 sqft/ac (net) | |
| | | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 113,048 £ per plot | 4,521,930 £ per ha (net) | 1,830,000 £ per acre (net) | | 14,131,031 |
| BLV analysis: | | 4,521,930 £ per ha (gross) | 1,830,000 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-----------------------------------|-----------------------------------|--|--------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (2,270,139) £ per ha (net) | (918,713) £ per acre (net) | | (7,094,185) |

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Scheme Typology: **Higher Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

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)) | (918,713) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | (554,283) | (611,125) | (667,968) | (724,817) | (781,692) | (838,566) | (895,441) |
| | 10.00 | (566,545) | (622,707) | (678,868) | (735,048) | (791,240) | (847,433) | (903,626) |
| | 20.00 | (578,808) | (634,288) | (689,768) | (745,278) | (800,789) | (856,300) | (911,811) |
| | 30.00 | (591,071) | (645,870) | (700,681) | (755,509) | (810,338) | (865,167) | (919,995) |
| | 40.00 | (603,334) | (657,451) | (711,593) | (765,740) | (819,887) | (874,033) | (928,180) |
| | 50.00 | (615,596) | (669,042) | (722,506) | (775,971) | (829,436) | (882,900) | (936,365) |
| | 60.00 | (627,859) | (680,637) | (733,419) | (786,202) | (838,984) | (891,767) | (944,549) |
| | 70.00 | (640,131) | (692,232) | (744,332) | (796,433) | (848,533) | (900,634) | (952,734) |
| | 80.00 | (652,408) | (703,827) | (755,245) | (806,663) | (858,082) | (909,500) | (960,919) |
| | 90.00 | (664,685) | (715,422) | (766,158) | (816,894) | (867,631) | (918,367) | (969,103) |
| | 100.00 | (676,962) | (727,017) | (777,071) | (827,125) | (877,179) | (927,234) | (977,288) |
| | 110.00 | (689,239) | (738,611) | (787,984) | (837,356) | (886,728) | (936,100) | (985,473) |
| | 120.00 | (701,516) | (750,206) | (798,897) | (847,587) | (896,277) | (944,967) | (993,657) |
| | 130.00 | (713,793) | (761,801) | (809,810) | (857,818) | (905,826) | (953,834) | (1,001,842) |
| | 140.00 | (726,070) | (773,396) | (820,722) | (868,048) | (915,375) | (962,701) | (1,010,027) |
| | 150.00 | (738,347) | (784,991) | (831,635) | (878,279) | (924,923) | (971,567) | (1,018,211) |
| | 160.00 | (750,624) | (796,586) | (842,548) | (888,510) | (934,472) | (980,434) | (1,026,396) |
| | 170.00 | (762,901) | (808,181) | (853,461) | (898,741) | (944,021) | (989,301) | (1,034,581) |
| | 180.00 | (775,178) | (819,776) | (864,374) | (908,972) | (953,570) | (998,168) | (1,042,765) |
| | 190.00 | (787,455) | (831,371) | (875,287) | (919,203) | (963,119) | (1,007,034) | (1,050,950) |
| | 200.00 | (799,732) | (842,966) | (886,200) | (929,434) | (972,667) | (1,015,901) | (1,059,135) |
| 210.00 | (812,009) | (854,561) | (897,113) | (939,664) | (982,216) | (1,024,768) | (1,067,319) | |
| 220.00 | (824,286) | (866,156) | (908,026) | (949,895) | (991,765) | (1,033,634) | (1,075,504) | |
| 230.00 | (836,563) | (877,751) | (918,938) | (960,126) | (1,001,314) | (1,042,501) | (1,083,689) | |
| 240.00 | (848,840) | (889,346) | (929,851) | (970,357) | (1,010,862) | (1,051,368) | (1,091,887) | |
| 250.00 | (861,117) | (900,941) | (940,764) | (980,588) | (1,020,411) | (1,060,235) | (1,100,083) | |

TABLE 2

| Balance (RLV - BLV £ per acre (n)) | (918,713) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | (619,346) | (670,041) | (720,751) | (771,461) | (822,170) | (872,880) | (923,590) |
| | 2,000 | (633,220) | (683,930) | (734,640) | (785,349) | (836,059) | (886,769) | (937,479) |
| | 3,000 | (647,109) | (697,819) | (748,528) | (799,238) | (849,948) | (900,658) | (951,367) |
| | 4,000 | (660,997) | (711,707) | (762,417) | (813,127) | (863,836) | (914,546) | (965,256) |
| | 5,000 | (674,886) | (725,596) | (776,306) | (827,015) | (877,725) | (928,435) | (979,145) |
| | 6,000 | (688,775) | (739,485) | (790,194) | (840,904) | (891,614) | (942,324) | (993,033) |
| | 7,000 | (702,663) | (753,373) | (804,083) | (854,793) | (905,502) | (956,212) | (1,006,922) |
| | 8,000 | (716,552) | (767,262) | (817,972) | (868,681) | (919,391) | (970,101) | (1,020,811) |
| | 9,000 | (730,441) | (781,151) | (831,860) | (882,570) | (933,280) | (983,990) | (1,034,699) |
| | 10,000 | (744,329) | (795,039) | (845,749) | (896,459) | (947,168) | (997,878) | (1,048,588) |
| | 11,000 | (758,218) | (808,928) | (859,638) | (910,347) | (961,057) | (1,011,767) | (1,062,477) |
| | 12,000 | (772,107) | (822,817) | (873,526) | (924,236) | (974,946) | (1,025,656) | (1,076,365) |
| | 13,000 | (785,995) | (836,705) | (887,415) | (938,125) | (988,834) | (1,039,544) | (1,090,265) |
| | 14,000 | (799,884) | (850,594) | (901,304) | (952,013) | (1,002,723) | (1,053,433) | (1,104,173) |
| | 15,000 | (813,773) | (864,483) | (915,192) | (965,902) | (1,016,612) | (1,067,322) | (1,118,081) |

TABLE 3

| Balance (RLV - BLV £ per acre (n)) | (918,713) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | (427,868) | (491,761) | (555,654) | (619,546) | (683,439) | (747,332) | (811,225) |
| | 16.0% | (475,327) | (536,583) | (597,840) | (659,096) | (720,352) | (781,608) | (842,865) |
| | 17.0% | (522,786) | (581,406) | (640,026) | (698,645) | (757,265) | (815,884) | (874,504) |
| | 18.0% | (570,246) | (626,229) | (682,212) | (738,195) | (794,178) | (850,161) | (906,144) |
| | 19.0% | (617,705) | (671,051) | (724,398) | (777,744) | (831,090) | (884,437) | (937,783) |
| | 20.0% | (665,164) | (715,874) | (766,584) | (817,293) | (868,003) | (918,713) | (969,423) |

TABLE 4

| Balance (RLV - BLV £ per acre (n)) | (918,713) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 1,830,000 | 400,000 | 764,836 | 714,126 | 663,416 | 612,707 | 561,997 | 511,287 | 460,577 |
| | 500,000 | 664,836 | 614,126 | 563,416 | 512,707 | 461,997 | 411,287 | 360,577 |
| | 600,000 | 564,836 | 514,126 | 463,416 | 412,707 | 361,997 | 311,287 | 260,577 |
| | 700,000 | 464,836 | 414,126 | 363,416 | 312,707 | 261,997 | 211,287 | 160,577 |
| | 800,000 | 364,836 | 314,126 | 263,416 | 212,707 | 161,997 | 111,287 | 60,577 |
| | 900,000 | 264,836 | 214,126 | 163,416 | 112,707 | 61,997 | 11,287 | (39,423) |
| | 1,000,000 | 164,836 | 114,126 | 63,416 | 12,707 | (38,003) | (88,713) | (139,423) |
| | 1,100,000 | 64,836 | 14,126 | (36,584) | (87,293) | (138,003) | (188,713) | (239,423) |
| | 1,200,000 | (35,164) | (85,874) | (136,584) | (187,293) | (238,003) | (288,713) | (339,423) |
| | 1,300,000 | (135,164) | (185,874) | (236,584) | (287,293) | (338,003) | (388,713) | (439,423) |
| | 1,400,000 | (235,164) | (285,874) | (336,584) | (387,293) | (438,003) | (488,713) | (539,423) |
| | 1,500,000 | (335,164) | (385,874) | (436,584) | (487,293) | (538,003) | (588,713) | (639,423) |
| | 1,600,000 | (435,164) | (485,874) | (536,584) | (587,293) | (638,003) | (688,713) | (739,423) |
| | 1,700,000 | (535,164) | (585,874) | (636,584) | (687,293) | (738,003) | (788,713) | (839,423) |
| | 1,800,000 | (635,164) | (685,874) | (736,584) | (787,293) | (838,003) | (888,713) | (939,423) |
| | 1,900,000 | (735,164) | (785,874) | (836,584) | (887,293) | (938,003) | (988,713) | (1,039,423) |

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Scheme Typology: Higher Value Zone
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Brownfield
 Notes: No Units: 125

TABLE 5

| Balance (RLV - BLV £ per acre (n)) | (918,713) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 0 | (510,101) | (560,786) | (611,471) | (662,155) | (712,840) | (763,525) | (814,210) | |
| Net Zero | 2,000 | (541,106) | (591,791) | (642,476) | (693,160) | (743,845) | (794,530) | (845,215) |
| (£ per unit) | 4,000 | (572,111) | (622,796) | (673,480) | (724,165) | (774,850) | (825,535) | (876,220) |
| 10,000 | 6,000 | (603,116) | (653,801) | (704,485) | (755,169) | (805,854) | (856,539) | (907,224) |
| | 8,000 | (634,121) | (684,806) | (735,490) | (786,175) | (836,860) | (887,545) | (938,230) |
| | 10,000 | (665,126) | (715,811) | (766,495) | (817,180) | (867,865) | (918,550) | (969,235) |
| | 12,000 | (696,131) | (746,816) | (797,500) | (848,185) | (898,870) | (949,555) | (1,000,240) |
| | 14,000 | (727,136) | (777,821) | (828,505) | (879,190) | (930,875) | (981,560) | (1,031,245) |
| | 16,000 | (758,141) | (808,826) | (859,510) | (910,195) | (961,880) | (1,012,565) | (1,062,250) |
| | 18,000 | (789,146) | (840,831) | (891,515) | (942,200) | (993,885) | (1,044,570) | (1,093,255) |
| | 20,000 | (820,151) | (871,836) | (922,520) | (973,205) | (1,024,890) | (1,075,575) | (1,124,260) |
| | 22,000 | (851,156) | (902,841) | (953,525) | (1,004,210) | (1,055,895) | (1,106,580) | (1,155,265) |
| | 24,000 | (882,161) | (933,846) | (984,530) | (1,034,725) | (1,086,410) | (1,137,585) | (1,187,270) |
| | 26,000 | (913,166) | (964,851) | (1,015,535) | (1,065,840) | (1,117,525) | (1,168,590) | (1,218,275) |
| | 28,000 | (944,171) | (995,856) | (1,046,540) | (1,096,265) | (1,147,340) | (1,198,395) | (1,249,280) |
| | 30,000 | (975,176) | (1,026,861) | (1,077,555) | (1,128,060) | (1,178,875) | (1,229,890) | (1,280,285) |

TABLE 6

| Balance (RLV - BLV £ per acre (n)) | (918,713) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 70% | (17,499) | (68,179) | (118,859) | (169,539) | (220,219) | (270,899) | (321,579) | |
| 75% | (125,353) | (176,033) | (226,713) | (277,393) | (328,073) | (378,753) | (429,433) | |
| 80% | (233,207) | (283,887) | (334,567) | (385,247) | (435,927) | (486,607) | (537,287) | |
| Build Cost | 85% | (341,142) | (391,827) | (442,512) | (493,196) | (543,881) | (594,566) | (645,251) |
| 100% | 90% | (449,137) | (499,821) | (550,506) | (601,191) | (651,876) | (702,560) | (753,245) |
| (105% = 5% increase) | 95% | (557,131) | (607,816) | (658,501) | (709,185) | (759,870) | (810,555) | (861,239) |
| | 100% | (665,126) | (715,811) | (766,495) | (817,180) | (867,865) | (918,550) | (969,235) |
| | 105% | (773,121) | (823,806) | (874,490) | (925,175) | (975,860) | (1,026,545) | (1,077,230) |
| | 110% | (881,116) | (931,801) | (982,485) | (1,033,170) | (1,083,855) | (1,134,540) | (1,185,225) |
| | 115% | (989,111) | (1,039,796) | (1,090,480) | (1,141,165) | (1,191,850) | (1,242,535) | (1,293,220) |
| | 120% | (1,097,106) | (1,147,791) | (1,198,475) | (1,249,160) | (1,299,845) | (1,350,530) | (1,401,215) |
| | 125% | (1,205,101) | (1,255,786) | (1,306,470) | (1,357,155) | (1,407,840) | (1,458,525) | (1,509,210) |

TABLE 7

| Balance (RLV - BLV £ per acre (n)) | (918,713) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 80% | (1,386,077) | (1,396,783) | (1,407,490) | (1,418,196) | (1,428,903) | (1,439,609) | (1,450,316) | |
| 82% | (1,313,834) | (1,328,544) | (1,343,253) | (1,357,963) | (1,372,673) | (1,387,383) | (1,402,093) | |
| Market Values | 84% | (1,241,611) | (1,260,334) | (1,279,056) | (1,297,778) | (1,316,500) | (1,335,223) | (1,353,945) |
| 100% | 86% | (1,169,455) | (1,192,170) | (1,214,885) | (1,237,600) | (1,260,328) | (1,283,062) | (1,305,797) |
| (105% = 5% increase) | 88% | (1,097,352) | (1,124,073) | (1,150,794) | (1,177,514) | (1,204,235) | (1,230,956) | (1,257,677) |
| | 90% | (1,025,249) | (1,055,976) | (1,086,702) | (1,117,429) | (1,148,155) | (1,178,882) | (1,209,608) |
| | 92% | (953,179) | (987,888) | (1,022,611) | (1,057,343) | (1,092,075) | (1,126,807) | (1,161,540) |
| | 94% | (881,175) | (919,884) | (958,594) | (997,303) | (1,036,012) | (1,074,733) | (1,113,454) |
| | 96% | (809,172) | (851,881) | (894,590) | (937,300) | (980,009) | (1,022,718) | (1,065,428) |
| | 98% | (737,168) | (783,877) | (830,587) | (877,296) | (924,006) | (970,716) | (1,017,425) |
| | 100% | (665,164) | (715,874) | (766,584) | (817,293) | (868,003) | (918,713) | (969,423) |
| | 102% | (593,201) | (647,882) | (702,563) | (757,244) | (811,925) | (866,606) | (921,287) |
| | 104% | (521,277) | (579,953) | (638,629) | (697,306) | (755,982) | (814,658) | (873,334) |
| | 106% | (449,352) | (512,024) | (574,696) | (637,369) | (700,041) | (762,713) | (825,385) |
| | 108% | (377,428) | (444,096) | (510,764) | (577,432) | (644,100) | (710,768) | (777,436) |
| | 110% | (305,503) | (376,167) | (446,831) | (517,494) | (588,158) | (658,822) | (729,486) |
| | 112% | (233,578) | (308,238) | (382,898) | (457,557) | (532,217) | (606,876) | (681,536) |
| | 114% | (161,654) | (240,309) | (318,965) | (397,620) | (476,276) | (554,931) | (633,586) |
| | 116% | (89,729) | (172,381) | (255,032) | (337,683) | (420,334) | (502,985) | (585,637) |
| | 118% | (17,836) | (104,452) | (191,099) | (277,746) | (364,393) | (451,040) | (537,687) |
| | 120% | 54,029 | (36,576) | (127,181) | (217,809) | (308,432) | (399,054) | (489,677) |

TABLE 8

| Balance (RLV - BLV £ per acre (n)) | (918,713) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 5,000 | (658,212) | (705,446) | (752,680) | (799,914) | (847,148) | (894,382) | (941,615) | |
| 10,000 | (651,260) | (695,018) | (738,776) | (782,534) | (826,292) | (870,050) | (913,808) | |
| Grant (£ per unit) | 15,000 | (644,309) | (684,591) | (724,873) | (765,155) | (805,437) | (845,719) | (886,001) |
| - | 20,000 | (637,357) | (674,163) | (710,969) | (747,775) | (784,582) | (821,388) | (858,194) |
| | 25,000 | (630,412) | (663,740) | (697,068) | (730,396) | (763,726) | (797,057) | (830,387) |
| | 30,000 | (623,469) | (653,326) | (683,183) | (713,039) | (742,896) | (772,752) | (802,609) |
| | 35,000 | (616,527) | (642,912) | (669,297) | (695,682) | (722,067) | (748,453) | (774,838) |
| | 40,000 | (609,584) | (632,498) | (655,412) | (678,325) | (701,239) | (724,153) | (747,067) |
| | 45,000 | (602,641) | (622,084) | (641,526) | (660,969) | (680,411) | (699,854) | (719,296) |
| | 50,000 | (595,699) | (611,670) | (627,641) | (643,612) | (659,583) | (675,554) | (691,525) |
| | 55,000 | (588,756) | (601,256) | (613,755) | (626,255) | (638,755) | (651,254) | (663,754) |

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

240306_BCC Appraisal_HVBF_v0.2

Appraisal Ref: **21** (see Typologies Matrix)
 Scheme Typology: **Higher Value Zone**
 Site Typology: **Higher Value** Location / Value Zone: **Greenfield/Brownfield: Brownfield**
 Notes: No Units: **200**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | | |
|--|--|---|------------|---|--------------------|-----------------------------|---------------|--------------|---------|
| Total number of units in scheme | | | | 200 Units | | | | | |
| AH Policy requirement (% Target) | | | | 35% | | | | | |
| Open Market Sale (OMS) housing | | | | 65% | | | | | |
| AH tenure split % | | | | 70.0% % Rented | | | | | |
| Open Market Sale (OMS) | | | | 65% | | | | | |
| Affordable Rent: | | | | 60.0% | | | | | |
| Social Rent: | | | | 10.0% | | | | | |
| First Homes: | | | | 25.0% | | | | | |
| Other Intermediate (LCHO/Sub-Market etc.): | | | | 5.0% | | | | | |
| | | | | 10.5% % of total (>10% First Homes PPG 023) | | | | | |
| | | | | 100.0% 100.0% | | | | | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | | | |
| Unit mix - | | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | | 20.0% | 26.0 | 20.0% | 14.0 | 20% | 40.0 | | |
| 3 bed House | | 40.0% | 52.0 | 40.0% | 28.0 | 40% | 80.0 | | |
| 4 bed House | | 20.0% | 26.0 | 20.0% | 14.0 | 20% | 40.0 | | |
| 5 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | | 10.0% | 13.0 | 10.0% | 7.0 | 10% | 20.0 | | |
| 2 bed Flat | | 10.0% | 13.0 | 10.0% | 7.0 | 10% | 20.0 | | |
| 3 bed Flat | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | | 100.0% | 130.0 | 100.0% | 70.0 | 100% | 200.0 | | |
| OMS Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | | 62.0 | 667 | % | | 62.0 | 667 | | |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| AH Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | | 62.0 | 667 | % | | 62.0 | 667 | | |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | | |
| 1 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | | 2,054 | 22,109 | 1,106 | 11,905 | 3,160 | 34,014 | | |
| 3 bed House | | 4,940 | 53,174 | 2,660 | 28,632 | 7,600 | 81,806 | | |
| 4 bed House | | 3,120 | 33,583 | 1,680 | 18,083 | 4,800 | 51,667 | | |
| 5 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | | 765 | 8,231 | 412 | 4,432 | 1,176 | 12,663 | | |
| 2 bed Flat | | 1,071 | 11,524 | 576 | 6,205 | 1,647 | 17,729 | | |
| 3 bed Flat | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | | 11,949 | 128,621 | 6,434 | 69,258 | 18,384 | 197,879 | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | | 325,000 | 4,114 | 382 | 13,000,000 | | | | |
| 3 bed House | | 415,000 | 4,368 | 406 | 33,200,000 | | | | |
| 4 bed House | | 525,000 | 4,375 | 406 | 21,000,000 | | | | |
| 5 bed House | | 580,000 | 4,143 | 385 | 0 | | | | |
| 1 bed Flat | | 185,000 | 3,700 | 344 | 3,700,000 | | | | |
| 2 bed Flat | | 265,000 | 3,786 | 352 | 5,300,000 | | | | |
| 3 bed Flat | | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | | 76,200,000 | | | | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | | 178,750 | 55% | 146,250 | 45% | 227,500 | 70% | 243,750 | 75% |
| 3 bed House | | 228,250 | 55% | 186,750 | 45% | 250,000 | 70% | 311,250 | 75% |
| 4 bed House | | 288,750 | 55% | 236,250 | 45% | 250,000 | 70% | 393,750 | 75% |
| 5 bed House | | 319,000 | 55% | 261,000 | 45% | 250,000 | 70% | 435,000 | 75% |
| 1 bed Flat | | 101,750 | 55% | 83,250 | 45% | 129,500 | 70% | 138,750 | 75% |
| 2 bed Flat | | 145,750 | 55% | 119,250 | 45% | 185,500 | 70% | 198,750 | 75% |
| 3 bed Flat | | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| * capped @£250K | | | | | | | | | |

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Scheme Typology: **Higher Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------------------------------|------------|--|-------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 26.0 | @ | 325,000 | 8,450,000 |
| 3 bed House | 52.0 | @ | 415,000 | 21,580,000 |
| 4 bed House | 26.0 | @ | 525,000 | 13,650,000 |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 13.0 | @ | 185,000 | 2,405,000 |
| 2 bed Flat | 13.0 | @ | 265,000 | 3,445,000 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 130.0 | | | 49,530,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 8.4 | @ | 178,750 | 1,501,500 |
| 3 bed House | 16.8 | @ | 228,250 | 3,834,600 |
| 4 bed House | 8.4 | @ | 288,750 | 2,425,500 |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 4.2 | @ | 101,750 | 427,350 |
| 2 bed Flat | 4.2 | @ | 145,750 | 612,150 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 42.0 | | | 8,801,100 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 1.4 | @ | 146,250 | 204,750 |
| 3 bed House | 2.8 | @ | 186,750 | 522,900 |
| 4 bed House | 1.4 | @ | 236,250 | 330,750 |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 0.7 | @ | 83,250 | 58,275 |
| 2 bed Flat | 0.7 | @ | 119,250 | 83,475 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 7.0 | | | 1,200,150 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 3.5 | @ | 227,500 | 796,250 |
| 3 bed House | 7.0 | @ | 250,000 | 1,750,000 |
| 4 bed House | 3.5 | @ | 250,000 | 875,000 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 1.8 | @ | 129,500 | 226,625 |
| 2 bed Flat | 1.8 | @ | 185,500 | 324,625 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 17.5 | | | 3,972,500 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.7 | @ | 243,750 | 170,625 |
| 3 bed House | 1.4 | @ | 311,250 | 435,750 |
| 4 bed House | 0.7 | @ | 393,750 | 275,625 |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.4 | @ | 138,750 | 48,563 |
| 2 bed Flat | 0.4 | @ | 198,750 | 69,563 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 3.5 | 70.0 | | 1,000,125 |
| Sub-total GDV Residential | | | | |
| | 200 | | | 64,503,875 |
| AH on-site cost analysis: | | | | |
| | 636 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 11,696,125 |
| | | | 58,481 £ per unit (total units) | |
| Grant | | | | |
| | 70 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 64,503,875 |

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Scheme Typology: **Higher Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | |
|---|--------------|---------------------|----------------------------------|---------------------------------|-------------|
| Initial Payments - | | | | | |
| Statutory Planning Fees (Residential) | | | | | (43,559) |
| Planning Application Professional Fees, Surveys and reports | | | | | (130,000) |
| CIL (Mrkt only + garages) | | | | | (1,154,126) |
| CIL analysis: | | 12,768 sqm | 90.39 £ psm | | |
| | | 1.79% % of GDV | 5,771 £ per unit (total units) | | |
| Site Specific S106 Contributions | | | | | |
| Year 1 | | | 0 | | - |
| Year 2 | | | 0 | | - |
| Year 3 | | | 0 | | - |
| Year 4 | | | 0 | | - |
| Year 5 | | | 0 | | - |
| Year 6 | | | 0 | | - |
| Year 7 | | | 0 | | - |
| Year 8 | | | 0 | | - |
| Year 9 | | | 0 | | - |
| Year 10 | | | 0 | | - |
| Year 11 | | | 0 | | - |
| Year 12 | | | 0 | | - |
| Year 13 | | | 0 | | - |
| Year 14 | | | 0 | | - |
| Year 15 | | | 0 | | - |
| Years 1-15 | | 200 units @ | 4,300 per unit | | (860,000) |
| Sub-total | | | | | (860,000) |
| S106 analysis: | | 172,000 £ per ha | 1.33% % of GDV | 4,300 £ per unit (total units) | |
| AH Commuted Sum | | | | | |
| Comm. Sum analysis: | | 18,384 sqm (total) | 0 £ psm | | |
| Construction Costs - | | | | | |
| Site Clearance, Demolition & Remediation | | | | | |
| | | 5.00 ha @ | 123,550 £ per ha (if brownfield) | (617,750) | |
| Site Infrastructure costs - | | | | | |
| Year 1 | | | 0 | | - |
| Year 2 | | | 0 | | - |
| Year 3 | | | 0 | | - |
| Year 4 | | | 0 | | - |
| Year 5 | | | 0 | | - |
| Year 6 | | | 0 | | - |
| Year 7 | | | 0 | | - |
| Year 8 | | | 0 | | - |
| Year 9 | | | 0 | | - |
| Year 10 | | | 0 | | - |
| Year 11 | | | 0 | | - |
| Year 12 | | | 0 | | - |
| Year 13 | | | 0 | | - |
| Year 14 | | | 0 | | - |
| Year 15 | | | 0 | | - |
| Years 1-15 | | 200 units @ | 0 per unit | | - |
| Sub-total | | | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | |
| 1 bed House | | | | | |
| | | - sqm @ | 1,260 psm | | |
| 2 bed House | | | | | |
| | | 3,160 sqm @ | 1,260 psm | (3,981,600) | |
| 3 bed House | | | | | |
| | | 7,600 sqm @ | 1,260 psm | (9,576,000) | |
| 4 bed House | | | | | |
| | | 4,800 sqm @ | 1,260 psm | (6,048,000) | |
| 5 bed House | | | | | |
| | | - sqm @ | 1,260 psm | | |
| 1 bed Flat | | | | | |
| | | 1,176 sqm @ | 1,638 psm | (1,927,059) | |
| 2 bed Flat | | | | | |
| | | 1,647 sqm @ | 1,638 psm | (2,697,882) | |
| 3 bed Flat | | | | | |
| | | - sqm @ | 1,638 psm | | |
| | | 18,384 | | | |
| Garages for 3B House (Mrkt only) | | | | | |
| 52 | 50% units @ | | 18 sqm @ | 600 psm | (280,800) |
| Garages for 4B House (Mrkt only) | | | | | |
| 26 | 75% units @ | | 18 sqm @ | 600 psm | (210,600) |
| Garages for 5B House (Mrkt only) | | | | | |
| - | 120% units @ | | 18 sqm @ | 600 psm | - |
| | | 819 | | | |
| External works | | | | | |
| Ext. Works analysis: | | 24,721,941 @ | 15.0% | 18,541 £ per unit (total units) | (3,708,291) |
| Policy Costs on design - | | | | | |
| Net Biodiversity costs | | | | | |
| | | 200 units @ | 287 £ per unit | (57,400) | |
| M4(2) Category 2 Housing | | | | | |
| Aff units | 70 units @ | 90% @ | 521 £ per unit | (32,823) | |
| M4(2) Category 2 Housing | | | | | |
| OMS units | 130 units @ | 90% @ | 521 £ per unit | (60,957) | |
| M4(3) Category 3 Housing | | | | | |
| Aff units | 70 units @ | 10% @ | 10,111 £ per unit | (70,777) | |
| M4(3) Category 3 Housing | | | | | |
| OMS units | 130 units @ | 10% @ | 10,111 £ per unit | (131,443) | |
| Net Zero Cost | | | | | |
| | | 200 units @ | 10,000 £ per unit | (2,000,000) | |
| Urban Greening | | | | | |
| No. of storeys | 2.4 equals | 7,660 sqm footprint | 100 £ sqm | (765,980) | |
| EV Charging Points - Houses | | | | | |
| | | 160 units @ | 1,000 £ per unit | (160,000) | |
| EV Charging Points - Flats | | | | | |
| | | 40 units @ | 4 flats per charger | 2,500 £ per 4 units | (25,000) |
| | | 2 units @ | 0 £ per unit | | |
| Sub-total | | | | | (3,304,380) |
| Policy Costs analysis: (design costs only) | | | 16,522 £ per unit (total units) | | |
| Contingency (on construction) | | | | | |
| | | 32,352,363 @ | 5.0% | (1,617,618) | |

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Scheme Typology: **Higher Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|------------------|--------------------|-------------------------------------|---------------------|
| Professional Fees | 32,352,363 @ | 6.5% | | (2,102,904) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 49,530,000 OMS @ | 3.00% | 7,430 £ per unit | (1,485,900) |
| Residential Sales Agent Costs | 49,530,000 OMS @ | 1.00% | 2,477 £ per unit | (495,300) |
| Residential Sales Legal Costs | 49,530,000 OMS @ | 0.35% | 867 £ per unit | (173,355) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 10,723 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (59,434) |
| Developers Profit - | | | | |
| Profit on OMS | 49,530,000 | 20.00% | | (9,906,000) |
| Margin on AH | 14,973,875 | 6.00% on AH values | | (898,433) |
| Profit analysis: | 64,503,875 | 16.75% blended GDV | (10,804,433) | |
| | 40,464,559 | 26.70% on costs | (10,804,433) | |
| TOTAL COSTS | | | | (51,268,991) |

| | | | | |
|----------------------------------|-------------------|----------------------------|----------------------------|-------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | 13,234,884 |
| SDLT | 13,234,884 @ | HMRC formula | | (651,244) |
| Acquisition Agent fees | 13,234,884 @ | 1.0% | | (132,349) |
| Acquisition Legal fees | 13,234,884 @ | 0.5% | | (66,174) |
| Interest on Land | 13,234,884 @ | 8.00% | | (1,058,791) |
| Residual Land Value | | | | 11,326,326 |
| RLV analysis: | 56,632 £ per plot | 2,265,265 £ per ha (net) | 916,740 £ per acre (net) | |
| | | 2,265,265 £ per ha (gross) | 916,740 £ per acre (gross) | |
| | | | 17.56% % RLV / GDV | |

| | | | | |
|-----------------------------------|--------------------|----------------------------|------------------------------|------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 40.0 dph (net) | | | |
| Site Area (net) | 5.00 ha (net) | | 12.36 acres (net) | |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 5.00 ha (gross) | | 12.36 acres (gross) | |
| Density analysis: | 3,677 sqm/ha (net) | 16,016 sqft/ac (net) | | |
| | 40 dph (gross) | | | |
| Benchmark Land Value (net) | 113,048 £ per plot | 4,521,930 £ per ha (net) | 1,830,000 £ per acre (net) | 22,609,650 |
| BLV analysis: | | 4,521,930 £ per ha (gross) | 1,830,000 £ per acre (gross) | |

| | | | |
|-------------------|----------------------------|----------------------------|--------------|
| BALANCE | | | |
| Surplus/(Deficit) | (2,256,665) £ per ha (net) | (913,260) £ per acre (net) | (11,283,324) |

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Scheme Typology: **Higher Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-------------|-------------|-------------|-------------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | (913,260) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm | 90.39 | 0.00 | (548,841) | (605,749) | (662,656) | (719,564) | (776,472) | (833,380) | (890,288) |
| | 10.00 | (561,077) | (617,305) | (673,533) | (729,761) | (785,989) | (842,218) | (898,446) | |
| | 20.00 | (573,313) | (628,861) | (684,410) | (739,958) | (795,506) | (851,055) | (906,603) | |
| | 30.00 | (585,549) | (640,417) | (695,286) | (750,155) | (805,023) | (859,892) | (914,761) | |
| | 40.00 | (597,785) | (651,974) | (706,163) | (760,351) | (814,540) | (868,729) | (922,918) | |
| | 50.00 | (610,021) | (663,530) | (717,039) | (770,548) | (824,057) | (877,566) | (931,075) | |
| | 60.00 | (622,257) | (675,086) | (727,916) | (780,745) | (833,574) | (886,404) | (939,233) | |
| | 70.00 | (634,493) | (686,643) | (738,792) | (790,942) | (843,091) | (895,241) | (947,390) | |
| | 80.00 | (646,729) | (698,199) | (749,669) | (801,139) | (852,608) | (904,078) | (955,548) | |
| | 90.00 | (658,966) | (709,755) | (760,545) | (811,335) | (862,125) | (912,915) | (963,705) | |
| | 100.00 | (671,202) | (721,312) | (771,422) | (821,532) | (871,642) | (921,752) | (971,862) | |
| | 110.00 | (683,438) | (732,868) | (782,298) | (831,729) | (881,159) | (930,590) | (980,020) | |
| | 120.00 | (695,674) | (744,424) | (793,175) | (841,926) | (890,676) | (939,427) | (988,177) | |
| | 130.00 | (707,910) | (755,981) | (804,052) | (852,122) | (900,193) | (948,264) | (996,335) | |
| | 140.00 | (720,146) | (767,537) | (814,928) | (862,319) | (909,710) | (957,101) | (1,004,492) | |
| | 150.00 | (732,382) | (779,093) | (825,805) | (872,516) | (919,227) | (965,938) | (1,012,649) | |
| | 160.00 | (744,618) | (790,650) | (836,681) | (882,713) | (928,744) | (974,775) | (1,020,807) | |
| | 170.00 | (756,855) | (802,206) | (847,558) | (892,909) | (938,261) | (983,613) | (1,028,964) | |
| | 180.00 | (769,091) | (813,762) | (858,434) | (903,106) | (947,778) | (992,450) | (1,037,122) | |
| | 190.00 | (781,327) | (825,319) | (869,311) | (913,303) | (957,295) | (1,001,287) | (1,045,279) | |
| 200.00 | (793,563) | (836,875) | (880,187) | (923,500) | (966,812) | (1,010,124) | (1,053,437) | | |
| 210.00 | (805,799) | (848,431) | (891,064) | (933,696) | (976,329) | (1,018,961) | (1,061,594) | | |
| 220.00 | (818,035) | (859,988) | (901,941) | (943,893) | (985,846) | (1,027,799) | (1,069,751) | | |
| 230.00 | (830,271) | (871,544) | (912,817) | (954,090) | (995,363) | (1,036,636) | (1,077,909) | | |
| 240.00 | (842,507) | (883,100) | (923,694) | (964,287) | (1,004,880) | (1,045,473) | (1,086,066) | | |
| 250.00 | (854,743) | (894,657) | (934,570) | (974,484) | (1,014,397) | (1,054,310) | (1,094,224) | | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-------------|-------------|-------------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | (913,260) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 | 4,300 | 1,000 | (613,763) | (664,526) | (715,290) | (766,053) | (816,816) | (867,580) | (918,343) |
| | 2,000 | (627,605) | (678,369) | (729,132) | (779,895) | (830,659) | (881,422) | (932,186) | |
| | 3,000 | (641,448) | (692,211) | (742,974) | (793,738) | (844,501) | (895,265) | (946,028) | |
| | 4,000 | (655,290) | (706,053) | (756,817) | (807,580) | (858,344) | (909,107) | (959,870) | |
| | 5,000 | (669,132) | (719,896) | (770,659) | (821,423) | (872,186) | (922,949) | (973,713) | |
| | 6,000 | (682,975) | (733,738) | (784,502) | (835,265) | (886,028) | (936,792) | (987,555) | |
| | 7,000 | (696,817) | (747,581) | (798,344) | (849,107) | (899,871) | (950,634) | (1,001,398) | |
| | 8,000 | (710,660) | (761,423) | (812,186) | (862,950) | (913,713) | (964,477) | (1,015,240) | |
| | 9,000 | (724,502) | (775,265) | (826,029) | (876,792) | (927,556) | (978,319) | (1,029,082) | |
| | 10,000 | (738,345) | (789,108) | (839,871) | (890,635) | (941,398) | (992,161) | (1,042,925) | |
| | 11,000 | (752,187) | (802,950) | (853,714) | (904,477) | (955,240) | (1,006,004) | (1,056,767) | |
| | 12,000 | (766,029) | (816,793) | (867,556) | (918,319) | (969,083) | (1,019,846) | (1,070,610) | |
| | 13,000 | (779,872) | (830,635) | (881,399) | (932,162) | (982,925) | (1,033,689) | (1,084,452) | |
| | 14,000 | (793,714) | (844,478) | (895,241) | (946,004) | (996,768) | (1,047,531) | (1,098,294) | |
| | 15,000 | (807,557) | (858,320) | (909,083) | (959,847) | (1,010,610) | (1,061,374) | (1,112,137) | |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | (913,260) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit | 20.0% | 15.0% | (422,147) | (486,093) | (550,040) | (613,986) | (677,933) | (741,879) | (805,826) |
| | 16.0% | (469,606) | (530,916) | (592,226) | (653,535) | (714,845) | (776,155) | (837,465) | |
| | 17.0% | (517,065) | (575,738) | (634,412) | (693,085) | (751,758) | (810,431) | (869,105) | |
| | 18.0% | (564,524) | (620,561) | (676,598) | (732,634) | (788,671) | (844,708) | (900,744) | |
| | 19.0% | (611,984) | (665,384) | (718,784) | (772,184) | (825,584) | (878,984) | (932,384) | |
| | 20.0% | (659,443) | (710,206) | (760,970) | (811,733) | (862,496) | (913,260) | (964,023) | |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-------------|---------|
| Balance (RLV - BLV £ per acre (n)) | | (913,260) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) | 1,830,000 | 400,000 | 770,557 | 719,794 | 669,030 | 618,267 | 567,504 | 516,740 | 465,977 |
| | 500,000 | 670,557 | 619,794 | 569,030 | 518,267 | 467,504 | 416,740 | 365,977 | |
| | 600,000 | 570,557 | 519,794 | 469,030 | 418,267 | 367,504 | 316,740 | 265,977 | |
| | 700,000 | 470,557 | 419,794 | 369,030 | 318,267 | 267,504 | 216,740 | 165,977 | |
| | 800,000 | 370,557 | 319,794 | 269,030 | 218,267 | 167,504 | 116,740 | 65,977 | |
| | 900,000 | 270,557 | 219,794 | 169,030 | 118,267 | 67,504 | 16,740 | (34,023) | |
| | 1,000,000 | 170,557 | 119,794 | 69,030 | 18,267 | (32,496) | (83,260) | (134,023) | |
| | 1,100,000 | 70,557 | 19,794 | (30,970) | (81,733) | (132,496) | (183,260) | (234,023) | |
| | 1,200,000 | (29,443) | (80,206) | (130,970) | (181,733) | (232,496) | (283,260) | (334,023) | |
| | 1,300,000 | (129,443) | (180,206) | (230,970) | (281,733) | (332,496) | (383,260) | (434,023) | |
| | 1,400,000 | (229,443) | (280,206) | (330,970) | (381,733) | (432,496) | (483,260) | (534,023) | |
| | 1,500,000 | (329,443) | (380,206) | (430,970) | (481,733) | (532,496) | (583,260) | (634,023) | |
| | 1,600,000 | (429,443) | (480,206) | (530,970) | (581,733) | (632,496) | (683,260) | (734,023) | |
| | 1,700,000 | (529,443) | (580,206) | (630,970) | (681,733) | (732,496) | (783,260) | (834,023) | |
| | 1,800,000 | (629,443) | (680,206) | (730,970) | (781,733) | (832,496) | (883,260) | (934,023) | |
| | 1,900,000 | (729,443) | (780,206) | (830,970) | (881,733) | (932,496) | (983,260) | (1,034,023) | |

240306_BCC Appraisal_HVBF_v0.2

Scheme Typology: Higher Value Zone No Units: 200
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Brownfield
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (913,260) | 0 | (505,001) | (555,764) | (606,528) | (657,291) | (708,055) | (758,818) | (809,581) |
| Net Zero | 2,000 | (535,889) | (586,653) | (637,416) | (688,180) | (738,943) | (789,706) | (840,470) | |
| (£ per unit) | 4,000 | (566,778) | (617,541) | (668,305) | (719,068) | (769,831) | (820,595) | (871,358) | |
| 10,000 | 6,000 | (597,666) | (648,429) | (699,193) | (749,956) | (800,720) | (851,483) | (902,246) | |
| | 8,000 | (628,554) | (679,318) | (730,081) | (780,845) | (831,608) | (882,371) | (933,135) | |
| | 10,000 | (659,443) | (710,206) | (760,970) | (811,733) | (862,496) | (913,260) | (964,023) | |
| | 12,000 | (690,331) | (741,095) | (791,858) | (842,621) | (893,385) | (944,148) | (994,912) | |
| | 14,000 | (721,220) | (771,983) | (822,746) | (873,510) | (924,273) | (975,036) | (1,025,800) | |
| | 16,000 | (752,108) | (802,871) | (853,635) | (904,398) | (955,161) | (1,005,925) | (1,056,688) | |
| | 18,000 | (782,996) | (833,760) | (884,523) | (935,286) | (986,050) | (1,036,813) | (1,087,577) | |
| | 20,000 | (813,885) | (864,648) | (915,411) | (966,175) | (1,016,938) | (1,067,702) | (1,118,465) | |
| | 22,000 | (844,773) | (895,536) | (946,300) | (997,063) | (1,047,827) | (1,098,590) | (1,149,353) | |
| | 24,000 | (875,661) | (926,425) | (977,188) | (1,027,951) | (1,078,715) | (1,129,478) | (1,180,242) | |
| | 26,000 | (906,550) | (957,313) | (1,008,076) | (1,058,840) | (1,109,603) | (1,160,367) | (1,211,130) | |
| | 28,000 | (937,438) | (988,201) | (1,038,965) | (1,089,728) | (1,140,492) | (1,191,255) | (1,242,018) | |
| | 30,000 | (968,326) | (1,019,090) | (1,069,853) | (1,120,617) | (1,171,380) | (1,222,143) | (1,272,907) | |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (913,260) | 70% | (13,912) | (64,675) | (115,439) | (166,202) | (216,965) | (267,729) | (318,492) |
| | | 75% | (121,500) | (172,264) | (223,027) | (273,791) | (324,554) | (375,317) | (426,081) |
| Build Cost | 80% | (229,089) | (279,852) | (330,616) | (381,379) | (432,142) | (482,906) | (533,669) | (584,433) |
| 100% | 85% | (336,677) | (387,441) | (438,204) | (488,968) | (539,731) | (590,494) | (641,258) | (692,021) |
| (105% = 5% increase) | 90% | (444,266) | (495,029) | (545,793) | (596,556) | (647,319) | (698,083) | (748,846) | (800,000) |
| | 95% | (551,854) | (602,618) | (653,381) | (704,144) | (754,908) | (805,671) | (856,435) | (907,198) |
| | 100% | (659,443) | (710,206) | (760,970) | (811,733) | (862,496) | (913,260) | (964,023) | (1,014,786) |
| | 105% | (767,031) | (817,795) | (868,558) | (919,321) | (970,085) | (1,020,848) | (1,071,612) | (1,122,375) |
| | 110% | (874,620) | (925,383) | (976,147) | (1,026,910) | (1,077,673) | (1,128,437) | (1,179,200) | (1,229,964) |
| | 115% | (982,208) | (1,032,972) | (1,083,735) | (1,134,498) | (1,185,262) | (1,236,025) | (1,286,789) | (1,337,552) |
| | 120% | (1,089,797) | (1,140,560) | (1,191,324) | (1,242,087) | (1,292,850) | (1,343,614) | (1,394,377) | (1,445,140) |
| | 125% | (1,197,385) | (1,248,149) | (1,298,912) | (1,349,675) | (1,400,439) | (1,451,202) | (1,501,966) | |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (913,260) | 80% | (1,377,501) | (1,388,372) | (1,399,244) | (1,410,115) | (1,420,986) | (1,431,858) | (1,442,729) |
| | | 82% | (1,305,695) | (1,320,556) | (1,335,416) | (1,350,277) | (1,365,137) | (1,379,998) | (1,394,858) |
| Market Values | 84% | (1,233,890) | (1,252,739) | (1,271,589) | (1,290,439) | (1,309,288) | (1,328,138) | (1,346,988) | |
| 100% | 86% | (1,162,084) | (1,184,923) | (1,207,761) | (1,230,600) | (1,253,439) | (1,276,278) | (1,299,117) | |
| (105% = 5% increase) | 88% | (1,090,278) | (1,117,106) | (1,143,934) | (1,170,762) | (1,197,590) | (1,224,418) | (1,251,247) | |
| | 90% | (1,018,472) | (1,049,289) | (1,080,107) | (1,110,924) | (1,141,741) | (1,172,559) | (1,203,376) | |
| | 92% | (946,666) | (981,473) | (1,016,279) | (1,051,086) | (1,085,892) | (1,120,699) | (1,155,505) | |
| | 94% | (874,860) | (913,656) | (952,452) | (991,248) | (1,030,043) | (1,068,839) | (1,107,635) | |
| | 96% | (803,054) | (845,839) | (888,624) | (931,409) | (974,194) | (1,016,979) | (1,059,764) | |
| | 98% | (731,249) | (778,023) | (824,797) | (871,571) | (918,345) | (965,120) | (1,011,894) | |
| | 100% | (659,443) | (710,206) | (760,970) | (811,733) | (862,496) | (913,260) | (964,023) | |
| | 102% | (587,637) | (642,390) | (697,142) | (751,895) | (806,647) | (861,400) | (916,153) | |
| | 104% | (515,831) | (574,573) | (633,315) | (692,057) | (750,799) | (809,540) | (868,282) | |
| | 106% | (444,025) | (506,756) | (569,487) | (632,218) | (694,949) | (757,680) | (820,411) | |
| | 108% | (372,219) | (438,940) | (505,660) | (572,380) | (639,100) | (705,821) | (772,541) | |
| | 110% | (300,414) | (371,123) | (441,833) | (512,542) | (583,251) | (653,961) | (724,670) | |
| | 112% | (228,608) | (303,306) | (378,005) | (452,704) | (527,402) | (602,101) | (676,800) | |
| | 114% | (156,802) | (235,490) | (314,178) | (392,866) | (471,553) | (550,241) | (628,929) | |
| | 116% | (84,996) | (167,673) | (250,350) | (333,027) | (415,704) | (498,382) | (581,059) | |
| | 118% | (13,190) | (99,857) | (186,523) | (273,189) | (359,855) | (446,522) | (533,188) | |
| | 120% | 58,616 | (32,040) | (122,695) | (213,351) | (304,006) | (394,662) | (485,318) | |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (913,260) | 5,000 | (652,520) | (699,822) | (747,124) | (794,426) | (841,728) | (889,029) | (936,331) |
| | | 10,000 | (645,597) | (689,437) | (733,278) | (777,118) | (820,959) | (864,799) | (908,640) |
| Grant (£ per unit) | 15,000 | (638,674) | (679,053) | (719,432) | (759,811) | (800,190) | (840,569) | (880,948) | |
| - | 20,000 | (631,751) | (668,668) | (705,586) | (742,503) | (779,421) | (816,338) | (853,256) | |
| | 25,000 | (624,828) | (658,284) | (691,740) | (725,196) | (758,652) | (792,108) | (825,564) | |
| | 30,000 | (617,905) | (647,900) | (677,894) | (707,889) | (737,883) | (767,878) | (797,872) | |
| | 35,000 | (610,982) | (637,515) | (664,048) | (690,581) | (717,114) | (743,647) | (770,180) | |
| | 40,000 | (604,059) | (627,131) | (650,202) | (673,274) | (696,346) | (719,417) | (742,489) | |
| | 45,000 | (597,136) | (616,746) | (636,356) | (655,967) | (675,577) | (695,187) | (714,797) | |
| | 50,000 | (590,213) | (606,362) | (622,511) | (638,659) | (654,808) | (670,956) | (687,105) | |
| | 55,000 | (583,290) | (595,977) | (608,665) | (621,352) | (634,039) | (646,726) | (659,413) | |

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

240306_BCC Appraisal_HVBF_v0.2 - Summary Table

| Appraisal Ref: | 15 | 16 | 17 | 18 | 19 | 20 | 21 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Scheme Typology: | Higher Value Zone | Higher Value Zone | Higher Value Zone | Higher Value Zone | Higher Value Zone | Higher Value Zone | Higher Value Zone |
| No Units: | 8 | 15 | 30 | 45 | 75 | 125 | 200 |
| Location / Value Zone: | Higher Value | Higher Value | Higher Value | Higher Value | Higher Value | Higher Value | Higher Value |
| Greenfield/Brownfield: | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield |
| Notes: | | | | | | | |
| Total GDV (£) | 3,288,000 | 5,215,111 | 10,430,222 | 15,645,333 | 24,188,953 | 40,314,922 | 64,503,875 |
| Policy Assumptions | - | - | - | - | - | - | - |
| AH Target % (& mix): | 0% | 35% | 35% | 35% | 35% | 35% | 35% |
| Affordable Rent: | 60% | 60% | 60% | 60% | 60% | 60% | 60% |
| Social Rent: | 10% | 10% | 10% | 10% | 10% | 10% | 10% |
| First Homes: | 25% | 25% | 25% | 25% | 25% | 25% | 25% |
| Other Intermediate (LCHO/Sub-Market etc.): | 5% | 5% | 5% | 5% | 5% | 5% | 5% |
| CIL (£ psm) | 90.39 | 90.39 | 90.39 | 90.39 | 90.39 | 90.39 | 90.39 |
| CIL (£ per unit) | 9,276 | 6,030 | 6,030 | 6,030 | 5,771 | 5,771 | 5,771 |
| Site Specific S106 (£ per unit) | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 |
| Sub-total CIL+S106 (£ per unit) | 13,576 | 10,330 | 10,330 | 10,330 | 10,071 | 10,071 | 10,071 |
| Site Infrastructure (£ per unit) | - | - | - | - | - | - | - |
| Sub-total CIL+S106+Infrastructure (£ per unit) | 13,576 | 10,330 | 10,330 | 10,330 | 10,071 | 10,071 | 10,071 |
| Profit KPI's | - | - | - | - | - | - | - |
| Developers Profit (% on OMS) | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% |
| Developers Profit (% on AH) | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% |
| Developers Profit (% blended) | 20.00% | 16.76% | 16.76% | 16.76% | 16.75% | 16.75% | 16.75% |
| Developers Profit (% on costs) | 34.95% | 25.86% | 25.82% | 25.83% | 24.62% | 26.64% | 26.70% |
| Developers Profit Total (£) | 657,600 | 873,922 | 1,747,843 | 2,621,765 | 4,051,662 | 6,752,770 | 10,804,433 |
| Land Value KPI's | - | - | - | - | - | - | - |
| RLV (£/acre (net)) | 1,316,717 | 899,293 | 887,754 | 887,445 | 681,367 | 911,287 | 916,740 |
| RLV (£/ha (net)) | 3,253,607 | 2,222,154 | 2,193,639 | 2,192,877 | 1,683,657 | 2,251,791 | 2,265,265 |
| RLV (% of GDV) | 19.79% | 15.98% | 15.77% | 15.77% | 13.05% | 17.45% | 17.56% |
| RLV Total (£) | 650,721 | 833,308 | 1,645,230 | 2,466,987 | 3,156,857 | 7,036,846 | 11,326,326 |
| BLV (£/acre (net)) | 1,830,000 | 1,830,000 | 1,830,000 | 1,830,000 | 1,830,000 | 1,830,000 | 1,830,000 |
| BLV (£/ha (net)) | 4,521,930 | 4,521,930 | 4,521,930 | 4,521,930 | 4,521,930 | 4,521,930 | 4,521,930 |
| BLV Total (£) | 904,386 | 1,695,724 | 3,391,448 | 5,087,171 | 8,478,619 | 14,131,031 | 22,609,650 |
| Surplus/Deficit (£/acre) [RLV-BLV] | (513,283) | (930,707) | (942,246) | (942,555) | (1,148,633) | (918,713) | (913,260) |
| Surplus/Deficit (£/ha) | (1,268,323) | (2,299,776) | (2,328,291) | (2,329,053) | (2,838,273) | (2,270,139) | (2,256,665) |
| Surplus/Deficit Total (£) | (253,665) | (862,416) | (1,746,218) | (2,620,184) | (5,321,762) | (7,094,185) | (11,283,324) |
| Plan Viability comments | Marginal | Marginal | Marginal | Marginal | Marginal | Marginal | Marginal |

240403_BCC Appraisals_CORE_v0.5

Appraisal Ref: **22** (see Typologies Matrix)
 Scheme Typology: **Core Zone**
 Site Typology: Location / Value Zone: **Core Zone** No Units: **25**
 Notes: Greenfield/Brownfield: **Brownfield**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|--|---------------------------|---|---|----------------------|---------------------|----------------|
| Total number of units in scheme | | | | 25 Units | | | | |
| AH Policy requirement (% Target) | | | | 35% | | | | |
| Open Market Sale (OMS) housing | | | | Open Market Sale (OMS) 65% | | | | |
| AH tenure split % | | | | Affordable Rent: 60.0% | | | | |
| | | | | Social Rent: 10.0% 70.0% Rented | | | | |
| | | | | First Homes: 25.0% | | | | |
| | | | | Other Intermediate (LCHO/Sub-Market etc.): 5.0% 10.5% % of total (>10% First Homes PPG 023) | | | | |
| | | | | 100.0% 100.0% | | | | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | | |
| Unit mix - | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 3 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 4 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | 50.0% | 8.1 | 50.0% | 4.4 | 50% | 12.5 | | |
| 2 bed Flat | 50.0% | 8.1 | 50.0% | 4.4 | 50% | 12.5 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | | 100.0% | 16.3 | 100.0% | 8.8 | 100% | 25.0 | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqft) | | | |
| 1 bed House | 62.0 | 667 | | | 62.0 | 667 | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqft) | | | |
| 1 bed House | 62.0 | 667 | | | 62.0 | 667 | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 4 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 478 | 5,145 | 257 | 2,770 | 735 | 7,915 | | |
| 2 bed Flat | 669 | 7,202 | 360 | 3,878 | 1,029 | 11,080 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 1,147 | 12,347 | 618 | 6,648 | 1,765 | 18,995 | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | | 0 | 0 | 0 | | | | |
| 2 bed House | 325,000 | 4,114 | 382 | 0 | | | | |
| 3 bed House | 450,000 | 4,737 | 440 | 0 | | | | |
| 4 bed House | 525,000 | 4,375 | 406 | 0 | | | | |
| 5 bed House | 580,000 | 4,143 | 385 | 0 | | | | |
| 1 bed Flat | 220,000 | 4,400 | 409 | 2,750,000 | | | | |
| 2 bed Flat | 305,000 | 4,357 | 405 | 3,812,500 | | | | |
| 3 bed Flat | | 0 | 0 | 0 | | | | |
| | | | | 6,562,500 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 75% |
| 2 bed House | 178,750 | 55% | 146,250 | 45% | 227,500 | 70% | 243,750 | 75% |
| 3 bed House | 247,500 | 55% | 202,500 | 45% | 250,000 | 70% | 337,500 | 75% |
| 4 bed House | 288,750 | 55% | 236,250 | 45% | 250,000 | 70% | 393,750 | 75% |
| 5 bed House | 319,000 | 55% | 261,000 | 45% | 250,000 | 70% | 435,000 | 75% |
| 1 bed Flat | 121,000 | 55% | 99,000 | 45% | 154,000 | 70% | 165,000 | 75% |
| 2 bed Flat | 167,750 | 55% | 137,250 | 45% | 213,500 | 70% | 228,750 | 75% |
| 3 bed Flat | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 75% |
| | | | | | * capped @£250K | | | |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology: **Core Zone** No Units: **25**
 Site Typology: Location / Value Zone: **Core Zone** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|-----------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 325,000 | - |
| 3 bed House | 0.0 | @ | 450,000 | - |
| 4 bed House | 0.0 | @ | 525,000 | - |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 8.1 | @ | 220,000 | 1,787,500 |
| 2 bed Flat | 8.1 | @ | 305,000 | 2,478,125 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 16.3 | | | 4,265,625 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 178,750 | - |
| 3 bed House | 0.0 | @ | 247,500 | - |
| 4 bed House | 0.0 | @ | 288,750 | - |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 2.6 | @ | 121,000 | 317,625 |
| 2 bed Flat | 2.6 | @ | 167,750 | 440,344 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 5.3 | | | 757,969 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 146,250 | - |
| 3 bed House | 0.0 | @ | 202,500 | - |
| 4 bed House | 0.0 | @ | 236,250 | - |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 0.4 | @ | 99,000 | 43,313 |
| 2 bed Flat | 0.4 | @ | 137,250 | 60,047 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 0.9 | | | 103,359 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 227,500 | - |
| 3 bed House | 0.0 | @ | 250,000 | - |
| 4 bed House | 0.0 | @ | 250,000 | - |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 1.1 | @ | 154,000 | 168,438 |
| 2 bed Flat | 1.1 | @ | 213,500 | 233,516 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 2.2 | | | 401,953 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 243,750 | - |
| 3 bed House | 0.0 | @ | 337,500 | - |
| 4 bed House | 0.0 | @ | 393,750 | - |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.2 | @ | 165,000 | 36,094 |
| 2 bed Flat | 0.2 | @ | 228,750 | 50,039 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 0.4 | 8.8 | | 86,133 |
| Sub-total GDV Residential | | | | |
| | 25 | | | 5,615,039 |
| AH on-site cost analysis: | | | | |
| | 537 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 947,461 |
| | | | 37,898 £ per unit (total units) | |
| Grant | | | | |
| | 9 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 5,615,039 |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology: **Core Zone** No Units: **25**
 Site Typology: Location / Value Zone: **Core Zone** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|-----------|--------------------|--------------------------------|----------------------------------|-----------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (11,550) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (30,000) |
| CIL (Mrkt only + garages) | | | | | | (103,683) |
| CIL analysis: | | 1,147 sqm | 90.39 £ psm | | | |
| | | 1.85% % of GDV | 4,147 £ per unit (total units) | | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 25 units @ | 4,300 per unit | | | (107,500) |
| S106 analysis: | | 1,720,000 £ per ha | 1.91% % of GDV | 4,300 £ per unit (total units) | | (107,500) |
| AH Commuted Sum | | | | | | |
| Comm. Sum analysis: | | | 1,765 sqm (total) | 0 £ psm | | - |
| | | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | |
| | | 0.06 ha @ | | 123,550 £ per ha (if brownfield) | | (7,722) |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 25 units @ | 0 per unit | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | - |
| 1 bed House | | - sqm @ | 1,295 psm | | | - |
| 2 bed House | | - sqm @ | 1,295 psm | | | - |
| 3 bed House | | - sqm @ | 1,295 psm | | | - |
| 4 bed House | | - sqm @ | 1,295 psm | | | - |
| 5 bed House | | - sqm @ | 1,295 psm | | | - |
| 1 bed Flat | | 735 sqm @ | 1,667 psm | | | (1,225,735) |
| 2 bed Flat | | 1,029 sqm @ | 1,667 psm | | | (1,716,029) |
| 3 bed Flat | | 1,765 sqm @ | 1,667 psm | | | - |
| Garages for 3B House (Mrkt only) | | 50% units @ | 18 sqm @ | 600 psm | | - |
| Garages for 4B House (Mrkt only) | | 75% units @ | 18 sqm @ | 600 psm | | - |
| Garages for 5B House (Mrkt only) | | 120% units @ | 18 sqm @ | 600 psm | | - |
| External works | | | | | | |
| Ext. Works analysis: | | 2,941,765 @ | 15.0% | 17,651 £ per unit (total units) | | (441,265) |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | |
| | | 25 units @ | | 287 £ per unit | | (7,175) |
| M4(2) Category 2 Housing | Aff units | 9 units @ | 100% @ | 521 £ per unit | | (4,559) |
| M4(2) Category 2 Housing | OMS units | 16 units @ | 100% @ | 521 £ per unit | | (8,466) |
| M4(3) Category 3 Housing | Aff units | 9 units @ | 10% @ | 10,111 £ per unit | | (8,847) |
| M4(3) Category 3 Housing | OMS units | 16 units @ | 10% @ | 10,111 £ per unit | | (16,430) |
| Net Zero Cost | | 25 units @ | | 10,000 £ per unit | | (250,000) |
| Urban Greening | | No. of storeys | 4.0 equals | 441 sqm footprint | 100 £ sqm | (44,118) |
| EV Charging Points - Houses | | - units @ | | 1,000 £ per unit | | - |
| EV Charging Points - Flats | | 25 units @ | 4 flats per charger | 2,500 £ per 4 units | | (15,625) |
| | | 4 units @ | | 0 £ per unit | | - |
| Policy Costs analysis: (design costs only) | | | | 14,209 £ per unit (total units) | | (355,220) |
| Contingency (on construction) | | | | | | |
| | | 3,745,971 @ | 5.0% | | | (187,299) |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology: **Core Zone** No Units: **25**
 Site Typology: Location / Value Zone: **Core Zone** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|-----------------|--------------------|------------------------------------|--------------------|
| Professional Fees | 3,745,971 @ | 6.5% | | (243,488) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 4,265,625 OMS @ | 3.00% | 5,119 £ per unit | (127,969) |
| Residential Sales Agent Costs | 4,265,625 OMS @ | 1.00% | 1,706 £ per unit | (42,656) |
| Residential Sales Legal Costs | 4,265,625 OMS @ | 0.35% | 597 £ per unit | (14,930) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 7,022 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (248,705) |
| Developers Profit - | | | | |
| Profit on OMS | 4,265,625 | 20.00% | | (853,125) |
| Margin on AH | 1,349,414 | 6.00% on AH values | | (80,965) |
| Profit analysis: | 5,615,039 | 16.64% blended GDV | (934,090) | |
| | 4,853,750 | 19.24% on costs | (934,090) | |
| TOTAL COSTS | | | | (5,787,840) |

| | | | | |
|----------------------------------|--------------------|------------------------------|--------------------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | (172,801) |
| SDLT | - @ | HMRC formula | | - |
| Acquisition Agent fees | - @ | 1.0% | | - |
| Acquisition Legal fees | - @ | 0.5% | | - |
| Interest on Land | - @ | 8.00% | | - |
| Residual Land Value | | | | (172,801) |
| RLV analysis: | (6,912) £ per plot | (2,764,814) £ per ha (net) | (1,118,905) £ per acre (net) | |
| | | (2,764,814) £ per ha (gross) | (1,118,905) £ per acre (gross) | |
| | | | -3.08% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------|----------------------------|------------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 400.0 dph (net) | | | |
| Site Area (net) | 0.06 ha (net) | | 0.15 acres (net) | |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 0.06 ha (gross) | | 0.15 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) | 386,094 |
| BLV analysis: | | 6,177,500 £ per ha (gross) | 2,500,000 £ per acre (gross) | |

| | | | | |
|-------------------|--|----------------------------|------------------------------|------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (8,942,314) £ per ha (net) | (3,618,905) £ per acre (net) | (558,895) |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology: **Core Zone** No Units: **25**
 Site Typology: Location / Value Zone: **Core Zone** Greenfield/Brownfield: **Brownfield**
 Notes:

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 35%

| Balance (RLV - BLV £ per acre (n)) | (3,618,905) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | (571,694) | (938,722) | (1,314,796) | (1,696,368) | (2,086,394) | (2,476,549) | (2,905,198) |
| | | (669,731) | (1,031,600) | (1,405,591) | (1,784,187) | (2,168,845) | (2,559,119) | (2,984,156) |
| CL £ psm | | (767,768) | (1,127,162) | (1,496,387) | (1,872,134) | (2,251,296) | (2,644,152) | (3,063,115) |
| 90.39 | | (865,805) | (1,223,298) | (1,587,182) | (1,960,082) | (2,333,747) | (2,729,184) | (3,142,074) |
| | | (963,843) | (1,319,434) | (1,679,862) | (2,048,030) | (2,416,198) | (2,814,217) | (3,221,032) |
| | | (1,062,368) | (1,415,570) | (1,773,306) | (2,135,978) | (2,498,649) | (2,899,249) | (3,299,991) |
| | | (1,163,845) | (1,512,039) | (1,866,751) | (2,223,926) | (2,589,613) | (2,984,282) | (3,378,950) |
| | | (1,265,323) | (1,608,794) | (1,960,196) | (2,311,873) | (2,680,720) | (3,069,314) | (3,457,908) |
| | | (1,367,018) | (1,707,459) | (2,053,640) | (2,399,821) | (2,771,826) | (3,154,346) | (3,536,867) |
| | | (1,469,148) | (1,806,400) | (2,147,085) | (2,487,769) | (2,862,932) | (3,239,379) | (3,615,826) |
| | | (1,571,278) | (1,905,342) | (2,240,529) | (2,583,665) | (2,954,038) | (3,324,411) | (3,694,784) |
| | | (1,674,592) | (2,004,283) | (2,333,974) | (2,680,845) | (3,045,144) | (3,409,444) | (3,773,743) |
| | | (1,779,030) | (2,103,224) | (2,427,418) | (2,778,025) | (3,136,250) | (3,494,476) | (3,852,702) |
| | | (1,883,468) | (2,202,165) | (2,523,053) | (2,875,205) | (3,227,357) | (3,579,508) | (3,931,660) |
| | | (1,987,906) | (2,301,107) | (2,626,306) | (2,972,385) | (3,318,463) | (3,664,541) | (4,010,619) |
| | | (2,092,344) | (2,400,048) | (2,729,560) | (3,069,565) | (3,409,569) | (3,749,573) | (4,089,578) |
| | | (2,196,782) | (2,498,989) | (2,832,814) | (3,166,744) | (3,500,675) | (3,834,606) | (4,168,536) |
| | | (2,301,220) | (2,608,211) | (2,936,067) | (3,263,924) | (3,591,781) | (3,919,638) | (4,247,495) |
| | | (2,405,658) | (2,717,538) | (3,039,321) | (3,361,104) | (3,682,887) | (4,004,671) | (4,326,454) |
| | | (2,511,156) | (2,826,865) | (3,142,575) | (3,458,284) | (3,773,994) | (4,089,703) | (4,405,412) |
| | | (2,626,557) | (2,936,193) | (3,245,828) | (3,555,464) | (3,865,100) | (4,174,735) | (4,484,371) |
| | | (2,741,958) | (3,045,520) | (3,349,082) | (3,652,644) | (3,956,206) | (4,259,768) | (4,563,330) |
| | | (2,857,359) | (3,154,847) | (3,452,336) | (3,749,824) | (4,047,312) | (4,344,800) | (4,642,288) |
| | | (2,972,760) | (3,264,175) | (3,555,589) | (3,847,004) | (4,138,418) | (4,429,833) | (4,721,247) |
| | | (3,088,162) | (3,373,502) | (3,658,843) | (3,944,184) | (4,229,524) | (4,514,865) | (4,800,206) |
| | | (3,203,563) | (3,482,830) | (3,762,097) | (4,041,364) | (4,320,630) | (4,599,897) | (4,879,164) |

TABLE 2

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (3,618,905) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | (829,210) | (1,153,165) | (1,484,795) | (1,821,513) | (2,161,983) | (2,502,711) | (2,878,921) |
| | | (975,406) | (1,304,490) | (1,636,784) | (1,977,254) | (2,317,724) | (2,674,800) | (3,051,010) |
| Site Specific S106 | | (1,124,186) | (1,455,816) | (1,792,525) | (2,132,995) | (2,473,465) | (2,846,889) | (3,223,099) |
| 4,300 | | (1,275,511) | (1,608,088) | (1,948,266) | (2,288,736) | (2,642,769) | (3,018,979) | (3,395,189) |
| | | (1,427,441) | (1,763,537) | (2,104,007) | (2,444,477) | (2,814,858) | (3,191,068) | (3,567,278) |
| | | (1,579,740) | (1,919,278) | (2,259,748) | (2,610,738) | (2,986,948) | (3,363,158) | (3,739,368) |
| | | (1,734,548) | (2,075,018) | (2,415,489) | (2,782,827) | (3,159,037) | (3,535,247) | (3,911,457) |
| | | (1,890,289) | (2,230,759) | (2,578,707) | (2,954,917) | (3,331,127) | (3,707,336) | (4,083,546) |
| | | (2,046,030) | (2,386,500) | (2,750,796) | (3,127,006) | (3,503,216) | (3,879,426) | (4,255,636) |
| | | (2,201,771) | (2,546,675) | (2,922,885) | (3,299,095) | (3,675,305) | (4,051,515) | (4,427,725) |
| | | (2,357,512) | (2,718,765) | (3,094,975) | (3,471,185) | (3,847,395) | (4,223,605) | (4,599,815) |
| | | (2,514,644) | (2,890,854) | (3,267,064) | (3,643,274) | (4,019,484) | (4,395,694) | (4,771,904) |
| | | (2,686,734) | (3,062,944) | (3,439,154) | (3,815,364) | (4,191,574) | (4,567,784) | (4,943,994) |
| | | (2,858,823) | (3,235,033) | (3,611,243) | (3,987,453) | (4,363,663) | (4,739,873) | (5,116,083) |
| | | (3,030,912) | (3,407,122) | (3,783,332) | (4,159,542) | (4,535,752) | (4,911,962) | (5,288,172) |

TABLE 3

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (3,618,905) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 267,026 | (145,462) | (557,951) | (970,439) | (1,394,680) | (1,826,176) | (2,262,786) |
| | | (78,123) | (472,445) | (866,768) | (1,268,569) | (1,677,986) | (2,095,368) | (2,514,089) |
| Profit | | (423,272) | (799,428) | (1,180,063) | (1,569,419) | (1,966,407) | (2,364,561) | (2,790,293) |
| 20.0% | | (768,421) | (1,129,164) | (1,499,716) | (1,875,902) | (2,254,828) | (2,647,794) | (3,066,497) |
| | | (1,115,871) | (1,467,620) | (1,823,852) | (2,183,550) | (2,547,788) | (2,945,245) | (3,342,701) |
| | | (1,473,131) | (1,810,259) | (2,150,729) | (2,491,199) | (2,866,485) | (3,242,695) | (3,618,905) |

TABLE 4

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (3,618,905) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 826,869 | 489,741 | 149,271 | (191,199) | (566,485) | (942,695) | (1,318,905) |
| | | 626,869 | 289,741 | (50,729) | (391,199) | (766,485) | (1,142,695) | (1,518,905) |
| BLV (£ per acre) | | 426,869 | 89,741 | (250,729) | (591,199) | (966,485) | (1,342,695) | (1,718,905) |
| 2,500,000 | | 226,869 | (110,259) | (450,729) | (791,199) | (1,166,485) | (1,542,695) | (1,918,905) |
| | | 26,869 | (310,259) | (650,729) | (991,199) | (1,366,485) | (1,742,695) | (2,118,905) |
| | | (173,131) | (510,259) | (850,729) | (1,191,199) | (1,566,485) | (1,942,695) | (2,318,905) |
| | | (373,131) | (710,259) | (1,050,729) | (1,391,199) | (1,766,485) | (2,142,695) | (2,518,905) |
| | | (573,131) | (910,259) | (1,250,729) | (1,591,199) | (1,966,485) | (2,342,695) | (2,718,905) |
| | | (773,131) | (1,110,259) | (1,450,729) | (1,791,199) | (2,166,485) | (2,542,695) | (2,918,905) |
| | | (973,131) | (1,310,259) | (1,650,729) | (1,991,199) | (2,366,485) | (2,742,695) | (3,118,905) |
| | | (1,173,131) | (1,510,259) | (1,850,729) | (2,191,199) | (2,566,485) | (2,942,695) | (3,318,905) |
| | | (1,373,131) | (1,710,259) | (2,050,729) | (2,391,199) | (2,766,485) | (3,142,695) | (3,518,905) |
| | | (1,573,131) | (1,910,259) | (2,250,729) | (2,591,199) | (2,966,485) | (3,342,695) | (3,718,905) |
| | | (1,773,131) | (2,110,259) | (2,450,729) | (2,791,199) | (3,166,485) | (3,542,695) | (3,918,905) |
| | | (1,973,131) | (2,310,259) | (2,650,729) | (2,991,199) | (3,366,485) | (3,742,695) | (4,118,905) |
| | | (2,173,131) | (2,510,259) | (2,850,729) | (3,191,199) | (3,566,485) | (3,942,695) | (4,318,905) |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology: **Core Zone** No Units: **25**
 Site Typology: Location / Value Zone: **Core Zone** Greenfield/Brownfield: **Brownfield**
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| Balance (RLV - BLV £ per acre (n)) | (3,618,905) | | | | | | | |
| | 0 | 182,866 | (137,523) | (457,912) | (778,300) | (1,100,469) | (1,432,099) | (1,766,955) |
| Net Zero | 2,000 | (145,278) | (465,667) | (786,055) | (1,108,496) | (1,440,126) | (1,775,163) | (2,114,337) |
| (£ per unit) | 4,000 | (473,421) | (793,810) | (1,116,523) | (1,448,153) | (1,783,372) | (2,123,435) | (2,463,905) |
| 10,000 | 6,000 | (801,565) | (1,124,550) | (1,456,180) | (1,792,063) | (2,132,533) | (2,473,003) | (2,846,379) |
| | 8,000 | (1,132,577) | (1,464,234) | (1,801,161) | (2,141,631) | (2,482,101) | (2,856,432) | (3,232,642) |
| | 10,000 | (1,473,131) | (1,810,259) | (2,150,729) | (2,491,199) | (2,866,485) | (3,242,695) | (3,618,905) |
| | 12,000 | (1,819,357) | (2,159,827) | (2,500,328) | (2,876,538) | (3,252,748) | (3,628,958) | (4,005,168) |
| | 14,000 | (2,168,925) | (2,510,381) | (2,886,591) | (3,262,801) | (3,639,011) | (4,015,221) | (4,391,431) |
| | 16,000 | (2,520,434) | (2,896,644) | (3,272,854) | (3,649,064) | (4,025,274) | (4,401,484) | (4,777,694) |
| | 18,000 | (2,906,697) | (3,282,907) | (3,659,117) | (4,035,327) | (4,411,537) | (4,787,747) | (5,163,957) |
| | 20,000 | (3,292,960) | (3,669,170) | (4,045,380) | (4,421,590) | (4,797,800) | (5,174,010) | (5,550,220) |
| | 22,000 | (3,679,223) | (4,055,433) | (4,431,643) | (4,807,853) | (5,184,063) | (5,569,273) | (5,936,483) |
| | 24,000 | (4,065,486) | (4,441,696) | (4,817,906) | (5,194,116) | (5,570,326) | (5,946,536) | (6,322,746) |
| | 26,000 | (4,451,749) | (4,827,959) | (5,204,169) | (5,580,379) | (5,956,588) | (6,332,798) | (6,709,008) |
| | 28,000 | (4,838,012) | (5,214,222) | (5,590,431) | (5,966,641) | (6,342,851) | (6,719,061) | (7,095,271) |
| | 30,000 | (5,224,274) | (5,600,484) | (5,976,694) | (6,352,904) | (6,729,114) | (7,105,324) | (7,481,534) |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|--------------|
| | | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| Balance (RLV - BLV £ per acre (n)) | (3,618,905) | | | | | | | |
| | 70% | 5,202,863 | 4,882,474 | 4,562,086 | 4,241,697 | 3,921,309 | 3,600,920 | 3,280,532 |
| | 75% | 4,092,744 | 3,772,355 | 3,451,967 | 3,131,578 | 2,811,190 | 2,490,801 | 2,170,413 |
| Build Cost | 80% | 2,982,625 | 2,662,236 | 2,341,848 | 2,021,459 | 1,701,071 | 1,380,682 | 1,060,293 |
| 100% | 85% | 1,872,505 | 1,552,117 | 1,231,728 | 911,340 | 590,951 | 270,563 | (49,826) |
| (105% = 5% increase) | 90% | 762,386 | 441,998 | 121,609 | (198,779) | (519,168) | (839,556) | (1,163,874) |
| | 95% | (347,733) | (668,121) | (988,510) | (1,318,054) | (1,650,333) | (1,989,540) | (2,330,010) |
| | 100% | (1,473,131) | (1,810,259) | (2,150,729) | (2,491,199) | (2,866,485) | (3,242,695) | (3,618,905) |
| | 105% | (2,668,384) | (3,044,594) | (3,420,804) | (3,797,014) | (4,173,224) | (4,549,434) | (4,925,644) |
| | 110% | (3,975,123) | (4,351,333) | (4,727,543) | (5,103,753) | (5,479,963) | (5,856,173) | (6,232,383) |
| | 115% | (5,281,862) | (5,658,072) | (6,034,282) | (6,410,492) | (6,786,702) | (7,162,912) | (7,539,122) |
| | 120% | (6,588,601) | (6,964,811) | (7,341,020) | (7,717,230) | (8,093,440) | (8,469,650) | (8,850,244) |
| | 125% | (7,895,339) | (8,271,549) | (8,647,759) | (9,023,969) | (9,401,451) | (9,791,910) | (10,182,368) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| Balance (RLV - BLV £ per acre (n)) | (3,618,905) | | | | | | | |
| | 90% | (4,453,370) | (4,666,858) | (4,880,346) | (5,093,833) | (5,307,321) | (5,520,808) | (5,734,296) |
| | 92% | (3,835,025) | (4,081,057) | (4,327,090) | (4,573,122) | (4,819,154) | (5,065,186) | (5,311,218) |
| Market Values | 94% | (3,216,680) | (3,495,257) | (3,773,833) | (4,052,410) | (4,330,987) | (4,609,563) | (4,888,140) |
| 100% | 96% | (2,598,335) | (2,909,456) | (3,220,577) | (3,531,698) | (3,842,819) | (4,153,940) | (4,465,061) |
| (105% = 5% increase) | 98% | (2,029,391) | (2,340,408) | (2,667,321) | (3,010,987) | (3,354,652) | (3,698,318) | (4,041,983) |
| | 100% | (1,473,131) | (1,810,259) | (2,150,729) | (2,491,199) | (2,866,485) | (3,242,695) | (3,618,905) |
| | 102% | (932,404) | (1,288,605) | (1,650,032) | (2,019,955) | (2,389,878) | (2,787,072) | (3,195,827) |
| | 104% | (406,956) | (782,655) | (1,162,227) | (1,551,108) | (1,948,086) | (2,347,462) | (2,772,749) |
| | 106% | 118,492 | (284,862) | (688,216) | (1,093,100) | (1,510,607) | (1,935,123) | (2,363,952) |
| | 108% | 643,940 | 212,931 | (218,078) | (649,087) | (1,081,224) | (1,527,357) | (1,981,455) |
| | 110% | 1,169,388 | 710,724 | 252,060 | (206,605) | (665,269) | (1,126,599) | (1,601,357) |
| | 112% | 1,694,836 | 1,208,517 | 722,197 | 235,878 | (250,442) | (736,761) | (1,229,225) |
| | 114% | 2,220,284 | 1,706,310 | 1,192,335 | 678,360 | 164,386 | (349,589) | (863,564) |
| | 116% | 2,745,732 | 2,204,103 | 1,662,473 | 1,120,843 | 579,213 | 37,583 | (504,046) |
| | 118% | 3,271,181 | 2,701,896 | 2,132,611 | 1,563,326 | 994,041 | 424,756 | (144,529) |
| | 120% | 3,796,629 | 3,199,688 | 2,602,748 | 2,005,808 | 1,408,868 | 811,928 | 214,988 |
| | 122% | 4,322,077 | 3,697,481 | 3,072,886 | 2,448,291 | 1,823,695 | 1,199,100 | 574,505 |
| | 124% | 4,847,525 | 4,195,274 | 3,543,024 | 2,890,773 | 2,238,523 | 1,586,272 | 934,022 |
| | 126% | 5,372,973 | 4,693,067 | 4,013,162 | 3,333,256 | 2,653,350 | 1,973,445 | 1,293,539 |
| | 128% | 5,898,421 | 5,190,860 | 4,483,299 | 3,775,739 | 3,068,178 | 2,360,617 | 1,653,056 |
| | 130% | 6,423,869 | 5,688,653 | 4,953,437 | 4,218,221 | 3,483,005 | 2,747,789 | 2,012,573 |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| Balance (RLV - BLV £ per acre (n)) | (3,618,905) | | | | | | | |
| | 5,000 | (1,435,052) | (1,732,382) | (2,033,913) | (2,335,444) | (2,651,354) | (2,984,538) | (3,317,722) |
| | 10,000 | (1,396,974) | (1,654,504) | (1,917,097) | (2,179,689) | (2,442,282) | (2,726,381) | (3,016,538) |
| Grant (£ per unit) | 15,000 | (1,358,896) | (1,577,607) | (1,800,281) | (2,023,935) | (2,247,589) | (2,471,242) | (2,715,355) |
| - | 20,000 | (1,320,895) | (1,501,451) | (1,683,465) | (1,868,180) | (2,052,895) | (2,237,610) | (2,422,325) |
| | 25,000 | (1,283,061) | (1,425,517) | (1,567,974) | (1,712,451) | (1,858,202) | (2,003,978) | (2,149,755) |
| | 30,000 | (1,245,226) | (1,349,848) | (1,454,469) | (1,559,091) | (1,664,678) | (1,771,664) | (1,878,650) |
| | 35,000 | (1,207,391) | (1,274,178) | (1,340,965) | (1,407,752) | (1,474,539) | (1,541,326) | (1,608,113) |
| | 40,000 | (1,169,556) | (1,198,509) | (1,227,461) | (1,256,413) | (1,285,365) | (1,314,318) | (1,343,270) |
| | 45,000 | (1,131,722) | (1,122,839) | (1,113,957) | (1,105,074) | (1,096,192) | (1,087,309) | (1,078,427) |
| | 50,000 | (1,093,887) | (1,047,196) | (1,002,063) | (956,929) | (911,796) | (866,662) | (821,528) |
| | 55,000 | (1,056,052) | (974,092) | (892,406) | (810,720) | (729,035) | (647,349) | (565,663) |

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

240403_BCC Appraisals_CORE_v0.5

Appraisal Ref: **23** (see Typologies Matrix)
 Scheme Typology: **Core**
 Site Typology: Location / Value Zone: **Core Zone** No Units: **75** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | | |
|---|--|-------------------------|------------|---|--------------------|-----------------------------|---------------|--------------|---------|
| Total number of units in scheme | | | | 75 Units | | | | | |
| AH Policy requirement (% Target) | | | | 35% | | | | | |
| Open Market Sale (OMS) housing | | | | Open Market Sale (OMS) 65% | | | | | |
| AH tenure split % | | | | Affordable Rent: 60.0% | | | | | |
| | | | | Social Rent: 10.0% 70.0% Rented | | | | | |
| | | | | First Homes: 25.0% | | | | | |
| | | | | Other Intermediate (LCHO/Sub-Market etc.): 5.0% 10.5% % of total (>10% First Homes PPG 023) | | | | | |
| | | | | 100.0% 100.0% | | | | | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | | | |
| Unit mix - | | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 3 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 4 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 5 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | | 50.0% | 24.4 | 50.0% | 13.1 | 50% | 37.5 | | |
| 2 bed Flat | | 50.0% | 24.4 | 50.0% | 13.1 | 50% | 37.5 | | |
| 3 bed Flat | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | | 100.0% | 48.8 | 100.0% | 26.3 | 100% | 75.0 | | |
| OMS Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | | 62.0 | 667 | | | 62.0 | 667 | | |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| AH Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | | 62.0 | 667 | | | 62.0 | 667 | | |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | | |
| 1 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 3 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 4 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 5 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | | 1,434 | 15,434 | 772 | 8,310 | 2,206 | 23,744 | | |
| 2 bed Flat | | 2,007 | 21,607 | 1,081 | 11,635 | 3,088 | 33,241 | | |
| 3 bed Flat | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| AH % by floor area: | | 3,441 | 37,041 | 1,853 | 19,945 | 5,294 | 56,985 | | |
| 35.00% AH % by floor area (difference due to mix) | | | | | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | | | 0 | 0 | 0 | | | | |
| 2 bed House | | 325,000 | 4,114 | 382 | 0 | | | | |
| 3 bed House | | 450,000 | 4,737 | 440 | 0 | | | | |
| 4 bed House | | 525,000 | 4,375 | 406 | 0 | | | | |
| 5 bed House | | 580,000 | 4,143 | 385 | 0 | | | | |
| 1 bed Flat | | 220,000 | 4,400 | 409 | 8,250,000 | | | | |
| 2 bed Flat | | 305,000 | 4,357 | 405 | 11,437,500 | | | | |
| 3 bed Flat | | | 0 | 0 | 0 | | | | |
| | | | | | 19,687,500 | | | | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 75% |
| 2 bed House | | 178,750 | 55% | 146,250 | 45% | 227,500 | 70% | 243,750 | 75% |
| 3 bed House | | 247,500 | 55% | 202,500 | 45% | 250,000 | 70% | 337,500 | 75% |
| 4 bed House | | 288,750 | 55% | 236,250 | 45% | 250,000 | 70% | 393,750 | 75% |
| 5 bed House | | 319,000 | 55% | 261,000 | 45% | 250,000 | 70% | 435,000 | 75% |
| 1 bed Flat | | 121,000 | 55% | 99,000 | 45% | 154,000 | 70% | 165,000 | 75% |
| 2 bed Flat | | 167,750 | 55% | 137,250 | 45% | 213,500 | 70% | 228,750 | 75% |
| 3 bed Flat | | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 75% |
| * capped @£250K | | | | | | | | | |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology: **Core** No Units: **75**
 Site Typology: Location / Value Zone: **Core Zone** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|-------------|----------------------------------|--|-------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 325,000 | - |
| 3 bed House | 0.0 | @ | 450,000 | - |
| 4 bed House | 0.0 | @ | 525,000 | - |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 24.4 | @ | 220,000 | 5,362,500 |
| 2 bed Flat | 24.4 | @ | 305,000 | 7,434,375 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 48.8 | | | 12,796,875 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 178,750 | - |
| 3 bed House | 0.0 | @ | 247,500 | - |
| 4 bed House | 0.0 | @ | 288,750 | - |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 7.9 | @ | 121,000 | 952,875 |
| 2 bed Flat | 7.9 | @ | 167,750 | 1,321,031 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 15.8 | | | 2,273,906 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 146,250 | - |
| 3 bed House | 0.0 | @ | 202,500 | - |
| 4 bed House | 0.0 | @ | 236,250 | - |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 1.3 | @ | 99,000 | 129,938 |
| 2 bed Flat | 1.3 | @ | 137,250 | 180,141 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 2.6 | | | 310,078 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 227,500 | - |
| 3 bed House | 0.0 | @ | 250,000 | - |
| 4 bed House | 0.0 | @ | 250,000 | - |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 3.3 | @ | 154,000 | 505,313 |
| 2 bed Flat | 3.3 | @ | 213,500 | 700,547 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 6.6 | | | 1,205,859 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 243,750 | - |
| 3 bed House | 0.0 | @ | 337,500 | - |
| 4 bed House | 0.0 | @ | 393,750 | - |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.7 | @ | 165,000 | 108,281 |
| 2 bed Flat | 0.7 | @ | 228,750 | 150,117 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 1.3 | 26.3 | | 258,398 |
| Sub-total GDV Residential | | | | |
| | 75 | | | 16,845,117 |
| AH on-site cost analysis: | | | £MV (no AH) less £GDV (inc. AH) | 2,842,383 |
| | | 537 £ psm (total GIA sqm) | 37,898 £ per unit (total units) | |
| Grant | | | | |
| | 26 | AH units @ | 0 per unit | - |
| Total GDV | | | | 16,845,117 |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology: **Core** No Units: **75**
 Site Typology: Location / Value Zone: **Core Zone** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|---|--------------------|---------------------|----------------------------------|--|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (26,309) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (80,000) |
| CIL (Mrkt only + garages) | | 3,441 sqm | | 90.39 £ psm | | (311,048) |
| | CIL analysis: | 1.85% % of GDV | | 4,147 £ per unit (total units) | | |
| Site Specific S106 Contributions | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 75 units @ | | 4,300 per unit | | (322,500) |
| | Sub-total | | | | | (322,500) |
| | S106 analysis: | 2,580,000 £ per ha | 1.91% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | 5,294 sqm (total) | | 0 £ psm | | - |
| | Comm. Sum analysis: | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | 0.13 ha @ | | 123,550 £ per ha (if brownfield) | | (15,444) |
| Site Infrastructure costs - | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 75 units @ | | 0 per unit | | - |
| | Sub-total | | | | | - |
| | Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | - sqm @ | | 1,295 psm | | - |
| 2 bed House | | - sqm @ | | 1,295 psm | | - |
| 3 bed House | | - sqm @ | | 1,295 psm | | - |
| 4 bed House | | - sqm @ | | 1,295 psm | | - |
| 5 bed House | | - sqm @ | | 1,295 psm | | - |
| 1 bed Flat | | 2,206 sqm @ | | 1,667 psm | | (3,677,206) |
| 2 bed Flat | | 3,088 sqm @ | | 1,667 psm | | (5,148,088) |
| 3 bed Flat | | 5,294 sqm @ | | 1,667 psm | | - |
| Garages for 3B House (Mrkt only) | | 50% units @ | | 18 sqm @ 600 psm | | - |
| Garages for 4B House (Mrkt only) | | 75% units @ | | 18 sqm @ 600 psm | | - |
| Garages for 5B House (Mrkt only) | | 120% units @ | | 18 sqm @ 600 psm | | - |
| External works | | 8,825,294 @ | | 15.0% | | (1,323,794) |
| | Ext. Works analysis: | | | 17,651 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | 75 units @ | | 287 £ per unit | | (21,525) |
| M4(2) Category 2 Housing | Aff units | 26 units @ | 100% @ | 521 £ per unit | | (13,676) |
| M4(2) Category 2 Housing | OMS units | 49 units @ | 100% @ | 521 £ per unit | | (26,399) |
| M4(3) Category 3 Housing | Aff units | 26 units @ | 10% @ | 10,111 £ per unit | | (26,541) |
| M4(3) Category 3 Housing | OMS units | 49 units @ | 10% @ | 10,111 £ per unit | | (49,291) |
| Net Zero Cost | | 75 units @ | | 10,000 £ per unit | | (750,000) |
| Urban Greening | No. of storeys | 4.0 equals | 1,324 sqm footprint | 100 £ sqm | | (132,353) |
| EV Charging Points - Houses | | - units @ | | 1,000 £ per unit | | - |
| EV Charging Points - Flats | | 75 units @ | 4 flats per charger | 2,500 £ per 4 units | | (46,875) |
| | | 4 units @ | | 0 £ per unit | | - |
| | Sub-total | | | | | (1,065,660) |
| | Policy Costs analysis: (design costs only) | | | 14,209 £ per unit (total units) | | |
| Contingency (on construction) | | 11,230,192 @ | | 5.0% | | (561,510) |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology: **Core** No Units: **75**
 Site Typology: Location / Value Zone: **Core Zone** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|-------------------|---------------------------|------------------------------------|---------------------|
| Professional Fees | 11,230,192 @ | 7.5% | | (842,264) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 12,796,875 OMS @ | 3.00% | 5,119 £ per unit | (383,906) |
| Residential Sales Agent Costs | 12,796,875 OMS @ | 1.00% | 1,706 £ per unit | (127,969) |
| Residential Sales Legal Costs | 12,796,875 OMS @ | 0.35% | 597 £ per unit | (44,789) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 7,289 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (966,840) |
| Developers Profit - | | | | |
| Profit on OMS | 12,796,875 | 20.00% | | (2,559,375) |
| Margin on AH | 4,048,242 | 6.00% on AH values | | (242,895) |
| Profit analysis: | 16,845,117 | 16.64% blended GDV | (2,802,270) | |
| | 14,887,328 | 18.82% on costs | (2,802,270) | |
| TOTAL COSTS | | | | (17,689,597) |

| | | | | |
|----------------------------------|----------------------------|-------------------------------------|---------------------------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | (844,480) |
| SDLT | - @ | HMRC formula | | - |
| Acquisition Agent fees | - @ | 1.0% | | - |
| Acquisition Legal fees | - @ | 0.5% | | - |
| Interest on Land | - @ | 8.00% | | - |
| Residual Land Value | | | | (844,480) |
| RLV analysis: | (11,260) £ per plot | (6,755,839) £ per ha (net) | (2,734,051) £ per acre (net) | |
| | | (6,755,839) £ per ha (gross) | (2,734,051) £ per acre (gross) | |
| | | | -5.01% % RLV / GDV | |

| | | | | |
|-----------------------------------|----------------------------|-----------------------------------|-------------------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 600.0 dph (net) | | | |
| Site Area (net) | 0.13 ha (net) | | 0.31 acres (net) | |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 0.13 ha (gross) | | 0.31 acres (gross) | |
| Density analysis: | 42,353 sqm/ha (net) | 184,493 sqft/ac (net) | | |
| | 600 dph (gross) | | | |
| Benchmark Land Value (net) | 10,296 £ per plot | 6,177,500 £ per ha (net) | 2,500,000 £ per acre (net) | 772,188 |
| BLV analysis: | | 6,177,500 £ per ha (gross) | 2,500,000 £ per acre (gross) | |

| | | | | |
|-------------------|--|------------------------------------|-------------------------------------|--------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (12,933,339) £ per ha (net) | (5,234,051) £ per acre (net) | (1,616,667) |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology: Core No Units: 75
 Site Typology: Location / Value Zone: Core Zone Greenfield/Brownfield: Brownfield
 Notes:

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 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | (5,234,051) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| | 0.00 | (583,938) | (1,131,393) | (1,678,847) | (2,246,278) | (2,859,942) | (3,500,240) | (4,142,483) | |
| | 10.00 | (733,880) | (1,273,442) | (1,814,375) | (2,379,929) | (2,998,392) | (3,629,460) | (4,263,245) | |
| | 20.00 | (883,821) | (1,415,492) | (1,953,240) | (2,515,005) | (3,136,842) | (3,758,680) | (4,384,007) | |
| CIL £ psm | 30.00 | (1,033,762) | (1,557,542) | (2,092,820) | (2,662,685) | (3,275,292) | (3,888,653) | (4,504,769) | |
| | 40.00 | (1,183,704) | (1,699,592) | (2,234,823) | (2,810,365) | (3,413,742) | (4,018,705) | (4,625,531) | |
| | 50.00 | (1,333,645) | (1,844,015) | (2,376,827) | (2,958,045) | (3,552,192) | (4,148,756) | (4,746,293) | |
| | 60.00 | (1,483,586) | (1,991,049) | (2,520,807) | (3,105,725) | (3,690,642) | (4,278,808) | (4,867,055) | |
| | 70.00 | (1,633,528) | (2,139,837) | (2,677,717) | (3,253,405) | (3,829,901) | (4,408,859) | (4,987,817) | |
| | 80.00 | (1,783,802) | (2,290,193) | (2,834,627) | (3,401,085) | (3,969,242) | (4,538,910) | (5,108,579) | |
| | 90.00 | (1,939,005) | (2,440,550) | (2,991,537) | (3,548,765) | (4,108,583) | (4,668,962) | (5,229,341) | |
| | 100.00 | (2,094,969) | (2,600,449) | (3,148,447) | (3,696,834) | (4,247,923) | (4,799,013) | (5,350,103) | |
| | 110.00 | (2,253,679) | (2,766,589) | (3,305,357) | (3,845,464) | (4,387,264) | (4,929,065) | (5,470,865) | |
| | 120.00 | (2,412,388) | (2,932,729) | (3,462,267) | (3,994,094) | (4,526,605) | (5,059,116) | (5,591,627) | |
| | 130.00 | (2,578,562) | (3,098,869) | (3,619,503) | (4,142,724) | (4,665,946) | (5,189,167) | (5,712,389) | |
| | 140.00 | (2,753,932) | (3,265,009) | (3,777,422) | (4,291,354) | (4,805,287) | (5,319,219) | (5,833,151) | |
| | 150.00 | (2,929,302) | (3,431,149) | (3,935,342) | (4,439,985) | (4,944,627) | (5,449,270) | (5,953,913) | |
| | 160.00 | (3,104,672) | (3,597,908) | (4,093,261) | (4,588,615) | (5,083,968) | (5,579,322) | (6,074,675) | |
| | 170.00 | (3,280,042) | (3,765,117) | (4,251,181) | (4,737,245) | (5,223,309) | (5,709,373) | (6,195,437) | |
| | 180.00 | (3,455,551) | (3,932,326) | (4,409,100) | (4,885,875) | (5,362,650) | (5,839,424) | (6,316,199) | |
| | 190.00 | (3,632,049) | (4,099,535) | (4,567,020) | (5,034,505) | (5,501,991) | (5,969,476) | (6,436,961) | |
| 200.00 | (3,808,548) | (4,266,744) | (4,724,940) | (5,183,135) | (5,641,331) | (6,099,527) | (6,557,723) | | |
| 210.00 | (3,985,046) | (4,433,953) | (4,882,859) | (5,331,766) | (5,780,672) | (6,229,579) | (6,678,485) | | |
| 220.00 | (4,161,544) | (4,601,162) | (5,040,779) | (5,480,396) | (5,920,013) | (6,359,630) | (6,799,247) | | |
| 230.00 | (4,338,043) | (4,768,371) | (5,198,698) | (5,629,026) | (6,059,354) | (6,489,682) | (6,920,009) | | |
| 240.00 | (4,514,541) | (4,935,579) | (5,356,618) | (5,777,656) | (6,198,695) | (6,619,733) | (7,040,771) | | |
| 250.00 | (4,691,039) | (5,102,788) | (5,514,537) | (5,926,286) | (6,338,035) | (6,749,784) | (7,161,533) | | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | (5,234,051) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| | - | (977,792) | (1,453,914) | (1,935,512) | (2,436,652) | (2,986,870) | (3,543,738) | (4,102,294) | |
| Site Specific S106 | 1,000 | (1,201,389) | (1,677,511) | (2,169,360) | (2,691,519) | (3,248,387) | (3,805,476) | (4,365,493) | |
| | 2,000 | (1,424,986) | (1,905,568) | (2,406,032) | (2,953,036) | (3,509,903) | (4,068,675) | (4,628,692) | |
| | 3,000 | (1,648,582) | (2,138,739) | (2,657,685) | (3,214,552) | (3,771,858) | (4,331,875) | (4,891,892) | |
| | 4,000 | (1,875,625) | (2,375,412) | (2,919,201) | (3,476,069) | (4,035,057) | (4,595,074) | (5,155,091) | |
| | 5,000 | (2,108,119) | (2,623,850) | (3,180,718) | (3,738,240) | (4,298,256) | (4,858,273) | (5,418,290) | |
| | 6,000 | (2,344,792) | (2,885,367) | (3,442,235) | (4,001,439) | (4,561,456) | (5,121,473) | (5,681,489) | |
| | 7,000 | (2,590,016) | (3,146,884) | (3,704,621) | (4,264,638) | (4,824,655) | (5,384,672) | (5,944,689) | |
| | 8,000 | (2,851,533) | (3,408,400) | (3,967,821) | (4,527,837) | (5,087,854) | (5,647,871) | (6,207,888) | |
| | 9,000 | (3,113,049) | (3,671,003) | (4,231,020) | (4,791,037) | (5,351,054) | (5,911,070) | (6,471,087) | |
| | 10,000 | (3,374,566) | (3,934,202) | (4,494,219) | (5,054,236) | (5,614,253) | (6,174,270) | (6,734,287) | |
| | 11,000 | (3,637,385) | (4,197,401) | (4,757,418) | (5,317,435) | (5,877,452) | (6,437,469) | (6,997,486) | |
| | 12,000 | (3,900,584) | (4,460,601) | (5,020,618) | (5,580,635) | (6,140,651) | (6,700,668) | (7,260,685) | |
| | 13,000 | (4,163,783) | (4,723,800) | (5,283,817) | (5,843,834) | (6,403,851) | (6,963,868) | (7,523,884) | |
| | 14,000 | (4,426,982) | (4,986,999) | (5,547,016) | (6,107,033) | (6,667,050) | (7,227,067) | (7,787,084) | |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | (5,234,051) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| | 15.0% | 649,357 | 36,992 | (575,372) | (1,187,737) | (1,803,342) | (2,448,556) | (3,162,521) | |
| | 16.0% | 131,634 | (453,482) | (1,038,598) | (1,623,714) | (2,230,161) | (2,889,331) | (3,576,827) | |
| Profit | 17.0% | (386,089) | (943,957) | (1,501,824) | (2,069,925) | (2,679,881) | (3,335,507) | (3,991,133) | |
| | 18.0% | (903,812) | (1,434,431) | (1,971,754) | (2,534,694) | (3,157,926) | (3,781,683) | (4,405,439) | |
| | 19.0% | (1,421,535) | (1,930,201) | (2,460,064) | (3,044,609) | (3,635,972) | (4,227,858) | (4,819,745) | |
| | 20.0% | (1,945,058) | (2,446,414) | (2,997,656) | (3,554,524) | (4,114,017) | (4,674,034) | (5,234,051) | |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | (5,234,051) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| | 200,000 | 354,942 | (146,414) | (697,656) | (1,254,524) | (1,814,017) | (2,374,034) | (2,934,051) | |
| | 400,000 | 154,942 | (346,414) | (897,656) | (1,454,524) | (2,014,017) | (2,574,034) | (3,134,051) | |
| BLV (£ per acre) | 600,000 | (45,058) | (546,414) | (1,097,656) | (1,654,524) | (2,214,017) | (2,774,034) | (3,334,051) | |
| | 800,000 | (245,058) | (746,414) | (1,297,656) | (1,854,524) | (2,414,017) | (2,974,034) | (3,534,051) | |
| | 1,000,000 | (445,058) | (946,414) | (1,497,656) | (2,054,524) | (2,614,017) | (3,174,034) | (3,734,051) | |
| | 1,200,000 | (645,058) | (1,146,414) | (1,697,656) | (2,254,524) | (2,814,017) | (3,374,034) | (3,934,051) | |
| | 1,400,000 | (845,058) | (1,346,414) | (1,897,656) | (2,454,524) | (3,014,017) | (3,574,034) | (4,134,051) | |
| | 1,600,000 | (1,045,058) | (1,546,414) | (2,097,656) | (2,654,524) | (3,214,017) | (3,774,034) | (4,334,051) | |
| | 1,800,000 | (1,245,058) | (1,746,414) | (2,297,656) | (2,854,524) | (3,414,017) | (3,974,034) | (4,534,051) | |
| | 2,000,000 | (1,445,058) | (1,946,414) | (2,497,656) | (3,054,524) | (3,614,017) | (4,174,034) | (4,734,051) | |
| | 2,200,000 | (1,645,058) | (2,146,414) | (2,697,656) | (3,254,524) | (3,814,017) | (4,374,034) | (4,934,051) | |
| | 2,400,000 | (1,845,058) | (2,346,414) | (2,897,656) | (3,454,524) | (4,014,017) | (4,574,034) | (5,134,051) | |
| | 2,600,000 | (2,045,058) | (2,546,414) | (3,097,656) | (3,654,524) | (4,214,017) | (4,774,034) | (5,334,051) | |
| | 2,800,000 | (2,245,058) | (2,746,414) | (3,297,656) | (3,854,524) | (4,414,017) | (4,974,034) | (5,534,051) | |
| | 3,000,000 | (2,445,058) | (2,946,414) | (3,497,656) | (4,054,524) | (4,614,017) | (5,174,034) | (5,734,051) | |
| | 3,200,000 | (2,645,058) | (3,146,414) | (3,697,656) | (4,254,524) | (4,814,017) | (5,374,034) | (5,934,051) | |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology: **Core** No Units: **75**
 Site Typology: Location / Value Zone: **Core Zone** Greenfield/Brownfield: **Brownfield**
 Notes:

| Balance (RLV - BLV £ per acre (n)) | (5,234,051) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|--------------|
| 0 | | 592,685 | 116,563 | (359,559) | (835,681) | (1,311,802) | (1,788,414) | (2,286,230) |
| Net Zero | 2,000 | 86,296 | (389,826) | (865,947) | (1,342,069) | (1,819,742) | (2,318,267) | (2,856,057) |
| (£ per unit) | 4,000 | (420,092) | (896,214) | (1,372,336) | (1,851,071) | (2,350,304) | (2,891,457) | (3,448,325) |
| 10,000 | 6,000 | (926,481) | (1,402,603) | (1,882,400) | (2,382,340) | (2,926,857) | (3,483,725) | (4,041,895) |
| | 8,000 | (1,432,870) | (1,913,729) | (2,414,377) | (2,962,257) | (3,519,124) | (4,077,956) | (4,637,973) |
| | 10,000 | (1,945,058) | (2,446,414) | (2,997,656) | (3,554,524) | (4,114,017) | (4,674,034) | (5,234,051) |
| | 12,000 | (2,478,451) | (3,033,056) | (3,590,061) | (4,150,078) | (4,710,095) | (5,270,112) | (5,830,129) |
| | 14,000 | (3,068,456) | (3,626,122) | (4,186,139) | (4,746,156) | (5,306,173) | (5,866,190) | (6,426,207) |
| | 16,000 | (3,662,184) | (4,222,200) | (4,782,217) | (5,342,234) | (5,902,251) | (6,462,268) | (7,022,285) |
| | 18,000 | (4,258,262) | (4,818,279) | (5,378,295) | (5,938,312) | (6,498,329) | (7,058,346) | (7,618,363) |
| | 20,000 | (4,854,340) | (5,414,357) | (5,974,373) | (6,534,390) | (7,094,407) | (7,654,424) | (8,214,441) |
| | 22,000 | (5,450,418) | (6,010,435) | (6,570,452) | (7,130,468) | (7,690,485) | (8,250,502) | (8,810,519) |
| | 24,000 | (6,046,496) | (6,606,513) | (7,166,530) | (7,726,546) | (8,286,563) | (8,846,580) | (9,406,597) |
| | 26,000 | (6,642,574) | (7,202,591) | (7,762,608) | (8,322,624) | (8,882,641) | (9,442,658) | (10,002,675) |
| | 28,000 | (7,238,652) | (7,798,669) | (8,358,686) | (8,918,703) | (9,478,719) | (10,038,736) | (10,598,753) |
| | 30,000 | (7,834,730) | (8,394,747) | (8,954,764) | (9,514,781) | (10,074,797) | (10,634,814) | (11,194,831) |

| Balance (RLV - BLV £ per acre (n)) | (5,234,051) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
|------------------------------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| 70% | | 8,328,640 | 7,851,862 | 7,375,083 | 6,898,304 | 6,421,525 | 5,944,746 | 5,467,967 |
| 75% | | 6,626,380 | 6,149,686 | 5,672,907 | 5,196,128 | 4,719,349 | 4,242,570 | 3,765,792 |
| 80% | | 4,913,252 | 4,437,130 | 3,961,008 | 3,484,887 | 3,008,765 | 2,532,643 | 2,056,521 |
| Build Cost | 85% | 3,200,125 | 2,724,003 | 2,247,881 | 1,771,759 | 1,295,637 | 819,515 | 343,394 |
| 100% | 90% | 1,486,997 | 1,010,875 | 534,753 | 58,631 | (417,490) | (893,612) | (1,369,734) |
| (105% = 5% increase) | 95% | (226,131) | (702,252) | (1,178,374) | (1,654,496) | (2,144,999) | (2,664,601) | (3,221,469) |
| | 100% | (1,945,058) | (2,446,414) | (2,997,656) | (3,554,524) | (4,114,017) | (4,674,034) | (5,234,051) |
| | 105% | (3,890,499) | (4,450,516) | (5,010,533) | (5,570,550) | (6,130,567) | (6,690,583) | (7,250,600) |
| | 110% | (5,907,049) | (6,467,065) | (7,027,082) | (7,587,099) | (8,147,116) | (8,707,133) | (9,267,150) |
| | 115% | (7,923,598) | (8,483,615) | (9,043,632) | (9,603,649) | (10,163,666) | (10,723,683) | (11,283,699) |
| | 120% | (9,940,148) | (10,500,165) | (11,060,182) | (11,620,198) | (12,180,215) | (12,754,567) | (13,342,949) |
| | 125% | (11,956,697) | (12,516,714) | (13,076,731) | (13,646,754) | (14,235,136) | (14,823,518) | (15,411,900) |

| Balance (RLV - BLV £ per acre (n)) | (5,234,051) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 90% | | (6,530,492) | (6,845,428) | (7,160,364) | (7,475,299) | (7,790,235) | (8,105,171) | (8,420,106) |
| 92% | | (5,599,184) | (5,963,136) | (6,327,088) | (6,691,039) | (7,054,991) | (7,418,943) | (7,782,895) |
| Market Values | 94% | (4,667,875) | (5,080,843) | (5,493,811) | (5,906,780) | (6,319,748) | (6,732,716) | (7,145,684) |
| 100% | 96% | (3,736,567) | (4,198,551) | (4,660,535) | (5,122,520) | (5,584,504) | (6,046,489) | (6,508,473) |
| (105% = 5% increase) | 98% | (2,809,167) | (3,317,337) | (3,827,259) | (4,338,260) | (4,849,261) | (5,360,261) | (5,871,262) |
| | 100% | (1,945,058) | (2,446,414) | (2,997,656) | (3,554,524) | (4,114,017) | (4,674,034) | (5,234,051) |
| | 102% | (1,148,173) | (1,665,931) | (2,201,174) | (2,775,370) | (3,380,935) | (3,987,806) | (4,596,840) |
| | 104% | (357,088) | (916,482) | (1,475,876) | (2,044,438) | (2,650,478) | (3,304,739) | (3,959,628) |
| | 106% | 433,997 | (167,033) | (768,063) | (1,369,093) | (1,977,005) | (2,622,979) | (3,325,939) |
| | 108% | 1,225,082 | 582,416 | (60,250) | (702,916) | (1,345,582) | (1,995,767) | (2,692,876) |
| | 110% | 2,016,167 | 1,331,865 | 647,563 | (36,739) | (721,041) | (1,405,344) | (2,101,631) |
| | 112% | 2,807,252 | 2,081,314 | 1,355,376 | 629,437 | (96,501) | (822,439) | (1,548,377) |
| | 114% | 3,598,337 | 2,830,763 | 2,063,189 | 1,295,614 | 528,040 | (239,534) | (1,007,108) |
| | 116% | 4,389,422 | 3,580,212 | 2,771,002 | 1,961,791 | 1,152,581 | 343,371 | (465,840) |
| | 118% | 5,180,507 | 4,329,661 | 3,478,814 | 2,627,968 | 1,777,122 | 926,275 | 75,429 |
| | 120% | 5,971,592 | 5,079,110 | 4,186,627 | 3,294,145 | 2,401,663 | 1,509,180 | 616,698 |
| | 122% | 6,762,677 | 5,828,559 | 4,894,440 | 3,960,322 | 3,026,203 | 2,092,085 | 1,157,967 |
| | 124% | 7,553,762 | 6,578,008 | 5,602,253 | 4,626,499 | 3,650,744 | 2,674,990 | 1,699,235 |
| | 126% | 8,344,847 | 7,327,457 | 6,310,066 | 5,292,676 | 4,275,285 | 3,257,895 | 2,240,504 |
| | 128% | 9,135,932 | 8,076,906 | 7,017,879 | 5,958,852 | 4,899,826 | 3,840,799 | 2,781,773 |
| | 130% | 9,923,596 | 8,825,343 | 7,725,692 | 6,625,029 | 5,524,367 | 4,423,704 | 3,323,041 |

| Balance (RLV - BLV £ per acre (n)) | (5,234,051) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 5,000 | | (1,887,190) | (2,328,064) | (2,801,496) | (3,292,977) | (3,784,979) | (4,279,189) | (4,773,398) |
| 10,000 | | (1,829,323) | (2,209,714) | (2,605,336) | (3,031,430) | (3,457,524) | (3,884,344) | (4,312,746) |
| Grant (£ per unit) | 15,000 | (1,771,541) | (2,091,364) | (2,417,804) | (2,769,883) | (3,130,590) | (3,491,297) | (3,852,093) |
| - | 20,000 | (1,715,635) | (1,974,947) | (2,240,279) | (2,508,335) | (2,803,656) | (3,098,976) | (3,394,297) |
| | 25,000 | (1,659,730) | (1,859,212) | (2,062,753) | (2,270,843) | (2,478,933) | (2,706,656) | (2,936,589) |
| | 30,000 | (1,603,824) | (1,744,512) | (1,889,102) | (2,034,726) | (2,183,058) | (2,331,973) | (2,480,888) |
| | 35,000 | (1,547,918) | (1,632,700) | (1,717,482) | (1,803,257) | (1,891,013) | (1,978,770) | (2,066,663) |
| | 40,000 | (1,492,013) | (1,520,889) | (1,549,765) | (1,578,641) | (1,607,517) | (1,636,394) | (1,665,270) |
| | 45,000 | (1,436,107) | (1,409,077) | (1,382,048) | (1,355,018) | (1,327,989) | (1,300,959) | (1,273,930) |
| | 50,000 | (1,380,201) | (1,297,266) | (1,214,331) | (1,131,396) | (1,048,460) | (965,525) | (882,590) |
| | 55,000 | (1,324,295) | (1,185,455) | (1,046,614) | (907,773) | (768,932) | (630,091) | (491,250) |

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

240403_BCC Appraisals_CORE_v0.5

Appraisal Ref: **24** (see Typologies Matrix)
 Scheme Typology:
 Site Typology: Location / Value Zone: **Core Zone** No Units: **150** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | | |
|---|--|-------------------------|------------|---|--------------------|-----------------------------|---------------|--------------|---------|
| Total number of units in scheme | | | | 150 Units | | | | | |
| AH Policy requirement (% Target) | | | | 35% | | | | | |
| Open Market Sale (OMS) housing | | | | Open Market Sale (OMS) 65% | | | | | |
| AH tenure split % | | | | Affordable Rent: 60.0% | | | | | |
| | | | | Social Rent: 10.0% 70.0% % Rented | | | | | |
| | | | | First Homes: 25.0% | | | | | |
| | | | | Other Intermediate (LCHO/Sub-Market etc.): 5.0% 10.5% % of total (>10% First Homes PPG 023) | | | | | |
| | | | | 100.0% 100.0% | | | | | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | | | |
| Unit mix - | | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 3 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 4 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 5 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | | 45.0% | 43.9 | 45.0% | 23.6 | 45% | 67.5 | | |
| 2 bed Flat | | 55.0% | 53.6 | 55.0% | 28.9 | 55% | 82.5 | | |
| 3 bed Flat | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | | 100.0% | 97.5 | 100.0% | 52.5 | 100% | 150.0 | | |
| OMS Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | | 62.0 | 667 | | | 62.0 | 667 | | |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| AH Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | | 62.0 | 667 | | | 62.0 | 667 | | |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | | |
| 1 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 3 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 4 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 5 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | | 2,581 | 27,780 | 1,390 | 14,959 | 3,971 | 42,739 | | |
| 2 bed Flat | | 4,416 | 47,535 | 2,378 | 25,596 | 6,794 | 73,131 | | |
| 3 bed Flat | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| AH % by floor area: | | 6,997 | 75,316 | 3,768 | 40,555 | 10,765 | 115,870 | | |
| 35.00% AH % by floor area (difference due to mix) | | | | | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | | | 0 | 0 | 0 | | | | |
| 2 bed House | | 325,000 | 4,114 | 382 | 0 | | | | |
| 3 bed House | | 450,000 | 4,737 | 440 | 0 | | | | |
| 4 bed House | | 525,000 | 4,375 | 406 | 0 | | | | |
| 5 bed House | | 580,000 | 4,143 | 385 | 0 | | | | |
| 1 bed Flat | | 220,000 | 4,400 | 409 | 14,850,000 | | | | |
| 2 bed Flat | | 305,000 | 4,357 | 405 | 25,162,500 | | | | |
| 3 bed Flat | | | 0 | 0 | 0 | | | | |
| | | | | | 40,012,500 | | | | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 75% |
| 2 bed House | | 178,750 | 55% | 146,250 | 45% | 227,500 | 70% | 243,750 | 75% |
| 3 bed House | | 247,500 | 55% | 202,500 | 45% | 250,000 | 70% | 337,500 | 75% |
| 4 bed House | | 288,750 | 55% | 236,250 | 45% | 250,000 | 70% | 393,750 | 75% |
| 5 bed House | | 319,000 | 55% | 261,000 | 45% | 250,000 | 70% | 435,000 | 75% |
| 1 bed Flat | | 121,000 | 55% | 99,000 | 45% | 154,000 | 70% | 165,000 | 75% |
| 2 bed Flat | | 167,750 | 55% | 137,250 | 45% | 213,500 | 70% | 228,750 | 75% |
| 3 bed Flat | | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 75% |
| * capped @£250K | | | | | | | | | |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology:

Site Typology:

Notes:

Location / Value Zone:

Core Zone

No Units: 150

Greenfield/Brownfield:

Brownfield

| GROSS DEVELOPMENT VALUE | | | | | |
|---|------|------------|---------------------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | | |
| 1 bed House | 0.0 | @ | 0 | - | - |
| 2 bed House | 0.0 | @ | 325,000 | - | - |
| 3 bed House | 0.0 | @ | 450,000 | - | - |
| 4 bed House | 0.0 | @ | 525,000 | - | - |
| 5 bed House | 0.0 | @ | 580,000 | - | - |
| 1 bed Flat | 43.9 | @ | 220,000 | - | 9,652,500 |
| 2 bed Flat | 53.6 | @ | 305,000 | - | 16,355,625 |
| 3 bed Flat | 0.0 | @ | 0 | - | - |
| | 97.5 | | | | 26,008,125 |
| Affordable Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 0 | - | - |
| 2 bed House | 0.0 | @ | 178,750 | - | - |
| 3 bed House | 0.0 | @ | 247,500 | - | - |
| 4 bed House | 0.0 | @ | 288,750 | - | - |
| 5 bed House | 0.0 | @ | 319,000 | - | - |
| 1 bed Flat | 14.2 | @ | 121,000 | - | 1,715,175 |
| 2 bed Flat | 17.3 | @ | 167,750 | - | 2,906,269 |
| 3 bed Flat | 0.0 | @ | 0 | - | - |
| | 31.5 | | | | 4,621,444 |
| Social Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 0 | - | - |
| 2 bed House | 0.0 | @ | 146,250 | - | - |
| 3 bed House | 0.0 | @ | 202,500 | - | - |
| 4 bed House | 0.0 | @ | 236,250 | - | - |
| 5 bed House | 0.0 | @ | 261,000 | - | - |
| 1 bed Flat | 2.4 | @ | 99,000 | - | 233,888 |
| 2 bed Flat | 2.9 | @ | 137,250 | - | 396,309 |
| 3 bed Flat | 0.0 | @ | 0 | - | - |
| | 5.3 | | | | 630,197 |
| First Homes GDV - | | | | | |
| 1 bed House | 0.0 | @ | 0 | - | - |
| 2 bed House | 0.0 | @ | 227,500 | - | - |
| 3 bed House | 0.0 | @ | 250,000 | - | - |
| 4 bed House | 0.0 | @ | 250,000 | - | - |
| 5 bed House | 0.0 | @ | 250,000 | - | - |
| 1 bed Flat | 5.9 | @ | 154,000 | - | 909,563 |
| 2 bed Flat | 7.2 | @ | 213,500 | - | 1,541,203 |
| 3 bed Flat | 0.0 | @ | 0 | - | - |
| | 13.1 | | | | 2,450,766 |
| Other Intermediate GDV - | | | | | |
| 1 bed House | 0.0 | @ | 0 | - | - |
| 2 bed House | 0.0 | @ | 243,750 | - | - |
| 3 bed House | 0.0 | @ | 337,500 | - | - |
| 4 bed House | 0.0 | @ | 393,750 | - | - |
| 5 bed House | 0.0 | @ | 435,000 | - | - |
| 1 bed Flat | 1.2 | @ | 165,000 | - | 194,906 |
| 2 bed Flat | 1.4 | @ | 228,750 | - | 330,258 |
| 3 bed Flat | 0.0 | @ | 0 | - | - |
| | 2.6 | 52.5 | | | 525,164 |
| Sub-total GDV Residential | | | | | |
| | 150 | | | | 34,235,695 |
| AH on-site cost analysis: | | | | | |
| | | | 537 £ psm (total GIA sqm) | £MV (no AH) less £GDV (inc. AH) | 5,776,805 |
| | | | | 38,512 £ per unit (total units) | |
| Grant | | | | | |
| | 53 | AH units @ | 0 | per unit | - |
| Total GDV | | | | | |
| | | | | | 34,235,695 |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology:

Site Typology:

Notes:

Location / Value Zone:

Core Zone

No Units: 150

Greenfield/Brownfield:

Brownfield

| DEVELOPMENT COSTS | | | | | | | | | |
|--|------------|------------|-------------|--|----------|------------|--|--|--------------|
| Initial Payments - | | | | | | | | | |
| Statutory Planning Fees (Residential) (36,659) | | | | | | | | | |
| Planning Application Professional Fees, Surveys and reports (110,000) | | | | | | | | | |
| CIL (Mrkt only + garages) 6,997 sqm 90.39 £ psm (632,464) | | | | | | | | | |
| CIL analysis: 1.85% % of GDV 4,216 £ per unit (total units) | | | | | | | | | |
| Site Specific S106 Contributions | | | | | | | | | |
| | Year 1 | | | | 0 | | | | |
| | Year 2 | | | | 0 | | | | |
| | Year 3 | | | | 0 | | | | |
| | Year 4 | | | | 0 | | | | |
| | Year 5 | | | | 0 | | | | |
| | Year 6 | | | | 0 | | | | |
| | Year 7 | | | | 0 | | | | |
| | Year 8 | | | | 0 | | | | |
| | Year 9 | | | | 0 | | | | |
| | Year 10 | | | | 0 | | | | |
| | Year 11 | | | | 0 | | | | |
| | Year 12 | | | | 0 | | | | |
| | Year 13 | | | | 0 | | | | |
| | Year 14 | | | | 0 | | | | |
| | Year 15 | | | | 0 | | | | |
| | Years 1-15 | | 150 units @ | | 4,300 | per unit | | | (645,000) |
| | Sub-total | | | | | | | | (645,000) |
| S106 analysis: 3,440,000 £ per ha 1.88% % of GDV 4,300 £ per unit (total units) | | | | | | | | | |
| AH Commuted Sum 10,765 sqm (total) 0 £ psm | | | | | | | | | |
| Comm. Sum analysis: 0.00% % of GDV | | | | | | | | | |
| Construction Costs - | | | | | | | | | |
| Site Clearance, Demolition & Remediation 0.19 ha @ 123,550 £ per ha (if brownfield) (23,166) | | | | | | | | | |
| Site Infrastructure costs - | | | | | | | | | |
| | Year 1 | | | | 0 | | | | |
| | Year 2 | | | | 0 | | | | |
| | Year 3 | | | | 0 | | | | |
| | Year 4 | | | | 0 | | | | |
| | Year 5 | | | | 0 | | | | |
| | Year 6 | | | | 0 | | | | |
| | Year 7 | | | | 0 | | | | |
| | Year 8 | | | | 0 | | | | |
| | Year 9 | | | | 0 | | | | |
| | Year 10 | | | | 0 | | | | |
| | Year 11 | | | | 0 | | | | |
| | Year 12 | | | | 0 | | | | |
| | Year 13 | | | | 0 | | | | |
| | Year 14 | | | | 0 | | | | |
| | Year 15 | | | | 0 | | | | |
| | Years 1-15 | | 150 units @ | | 0 | per unit | | | |
| | Sub-total | | | | | | | | |
| Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units) | | | | | | | | | |
| 1 bed House | | | - sqm @ | | 1,295 | psm | | | |
| 2 bed House | | | - sqm @ | | 1,295 | psm | | | |
| 3 bed House | | | - sqm @ | | 1,295 | psm | | | |
| 4 bed House | | | - sqm @ | | 1,295 | psm | | | |
| 5 bed House | | | - sqm @ | | 1,295 | psm | | | |
| 1 bed Flat | | | 3,971 sqm @ | | 2,045 | psm | | | (8,119,853) |
| 2 bed Flat | | | 6,794 sqm @ | | 2,045 | psm | | | (13,893,971) |
| 3 bed Flat | | 10,765 | - sqm @ | | 2,045 | psm | | | |
| Garages for 3B House (Mrkt only) | - | 50% | units @ | | 18 sqm @ | 600 psm | | | |
| Garages for 4B House (Mrkt only) | - | 75% | units @ | | 18 sqm @ | 600 psm | | | |
| Garages for 5B House (Mrkt only) | - | 120% | units @ | | 18 sqm @ | 600 psm | | | |
| External works 22,013,824 @ 15.0% 22,014 £ per unit (total units) (3,302,074) | | | | | | | | | |
| Ext. Works analysis: | | | | | | | | | |
| Policy Costs on design - | | | | | | | | | |
| Net Biodiversity costs 150 units @ 287 £ per unit (43,050) | | | | | | | | | |
| M4(2) Category 2 Housing | Aff units | 53 units @ | 100% @ | | 521 | £ per unit | | | (27,353) |
| M4(2) Category 2 Housing | OMS units | 98 units @ | 100% @ | | 521 | £ per unit | | | (50,798) |
| M4(3) Category 3 Housing | Aff units | 53 units @ | 10% @ | | 10,111 | £ per unit | | | (53,083) |
| M4(3) Category 3 Housing | OMS units | 98 units @ | 10% @ | | 10,111 | £ per unit | | | (98,582) |
| Net Zero Cost 150 units @ 10,000 £ per unit (1,500,000) | | | | | | | | | |
| Urban Greening No. of storeys 8.0 equals 1,346 sqm footprint 100 £ sqm (134,559) | | | | | | | | | |
| EV Charging Points - Houses - units @ 1,000 £ per unit | | | | | | | | | |
| EV Charging Points - Flats 150 units @ 4 flats per charger 2,500 £ per 4 units (93,750) | | | | | | | | | |
| | Sub-total | 8 units @ | | | 0 | £ per unit | | | (2,001,174) |
| Policy Costs analysis: (design costs only) 13,341 £ per unit (total units) | | | | | | | | | |
| Contingency (on construction) 27,340,237 @ 5.0% (1,367,012) | | | | | | | | | |

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Scheme Typology:

Site Typology:

Notes:

Location / Value Zone:

Core Zone

No Units: **150**

Greenfield/Brownfield:

Brownfield

| | | | | | |
|--|------------------|-------------------|---------------------------|------------------------------------|---------------------|
| Professional Fees | 27,340,237 @ | | 7.5% | | (2,050,518) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 26,008,125 OMS @ | | 3.00% | 5,202 £ per unit | (780,244) |
| Residential Sales Agent Costs | 26,008,125 OMS @ | | 1.00% | 1,734 £ per unit | (260,081) |
| Residential Sales Legal Costs | 26,008,125 OMS @ | | 0.35% | 607 £ per unit | (91,028) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 7,476 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | | 8.00% APR | | 0.643% pcm | (2,769,249) |
| Developers Profit - | | | | | |
| Profit on OMS | 26,008,125 | | 20.00% | | (5,201,625) |
| Margin on AH | 8,227,570 | | 6.00% on AH values | | (493,654) |
| Profit analysis: | | 34,235,695 | | 16.64% blended GDV | (5,695,279) |
| | | 36,072,491 | | 15.79% on costs | (5,695,279) |
| TOTAL COSTS | | | | | (41,767,771) |

| | | | | | |
|----------------------------------|----------------------------|--------------------------------------|--|--|--------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | (7,532,075) |
| SDLT | - @ | | HMRC formula | | - |
| Acquisition Agent fees | - @ | | 1.0% | | - |
| Acquisition Legal fees | - @ | | 0.5% | | - |
| Interest on Land | - @ | | 8.00% | | - |
| Residual Land Value | | | | | (7,532,075) |
| RLV analysis: | (50,214) £ per plot | (40,171,068) £ per ha (net) | (16,257,008) £ per acre (net) | | |
| | | (40,171,068) £ per ha (gross) | (16,257,008) £ per acre (gross) | | |
| | | | -22.00% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|------------------|-----------------------------------|-------------------------------------|------------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 800.0 dph (net) | | | |
| Site Area (net) | | 0.19 ha (net) | | 0.46 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 0.19 ha (gross) | | 0.46 acres (gross) | |
| Density analysis: | | 57,412 sqm/ha (net) | | 250,091 sqft/ac (net) | |
| | | 800 dph (gross) | | | |
| Benchmark Land Value (net) | 7,722 £ per plot | 6,177,500 £ per ha (net) | 2,500,000 £ per acre (net) | | 1,158,281 |
| BLV analysis: | | 6,177,500 £ per ha (gross) | 2,500,000 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|------------------------------------|--------------------------------------|--|--------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (46,348,568) £ per ha (net) | (18,757,008) £ per acre (net) | | (8,690,356) |

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Scheme Typology:

Site Typology:

Notes:

Location / Value Zone:

Core Zone

No Units: 150

Greenfield/Brownfield:

Brownfield

SENSITIVITY ANALYSIS

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

TABLE 1

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | (18,757,008) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| CIL £ psm 90.39 | 0.00 | (11,968,685) | (12,838,057) | (13,707,429) | (14,576,802) | (15,446,174) | (16,328,660) | (17,228,931) | |
| | 10.00 | (12,211,055) | (13,067,671) | (13,924,287) | (14,780,903) | (15,637,519) | (16,510,718) | (17,397,985) | |
| | 20.00 | (12,453,425) | (13,297,285) | (14,141,145) | (14,985,004) | (15,828,864) | (16,692,776) | (17,567,039) | |
| | 30.00 | (12,695,795) | (13,526,899) | (14,358,002) | (15,189,106) | (16,020,209) | (16,874,834) | (17,736,093) | |
| | 40.00 | (12,938,165) | (13,756,512) | (14,574,860) | (15,393,207) | (16,211,554) | (17,056,892) | (17,905,146) | |
| | 50.00 | (13,180,535) | (13,986,126) | (14,791,717) | (15,597,308) | (16,404,368) | (17,238,950) | (18,074,200) | |
| | 60.00 | (13,422,906) | (14,215,740) | (15,008,575) | (15,801,409) | (16,598,761) | (17,421,008) | (18,243,254) | |
| | 70.00 | (13,665,276) | (14,445,354) | (15,225,432) | (16,005,510) | (16,793,823) | (17,603,066) | (18,412,308) | |
| | 80.00 | (13,907,646) | (14,674,968) | (15,442,290) | (16,209,612) | (16,988,886) | (17,785,124) | (18,581,362) | |
| | 90.00 | (14,150,016) | (14,904,582) | (15,659,147) | (16,413,713) | (17,183,948) | (17,967,181) | (18,750,415) | |
| | 100.00 | (14,392,386) | (15,134,196) | (15,876,005) | (16,617,814) | (17,379,010) | (18,149,239) | (18,919,469) | |
| | 110.00 | (14,634,756) | (15,363,809) | (16,092,862) | (16,821,915) | (17,574,072) | (18,331,297) | (19,088,523) | |
| | 120.00 | (14,877,127) | (15,593,423) | (16,309,720) | (17,026,644) | (17,769,134) | (18,513,355) | (19,257,577) | |
| | 130.00 | (15,119,497) | (15,823,037) | (16,526,577) | (17,233,027) | (17,964,196) | (18,695,413) | (19,426,630) | |
| | 140.00 | (15,361,867) | (16,052,651) | (16,743,435) | (17,441,045) | (18,159,258) | (18,877,471) | (19,595,684) | |
| | 150.00 | (15,604,237) | (16,282,265) | (16,960,292) | (17,649,111) | (18,354,320) | (19,059,529) | (19,764,738) | |
| | 160.00 | (15,846,607) | (16,511,879) | (17,177,150) | (17,857,177) | (18,549,382) | (19,241,587) | (19,933,792) | |
| 170.00 | (16,088,977) | (16,741,492) | (17,394,007) | (18,065,243) | (18,744,444) | (19,423,645) | (20,102,845) | | |
| 180.00 | (16,331,348) | (16,971,106) | (17,610,865) | (18,273,309) | (18,939,506) | (19,605,703) | (20,271,899) | | |
| 190.00 | (16,573,718) | (17,200,720) | (17,829,089) | (18,481,376) | (19,134,568) | (19,787,761) | (20,440,953) | | |
| 200.00 | (16,816,088) | (17,430,334) | (18,049,253) | (18,689,442) | (19,329,630) | (19,969,818) | (20,610,007) | | |
| 210.00 | (17,058,458) | (17,659,948) | (18,270,324) | (18,897,508) | (19,524,692) | (20,151,876) | (20,779,061) | | |
| 220.00 | (17,300,828) | (17,889,562) | (18,491,394) | (19,105,574) | (19,719,754) | (20,333,934) | (20,948,114) | | |
| 230.00 | (17,543,199) | (18,119,176) | (18,712,464) | (19,313,640) | (19,914,816) | (20,515,992) | (21,117,168) | | |
| 240.00 | (17,785,569) | (18,348,789) | (18,933,535) | (19,521,706) | (20,109,878) | (20,698,050) | (21,286,222) | | |
| 250.00 | (18,027,939) | (18,580,215) | (19,154,605) | (19,729,773) | (20,304,940) | (20,880,108) | (21,455,276) | | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | (18,757,008) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| Site Specific S106 4,300 | - | (12,630,801) | (13,384,869) | (14,138,937) | (14,893,005) | (15,647,073) | (16,415,917) | (17,198,644) | |
| | 1,000 | (12,986,305) | (13,740,373) | (14,494,441) | (15,248,509) | (16,002,577) | (16,778,327) | (17,561,054) | |
| | 2,000 | (13,341,809) | (14,095,877) | (14,849,945) | (15,604,013) | (16,358,993) | (17,140,738) | (17,923,465) | |
| | 3,000 | (13,697,313) | (14,451,381) | (15,205,449) | (15,959,517) | (16,720,422) | (17,503,148) | (18,285,875) | |
| | 4,000 | (14,052,817) | (14,806,885) | (15,560,953) | (16,315,021) | (17,082,832) | (17,865,559) | (18,648,285) | |
| | 5,000 | (14,408,321) | (15,162,389) | (15,916,458) | (16,670,526) | (17,445,242) | (18,227,969) | (19,010,696) | |
| | 6,000 | (14,763,826) | (15,517,894) | (16,271,962) | (17,026,657) | (17,807,653) | (18,590,379) | (19,373,106) | |
| | 7,000 | (15,119,330) | (15,873,398) | (16,627,466) | (17,387,336) | (18,170,063) | (18,952,790) | (19,735,516) | |
| | 8,000 | (15,474,834) | (16,228,902) | (16,982,970) | (17,749,747) | (18,532,473) | (19,315,200) | (20,097,927) | |
| | 9,000 | (15,830,338) | (16,584,406) | (17,338,474) | (18,112,157) | (18,894,884) | (19,677,610) | (20,460,337) | |
| | 10,000 | (16,185,842) | (16,939,910) | (17,694,322) | (18,474,567) | (19,257,294) | (20,040,021) | (20,822,747) | |
| | 11,000 | (16,541,346) | (17,295,414) | (18,054,251) | (18,836,978) | (19,619,704) | (20,402,431) | (21,185,158) | |
| | 12,000 | (16,896,850) | (17,650,918) | (18,416,661) | (19,199,388) | (19,982,115) | (20,764,841) | (21,547,568) | |
| | 13,000 | (17,252,355) | (18,006,423) | (18,779,072) | (19,561,798) | (20,344,525) | (21,127,252) | (21,909,979) | |
| | 14,000 | (17,607,859) | (18,361,986) | (19,141,482) | (19,924,209) | (20,706,935) | (21,489,662) | (22,272,389) | |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | (18,757,008) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| Profit 20.0% | 15.0% | (10,057,283) | (11,027,256) | (11,997,228) | (12,967,201) | (13,952,988) | (14,951,619) | (15,950,250) | |
| | 16.0% | (10,877,720) | (11,804,512) | (12,731,304) | (13,658,095) | (14,600,701) | (15,556,151) | (16,511,602) | |
| | 17.0% | (11,698,157) | (12,581,768) | (13,465,379) | (14,348,990) | (15,248,415) | (16,160,684) | (17,072,953) | |
| | 18.0% | (12,518,594) | (13,359,024) | (14,199,454) | (15,039,884) | (15,896,128) | (16,765,217) | (17,634,305) | |
| | 19.0% | (13,339,031) | (14,136,280) | (14,933,529) | (15,730,778) | (16,543,842) | (17,369,749) | (18,195,657) | |
| | 20.0% | (14,159,469) | (14,913,537) | (15,667,605) | (16,421,673) | (17,191,555) | (17,974,282) | (18,757,008) | |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | (18,757,008) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| BLV (£ per acre) 2,500,000 | 200,000 | (11,859,469) | (12,613,537) | (13,367,605) | (14,121,673) | (14,891,555) | (15,674,282) | (16,457,008) | |
| | 400,000 | (12,059,469) | (12,813,537) | (13,567,605) | (14,321,673) | (15,091,555) | (15,874,282) | (16,657,008) | |
| | 600,000 | (12,259,469) | (13,013,537) | (13,767,605) | (14,521,673) | (15,291,555) | (16,074,282) | (16,857,008) | |
| | 800,000 | (12,459,469) | (13,213,537) | (13,967,605) | (14,721,673) | (15,491,555) | (16,274,282) | (17,057,008) | |
| | 1,000,000 | (12,659,469) | (13,413,537) | (14,167,605) | (14,921,673) | (15,691,555) | (16,474,282) | (17,257,008) | |
| | 1,200,000 | (12,859,469) | (13,613,537) | (14,367,605) | (15,121,673) | (15,891,555) | (16,674,282) | (17,457,008) | |
| | 1,400,000 | (13,059,469) | (13,813,537) | (14,567,605) | (15,321,673) | (16,091,555) | (16,874,282) | (17,657,008) | |
| | 1,600,000 | (13,259,469) | (14,013,537) | (14,767,605) | (15,521,673) | (16,291,555) | (17,074,282) | (17,857,008) | |
| | 1,800,000 | (13,459,469) | (14,213,537) | (14,967,605) | (15,721,673) | (16,491,555) | (17,274,282) | (18,057,008) | |
| | 2,000,000 | (13,659,469) | (14,413,537) | (15,167,605) | (15,921,673) | (16,691,555) | (17,474,282) | (18,257,008) | |
| | 2,200,000 | (13,859,469) | (14,613,537) | (15,367,605) | (16,121,673) | (16,891,555) | (17,674,282) | (18,457,008) | |
| | 2,400,000 | (14,059,469) | (14,813,537) | (15,567,605) | (16,321,673) | (17,091,555) | (17,874,282) | (18,657,008) | |
| | 2,600,000 | (14,259,469) | (15,013,537) | (15,767,605) | (16,521,673) | (17,291,555) | (18,074,282) | (18,857,008) | |
| | 2,800,000 | (14,459,469) | (15,213,537) | (15,967,605) | (16,721,673) | (17,491,555) | (18,274,282) | (19,057,008) | |
| | 3,000,000 | (14,659,469) | (15,413,537) | (16,167,605) | (16,921,673) | (17,691,555) | (18,474,282) | (19,257,008) | |
| 3,200,000 | (14,859,469) | (15,613,537) | (16,367,605) | (17,121,673) | (17,891,555) | (18,674,282) | (19,457,008) | | |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology:

No Units: 150

Site Typology:

Location / Value Zone:

Core Zone

Greenfield/Brownfield:

Brownfield

Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| Balance (RLV - BLV £ per acre (n)) | (18,757,008) | | | | | | | |
| | 0 | (10,133,790) | (10,887,858) | (11,641,926) | (12,395,995) | (13,150,063) | (13,904,131) | (14,658,199) |
| Net Zero | 2,000 | (10,938,926) | (11,692,994) | (12,447,062) | (13,201,130) | (13,955,198) | (14,709,266) | (15,473,902) |
| (£ per unit) | 4,000 | (11,744,062) | (12,498,130) | (13,252,198) | (14,006,266) | (14,760,334) | (15,514,453) | (16,294,678) |
| 10,000 | 6,000 | (12,549,197) | (13,303,265) | (14,057,333) | (14,811,401) | (15,565,470) | (16,332,728) | (17,115,455) |
| | 8,000 | (13,354,333) | (14,108,401) | (14,862,469) | (15,616,537) | (16,371,655) | (17,153,505) | (17,936,232) |
| | 10,000 | (14,159,469) | (14,913,537) | (15,667,605) | (16,421,673) | (17,191,555) | (17,974,282) | (18,757,008) |
| | 12,000 | (14,964,604) | (15,718,672) | (16,472,740) | (17,229,675) | (18,012,332) | (18,795,058) | (19,577,785) |
| | 14,000 | (15,769,740) | (16,523,808) | (17,277,876) | (18,050,382) | (18,833,108) | (19,615,835) | (20,398,562) |
| | 16,000 | (16,574,875) | (17,328,943) | (18,088,431) | (18,871,158) | (19,653,885) | (20,436,612) | (21,219,338) |
| | 18,000 | (17,380,011) | (18,134,079) | (18,909,208) | (19,691,935) | (20,474,662) | (21,257,388) | (22,040,115) |
| | 20,000 | (18,185,147) | (18,947,258) | (19,729,985) | (20,512,711) | (21,295,438) | (22,078,165) | (22,860,892) |
| | 22,000 | (18,990,282) | (19,768,035) | (20,550,761) | (21,333,488) | (22,116,215) | (22,898,942) | (23,681,668) |
| | 24,000 | (19,806,085) | (20,588,811) | (21,371,538) | (22,154,265) | (22,936,991) | (23,719,718) | (24,502,445) |
| | 26,000 | (20,626,861) | (21,409,588) | (22,192,315) | (22,975,041) | (23,757,768) | (24,540,495) | (25,323,222) |
| | 28,000 | (21,447,638) | (22,230,365) | (23,013,091) | (23,795,818) | (24,578,545) | (25,361,271) | (26,143,998) |
| | 30,000 | (22,268,415) | (23,051,141) | (23,833,868) | (24,616,595) | (25,399,321) | (26,182,048) | (26,964,775) |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| Balance (RLV - BLV £ per acre (n)) | (18,757,008) | | | | | | | |
| | 70% | 4,912,322 | 4,271,948 | 3,631,573 | 2,991,199 | 2,350,824 | 1,710,450 | 1,070,075 |
| | 75% | 2,026,351 | 1,385,977 | 745,602 | 105,228 | (535,146) | (1,175,521) | (1,815,895) |
| Build Cost | 80% | (859,619) | (1,499,994) | (2,144,733) | (2,854,860) | (3,603,836) | (4,352,812) | (5,101,788) |
| 100% | 85% | (3,983,337) | (4,732,313) | (5,481,289) | (6,230,307) | (6,984,375) | (7,738,443) | (8,492,512) |
| (105% = 5% increase) | 90% | (7,365,225) | (8,119,293) | (8,873,361) | (9,627,429) | (10,381,497) | (11,135,565) | (11,889,633) |
| | 95% | (10,762,347) | (11,516,415) | (12,270,483) | (13,024,551) | (13,778,619) | (14,532,687) | (15,293,892) |
| | 100% | (14,159,469) | (14,913,537) | (15,667,605) | (16,421,673) | (17,191,555) | (17,974,282) | (18,757,008) |
| | 105% | (17,556,590) | (18,310,658) | (19,089,218) | (19,871,944) | (20,654,671) | (21,437,398) | (22,220,125) |
| | 110% | (20,986,880) | (21,769,607) | (22,552,334) | (23,335,061) | (24,117,787) | (24,900,514) | (25,683,241) |
| | 115% | (24,449,997) | (25,232,723) | (26,015,450) | (26,798,177) | (27,580,903) | (28,363,630) | (29,146,357) |
| | 120% | (27,913,113) | (28,695,839) | (29,478,566) | (30,261,293) | (31,044,020) | (31,826,746) | (32,609,473) |
| | 125% | (31,376,229) | (32,158,956) | (32,941,682) | (33,724,409) | (34,507,136) | (35,289,862) | (36,072,589) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| Balance (RLV - BLV £ per acre (n)) | (18,757,008) | | | | | | | |
| | 90% | (20,550,955) | (20,992,087) | (21,433,218) | (21,874,350) | (22,315,482) | (22,756,613) | (23,197,745) |
| | 92% | (19,252,894) | (19,762,344) | (20,271,795) | (20,781,246) | (21,290,696) | (21,800,147) | (22,309,597) |
| Market Values | 94% | (17,960,400) | (18,532,602) | (19,110,372) | (19,688,141) | (20,265,911) | (20,843,681) | (21,421,450) |
| 100% | 96% | (16,693,470) | (17,314,169) | (17,948,948) | (18,585,037) | (19,241,126) | (19,887,214) | (20,533,303) |
| (105% = 5% increase) | 98% | (15,426,469) | (16,113,853) | (16,801,237) | (17,501,933) | (18,216,340) | (18,930,748) | (19,645,156) |
| | 100% | (14,159,469) | (14,913,537) | (15,667,605) | (16,421,673) | (17,191,555) | (17,974,282) | (18,757,008) |
| | 102% | (12,892,468) | (13,713,220) | (14,533,973) | (15,354,725) | (16,175,477) | (17,017,815) | (17,868,861) |
| | 104% | (11,625,467) | (12,512,904) | (13,400,340) | (14,287,777) | (15,175,214) | (16,063,122) | (16,980,714) |
| | 106% | (10,358,467) | (11,312,587) | (12,266,708) | (13,220,829) | (14,174,950) | (15,129,071) | (16,092,567) |
| | 108% | (9,091,466) | (10,112,271) | (11,133,076) | (12,153,881) | (13,174,686) | (14,195,491) | (15,216,296) |
| | 110% | (7,824,465) | (8,911,955) | (9,999,444) | (11,086,933) | (12,174,423) | (13,261,912) | (14,349,401) |
| | 112% | (6,558,983) | (7,711,638) | (8,865,812) | (10,019,985) | (11,174,159) | (12,328,332) | (13,482,506) |
| | 114% | (5,300,555) | (6,513,162) | (7,732,180) | (8,953,038) | (10,173,895) | (11,394,753) | (12,615,611) |
| | 116% | (4,042,127) | (5,320,967) | (6,599,807) | (7,886,090) | (9,173,632) | (10,461,174) | (11,748,716) |
| | 118% | (2,783,699) | (4,128,772) | (5,473,846) | (6,819,142) | (8,173,368) | (9,527,594) | (10,881,821) |
| | 120% | (1,643,944) | (2,936,577) | (4,347,884) | (5,759,190) | (7,173,104) | (8,594,015) | (10,014,925) |
| | 122% | (567,988) | (1,831,284) | (3,221,922) | (4,699,461) | (6,177,001) | (7,660,435) | (9,148,030) |
| | 124% | 507,968 | (811,958) | (2,135,950) | (3,639,733) | (5,183,505) | (6,727,278) | (8,281,135) |
| | 126% | 1,583,924 | 207,369 | (1,169,186) | (2,580,004) | (4,190,010) | (5,800,015) | (7,414,240) |
| | 128% | 2,659,880 | 1,226,696 | (206,488) | (1,639,672) | (3,196,514) | (4,872,752) | (6,548,991) |
| | 130% | 3,735,835 | 2,246,022 | 756,209 | (733,604) | (2,231,231) | (3,945,490) | (5,687,961) |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| Balance (RLV - BLV £ per acre (n)) | (18,757,008) | | | | | | | |
| | 5,000 | (14,070,581) | (14,735,761) | (15,400,942) | (16,066,122) | (16,738,483) | (17,430,595) | (18,122,708) |
| | 10,000 | (13,981,693) | (14,557,986) | (15,134,279) | (15,710,572) | (16,287,313) | (16,886,909) | (17,488,407) |
| Grant (£ per unit) | 15,000 | (13,892,806) | (14,380,211) | (14,867,616) | (15,355,021) | (15,842,427) | (16,343,223) | (16,854,106) |
| - | 20,000 | (13,803,918) | (14,202,436) | (14,600,953) | (14,999,471) | (15,397,989) | (15,799,536) | (16,219,806) |
| | 25,000 | (13,715,030) | (14,024,661) | (14,334,291) | (14,643,921) | (14,953,551) | (15,263,181) | (15,585,505) |
| | 30,000 | (13,626,143) | (13,846,885) | (14,067,628) | (14,288,370) | (14,509,113) | (14,729,855) | (14,951,812) |
| | 35,000 | (13,537,255) | (13,669,110) | (13,800,965) | (13,932,820) | (14,064,674) | (14,196,529) | (14,328,384) |
| | 40,000 | (13,448,368) | (13,491,335) | (13,534,302) | (13,577,269) | (13,620,236) | (13,663,204) | (13,706,171) |
| | 45,000 | (13,359,480) | (13,313,560) | (13,267,639) | (13,221,719) | (13,175,798) | (13,129,878) | (13,083,958) |
| | 50,000 | (13,270,592) | (13,135,784) | (13,000,976) | (12,866,168) | (12,731,360) | (12,596,552) | (12,461,744) |
| | 55,000 | (13,181,705) | (12,958,009) | (12,734,314) | (12,510,618) | (12,286,922) | (12,063,227) | (11,839,531) |

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

240403_BCC Appraisals_CORE_v0.5

Appraisal Ref: **25** (see Typologies Matrix)
 Scheme Typology: **Core**
 Site Typology: Location / Value Zone: **Core Zone** No Units: **300** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|----------------------------------|--|--|--|------------------|--|---|--|
| Total number of units in scheme | | | | 300 Units | | | |
| AH Policy requirement (% Target) | | | | 35% | | | |
| Open Market Sale (OMS) housing | | | | 65% | | | |
| AH tenure split % | | Open Market Sale (OMS) | | Affordable Rent: | | 60.0% | |
| | | | | Social Rent: | | 10.0% | |
| | | | | First Homes: | | 25.0% | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 70.0% % Rented | |
| | | | | 100% | | 100.0% | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | |
| Unit mix - | | OMS Unit mix% | | MV # units | | AH mix% | |
| 1 bed House | | 0.0% | | 0.0 | | 0.0% | |
| 2 bed House | | 0.0% | | 0.0 | | 0.0% | |
| 3 bed House | | 0.0% | | 0.0 | | 0.0% | |
| 4 bed House | | 0.0% | | 0.0 | | 0.0% | |
| 5 bed House | | 0.0% | | 0.0 | | 0.0% | |
| 1 bed Flat | | 55.0% | | 107.3 | | 50.0% | |
| 2 bed Flat | | 45.0% | | 87.8 | | 50.0% | |
| 3 bed Flat | | 0.0% | | 0.0 | | 0.0% | |
| Total number of units | | 100.0% | | 195.0 | | 100.0% | |
| | | | | | | 105.0 | |
| | | | | | | 100% | |
| | | | | | | 300.0 | |
| OMS Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) | | (sqft) | | (sqm) | |
| 1 bed House | | 62.0 | | 667 | | 62.0 | |
| 2 bed House | | 79.0 | | 850 | | 79.0 | |
| 3 bed House | | 95.0 | | 1,023 | | 95.0 | |
| 4 bed House | | 120.0 | | 1,292 | | 120.0 | |
| 5 bed House | | 140.0 | | 1,507 | | 140.0 | |
| 1 bed Flat | | 50.0 | | 538 | | 85.0% | |
| 2 bed Flat | | 70.0 | | 753 | | 85.0% | |
| 3 bed Flat | | 80.0 | | 861 | | 85.0% | |
| AH Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) | | (sqft) | | (sqm) | |
| 1 bed House | | 62.0 | | 667 | | 62.0 | |
| 2 bed House | | 79.0 | | 850 | | 79.0 | |
| 3 bed House | | 95.0 | | 1,023 | | 95.0 | |
| 4 bed House | | 120.0 | | 1,292 | | 120.0 | |
| 5 bed House | | 140.0 | | 1,507 | | 140.0 | |
| 1 bed Flat | | 50.0 | | 538 | | 85.0% | |
| 2 bed Flat | | 70.0 | | 753 | | 85.0% | |
| 3 bed Flat | | 80.0 | | 861 | | 85.0% | |
| Total Gross Floor areas - | | OMS Units GIA | | AH units GIA | | Total GIA (all units) | |
| | | (sqm) | | (sqm) | | (sqm) | |
| 1 bed House | | 0 | | 0 | | 0 | |
| 2 bed House | | 0 | | 0 | | 0 | |
| 3 bed House | | 0 | | 0 | | 0 | |
| 4 bed House | | 0 | | 0 | | 0 | |
| 5 bed House | | 0 | | 0 | | 0 | |
| 1 bed Flat | | 6,309 | | 67,908 | | 3,088 | |
| 2 bed Flat | | 7,226 | | 77,785 | | 4,324 | |
| 3 bed Flat | | 0 | | 0 | | 0 | |
| | | 13,535 | | 145,693 | | 7,412 | |
| AH % by floor area: | | | | | | 35.38% AH % by floor area (difference due to mix) | |
| Open Market Sales values (£) - | | £ OMS (per unit) | | £ psm | | £ psf | |
| | | | | | | total MV £ (no AH) | |
| 1 bed House | | 325,000 | | 0 | | 0 | |
| 2 bed House | | 450,000 | | 4,114 | | 382 | |
| 3 bed House | | 525,000 | | 4,375 | | 440 | |
| 4 bed House | | 580,000 | | 4,143 | | 385 | |
| 5 bed House | | 220,000 | | 4,400 | | 409 | |
| 1 bed Flat | | 305,000 | | 4,357 | | 405 | |
| 2 bed Flat | | 0 | | 0 | | 0 | |
| 3 bed Flat | | 0 | | 0 | | 0 | |
| | | | | | | 77,921,250 | |
| Affordable Housing values (£) - | | Aff. Rent £ | | % of MV | | Social Rent £ | |
| | | | | | | % of MV | |
| 1 bed House | | 0 | | 55% | | 0 | |
| 2 bed House | | 178,750 | | 55% | | 146,250 | |
| 3 bed House | | 247,500 | | 55% | | 202,500 | |
| 4 bed House | | 288,750 | | 55% | | 236,250 | |
| 5 bed House | | 319,000 | | 55% | | 261,000 | |
| 1 bed Flat | | 121,000 | | 55% | | 99,000 | |
| 2 bed Flat | | 167,750 | | 55% | | 137,250 | |
| 3 bed Flat | | 0 | | 55% | | 0 | |
| | | | | | | First Homes £* | |
| | | | | | | % of MV | |
| 1 bed House | | 0 | | 45% | | 0 | |
| 2 bed House | | 227,500 | | 45% | | 227,500 | |
| 3 bed House | | 250,000 | | 45% | | 250,000 | |
| 4 bed House | | 250,000 | | 45% | | 250,000 | |
| 5 bed House | | 250,000 | | 45% | | 250,000 | |
| 1 bed Flat | | 154,000 | | 45% | | 154,000 | |
| 2 bed Flat | | 213,500 | | 45% | | 213,500 | |
| 3 bed Flat | | 0 | | 45% | | 0 | |
| | | | | | | Other Int. £ | |
| | | | | | | % of MV | |
| 1 bed House | | 0 | | 75% | | 0 | |
| 2 bed House | | 243,750 | | 75% | | 243,750 | |
| 3 bed House | | 337,500 | | 75% | | 337,500 | |
| 4 bed House | | 393,750 | | 75% | | 393,750 | |
| 5 bed House | | 435,000 | | 75% | | 435,000 | |
| 1 bed Flat | | 165,000 | | 75% | | 165,000 | |
| 2 bed Flat | | 228,750 | | 75% | | 228,750 | |
| 3 bed Flat | | 0 | | 75% | | 0 | |

* capped @£250K

240403_BCC Appraisals_CORE_v0.5

Scheme Typology: **Core** No Units: **300**
 Site Typology: Location / Value Zone: **Core Zone** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|------------|------------|--|--|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 325,000 | - |
| 3 bed House | 0.0 | @ | 450,000 | - |
| 4 bed House | 0.0 | @ | 525,000 | - |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 107.3 | @ | 220,000 | 23,595,000 |
| 2 bed Flat | 87.8 | @ | 305,000 | 26,763,750 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 195.0 | | | 50,358,750 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 178,750 | - |
| 3 bed House | 0.0 | @ | 247,500 | - |
| 4 bed House | 0.0 | @ | 288,750 | - |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 31.5 | @ | 121,000 | 3,811,500 |
| 2 bed Flat | 31.5 | @ | 167,750 | 5,284,125 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 63.0 | | | 9,095,625 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 146,250 | - |
| 3 bed House | 0.0 | @ | 202,500 | - |
| 4 bed House | 0.0 | @ | 236,250 | - |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 5.3 | @ | 99,000 | 519,750 |
| 2 bed Flat | 5.3 | @ | 137,250 | 720,563 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 10.5 | | | 1,240,313 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 227,500 | - |
| 3 bed House | 0.0 | @ | 250,000 | - |
| 4 bed House | 0.0 | @ | 250,000 | - |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 13.1 | @ | 154,000 | 2,021,250 |
| 2 bed Flat | 13.1 | @ | 213,500 | 2,802,188 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 26.3 | | | 4,823,438 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 243,750 | - |
| 3 bed House | 0.0 | @ | 337,500 | - |
| 4 bed House | 0.0 | @ | 393,750 | - |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 2.6 | @ | 165,000 | 433,125 |
| 2 bed Flat | 2.6 | @ | 228,750 | 600,469 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 5.3 | 105.0 | | 1,033,594 |
| Sub-total GDV Residential | | | | |
| | 300 | | | 66,551,719 |
| AH on-site cost analysis: | | | £MV (no AH) less £GDV (inc. AH) | 11,369,531 |
| | | | 543 £ psm (total GIA sqm) | 37,898 £ per unit (total units) |
| Grant | | | | |
| | 105 | AH units @ | 0 | per unit |
| Total GDV | | | | |
| | | | | 66,551,719 |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology: **Core** No Units: **300**
 Site Typology: Location / Value Zone: **Core Zone** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | | | | |
|--|----------------|------|---------|--------------|-------------------|----------|---------------|--|--------------|
| Initial Payments - | | | | | | | | | |
| Statutory Planning Fees (Residential) (57,359) | | | | | | | | | |
| Planning Application Professional Fees, Surveys and reports (170,000) | | | | | | | | | |
| CIL (Mrkt only + garages) 13,535 sqm 90.39 £ psm (1,223,455) | | | | | | | | | |
| CIL analysis: 1.84% % of GDV 4,078 £ per unit (total units) | | | | | | | | | |
| Site Specific S106 Contributions | | | | | | | | | |
| Year 1 | | | | | 0 | | | | - |
| Year 2 | | | | | 0 | | | | - |
| Year 3 | | | | | 0 | | | | - |
| Year 4 | | | | | 0 | | | | - |
| Year 5 | | | | | 0 | | | | - |
| Year 6 | | | | | 0 | | | | - |
| Year 7 | | | | | 0 | | | | - |
| Year 8 | | | | | 0 | | | | - |
| Year 9 | | | | | 0 | | | | - |
| Year 10 | | | | | 0 | | | | - |
| Year 11 | | | | | 0 | | | | - |
| Year 12 | | | | | 0 | | | | - |
| Year 13 | | | | | 0 | | | | - |
| Year 14 | | | | | 0 | | | | - |
| Year 15 | | | | | 0 | | | | - |
| Years 1-15 | | | | 300 units @ | 4,300 | per unit | | | (1,290,000) |
| Sub-total | | | | | | | | | (1,290,000) |
| S106 analysis: 3,655,000 £ per ha 1.94% % of GDV 4,300 £ per unit (total units) | | | | | | | | | |
| AH Commuted Sum 20,947 sqm (total) 0 £ psm | | | | | | | | | |
| Comm. Sum analysis: 0.00% % of GDV | | | | | | | | | |
| Construction Costs - | | | | | | | | | |
| Site Clearance, Demolition & Remediation 0.35 ha @ 123,550 £ per ha (if brownfield) (43,606) | | | | | | | | | |
| Site Infrastructure costs - | | | | | | | | | |
| Year 1 | | | | | 0 | | | | - |
| Year 2 | | | | | 0 | | | | - |
| Year 3 | | | | | 0 | | | | - |
| Year 4 | | | | | 0 | | | | - |
| Year 5 | | | | | 0 | | | | - |
| Year 6 | | | | | 0 | | | | - |
| Year 7 | | | | | 0 | | | | - |
| Year 8 | | | | | 0 | | | | - |
| Year 9 | | | | | 0 | | | | - |
| Year 10 | | | | | 0 | | | | - |
| Year 11 | | | | | 0 | | | | - |
| Year 12 | | | | | 0 | | | | - |
| Year 13 | | | | | 0 | | | | - |
| Year 14 | | | | | 0 | | | | - |
| Year 15 | | | | | 0 | | | | - |
| Years 1-15 | | | | 300 units @ | 0 | per unit | | | - |
| Sub-total | | | | | | | | | - |
| Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units) | | | | | | | | | |
| 1 bed House | | | | - sqm @ | 1,295 | psm | | | - |
| 2 bed House | | | | - sqm @ | 1,295 | psm | | | - |
| 3 bed House | | | | - sqm @ | 1,295 | psm | | | - |
| 4 bed House | | | | - sqm @ | 1,295 | psm | | | - |
| 5 bed House | | | | - sqm @ | 1,295 | psm | | | - |
| 1 bed Flat | | | | 9,397 sqm @ | 2,045 | psm | | | (19,216,985) |
| 2 bed Flat | | | | 11,550 sqm @ | 2,045 | psm | | | (23,619,750) |
| 3 bed Flat | | | | 20,947 sqm @ | 2,045 | psm | | | - |
| Garages for 3B House (Mrkt only) | - | 50% | units @ | 18 sqm @ | 600 | psm | | | - |
| Garages for 4B House (Mrkt only) | - | 75% | units @ | 18 sqm @ | 600 | psm | | | - |
| Garages for 5B House (Mrkt only) | - | 120% | units @ | 18 sqm @ | 600 | psm | | | - |
| External works 42,836,735 @ 15.0% 21,418 £ per unit (total units) (6,425,510) | | | | | | | | | |
| Ext. Works analysis: | | | | | | | | | |
| Policy Costs on design - | | | | | | | | | |
| Net Biodiversity costs 300 units @ 287 £ per unit (86,100) | | | | | | | | | |
| M4(2) Category 2 Housing | Aff units | 105 | units @ | 100% | @ | 521 | £ per unit | | (54,705) |
| M4(2) Category 2 Housing | OMS units | 195 | units @ | 100% | @ | 521 | £ per unit | | (101,595) |
| M4(3) Category 3 Housing | Aff units | 105 | units @ | 10% | @ | 10,111 | £ per unit | | (106,166) |
| M4(3) Category 3 Housing | OMS units | 195 | units @ | 10% | @ | 10,111 | £ per unit | | (197,165) |
| Net Zero Cost | | 300 | units @ | | | 10,000 | £ per unit | | (3,000,000) |
| Urban Greening | No. of storeys | 15.0 | equals | 1,396 | sqm footprint | 100 | £ sqm | | (139,647) |
| EV Charging Points - Houses | | - | units @ | | | 1,000 | £ per unit | | - |
| EV Charging Points - Flats | | 300 | units @ | 4 | flats per charger | 2,500 | £ per 4 units | | (187,500) |
| Sub-total | | 15 | units @ | | | 0 | £ per unit | | - |
| Policy Costs analysis: (design costs only) 12,910 £ per unit (total units) (3,872,877) | | | | | | | | | |
| Contingency (on construction) 53,178,729 @ 5.0% (2,658,936) | | | | | | | | | |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology: **Core** No Units: **300**
 Site Typology: Location / Value Zone: **Core Zone** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|------------------|--------------------|------------------------------------|---------------------|
| Professional Fees | 53,178,729 @ | 7.5% | | (3,988,405) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 50,358,750 OMS @ | 3.00% | 5,036 £ per unit | (1,510,763) |
| Residential Sales Agent Costs | 50,358,750 OMS @ | 1.00% | 1,679 £ per unit | (503,588) |
| Residential Sales Legal Costs | 50,358,750 OMS @ | 0.35% | 588 £ per unit | (176,256) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 7,269 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (6,895,082) |
| Developers Profit - | | | | |
| Profit on OMS | 50,358,750 | 20.00% | | (10,071,750) |
| Margin on AH | 16,192,969 | 6.00% on AH values | | (971,578) |
| Profit analysis: | 66,551,719 | 16.59% blended GDV | (11,043,328) | |
| | 71,642,571 | 15.41% on costs | (11,043,328) | |
| TOTAL COSTS | | | | (82,685,899) |

| | | | | |
|----------------------------------|---------------------|-------------------------------|---------------------------------|---------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | (16,134,181) |
| SDLT | - @ | HMRC formula | | - |
| Acquisition Agent fees | - @ | 1.0% | | - |
| Acquisition Legal fees | - @ | 0.5% | | - |
| Interest on Land | - @ | 8.00% | | - |
| Residual Land Value | | | | (16,134,181) |
| RLV analysis: | (53,781) £ per plot | (45,713,512) £ per ha (net) | (18,500,005) £ per acre (net) | |
| | | (45,713,512) £ per ha (gross) | (18,500,005) £ per acre (gross) | |
| | | | -24.24% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------|----------------------------|------------------------------|-----------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 850.0 dph (net) | | | |
| Site Area (net) | 0.35 ha (net) | | 0.87 acres (net) | |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 0.35 ha (gross) | | 0.87 acres (gross) | |
| Density analysis: | 59,350 sqm/ha (net) | 258,534 sqft/ac (net) | | |
| | 850 dph (gross) | | | |
| Benchmark Land Value (net) | 7,268 £ per plot | 6,177,500 £ per ha (net) | 2,500,000 £ per acre (net) | 2,180,294 |
| BLV analysis: | | 6,177,500 £ per ha (gross) | 2,500,000 £ per acre (gross) | |

| | | | | |
|-------------------|-----------------------------|-------------------------------|--|--------------|
| BALANCE | | | | |
| Surplus/(Deficit) | (51,891,012) £ per ha (net) | (21,000,005) £ per acre (net) | | (18,314,475) |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology: **Core** No Units: **300**
 Site Typology: Location / Value Zone: **Core Zone** Greenfield/Brownfield: **Brownfield**
 Notes:

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.

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Balance (RLV - BLV £ per acre (n)) | | (21,000,005) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| CIL £ psm 90.39 | 0.00 | (13,866,531) | (14,772,003) | (15,677,476) | (16,582,948) | (17,503,321) | (18,440,679) | (19,378,038) | (19,557,479) |
| | 10.00 | (14,123,793) | (15,015,725) | (15,907,658) | (16,799,590) | (17,710,368) | (18,633,923) | (19,557,479) | (19,736,920) |
| | 20.00 | (14,381,055) | (15,259,448) | (16,137,840) | (17,016,232) | (17,917,415) | (18,827,168) | (19,736,920) | (19,916,361) |
| | 30.00 | (14,638,317) | (15,503,170) | (16,368,022) | (17,232,874) | (18,124,463) | (19,020,412) | (19,916,361) | (20,095,802) |
| | 40.00 | (14,895,580) | (15,746,892) | (16,598,204) | (17,450,149) | (18,331,510) | (19,213,656) | (20,095,802) | (20,275,243) |
| | 50.00 | (15,152,842) | (15,990,614) | (16,828,386) | (17,670,214) | (18,538,557) | (19,406,900) | (20,275,243) | (20,454,684) |
| | 60.00 | (15,410,104) | (16,234,336) | (17,058,568) | (17,891,065) | (18,745,604) | (19,600,144) | (20,454,684) | (20,634,125) |
| | 70.00 | (15,667,366) | (16,478,058) | (17,288,749) | (18,111,915) | (18,952,652) | (19,793,388) | (20,634,125) | (20,813,566) |
| | 80.00 | (15,924,628) | (16,721,780) | (17,518,931) | (18,332,765) | (19,159,699) | (19,986,632) | (20,813,566) | (20,993,007) |
| | 90.00 | (16,181,890) | (16,965,502) | (17,749,113) | (18,553,616) | (19,366,746) | (20,179,876) | (20,993,007) | (21,172,448) |
| | 100.00 | (16,439,153) | (17,209,224) | (17,979,295) | (18,774,466) | (19,573,793) | (20,373,120) | (21,172,448) | (21,351,889) |
| | 110.00 | (16,696,415) | (17,452,946) | (18,210,414) | (18,995,317) | (19,780,841) | (20,566,365) | (21,351,889) | (21,531,330) |
| | 120.00 | (16,953,677) | (17,696,668) | (18,444,446) | (19,216,167) | (19,987,888) | (20,759,609) | (21,531,330) | (21,710,770) |
| | 130.00 | (17,210,939) | (17,940,390) | (18,679,100) | (19,437,018) | (20,194,935) | (20,952,853) | (21,710,770) | (21,890,211) |
| | 140.00 | (17,468,201) | (18,184,112) | (18,913,754) | (19,657,868) | (20,401,982) | (21,146,097) | (21,890,211) | (22,069,652) |
| | 150.00 | (17,725,463) | (18,427,834) | (19,148,407) | (19,878,718) | (20,609,030) | (21,339,341) | (22,069,652) | (22,249,093) |
| | 160.00 | (17,982,726) | (18,671,556) | (19,383,061) | (20,099,569) | (20,816,077) | (21,532,585) | (22,249,093) | (22,428,534) |
| | 170.00 | (18,239,988) | (18,915,958) | (19,617,714) | (20,320,419) | (21,023,124) | (21,725,829) | (22,428,534) | (22,607,975) |
| | 180.00 | (18,497,250) | (19,163,466) | (19,852,368) | (20,541,270) | (21,230,172) | (21,919,073) | (22,607,975) | (22,787,416) |
| | 190.00 | (18,754,512) | (19,411,923) | (20,087,021) | (20,762,120) | (21,437,219) | (22,112,318) | (22,787,416) | (22,966,857) |
| 200.00 | (19,011,774) | (19,660,379) | (20,321,675) | (20,982,971) | (21,644,266) | (22,305,562) | (22,966,857) | (23,146,298) | |
| 210.00 | (19,269,036) | (19,908,836) | (20,556,329) | (21,203,821) | (21,851,313) | (22,498,806) | (23,146,298) | (23,325,739) | |
| 220.00 | (19,526,299) | (20,157,293) | (20,790,982) | (21,424,671) | (22,058,361) | (22,692,050) | (23,325,739) | (23,505,180) | |
| 230.00 | (19,783,561) | (20,405,750) | (21,025,636) | (21,645,522) | (22,265,408) | (22,885,294) | (23,505,180) | (23,684,621) | |
| 240.00 | (20,040,823) | (20,654,206) | (21,260,289) | (21,866,372) | (22,472,455) | (23,078,538) | (23,684,621) | (23,864,062) | |
| 250.00 | (20,310,383) | (20,902,663) | (21,494,943) | (22,087,223) | (22,679,502) | (23,271,782) | (23,864,062) | | |

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Balance (RLV - BLV £ per acre (n)) | | (21,000,005) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| Site Specific S106 4,300 | - | (14,514,327) | (15,297,410) | (16,080,493) | (16,863,577) | (17,664,634) | (18,477,226) | (19,289,818) | (19,687,536) |
| | 1,000 | (14,904,465) | (15,687,549) | (16,470,632) | (17,253,716) | (18,062,352) | (18,874,944) | (19,687,536) | (20,085,254) |
| | 2,000 | (15,294,604) | (16,077,688) | (16,860,771) | (17,647,478) | (18,460,070) | (19,272,662) | (20,085,254) | (20,482,972) |
| | 3,000 | (15,684,743) | (16,467,826) | (17,250,910) | (18,045,196) | (18,857,788) | (19,670,380) | (20,482,972) | (20,880,689) |
| | 4,000 | (16,074,882) | (16,857,965) | (17,641,049) | (18,442,914) | (19,255,506) | (20,068,098) | (20,880,689) | (21,278,407) |
| | 5,000 | (16,465,021) | (17,248,104) | (18,031,188) | (18,840,632) | (19,653,224) | (20,465,815) | (21,278,407) | (21,676,125) |
| | 6,000 | (16,855,160) | (17,638,243) | (18,425,758) | (19,238,350) | (20,050,941) | (20,863,533) | (21,676,125) | (22,073,843) |
| | 7,000 | (17,245,299) | (18,028,382) | (18,823,476) | (19,636,067) | (20,448,659) | (21,261,251) | (22,073,843) | (22,471,561) |
| | 8,000 | (17,635,437) | (18,418,521) | (19,221,193) | (20,033,785) | (20,846,377) | (21,658,969) | (22,471,561) | (22,869,279) |
| | 9,000 | (18,025,576) | (18,808,660) | (19,618,911) | (20,431,503) | (21,244,095) | (22,056,687) | (22,869,279) | (23,266,997) |
| | 10,000 | (18,415,715) | (19,204,037) | (20,016,629) | (20,829,221) | (21,641,813) | (22,454,405) | (23,266,997) | (23,664,715) |
| | 11,000 | (18,805,854) | (19,601,755) | (20,414,347) | (21,226,939) | (22,039,531) | (22,852,123) | (23,664,715) | (24,062,433) |
| | 12,000 | (19,195,993) | (19,999,473) | (20,812,065) | (21,624,657) | (22,437,249) | (23,249,841) | (24,062,433) | (24,460,151) |
| | 13,000 | (19,586,430) | (20,397,191) | (21,209,783) | (22,022,375) | (22,834,967) | (23,647,559) | (24,460,151) | (24,857,869) |
| | 14,000 | (19,982,317) | (20,794,909) | (21,607,501) | (22,420,093) | (23,232,685) | (24,045,277) | (24,857,869) | |

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Balance (RLV - BLV £ per acre (n)) | | (21,000,005) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| Profit 20.0% | 15.0% | (11,972,238) | (12,977,410) | (13,982,582) | (15,008,809) | (16,043,490) | (17,078,171) | (18,112,851) | (18,690,282) |
| | 16.0% | (12,816,175) | (13,776,929) | (14,737,684) | (15,719,493) | (16,709,756) | (17,700,019) | (18,690,282) | (19,267,713) |
| | 17.0% | (13,660,112) | (14,576,449) | (15,492,785) | (16,430,177) | (17,376,022) | (18,321,866) | (19,267,713) | (19,845,143) |
| | 18.0% | (14,504,049) | (15,375,968) | (16,247,887) | (17,140,861) | (18,042,289) | (18,943,716) | (19,845,143) | (20,422,574) |
| | 19.0% | (15,347,986) | (16,175,488) | (17,002,989) | (17,851,545) | (18,708,555) | (19,565,564) | (20,422,574) | (21,000,005) |
| | 20.0% | (16,191,924) | (16,975,007) | (17,758,090) | (18,562,229) | (19,374,821) | (20,187,413) | (21,000,005) | |

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Balance (RLV - BLV £ per acre (n)) | | (21,000,005) | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| BLV (£ per acre) 2,500,000 | 200,000 | (13,891,924) | (14,675,007) | (15,458,090) | (16,262,229) | (17,074,821) | (17,887,413) | (18,700,005) | (18,900,005) |
| | 400,000 | (14,091,924) | (14,875,007) | (15,658,090) | (16,462,229) | (17,274,821) | (18,087,413) | (18,900,005) | (19,100,005) |
| | 600,000 | (14,291,924) | (15,075,007) | (15,858,090) | (16,662,229) | (17,474,821) | (18,287,413) | (19,100,005) | (19,300,005) |
| | 800,000 | (14,491,924) | (15,275,007) | (16,058,090) | (16,862,229) | (17,674,821) | (18,487,413) | (19,300,005) | (19,500,005) |
| | 1,000,000 | (14,691,924) | (15,475,007) | (16,258,090) | (17,062,229) | (17,874,821) | (18,687,413) | (19,500,005) | (19,700,005) |
| | 1,200,000 | (14,891,924) | (15,675,007) | (16,458,090) | (17,262,229) | (18,074,821) | (18,887,413) | (19,700,005) | (19,900,005) |
| | 1,400,000 | (15,091,924) | (15,875,007) | (16,658,090) | (17,462,229) | (18,274,821) | (19,087,413) | (19,900,005) | (20,100,005) |
| | 1,600,000 | (15,291,924) | (16,075,007) | (16,858,090) | (17,662,229) | (18,474,821) | (19,287,413) | (20,100,005) | (20,300,005) |
| | 1,800,000 | (15,491,924) | (16,275,007) | (17,058,090) | (17,862,229) | (18,674,821) | (19,487,413) | (20,300,005) | (20,500,005) |
| | 2,000,000 | (15,691,924) | (16,475,007) | (17,258,090) | (18,062,229) | (18,874,821) | (19,687,413) | (20,500,005) | (20,700,005) |
| | 2,200,000 | (15,891,924) | (16,675,007) | (17,458,090) | (18,262,229) | (19,074,821) | (19,887,413) | (20,700,005) | (20,900,005) |
| | 2,400,000 | (16,091,924) | (16,875,007) | (17,658,090) | (18,462,229) | (19,274,821) | (20,087,413) | (20,900,005) | (21,100,005) |
| | 2,600,000 | (16,291,924) | (17,075,007) | (17,858,090) | (18,662,229) | (19,474,821) | (20,287,413) | (21,100,005) | (21,300,005) |
| | 2,800,000 | (16,491,924) | (17,275,007) | (18,058,090) | (18,862,229) | (19,674,821) | (20,487,413) | (21,300,005) | (21,500,005) |
| | 3,000,000 | (16,691,924) | (17,475,007) | (18,258,090) | (19,062,229) | (19,874,821) | (20,687,413) | (21,500,005) | (21,700,005) |
| 3,200,000 | (16,891,924) | (17,675,007) | (18,458,090) | (19,262,229) | (20,074,821) | (20,887,413) | (21,700,005) | | |

240403_BCC Appraisals_CORE_v0.5

Scheme Typology: **Core** No Units: **300**
 Site Typology: Location / Value Zone: **Core Zone** Greenfield/Brownfield: **Brownfield**
 Notes:

| Balance (RLV - BLV £ per acre (n)) | (21,000,005) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| 0 | | (11,773,926) | (12,557,009) | (13,340,092) | (14,123,176) | (14,906,259) | (15,689,343) | (16,496,180) |
| Net Zero | 2,000 | (12,657,525) | (13,440,609) | (14,223,692) | (15,006,775) | (15,789,859) | (16,584,353) | (17,396,945) |
| (£ per unit) | 4,000 | (13,541,125) | (14,324,208) | (15,107,292) | (15,890,375) | (16,673,458) | (17,465,118) | (18,297,710) |
| 10,000 | 6,000 | (14,424,724) | (15,207,808) | (15,990,891) | (16,773,975) | (17,557,058) | (18,351,218) | (19,198,475) |
| | 8,000 | (15,308,324) | (16,091,407) | (16,874,491) | (17,657,574) | (18,440,658) | (19,239,218) | (20,092,240) |
| | 10,000 | (16,191,924) | (16,975,007) | (17,758,090) | (18,541,174) | (19,324,258) | (20,120,418) | (21,000,005) |
| | 12,000 | (17,075,523) | (17,858,607) | (18,641,690) | (19,424,774) | (20,207,858) | (21,018,178) | (21,900,770) |
| | 14,000 | (17,959,123) | (18,742,206) | (19,525,290) | (20,308,374) | (21,091,458) | (21,908,943) | (22,801,535) |
| | 16,000 | (18,842,723) | (19,625,807) | (20,408,890) | (21,191,458) | (21,974,542) | (22,801,535) | (23,702,299) |
| | 18,000 | (19,726,323) | (20,509,407) | (21,291,491) | (22,074,574) | (22,857,658) | (23,702,299) | (24,603,064) |
| | 20,000 | (20,610,323) | (21,392,407) | (22,173,490) | (22,957,574) | (23,740,658) | (24,603,064) | (25,503,829) |
| | 22,000 | (21,493,923) | (22,284,407) | (23,054,490) | (23,840,574) | (24,624,658) | (25,503,829) | (26,404,594) |
| | 24,000 | (22,377,523) | (23,175,407) | (23,935,490) | (24,720,574) | (25,509,658) | (26,404,594) | (27,305,359) |
| | 26,000 | (23,261,123) | (24,066,407) | (24,816,490) | (25,605,574) | (26,409,658) | (27,305,359) | (28,206,124) |
| | 28,000 | (24,144,723) | (24,961,407) | (25,701,490) | (26,500,574) | (27,305,658) | (28,206,124) | (29,106,889) |
| | 30,000 | (25,028,323) | (25,856,407) | (26,591,490) | (27,391,574) | (28,206,658) | (29,106,889) | (30,007,654) |

| Balance (RLV - BLV £ per acre (n)) | (21,000,005) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| 70% | | 4,191,227 | 3,546,068 | 2,900,909 | 2,255,749 | 1,610,590 | 965,431 | 320,272 |
| 75% | | 1,144,853 | 497,115 | (150,624) | (798,362) | (1,446,101) | (2,093,840) | (2,796,629) |
| Build Cost | 80% | (1,901,520) | (2,578,059) | (3,342,262) | (4,106,464) | (4,870,667) | (5,634,870) | (6,399,073) |
| 100% | 85% | (5,399,791) | (6,167,030) | (6,934,269) | (7,701,508) | (8,468,747) | (9,235,986) | (10,003,399) |
| (105% = 5% increase) | 90% | (8,985,725) | (9,756,000) | (10,527,854) | (11,304,826) | (12,081,797) | (12,858,769) | (13,635,741) |
| | 95% | (12,582,917) | (13,362,945) | (14,142,972) | (14,923,000) | (15,703,027) | (16,483,054) | (17,302,196) |
| | 100% | (16,180,109) | (16,975,007) | (17,769,905) | (18,564,803) | (19,359,701) | (20,154,599) | (21,000,005) |
| | 105% | (19,777,301) | (20,619,277) | (21,461,253) | (22,303,229) | (23,145,205) | (23,987,181) | (24,829,157) |
| | 110% | (23,374,493) | (24,301,509) | (25,228,525) | (26,155,541) | (27,082,557) | (27,993,573) | (28,899,589) |
| | 115% | (27,371,685) | (28,383,742) | (29,395,799) | (30,407,856) | (31,419,913) | (32,431,970) | (33,444,027) |
| | 120% | (31,368,877) | (32,486,974) | (33,605,071) | (34,723,168) | (35,841,265) | (36,959,362) | (38,077,459) |
| | 125% | (35,366,069) | (36,590,206) | (37,814,343) | (39,038,480) | (40,262,617) | (41,486,754) | (42,710,891) |

| Balance (RLV - BLV £ per acre (n)) | (21,000,005) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| 90% | | (22,882,168) | (23,339,091) | (23,796,013) | (24,252,936) | (24,709,859) | (25,166,782) | (25,623,704) |
| 92% | | (21,530,625) | (22,058,682) | (22,586,738) | (23,114,795) | (23,642,851) | (24,170,908) | (24,698,964) |
| Market Values | 94% | (20,179,082) | (20,778,272) | (21,377,463) | (21,976,653) | (22,575,844) | (23,175,034) | (23,774,224) |
| 100% | 96% | (18,830,536) | (19,497,863) | (20,165,190) | (20,832,517) | (21,500,844) | (22,169,171) | (22,837,508) |
| (105% = 5% increase) | 98% | (17,511,230) | (18,224,876) | (18,938,522) | (19,652,168) | (20,365,814) | (21,079,460) | (21,793,106) |
| | 100% | (16,191,924) | (16,975,007) | (17,758,090) | (18,541,174) | (19,324,258) | (20,107,342) | (21,000,005) |
| | 102% | (14,872,618) | (15,725,138) | (16,577,658) | (17,430,178) | (18,282,698) | (19,135,218) | (20,000,005) |
| | 104% | (13,553,312) | (14,475,269) | (15,397,227) | (16,319,185) | (17,241,142) | (18,163,100) | (19,150,525) |
| | 106% | (12,234,006) | (13,225,400) | (14,216,794) | (15,208,188) | (16,199,582) | (17,190,976) | (18,225,785) |
| | 108% | (10,914,700) | (11,975,531) | (13,036,362) | (14,097,193) | (15,158,024) | (16,218,855) | (17,301,445) |
| | 110% | (9,608,453) | (10,729,492) | (11,850,531) | (12,971,570) | (14,092,609) | (15,246,739) | (16,377,384) |
| | 112% | (8,298,625) | (9,488,603) | (10,678,581) | (11,868,559) | (13,058,537) | (14,248,515) | (15,474,325) |
| | 114% | (6,988,796) | (8,247,713) | (9,506,630) | (10,765,547) | (12,024,464) | (13,302,499) | (14,571,642) |
| | 116% | (5,678,968) | (7,006,823) | (8,334,738) | (9,662,653) | (10,990,568) | (12,330,379) | (13,668,959) |
| | 118% | (4,369,140) | (5,765,933) | (7,162,726) | (8,559,519) | (9,956,312) | (11,353,105) | (12,766,276) |
| | 120% | (3,059,312) | (4,525,043) | (5,990,775) | (7,456,506) | (8,922,237) | (10,387,969) | (11,863,593) |
| | 122% | (1,846,269) | (3,284,153) | (4,818,823) | (6,353,493) | (7,888,162) | (9,422,832) | (10,960,910) |
| | 124% | (733,032) | (2,097,451) | (3,646,871) | (5,250,480) | (6,854,088) | (8,457,696) | (10,061,304) |
| | 126% | 379,800 | (1,042,247) | (2,477,303) | (4,147,466) | (5,820,013) | (7,492,559) | (9,165,105) |
| | 128% | 1,492,632 | 12,015 | (1,468,603) | (3,044,453) | (4,785,938) | (6,527,423) | (8,268,907) |
| | 130% | 2,605,464 | 1,066,276 | (472,911) | (2,012,099) | (3,751,863) | (5,562,286) | (7,372,709) |

| Balance (RLV - BLV £ per acre (n)) | (21,000,005) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | 5% | 10% | 15% | 20% | 25% | 30% | 35% |
| 5,000 | | (16,094,374) | (16,779,907) | (17,465,440) | (18,150,973) | (18,836,506) | (19,522,039) | (20,303,889) |
| 10,000 | | (15,996,823) | (16,584,807) | (17,172,790) | (17,760,774) | (18,348,757) | (18,936,741) | (19,607,773) |
| Grant (£ per unit) | 15,000 | (15,899,273) | (16,389,706) | (16,880,140) | (17,370,573) | (17,861,007) | (18,351,440) | (18,911,657) |
| - | 20,000 | (15,801,723) | (16,194,606) | (16,587,489) | (16,980,372) | (17,373,255) | (17,766,138) | (18,215,541) |
| | 25,000 | (15,704,173) | (15,999,506) | (16,294,839) | (16,590,172) | (16,885,505) | (17,204,058) | (17,519,424) |
| | 30,000 | (15,606,623) | (15,804,406) | (16,002,189) | (16,199,972) | (16,397,755) | (16,607,387) | (16,823,308) |
| | 35,000 | (15,509,073) | (15,609,306) | (15,709,539) | (15,809,771) | (15,910,004) | (16,011,155) | (16,127,192) |
| | 40,000 | (15,411,523) | (15,414,206) | (15,416,889) | (15,419,572) | (15,422,255) | (15,424,938) | (15,431,076) |
| | 45,000 | (15,313,973) | (15,219,105) | (15,124,238) | (15,029,370) | (14,934,503) | (14,839,636) | (14,744,768) |
| | 50,000 | (15,216,423) | (15,024,005) | (14,831,588) | (14,639,170) | (14,446,753) | (14,254,335) | (14,061,917) |
| | 55,000 | (15,118,873) | (14,828,905) | (14,538,937) | (14,248,970) | (13,959,002) | (13,669,034) | (13,379,067) |

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

240403_BCC Appraisals_CORE_v0.5 - Summary Table

| Appraisal Ref: | 22 | 23 | 24 | 25 |
|--|-------------|--------------|--------------|--------------|
| Scheme Typology: | Core Zone | Core | 0 | Core |
| No Units: | 25 | 75 | 150 | 300 |
| Location / Value Zone: | Core Zone | Core Zone | Core Zone | Core Zone |
| Greenfield/Brownfield: | Brownfield | Brownfield | Brownfield | Brownfield |
| Notes: | | | | |
| Total GDV (£) | 5,615,039 | 16,845,117 | 34,235,695 | 66,551,719 |
| Policy Assumptions | - | - | - | - |
| AH Target % (& mix): | 35% | 35% | 35% | 35% |
| Affordable Rent: | 60% | 60% | 60% | 60% |
| Social Rent: | 10% | 10% | 10% | 10% |
| First Homes: | 25% | 25% | 25% | 25% |
| Other Intermediate (LCHO/Sub-Market etc.): | 5% | 5% | 5% | 5% |
| CIL (£ psm) | 90.39 | 90.39 | 90.39 | 90.39 |
| CIL (£ per unit) | 4,147 | 4,147 | 4,216 | 4,078 |
| Site Specific S106 (£ per unit) | 4,300 | 4,300 | 4,300 | 4,300 |
| Sub-total CIL+S106 (£ per unit) | 8,447 | 8,447 | 8,516 | 8,378 |
| Site Infrastructure (£ per unit) | - | - | - | - |
| Sub-total CIL+S106+Infrastructure (£ per unit) | 8,447 | 8,447 | 8,516 | 8,378 |
| Profit KPI's | - | - | - | - |
| Developers Profit (% on OMS) | 20.0% | 20.0% | 20.0% | 20.0% |
| Developers Profit (% on AH) | 6.0% | 6.0% | 6.0% | 6.0% |
| Developers Profit (% blended) | 16.64% | 16.64% | 16.64% | 16.59% |
| Developers Profit (% on costs) | 19.24% | 18.82% | 15.79% | 15.41% |
| Developers Profit Total (£) | 934,090 | 2,802,270 | 5,695,279 | 11,043,328 |
| Land Value KPI's | - | - | - | - |
| RLV (£/acre (net)) | (1,118,905) | (2,734,051) | (16,257,008) | (18,500,005) |
| RLV (£/ha (net)) | (2,764,814) | (6,755,839) | (40,171,068) | (45,713,512) |
| RLV (% of GDV) | -3.08% | -5.01% | -22.00% | -24.24% |
| RLV Total (£) | (172,801) | (844,480) | (7,532,075) | (16,134,181) |
| BLV (£/acre (net)) | 2,500,000 | 2,500,000 | 2,500,000 | 2,500,000 |
| BLV (£/ha (net)) | 6,177,500 | 6,177,500 | 6,177,500 | 6,177,500 |
| BLV Total (£) | 386,094 | 772,188 | 1,158,281 | 2,180,294 |
| Surplus/Deficit (£/acre) [RLV-BLV] | (3,618,905) | (5,234,051) | (18,757,008) | (21,000,005) |
| Surplus/Deficit (£/ha) | (8,942,314) | (12,933,339) | (46,348,568) | (51,891,012) |
| Surplus/Deficit Total (£) | (558,895) | (1,616,667) | (8,690,356) | (18,314,475) |
| Plan Viability comments | Not Viable | Not Viable | Not Viable | Not Viable |

240306_BCC Appraisal_LVGF_v0.2

Appraisal Ref: 26 (see Typologies Matrix)
 Scheme Typology: Lower Value Zone No Units: 8
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|----------------------------------|-------------------------|------------------------|--------------------|--|-----------------------------|--|----------------------|
| Total number of units in scheme | | | 8 Units | | | | |
| AH Policy requirement (% Target) | | | 0% | | | | |
| Open Market Sale (OMS) housing | | | 100% | | | | |
| AH tenure split % | | Open Market Sale (OMS) | | Affordable Rent: | | 60.0% | |
| | | | | Social Rent: | | 10.0% | |
| | | | | First Homes: | | 25.0% | |
| | | | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | |
| | | | | 70.0% % Rented | | 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 | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | |
| 2 bed House | 35.0% | 2.8 | 35.0% | 0.0 | 35% | 2.8 | |
| 3 bed House | 40.0% | 3.2 | 40.0% | 0.0 | 40% | 3.2 | |
| 4 bed House | 25.0% | 2.0 | 25.0% | 0.0 | 25% | 2.0 | |
| 5 bed House | 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% | 8.0 | 100.0% | 0.0 | 100% | 8.0 | |
| OMS Unit Floor areas - | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | |
| AH Unit Floor areas - | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | |
| Total Gross Floor areas - | | | | | | | |
| | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 2 bed House | 221 | 2,381 | 0 | 0 | 221 | 2,381 | |
| 3 bed House | 304 | 3,272 | 0 | 0 | 304 | 3,272 | |
| 4 bed House | 240 | 2,583 | 0 | 0 | 240 | 2,583 | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | |
| | 765 | 8,237 | 0 | 0 | 765 | 8,237 | |
| AH % by floor area: | | | | 0.00% AH % by floor area (difference due to mix) | | | |
| Open Market Sales values (£) - | | | | | | | |
| | £ OMS (per unit) | £ psm | £ psf | | total MV £ (no AH) | | |
| 1 bed House | 200,000 | 3,226 | 300 | | 0 | | |
| 2 bed House | 180,000 | 2,278 | 212 | | 504,000 | | |
| 3 bed House | 285,000 | 3,000 | 279 | | 912,000 | | |
| 4 bed House | 375,000 | 3,125 | 290 | | 750,000 | | |
| 5 bed House | 400,000 | 2,857 | 265 | | 0 | | |
| 1 bed Flat | 115,000 | 2,300 | 214 | | 0 | | |
| 2 bed Flat | 165,000 | 2,357 | 219 | | 0 | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | | 0 | | |
| | | | | | 2,166,000 | | |
| Affordable Housing values (£) - | | | | | | | |
| | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 75% |
| 2 bed House | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 135,000 75% |
| 3 bed House | 156,750 | 55% | 128,250 | 45% | 199,500 | 70% | 213,750 75% |
| 4 bed House | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 75% |
| 5 bed House | 220,000 | 55% | 180,000 | 45% | 250,000 | 70% | 300,000 75% |
| 1 bed Flat | 63,250 | 55% | 51,750 | 45% | 80,500 | 70% | 86,250 75% |
| 2 bed Flat | 90,750 | 55% | 74,250 | 45% | 115,500 | 70% | 123,750 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 75% |

* capped @£250K

240306_BCC Appraisal_LVGF_v0.2

Scheme Typology: Lower Value Zone No Units: 8
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|------------|--|-----------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 2.8 | @ | 180,000 | 504,000 |
| 3 bed House | 3.2 | @ | 285,000 | 912,000 |
| 4 bed House | 2.0 | @ | 375,000 | 750,000 |
| 5 bed House | 0.0 | @ | 400,000 | - |
| 1 bed Flat | 0.0 | @ | 115,000 | - |
| 2 bed Flat | 0.0 | @ | 165,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 8.0 | | | 2,166,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 0.0 | @ | 99,000 | - |
| 3 bed House | 0.0 | @ | 156,750 | - |
| 4 bed House | 0.0 | @ | 206,250 | - |
| 5 bed House | 0.0 | @ | 220,000 | - |
| 1 bed Flat | 0.0 | @ | 63,250 | - |
| 2 bed Flat | 0.0 | @ | 90,750 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.0 | @ | 81,000 | - |
| 3 bed House | 0.0 | @ | 128,250 | - |
| 4 bed House | 0.0 | @ | 168,750 | - |
| 5 bed House | 0.0 | @ | 180,000 | - |
| 1 bed Flat | 0.0 | @ | 51,750 | - |
| 2 bed Flat | 0.0 | @ | 74,250 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 0.0 | | | - |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 0.0 | @ | 126,000 | - |
| 3 bed House | 0.0 | @ | 199,500 | - |
| 4 bed House | 0.0 | @ | 250,000 | - |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 80,500 | - |
| 2 bed Flat | 0.0 | @ | 115,500 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 0.0 | | | - |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.0 | @ | 135,000 | - |
| 3 bed House | 0.0 | @ | 213,750 | - |
| 4 bed House | 0.0 | @ | 281,250 | - |
| 5 bed House | 0.0 | @ | 300,000 | - |
| 1 bed Flat | 0.0 | @ | 86,250 | - |
| 2 bed Flat | 0.0 | @ | 123,750 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.0 | 0.0 | | - |
| Sub-total GDV Residential | 8 | | | 2,166,000 |
| AH on-site cost analysis: | | | £MV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 0 | AH units @ | 0 | per unit |
| Total GDV | | | | 2,166,000 |

240306_BCC Appraisal_LVGF_v0.2

Scheme Typology: Lower Value Zone
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes: No Units: 8

| DEVELOPMENT COSTS | | | | | | | |
|---|------------|------------------|-----------------|--------------------------------|---------------------------------|----------------------------|-----------|
| Initial Payments - | | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | | (3,696) |
| Planning Application Professional Fees, Surveys and reports | | | | | | | (10,000) |
| CIL (Mrkt only + garages) | | | | | | | - |
| CIL analysis: | | 821 sqm | | 0.00 £ psm | | 0 £ per unit (total units) | |
| Site Specific S106 Contributions | | 0.00% % of GDV | | | | | |
| | 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 | 8 units @ | | 4,300 per unit | | | (34,400) |
| | Sub-total | | | | | | (34,400) |
| S106 analysis: | | 172,000 £ per ha | 1.59% % of GDV | 4,300 £ per unit (total units) | | | |
| AH Commuted Sum | | | | | | | - |
| Comm. Sum analysis: | | | 765 sqm (total) | 0 £ psm | | | |
| Construction Costs - | | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | | - |
| | | 0.20 ha @ | | 0 £ per ha (if brownfield) | | | |
| Site Infrastructure costs - | | | | | | | |
| | Year 1 | | | 0 | | | - |
| | Year 2 | | | 0 | | | - |
| | Year 3 | | | 0 | | | - |
| | Year 4 | | | 0 | | | - |
| | Year 5 | | | 0 | | | - |
| | Year 6 | | | 0 | | | - |
| | Year 7 | | | 0 | | | - |
| | Year 8 | | | 0 | | | - |
| | Year 9 | | | 0 | | | - |
| | Year 10 | | | 0 | | | - |
| | Year 11 | | | 0 | | | - |
| | Year 12 | | | 0 | | | - |
| | Year 13 | | | 0 | | | - |
| | Year 14 | | | 0 | | | - |
| | Year 15 | | | 0 | | | - |
| | Years 1-15 | 8 units @ | | 0 per unit | | | - |
| | Sub-total | | | | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | | |
| 1 bed House | | | | | | | - |
| 2 bed House | | | | | | | (314,768) |
| 3 bed House | | | | | | | (432,592) |
| 4 bed House | | | | | | | (341,520) |
| 5 bed House | | | | | | | - |
| 1 bed Flat | | | | | | | - |
| 2 bed Flat | | | | | | | - |
| 3 bed Flat | | | | | | | - |
| | | 765 | - | - | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | | 3 | 50% units @ | 18 sqm @ | 600 psm | | (17,280) |
| Garages for 4B House (Mrkt only) | | 2 | 75% units @ | 18 sqm @ | 600 psm | | (16,200) |
| Garages for 5B House (Mrkt only) | | - | 120% units @ | 18 sqm @ | 600 psm | | - |
| | | 56 | | | | | |
| External works | | | | | | | (168,354) |
| Ext. Works analysis: | | | 1,122,360 @ | 15.0% | 21,044 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | | |
| Net Biodiversity costs | | | | | | | (8,024) |
| | | | 8 units @ | | 1,003 £ per unit | | |
| M4(2) Category 2 Housing | Aff units | - | units @ | 90% @ | 521 £ per unit | | - |
| M4(2) Category 2 Housing | OMS units | 8 | units @ | 90% @ | 521 £ per unit | | (3,751) |
| M4(3) Category 3 Housing | Aff units | - | units @ | 10% @ | 10,111 £ per unit | | - |
| M4(3) Category 3 Housing | OMS units | 8 | units @ | 10% @ | 10,111 £ per unit | | (8,089) |
| Net Zero Cost | | | | | | | (80,000) |
| Urban Greening | | No. of storeys | 2.0 equals | 383 sqm footprint | 100 £ sqm | | (38,260) |
| EV Charging Points - Houses | | | | | | | (8,000) |
| EV Charging Points - Flats | | | 8 units @ | 4 flats per charger | 2,500 £ per 4 units | | - |
| | | | - | | 0 £ per unit | | - |
| | | | 2 units @ | | | | - |
| Sub-total | | | | | | | (146,124) |
| Policy Costs analysis: (design costs only) | | | | | 18,266 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | | (43,105) |
| | | | 1,436,838 @ | 3.0% | | | |

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Scheme Typology: **Lower Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | | |
|--|------------------|--|---------------------------|-------------------------------------|--------------------|
| Professional Fees | 1,436,838 @ | | 6.5% | | (93,394) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 2,166,000 OMS @ | | 3.00% | 8,123 £ per unit | (64,980) |
| Residential Sales Agent Costs | 2,166,000 OMS @ | | 1.00% | 2,708 £ per unit | (21,660) |
| Residential Sales Legal Costs | 2,166,000 OMS @ | | 0.35% | 948 £ per unit | (7,581) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 10,528 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (2,442) |
| Developers Profit - | | | | | |
| Profit on OMS | 2,166,000 | | 20.00% | | (433,200) |
| Margin on AH | 0 | | 6.00% on AH values | | - |
| Profit analysis: | | | | 20.00% blended GDV | (433,200) |
| | 2,166,000 | | 25.36% on costs | | (433,200) |
| TOTAL COSTS | | | | | (2,141,296) |

| | | | | | |
|----------------------------------|----------|--------------------------------|--------------|----------------------------------|---------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 24,704 |
| SDLT | 24,704 @ | | HMRC formula | | - |
| Acquisition Agent fees | 24,704 @ | | 1.0% | | (247) |
| Acquisition Legal fees | 24,704 @ | | 0.5% | | (124) |
| Interest on Land | 24,704 @ | | 8.00% | | (1,976) |
| Residual Land Value | | | | | 22,357 |
| RLV analysis: | | | | 2,795 £ per plot | |
| | | 111,785 £ per ha (net) | | 45,239 £ per acre (net) | |
| | | 89,428 £ per ha (gross) | | 36,191 £ per acre (gross) | |
| | | | | 1.03% % RLV / GDV | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|---------------------------------|-----------------------------------|-----------------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 0.20 ha (net) | | 0.49 acres (net) | |
| Net to Gross ratio | | 80% | | | |
| Site Area (gross) | | 0.25 ha (gross) | | 0.62 acres (gross) | |
| Density analysis: | | | | 3,826 sqm/ha (net) | 16,666 sqft/ac (net) |
| | | 32 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | | 135,905 |
| BLV analysis: | | | | 220,000 £ per acre (gross) | |
| | | 543,620 £ per ha (gross) | | | |

| | | | | | |
|-------------------|--|---------------------------------|--|-----------------------------------|------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (567,740) £ per ha (net) | | (229,761) £ per acre (net) | (113,548) |

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Scheme Typology: **Lower Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

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)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 0.00 | (229,761) | | | | | | | |
| | 0.00 | (241,129) | (278,657) | (319,742) | (360,826) | (401,981) | (443,424) | (484,867) |
| | 10.00 | (254,660) | (292,778) | (333,032) | (373,285) | (413,610) | (454,222) | (494,835) |
| | 20.00 | (268,191) | (306,899) | (346,322) | (385,745) | (425,239) | (465,021) | (504,802) |
| | 30.00 | (282,428) | (321,020) | (359,612) | (398,204) | (436,868) | (475,819) | (514,770) |
| | 40.00 | (297,379) | (335,141) | (372,902) | (410,664) | (448,497) | (486,617) | (524,737) |
| | 50.00 | (312,330) | (349,261) | (386,192) | (423,123) | (460,126) | (497,416) | (534,705) |
| | 60.00 | (327,282) | (363,382) | (399,483) | (435,583) | (471,755) | (508,214) | (544,673) |
| | 70.00 | (342,233) | (377,503) | (412,773) | (448,042) | (483,384) | (519,012) | (554,640) |
| | 80.00 | (357,185) | (391,624) | (426,063) | (460,502) | (495,013) | (529,810) | (564,608) |
| | 90.00 | (372,136) | (405,745) | (439,353) | (472,961) | (506,642) | (540,609) | (574,576) |
| | 100.00 | (387,088) | (419,865) | (452,643) | (485,421) | (518,270) | (551,407) | (584,543) |
| | 110.00 | (402,039) | (433,986) | (465,933) | (497,881) | (529,899) | (562,205) | (594,511) |
| | 120.00 | (416,991) | (448,107) | (479,224) | (510,340) | (541,528) | (573,003) | (604,478) |
| | 130.00 | (431,942) | (462,228) | (492,514) | (522,800) | (553,157) | (583,802) | (614,446) |
| | 140.00 | (446,893) | (476,349) | (505,804) | (535,259) | (564,786) | (594,600) | (624,414) |
| | 150.00 | (461,845) | (490,469) | (519,094) | (547,719) | (576,415) | (605,398) | (634,381) |
| | 160.00 | (476,796) | (504,590) | (532,384) | (560,178) | (588,044) | (616,196) | (644,370) |
| 170.00 | (491,748) | (518,711) | (545,674) | (572,638) | (599,673) | (626,995) | (654,371) | |
| 180.00 | (506,699) | (532,832) | (558,965) | (585,097) | (611,302) | (637,793) | (664,442) | |
| 190.00 | (521,651) | (546,953) | (572,255) | (597,557) | (622,931) | (648,591) | (674,474) | |
| 200.00 | (536,602) | (561,073) | (585,545) | (610,016) | (634,559) | (659,389) | (684,507) | |
| 210.00 | (551,553) | (575,194) | (598,835) | (622,476) | (646,188) | (670,188) | (694,539) | |
| 220.00 | (566,505) | (589,315) | (612,125) | (634,935) | (657,817) | (680,986) | (704,571) | |
| 230.00 | (581,456) | (603,436) | (625,415) | (647,395) | (669,446) | (691,784) | (714,604) | |
| 240.00 | (596,408) | (617,557) | (638,706) | (659,854) | (681,075) | (702,582) | (724,636) | |
| 250.00 | (611,359) | (631,677) | (651,996) | (672,314) | (692,704) | (713,425) | (734,669) | |

TABLE 2

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | (229,761) | | | | | | | |
| | 1,000 | (255,779) | (294,845) | (335,929) | (377,013) | (418,169) | (459,612) | (501,055) |
| | 2,000 | (270,429) | (311,033) | (352,117) | (393,201) | (434,357) | (475,800) | (517,243) |
| | 3,000 | (286,137) | (327,221) | (368,305) | (409,389) | (450,545) | (491,988) | (533,430) |
| | 4,000 | (302,324) | (343,409) | (384,493) | (425,577) | (466,733) | (508,175) | (549,618) |
| | 5,000 | (318,512) | (359,596) | (400,680) | (441,765) | (482,920) | (524,363) | (565,806) |
| | 6,000 | (334,700) | (375,784) | (416,868) | (457,952) | (499,108) | (540,551) | (581,994) |
| | 7,000 | (350,888) | (391,972) | (433,056) | (474,140) | (515,296) | (556,739) | (598,181) |
| | 8,000 | (367,076) | (408,160) | (449,244) | (490,328) | (531,484) | (572,926) | (614,369) |
| | 9,000 | (383,263) | (424,347) | (465,432) | (506,516) | (547,672) | (589,114) | (630,557) |
| | 10,000 | (399,451) | (440,535) | (481,619) | (522,703) | (563,859) | (605,302) | (646,789) |
| | 11,000 | (415,639) | (456,723) | (497,807) | (538,891) | (580,047) | (621,490) | (663,081) |
| | 12,000 | (431,827) | (472,911) | (513,995) | (555,079) | (596,235) | (637,678) | (679,374) |
| | 13,000 | (448,014) | (489,099) | (530,183) | (571,267) | (612,423) | (653,865) | (695,667) |
| | 14,000 | (464,202) | (505,286) | (546,370) | (587,455) | (628,610) | (670,053) | (711,960) |
| | 15,000 | (480,390) | (521,474) | (562,558) | (603,642) | (644,798) | (686,241) | (728,253) |

TABLE 3

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | (62,638) | (109,735) | (156,832) | (203,930) | (251,092) | (300,982) | (353,382) |
| | 16.0% | (98,336) | (143,450) | (188,564) | (233,678) | (279,262) | (329,470) | (379,679) |
| | 17.0% | (134,034) | (177,165) | (220,296) | (263,427) | (309,942) | (357,959) | (405,976) |
| | 18.0% | (169,732) | (210,880) | (252,028) | (295,083) | (340,622) | (386,447) | (432,273) |
| | 19.0% | (205,431) | (244,595) | (284,679) | (327,954) | (371,302) | (414,936) | (458,570) |
| | 20.0% | (241,129) | (278,657) | (319,742) | (360,826) | (401,981) | (443,424) | (484,867) |

TABLE 4

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 275,000 | 100,000 | (66,129) | (103,657) | (144,742) | (185,826) | (226,981) | (268,424) | (309,867) |
| | 200,000 | (166,129) | (203,657) | (244,742) | (285,826) | (326,981) | (368,424) | (409,867) |
| | 300,000 | (266,129) | (303,657) | (344,742) | (385,826) | (426,981) | (468,424) | (509,867) |
| | 400,000 | (366,129) | (403,657) | (444,742) | (485,826) | (526,981) | (568,424) | (609,867) |
| | 500,000 | (466,129) | (503,657) | (544,742) | (585,826) | (626,981) | (668,424) | (709,867) |
| | 600,000 | (566,129) | (603,657) | (644,742) | (685,826) | (726,981) | (768,424) | (809,867) |
| | 700,000 | (666,129) | (703,657) | (744,742) | (785,826) | (826,981) | (868,424) | (909,867) |
| | 800,000 | (766,129) | (803,657) | (844,742) | (885,826) | (926,981) | (968,424) | (1,009,867) |
| | 900,000 | (866,129) | (903,657) | (944,742) | (985,826) | (1,026,981) | (1,068,424) | (1,109,867) |
| | 1,000,000 | (966,129) | (1,003,657) | (1,044,742) | (1,085,826) | (1,126,981) | (1,168,424) | (1,209,867) |
| | 1,100,000 | (1,066,129) | (1,103,657) | (1,144,742) | (1,185,826) | (1,226,981) | (1,268,424) | (1,309,867) |
| | 1,200,000 | (1,166,129) | (1,203,657) | (1,244,742) | (1,285,826) | (1,326,981) | (1,368,424) | (1,409,867) |
| | 1,300,000 | (1,266,129) | (1,303,657) | (1,344,742) | (1,385,826) | (1,426,981) | (1,468,424) | (1,509,867) |
| | 1,400,000 | (1,366,129) | (1,403,657) | (1,444,742) | (1,485,826) | (1,526,981) | (1,568,424) | (1,609,867) |
| | 1,500,000 | (1,466,129) | (1,503,657) | (1,544,742) | (1,585,826) | (1,626,981) | (1,668,424) | (1,709,867) |
| | 1,600,000 | (1,566,129) | (1,603,657) | (1,644,742) | (1,685,826) | (1,726,981) | (1,768,424) | (1,809,867) |

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Scheme Typology: **Lower Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

TABLE 5 Affordable Housing - % on site 0%

| Balance (RLV - BLV £ per acre (n)) | (229,761) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 0 | | (80,540) | (117,721) | (154,902) | (192,083) | (229,265) | (266,490) | (307,039) |
| Net Zero | 2,000 | (112,658) | (149,839) | (187,020) | (224,201) | (261,382) | (301,162) | (342,605) |
| (£ per unit) | 4,000 | (144,776) | (181,957) | (219,138) | (256,319) | (295,442) | (336,728) | (378,170) |
| 10,000 | 6,000 | (176,893) | (214,074) | (251,256) | (289,847) | (330,931) | (372,293) | (413,736) |
| | 8,000 | (209,011) | (246,192) | (284,252) | (325,336) | (366,421) | (407,859) | (449,301) |
| | 10,000 | (241,129) | (278,657) | (319,742) | (360,826) | (401,981) | (443,424) | (484,867) |
| | 12,000 | (273,247) | (314,147) | (355,231) | (396,315) | (437,547) | (478,990) | (520,432) |
| | 14,000 | (308,552) | (349,636) | (390,720) | (431,804) | (473,113) | (514,555) | (555,998) |
| | 16,000 | (344,041) | (385,125) | (426,209) | (467,293) | (508,678) | (550,121) | (591,564) |
| | 18,000 | (379,530) | (420,614) | (461,699) | (502,801) | (544,244) | (585,686) | (627,129) |
| | 20,000 | (415,020) | (456,104) | (497,188) | (538,366) | (579,809) | (621,252) | (662,846) |
| | 22,000 | (450,509) | (491,593) | (532,677) | (573,932) | (615,375) | (656,817) | (698,643) |
| | 24,000 | (485,998) | (527,082) | (568,166) | (609,497) | (650,940) | (692,383) | (734,440) |
| | 26,000 | (521,487) | (562,571) | (603,656) | (645,063) | (686,506) | (728,093) | (770,238) |
| | 28,000 | (556,977) | (598,061) | (639,186) | (680,629) | (722,071) | (763,890) | (806,035) |
| | 30,000 | (592,466) | (633,550) | (674,751) | (716,194) | (757,637) | (799,688) | (842,052) |

TABLE 6 Affordable Housing - % on site 0%

| Balance (RLV - BLV £ per acre (n)) | (229,761) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-------------|-------------|-------------|-------------|-------------|
| 70% | | 490,676 | 455,549 | 420,422 | 385,295 | 350,168 | 315,041 | 279,914 |
| 75% | | 371,938 | 336,811 | 301,684 | 266,557 | 231,430 | 196,303 | 160,559 |
| 80% | | 253,199 | 218,072 | 182,945 | 146,733 | 110,373 | 74,014 | 37,654 |
| 85% | | 132,907 | 96,547 | 60,188 | 23,828 | (12,807) | (49,989) | (87,170) |
| 90% | | 10,002 | (26,946) | (64,127) | (101,308) | (138,489) | (175,671) | (213,025) |
| 95% | | (115,447) | (152,628) | (189,809) | (226,990) | (264,171) | (304,251) | (345,693) |
| 100% | | (241,129) | (278,657) | (319,742) | (360,826) | (401,981) | (443,424) | (484,867) |
| 105% | | (376,448) | (417,533) | (458,617) | (499,712) | (541,155) | (582,598) | (624,041) |
| 110% | | (515,324) | (556,408) | (597,492) | (638,886) | (680,329) | (721,876) | (764,020) |
| 115% | | (654,199) | (695,283) | (736,617) | (778,060) | (819,812) | (862,013) | (1,240,817) |
| 120% | | (793,074) | (834,348) | (875,791) | (917,748) | (1,113,207) | (1,903,844) | (2,694,480) |
| 125% | | (932,079) | (973,539) | (1,015,859) | (1,776,234) | (2,566,871) | (3,357,507) | (4,148,700) |

TABLE 7 Affordable Housing - % on site 0%

| Balance (RLV - BLV £ per acre (n)) | (229,761) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|-------------|
| 80% | | (834,663) | (843,016) | (851,678) | (984,970) | (1,343,803) | (1,702,636) | (2,061,551) |
| 82% | | (774,818) | (786,338) | (798,003) | (809,977) | (822,188) | (1,141,291) | (1,543,304) |
| 84% | | (715,022) | (729,818) | (744,662) | (759,694) | (775,021) | (790,543) | (1,025,140) |
| 86% | | (655,341) | (673,297) | (691,467) | (709,636) | (728,089) | (746,768) | (765,659) |
| 88% | | (595,660) | (616,851) | (638,271) | (659,765) | (681,259) | (703,189) | (725,220) |
| 90% | | (535,979) | (560,485) | (585,075) | (609,894) | (634,713) | (659,610) | (684,993) |
| 92% | | (476,298) | (504,120) | (531,941) | (560,023) | (588,167) | (616,311) | (644,767) |
| 94% | | (416,617) | (447,754) | (478,891) | (510,152) | (541,620) | (573,089) | (604,557) |
| 96% | | (356,936) | (391,388) | (425,841) | (460,294) | (495,074) | (529,867) | (564,661) |
| 98% | | (297,254) | (335,023) | (372,791) | (410,560) | (448,528) | (486,646) | (524,764) |
| 100% | | (241,129) | (278,657) | (319,742) | (360,826) | (401,981) | (443,424) | (484,867) |
| 102% | | (187,117) | (227,299) | (267,481) | (311,091) | (355,491) | (400,203) | (444,970) |
| 104% | | (133,106) | (176,288) | (219,471) | (262,653) | (309,073) | (356,981) | (405,073) |
| 106% | | (79,095) | (125,278) | (171,461) | (217,644) | (263,827) | (313,759) | (365,176) |
| 108% | | (25,083) | (74,267) | (123,450) | (172,634) | (221,818) | (271,002) | (325,280) |
| 110% | | 28,282 | (23,256) | (75,440) | (127,625) | (179,809) | (231,993) | (285,383) |
| 112% | | 81,100 | 27,135 | (27,430) | (82,615) | (137,800) | (192,985) | (248,290) |
| 114% | | 133,918 | 77,018 | 20,118 | (37,606) | (95,791) | (153,977) | (212,183) |
| 116% | | 186,465 | 126,902 | 67,067 | 7,233 | (53,782) | (114,968) | (176,155) |
| 118% | | 237,493 | 176,785 | 114,017 | 51,248 | (11,773) | (75,960) | (140,147) |
| 120% | | 288,520 | 225,045 | 160,966 | 95,263 | 29,560 | (36,952) | (104,139) |

TABLE 8 Affordable Housing - % on site 0%

| Balance (RLV - BLV £ per acre (n)) | (229,761) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 5,000 | | (233,804) | (267,323) | (303,554) | (340,591) | (377,674) | (415,065) | (452,457) |
| 10,000 | | (226,479) | (256,335) | (287,366) | (320,356) | (353,366) | (386,706) | (420,046) |
| 15,000 | | (219,154) | (245,348) | (271,541) | (300,122) | (329,065) | (358,347) | (387,636) |
| 20,000 | | (211,829) | (234,360) | (256,891) | (279,887) | (304,783) | (329,988) | (355,226) |
| 25,000 | | (204,504) | (223,373) | (242,241) | (261,110) | (280,502) | (301,629) | (322,816) |
| 30,000 | | (197,179) | (212,385) | (227,591) | (242,798) | (258,004) | (273,435) | (290,405) |
| 35,000 | | (189,854) | (201,398) | (212,942) | (224,485) | (236,029) | (247,770) | (259,611) |
| 40,000 | | (182,529) | (190,410) | (198,292) | (206,173) | (214,054) | (222,105) | (230,279) |
| 45,000 | | (175,204) | (179,423) | (183,642) | (187,860) | (192,079) | (196,440) | (200,948) |
| 50,000 | | (167,879) | (168,435) | (168,992) | (169,548) | (170,104) | (170,775) | (171,617) |
| 55,000 | | (160,554) | (157,448) | (154,342) | (151,236) | (148,129) | (145,110) | (142,285) |

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: 27 (see Typologies Matrix)
 Scheme Typology: Lower Value Zone No Units: 15
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | | |
|--|-------------------------|------------|--------------------|------------|---|---------------|--------------|---------|--|
| Total number of units in scheme | | | | | 15 Units | | | | |
| AH Policy requirement (% Target) | | | | | 35% | | | | |
| Open Market Sale (OMS) housing | | | | | Open Market Sale (OMS) 65% | | | | |
| AH tenure split % | | | | | Affordable Rent: 60.0% | | | | |
| | | | | | Social Rent: 10.0% | | | | |
| | | | | | First Homes: 25.0% | | | | |
| | | | | | Other Intermediate (LCHO/Sub-Market etc.): 5.0% | | | | |
| | | | | | 70.0% % Rented | | | | |
| | | | | | 10.5% % 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 | | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | | |
| 2 bed House | 35.0% | 3.4 | 35.0% | 1.8 | 35% | 5.3 | | | |
| 3 bed House | 40.0% | 3.9 | 40.0% | 2.1 | 40% | 6.0 | | | |
| 4 bed House | 25.0% | 2.4 | 25.0% | 1.3 | 25% | 3.8 | | | |
| 5 bed House | 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% | 5.3 | 100% | 15.0 | | | |
| OMS Unit Floor areas - | | | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | | | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | | | | | | | | | |
| | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed House | 270 | 2,902 | 145 | 1,563 | 415 | 4,464 | | | |
| 3 bed House | 371 | 3,988 | 200 | 2,147 | 570 | 6,135 | | | |
| 4 bed House | 293 | 3,148 | 158 | 1,695 | 450 | 4,844 | | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| | 933 | 10,038 | 502 | 5,405 | 1,435 | 15,444 | | | |
| AH % by floor area: 35.0% AH % by floor area (difference due to mix) | | | | | | | | | |
| Open Market Sales values (£) - | | | | | | | | | |
| | £ OMS (per unit) | £ psm | £ psf | | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | | 0 | | | | |
| 2 bed House | 180,000 | 2,278 | 212 | | 945,000 | | | | |
| 3 bed House | 285,000 | 3,000 | 279 | | 1,710,000 | | | | |
| 4 bed House | 375,000 | 3,125 | 290 | | 1,406,250 | | | | |
| 5 bed House | 400,000 | 2,857 | 265 | | 0 | | | | |
| 1 bed Flat | 115,000 | 2,300 | 214 | | 0 | | | | |
| 2 bed Flat | 165,000 | 2,357 | 219 | | 0 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | | 0 | | | | |
| | | | | | 4,061,250 | | | | |
| Affordable Housing values (£) - | | | | | | | | | |
| | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV | |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% | |
| 2 bed House | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 135,000 | 75% | |
| 3 bed House | 156,750 | 55% | 128,250 | 45% | 199,500 | 70% | 213,750 | 75% | |
| 4 bed House | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% | |
| 5 bed House | 220,000 | 55% | 180,000 | 45% | 250,000 | 70% | 300,000 | 75% | |
| 1 bed Flat | 63,250 | 55% | 51,750 | 45% | 80,500 | 70% | 86,250 | 75% | |
| 2 bed Flat | 90,750 | 55% | 74,250 | 45% | 115,500 | 70% | 123,750 | 75% | |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% | |
| * capped @£250K | | | | | | | | | |

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Scheme Typology: **Lower Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|-----|---------------------------|---------------------------------|-----------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 3.4 | @ | 180,000 | 614,250 |
| 3 bed House | 3.9 | @ | 285,000 | 1,111,500 |
| 4 bed House | 2.4 | @ | 375,000 | 914,063 |
| 5 bed House | 0.0 | @ | 400,000 | - |
| 1 bed Flat | 0.0 | @ | 115,000 | - |
| 2 bed Flat | 0.0 | @ | 165,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 9.8 | | | 2,639,813 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 1.1 | @ | 99,000 | 109,148 |
| 3 bed House | 1.3 | @ | 156,750 | 197,505 |
| 4 bed House | 0.8 | @ | 206,250 | 162,422 |
| 5 bed House | 0.0 | @ | 220,000 | - |
| 1 bed Flat | 0.0 | @ | 63,250 | - |
| 2 bed Flat | 0.0 | @ | 90,750 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 3.2 | | | 469,074 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.2 | @ | 81,000 | 14,884 |
| 3 bed House | 0.2 | @ | 128,250 | 26,933 |
| 4 bed House | 0.1 | @ | 168,750 | 22,148 |
| 5 bed House | 0.0 | @ | 180,000 | - |
| 1 bed Flat | 0.0 | @ | 51,750 | - |
| 2 bed Flat | 0.0 | @ | 74,250 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 0.5 | | | 63,965 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 0.5 | @ | 126,000 | 57,881 |
| 3 bed House | 0.5 | @ | 199,500 | 104,738 |
| 4 bed House | 0.3 | @ | 250,000 | 82,031 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 80,500 | - |
| 2 bed Flat | 0.0 | @ | 115,500 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 1.3 | | | 244,650 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.1 | @ | 135,000 | 12,403 |
| 3 bed House | 0.1 | @ | 213,750 | 22,444 |
| 4 bed House | 0.1 | @ | 281,250 | 18,457 |
| 5 bed House | 0.0 | @ | 300,000 | - |
| 1 bed Flat | 0.0 | @ | 86,250 | - |
| 2 bed Flat | 0.0 | @ | 123,750 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.3 | 5.3 | | 53,304 |
| Sub-total GDV Residential | | | | |
| | 15 | | | 3,470,805 |
| AH on-site cost analysis: | | | | |
| | | | £MV (no AH) less £GDV (inc. AH) | 590,445 |
| | | 412 £ psm (total GIA sqm) | 39,363 £ per unit (total units) | |
| Grant | | | | |
| | 5 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 3,470,805 |

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Scheme Typology: **Lower Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|---|------------------|---------------------|---------------------------------|---------|-----------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (6,930) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (20,000) |
| CIL (Mrkt only + garages) | | 1,001 sqm | | 0.00 £ psm | | - |
| | CIL analysis: | 0.00% % of GDV | | 0 £ per unit (total units) | | |
| Site Specific S106 Contributions | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 15 units @ | | 4,300 per unit | | (64,500) |
| | Sub-total | | | | | (64,500) |
| | S106 analysis: | 172,000 £ per ha | 1.86% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | 1,435 sqm (total) | 0 £ psm | | - |
| | Comm. Sum analysis: | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | 0.38 ha @ | | 0 £ per ha (if brownfield) | | - |
| Site Infrastructure costs - | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 15 units @ | | 0 per unit | | - |
| | Sub-total | | | | | - |
| | Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | - sqm @ | | 1,423 psm | | - |
| 2 bed House | | 415 sqm @ | | 1,423 psm | | (590,189) |
| 3 bed House | | 570 sqm @ | | 1,423 psm | | (811,110) |
| 4 bed House | | 450 sqm @ | | 1,423 psm | | (640,350) |
| 5 bed House | | - sqm @ | | 1,423 psm | | - |
| 1 bed Flat | | - sqm @ | | 1,638 psm | | - |
| 2 bed Flat | | - sqm @ | | 1,638 psm | | - |
| 3 bed Flat | | - sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | 4 | 50% units @ | | 18 sqm @ | 600 psm | (21,060) |
| Garages for 4B House (Mrkt only) | 2 | 75% units @ | | 18 sqm @ | 600 psm | (19,744) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | | 18 sqm @ | 600 psm | - |
| | | 68 | | | | |
| External works | | 2,082,453 @ | | 15.0% | | (312,368) |
| | Ext. Works analysis: | | | 20,825 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | 15 units @ | | 1,003 £ per unit | | (15,045) |
| M4(2) Category 2 Housing | Aff units | 5 units @ | 90% @ | 521 £ per unit | | (2,462) |
| M4(2) Category 2 Housing | OMS units | 10 units @ | 90% @ | 521 £ per unit | | (4,572) |
| M4(3) Category 3 Housing | Aff units | 5 units @ | 10% @ | 10,111 £ per unit | | (5,308) |
| M4(3) Category 3 Housing | OMS units | 10 units @ | 10% @ | 10,111 £ per unit | | (9,858) |
| Net Zero Cost | | 15 units @ | | 10,000 £ per unit | | (150,000) |
| Urban Greening | No. of storeys | 2.0 equals | 717 sqm footprint | 100 £ sqm | | (71,738) |
| EV Charging Points - Houses | | 15 units @ | | 1,000 £ per unit | | (15,000) |
| EV Charging Points - Flats | | - units @ | 4 flats per charger | 2,500 £ per 4 units | | - |
| | | 2 units @ | | 0 £ per unit | | - |
| | Sub-total | | | | | (273,983) |
| | Policy Costs analysis: (design costs only) | | | 18,266 £ per unit (total units) | | |
| Contingency (on construction) | | 2,668,803 @ | | 3.0% | | (80,064) |

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Scheme Typology: **Lower Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | |
|--|------------------|---------------------------|------------------------------------|--------------------|
| Professional Fees | 2,668,803 @ | 6.5% | | (173,472) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 2,639,813 OMS @ | 3.00% | 5,280 £ per unit | (79,194) |
| Residential Sales Agent Costs | 2,639,813 OMS @ | 1.00% | 1,760 £ per unit | (26,398) |
| Residential Sales Legal Costs | 2,639,813 OMS @ | 0.35% | 616 £ per unit | (9,239) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 6,989 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (23,791) |
| Developers Profit - | | | | |
| Profit on OMS | 2,639,813 | 20.00% | | (527,963) |
| Margin on AH | 830,993 | 6.00% on AH values | | (49,860) |
| Profit analysis: | 3,470,805 | 16.65% blended GDV | (577,822) | |
| | 3,142,393 | 18.39% on costs | (577,822) | |
| TOTAL COSTS | | | | (3,720,215) |

| | | | | |
|----------------------------------|----------------------------|-----------------------------------|-------------------------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | (249,409) |
| SDLT | - @ | HMRC formula | | - |
| Acquisition Agent fees | - @ | 1.0% | | - |
| Acquisition Legal fees | - @ | 0.5% | | - |
| Interest on Land | - @ | 8.00% | | - |
| Residual Land Value | | | | (249,409) |
| RLV analysis: | (16,627) £ per plot | (665,092) £ per ha (net) | (269,159) £ per acre (net) | |
| | | (532,073) £ per ha (gross) | (215,327) £ per acre (gross) | |
| | | | -7.19% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|---------------------------------|-----------------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 40.0 dph (net) | | | |
| Site Area (net) | 0.38 ha (net) | | 0.93 acres (net) | |
| Net to Gross ratio | 80% | | | |
| Site Area (gross) | 0.47 ha (gross) | | 1.16 acres (gross) | |
| Density analysis: | 3,826 sqm/ha (net) | 16,666 sqft/ac (net) | | |
| | 32 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | 254,822 |
| BLV analysis: | | 543,620 £ per ha (gross) | 220,000 £ per acre (gross) | |

| | | | | |
|-------------------|--|-----------------------------------|-----------------------------------|------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (1,344,617) £ per ha (net) | (544,159) £ per acre (net) | (504,231) |

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Scheme Typology: Lower Value Zone No Units: 15
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

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 35%

| Balance (RLV - BLV £ per acre (n)) | (544,159) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 0.00 (291,548) | (332,723) | (373,898) | (415,117) | (456,660) | (498,203) | (539,746) |
| | | 10.00 (306,638) | (346,974) | (387,311) | (427,750) | (468,450) | (509,151) | (549,907) |
| | | 20.00 (321,727) | (361,226) | (400,724) | (440,382) | (480,241) | (520,100) | (560,069) |
| CL £ psm | | 30.00 (336,817) | (375,477) | (414,137) | (453,015) | (492,032) | (531,048) | (570,231) |
| 0.00 | | 40.00 (351,907) | (389,729) | (427,550) | (465,648) | (503,822) | (541,997) | (580,393) |
| | | 50.00 (366,997) | (403,980) | (440,963) | (478,281) | (515,613) | (552,945) | (590,555) |
| | | 60.00 (382,086) | (418,231) | (454,424) | (490,914) | (527,403) | (563,893) | (600,718) |
| | | 70.00 (397,176) | (432,483) | (467,899) | (503,546) | (539,194) | (574,842) | (610,880) |
| | | 80.00 (412,266) | (446,734) | (481,374) | (516,179) | (550,985) | (585,790) | (621,042) |
| | | 90.00 (427,356) | (460,986) | (494,849) | (528,812) | (562,775) | (596,782) | (631,204) |
| | | 100.00 (442,445) | (475,237) | (508,324) | (541,445) | (574,566) | (607,791) | (641,366) |
| | | 110.00 (457,535) | (489,520) | (521,799) | (554,078) | (586,357) | (618,800) | (651,528) |
| | | 120.00 (472,625) | (503,837) | (535,274) | (566,710) | (598,147) | (629,809) | (661,690) |
| | | 130.00 (487,715) | (518,154) | (548,749) | (579,343) | (609,938) | (640,818) | (671,852) |
| | | 140.00 (502,804) | (532,471) | (562,224) | (591,976) | (621,728) | (651,827) | (682,014) |
| | | 150.00 (517,894) | (546,788) | (575,699) | (604,609) | (633,519) | (662,836) | (692,176) |
| | | 160.00 (533,038) | (561,106) | (589,174) | (617,242) | (645,351) | (673,845) | (702,339) |
| | | 170.00 (548,197) | (575,423) | (602,649) | (629,874) | (657,206) | (684,854) | (712,501) |
| | | 180.00 (563,356) | (589,740) | (616,124) | (642,507) | (669,062) | (695,862) | (722,663) |
| | | 190.00 (578,516) | (604,057) | (629,599) | (655,140) | (680,918) | (706,871) | (732,910) |
| | | 200.00 (593,675) | (618,374) | (643,073) | (667,773) | (692,774) | (717,880) | (743,138) |
| | | 210.00 (608,834) | (632,691) | (656,548) | (680,406) | (704,629) | (728,889) | (753,365) |
| | | 220.00 (623,994) | (647,009) | (670,023) | (693,072) | (716,485) | (739,898) | (763,593) |
| | | 230.00 (639,153) | (661,326) | (683,498) | (705,775) | (728,341) | (750,907) | (773,820) |
| | | 240.00 (654,312) | (675,643) | (696,973) | (718,478) | (740,197) | (761,916) | (784,048) |
| | | 250.00 (669,472) | (689,960) | (710,448) | (731,180) | (752,053) | (772,925) | (794,275) |

TABLE 2

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (544,159) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 1,000 (283,379) | (324,554) | (365,729) | (406,910) | (448,453) | (489,996) | (531,539) |
| | | 2,000 (299,717) | (340,892) | (382,067) | (423,323) | (464,866) | (506,409) | (547,997) |
| Site Specific S106 | | 3,000 (316,054) | (357,229) | (398,404) | (439,736) | (481,279) | (522,822) | (564,500) |
| 4,300 | | 4,000 (332,392) | (373,567) | (414,742) | (456,149) | (497,692) | (539,235) | (581,004) |
| | | 5,000 (348,729) | (389,904) | (431,079) | (472,562) | (514,105) | (555,648) | (597,508) |
| | | 6,000 (365,067) | (406,242) | (447,432) | (488,975) | (530,518) | (572,061) | (614,011) |
| | | 7,000 (381,404) | (422,579) | (463,845) | (505,388) | (546,931) | (588,474) | (630,515) |
| | | 8,000 (397,742) | (438,917) | (480,258) | (521,801) | (563,344) | (604,975) | (647,018) |
| | | 9,000 (414,079) | (455,254) | (496,671) | (538,214) | (579,756) | (621,479) | (663,522) |
| | | 10,000 (430,417) | (471,592) | (513,083) | (554,626) | (596,169) | (637,982) | (680,026) |
| | | 11,000 (446,754) | (487,953) | (529,496) | (571,039) | (612,582) | (654,486) | (696,529) |
| | | 12,000 (463,092) | (504,366) | (545,909) | (587,452) | (628,995) | (670,989) | (713,033) |
| | | 13,000 (479,429) | (520,779) | (562,322) | (603,865) | (645,450) | (687,493) | (729,601) |
| | | 14,000 (495,767) | (537,192) | (578,735) | (620,278) | (661,953) | (703,997) | (746,210) |
| | | 15,000 (512,104) | (553,605) | (595,148) | (636,691) | (678,457) | (720,500) | (762,820) |

TABLE 3

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (544,159) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 15.0% (111,861) | (158,664) | (205,844) | (253,063) | (303,260) | (355,760) | (408,261) |
| | | 16.0% (147,183) | (192,379) | (237,575) | (283,632) | (333,940) | (384,249) | (434,558) |
| Profit | | 17.0% (182,881) | (226,094) | (269,307) | (316,503) | (364,620) | (412,737) | (460,855) |
| 20.0% | | 18.0% (218,579) | (259,809) | (303,772) | (349,374) | (395,300) | (441,226) | (487,152) |
| | | 19.0% (254,277) | (295,469) | (338,835) | (382,246) | (425,980) | (469,714) | (513,449) |
| | | 20.0% (291,548) | (332,723) | (373,898) | (415,117) | (456,660) | (498,203) | (539,746) |

TABLE 4

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (544,159) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 100,000 (116,548) | (157,723) | (198,898) | (240,117) | (281,660) | (323,203) | (364,746) |
| | | 200,000 (216,548) | (257,723) | (298,898) | (340,117) | (381,660) | (423,203) | (464,746) |
| | | 300,000 (316,548) | (357,723) | (398,898) | (440,117) | (481,660) | (523,203) | (564,746) |
| BLV (£ per acre) | | 400,000 (416,548) | (457,723) | (498,898) | (540,117) | (581,660) | (623,203) | (664,746) |
| 275,000 | | 500,000 (516,548) | (557,723) | (598,898) | (640,117) | (681,660) | (723,203) | (764,746) |
| | | 600,000 (616,548) | (657,723) | (698,898) | (740,117) | (781,660) | (823,203) | (864,746) |
| | | 700,000 (716,548) | (757,723) | (798,898) | (840,117) | (881,660) | (923,203) | (964,746) |
| | | 800,000 (816,548) | (857,723) | (898,898) | (940,117) | (981,660) | (1,023,203) | (1,064,746) |
| | | 900,000 (916,548) | (957,723) | (998,898) | (1,040,117) | (1,081,660) | (1,123,203) | (1,164,746) |
| | | 1,000,000 (1,016,548) | (1,057,723) | (1,098,898) | (1,140,117) | (1,181,660) | (1,223,203) | (1,264,746) |
| | | 1,100,000 (1,116,548) | (1,157,723) | (1,198,898) | (1,240,117) | (1,281,660) | (1,323,203) | (1,364,746) |
| | | 1,200,000 (1,216,548) | (1,257,723) | (1,298,898) | (1,340,117) | (1,381,660) | (1,423,203) | (1,464,746) |
| | | 1,300,000 (1,316,548) | (1,357,723) | (1,398,898) | (1,440,117) | (1,481,660) | (1,523,203) | (1,564,746) |
| | | 1,400,000 (1,416,548) | (1,457,723) | (1,498,898) | (1,540,117) | (1,581,660) | (1,623,203) | (1,664,746) |
| | | 1,500,000 (1,516,548) | (1,557,723) | (1,598,898) | (1,640,117) | (1,681,660) | (1,723,203) | (1,764,746) |
| | | 1,600,000 (1,616,548) | (1,657,723) | (1,698,898) | (1,740,117) | (1,781,660) | (1,823,203) | (1,864,746) |

240306_BCC Appraisal_LVGF_v0.2

Scheme Typology: Lower Value Zone No Units: 15
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (544,159) | | | | | | | |
| | 0 | (127,155) | (164,388) | (201,651) | (238,915) | (276,302) | (317,477) | (358,895) |
| Net Zero | 2,000 | (159,695) | (196,958) | (234,222) | (271,485) | (312,291) | (353,523) | (395,066) |
| (£ per unit) | 4,000 | (192,265) | (229,528) | (266,792) | (307,105) | (348,280) | (389,693) | (431,236) |
| 10,000 | 6,000 | (224,835) | (262,099) | (301,919) | (343,094) | (384,320) | (425,863) | (467,406) |
| | 8,000 | (257,406) | (296,734) | (337,909) | (379,084) | (420,490) | (462,033) | (503,576) |
| | 10,000 | (291,548) | (332,723) | (373,898) | (415,117) | (456,660) | (498,203) | (539,746) |
| | 12,000 | (327,537) | (368,712) | (409,887) | (451,287) | (492,830) | (534,373) | (576,122) |
| | 14,000 | (363,526) | (404,701) | (445,914) | (487,457) | (529,000) | (570,543) | (612,500) |
| | 16,000 | (399,515) | (440,690) | (482,084) | (523,627) | (565,170) | (606,834) | (648,877) |
| | 18,000 | (435,505) | (476,711) | (518,254) | (559,797) | (601,340) | (643,211) | (685,255) |
| | 20,000 | (471,494) | (512,881) | (554,424) | (595,967) | (637,545) | (679,589) | (721,646) |
| | 22,000 | (507,508) | (549,051) | (590,594) | (632,137) | (673,923) | (715,966) | (758,257) |
| | 24,000 | (543,678) | (585,221) | (626,764) | (668,307) | (710,300) | (752,344) | (794,869) |
| | 26,000 | (579,848) | (621,391) | (662,934) | (704,634) | (746,678) | (788,803) | (831,506) |
| | 28,000 | (616,019) | (657,562) | (699,104) | (741,012) | (783,055) | (825,414) | (871,597) |
| | 30,000 | (652,189) | (693,732) | (735,346) | (777,389) | (819,433) | (862,026) | (911,506) |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (544,159) | | | | | | | |
| | 70% | 442,160 | 407,247 | 372,287 | 337,284 | 302,281 | 267,279 | 232,276 |
| | 75% | 322,398 | 287,395 | 252,393 | 217,390 | 182,387 | 147,385 | 112,382 |
| Build Cost | 80% | 202,504 | 167,501 | 132,499 | 97,496 | 62,494 | 27,491 | (7,512) |
| 100% | 85% | 82,610 | 47,607 | 12,605 | (22,398) | (58,259) | (94,699) | (131,198) |
| (105% = 5% increase) | 90% | (37,434) | (73,665) | (110,015) | (146,861) | (184,124) | (221,388) | (258,651) |
| | 95% | (162,523) | (199,787) | (237,050) | (274,313) | (315,416) | (356,664) | (398,207) |
| | 100% | (291,548) | (332,723) | (373,898) | (415,117) | (456,660) | (498,203) | (539,746) |
| | 105% | (432,379) | (473,570) | (515,113) | (556,656) | (598,199) | (640,052) | (682,096) |
| | 110% | (573,567) | (615,110) | (656,652) | (698,316) | (740,360) | (782,444) | (825,121) |
| | 115% | (715,106) | (756,649) | (798,624) | (840,667) | (883,034) | (925,501) | (968,047) |
| | 120% | (856,888) | (898,931) | (940,974) | (983,017) | (1,025,060) | (1,067,097) | (1,109,134) |
| | 125% | (999,238) | (1,041,569) | (1,084,012) | (1,126,055) | (1,168,098) | (1,210,141) | (1,252,184) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (544,159) | | | | | | | |
| | 80% | (896,642) | (1,006,100) | (1,340,686) | (1,675,272) | (2,009,858) | (2,344,444) | (2,679,030) |
| | 82% | (835,726) | (847,312) | (859,171) | (1,041,133) | (1,417,995) | (1,794,857) | (2,171,719) |
| Market Values | 84% | (774,811) | (789,780) | (804,750) | (819,966) | (835,502) | (1,245,269) | (1,664,407) |
| 100% | 86% | (714,013) | (732,249) | (750,603) | (768,957) | (787,585) | (806,495) | (825,605) |
| (105% = 5% increase) | 88% | (653,510) | (674,885) | (696,455) | (718,194) | (739,932) | (762,027) | (784,366) |
| | 90% | (593,006) | (617,742) | (642,479) | (667,430) | (692,553) | (717,675) | (743,293) |
| | 92% | (532,502) | (560,600) | (588,698) | (616,796) | (645,174) | (673,680) | (702,352) |
| | 94% | (472,071) | (503,458) | (534,917) | (566,376) | (597,835) | (629,686) | (661,577) |
| | 96% | (411,897) | (446,386) | (481,136) | (515,956) | (550,777) | (585,691) | (620,966) |
| | 98% | (351,722) | (389,554) | (427,386) | (465,537) | (503,718) | (541,900) | (580,356) |
| | 100% | (291,548) | (332,723) | (373,898) | (415,117) | (456,660) | (498,203) | (539,746) |
| | 102% | (235,518) | (275,891) | (320,409) | (364,927) | (409,601) | (454,506) | (499,410) |
| | 104% | (181,060) | (224,374) | (267,688) | (314,782) | (362,643) | (410,809) | (459,074) |
| | 106% | (126,644) | (172,942) | (219,281) | (265,621) | (315,841) | (367,112) | (418,739) |
| | 108% | (73,491) | (121,664) | (170,874) | (220,240) | (269,605) | (323,585) | (378,403) |
| | 110% | (20,880) | (71,418) | (122,601) | (174,858) | (227,249) | (280,126) | (338,067) |
| | 112% | 30,358 | (21,724) | (75,263) | (129,476) | (184,892) | (240,308) | (297,900) |
| | 114% | 81,596 | 26,668 | (28,261) | (85,076) | (142,536) | (200,978) | (259,419) |
| | 116% | 132,835 | 75,060 | 17,284 | (40,754) | (100,806) | (161,647) | (223,114) |
| | 118% | 184,073 | 123,451 | 62,830 | 2,208 | (59,386) | (122,453) | (186,809) |
| | 120% | 235,311 | 171,843 | 108,375 | 44,906 | (18,562) | (83,991) | (150,503) |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (544,159) | | | | | | | |
| | 5,000 | (283,366) | (320,451) | (357,535) | (394,619) | (432,010) | (469,444) | (506,879) |
| | 10,000 | (275,185) | (308,179) | (341,172) | (374,166) | (407,360) | (440,686) | (474,012) |
| Grant (£ per unit) | 15,000 | (267,763) | (295,906) | (324,809) | (353,712) | (382,709) | (411,927) | (441,145) |
| - | 20,000 | (260,359) | (283,634) | (308,446) | (333,259) | (358,071) | (383,169) | (408,278) |
| | 25,000 | (252,955) | (271,708) | (292,084) | (312,805) | (333,526) | (354,410) | (375,412) |
| | 30,000 | (245,551) | (260,601) | (275,721) | (292,351) | (308,982) | (325,652) | (342,545) |
| | 35,000 | (238,146) | (249,495) | (260,844) | (272,193) | (284,438) | (296,978) | (309,678) |
| | 40,000 | (230,742) | (238,389) | (246,035) | (253,682) | (261,329) | (268,975) | (276,811) |
| | 45,000 | (223,338) | (227,282) | (231,227) | (235,172) | (239,116) | (243,061) | (247,005) |
| | 50,000 | (215,934) | (216,176) | (216,419) | (216,661) | (216,903) | (217,146) | (217,388) |
| | 55,000 | (208,530) | (205,070) | (201,610) | (198,151) | (194,691) | (191,231) | (187,772) |

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

240306_BCC Appraisal_LVGF_v0.2

Appraisal Ref: 28 (see Typologies Matrix)
 Scheme Typology: Lower Value Zone No Units: 30
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|-------------------|---|-----------------------------------|------------------------------------|----------------------|---------------------|----------------|
| Total number of units in scheme | | | 30 Units | | | | | |
| AH Policy requirement (% Target) | | | 35% | | | | | |
| Open Market Sale (OMS) housing | | | Open Market Sale (OMS) 65% | | | | | |
| AH tenure split % | | | Affordable Rent: 60.0% | | | | | |
| | | | Social Rent: 10.0% 70.0% Rented | | | | | |
| | | | First Homes: 25.0% | | | | | |
| | | | Other Intermediate (LCHO/Sub-Market etc.): 5.0% 10.5% % 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 | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 35.0% | 6.8 | 35.0% | 3.7 | 35% | 10.5 | | |
| 3 bed House | 40.0% | 7.8 | 40.0% | 4.2 | 40% | 12.0 | | |
| 4 bed House | 25.0% | 4.9 | 25.0% | 2.6 | 25% | 7.5 | | |
| 5 bed House | 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% | 19.5 | 100.0% | 10.5 | 100% | 30.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) | (sqft) | | | |
| 1 bed House | 62.0 | 667 | | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) | (sqft) | | | |
| 1 bed House | 62.0 | 667 | | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 539 | 5,804 | 290 | 3,125 | 830 | 8,929 | | |
| 3 bed House | 741 | 7,976 | 399 | 4,295 | 1,140 | 12,271 | | |
| 4 bed House | 585 | 6,297 | 315 | 3,391 | 900 | 9,688 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 1,865 | 20,077 | 1,004 | 10,810 | 2,870 | 30,887 | | |
| AH % by floor area: | | | 35.00% AH % by floor area (difference due to mix) | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 180,000 | 2,278 | 212 | 1,890,000 | | | | |
| 3 bed House | 285,000 | 3,000 | 279 | 3,420,000 | | | | |
| 4 bed House | 375,000 | 3,125 | 290 | 2,812,500 | | | | |
| 5 bed House | 400,000 | 2,857 | 265 | 0 | | | | |
| 1 bed Flat | 115,000 | 2,300 | 214 | 0 | | | | |
| 2 bed Flat | 165,000 | 2,357 | 219 | 0 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 8,122,500 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 135,000 | 75% |
| 3 bed House | 156,750 | 55% | 128,250 | 45% | 199,500 | 70% | 213,750 | 75% |
| 4 bed House | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| 5 bed House | 220,000 | 55% | 180,000 | 45% | 250,000 | 70% | 300,000 | 75% |
| 1 bed Flat | 63,250 | 55% | 51,750 | 45% | 80,500 | 70% | 86,250 | 75% |
| 2 bed Flat | 90,750 | 55% | 74,250 | 45% | 115,500 | 70% | 123,750 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | | | | |

* capped @£250K

240306_BCC Appraisal_LVGF_v0.2

Scheme Typology: **Lower Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | |
|---|---------------------------|------------|---------------------------------|-----------|--|
| OMS GDV - (part houses due to % mix) | | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - | |
| 2 bed House | 6.8 | @ | 180,000 | 1,228,500 | |
| 3 bed House | 7.8 | @ | 285,000 | 2,223,000 | |
| 4 bed House | 4.9 | @ | 375,000 | 1,828,125 | |
| 5 bed House | 0.0 | @ | 400,000 | - | |
| 1 bed Flat | 0.0 | @ | 115,000 | - | |
| 2 bed Flat | 0.0 | @ | 165,000 | - | |
| 3 bed Flat | 0.0 | @ | 375,000 | - | |
| | 19.5 | | | 5,279,625 | |
| Affordable Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - | |
| 2 bed House | 2.2 | @ | 99,000 | 218,295 | |
| 3 bed House | 2.5 | @ | 156,750 | 395,010 | |
| 4 bed House | 1.6 | @ | 206,250 | 324,844 | |
| 5 bed House | 0.0 | @ | 220,000 | - | |
| 1 bed Flat | 0.0 | @ | 63,250 | - | |
| 2 bed Flat | 0.0 | @ | 90,750 | - | |
| 3 bed Flat | 0.0 | @ | 206,250 | - | |
| | 6.3 | | | 938,149 | |
| Social Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - | |
| 2 bed House | 0.4 | @ | 81,000 | 29,768 | |
| 3 bed House | 0.4 | @ | 128,250 | 53,865 | |
| 4 bed House | 0.3 | @ | 168,750 | 44,297 | |
| 5 bed House | 0.0 | @ | 180,000 | - | |
| 1 bed Flat | 0.0 | @ | 51,750 | - | |
| 2 bed Flat | 0.0 | @ | 74,250 | - | |
| 3 bed Flat | 0.0 | @ | 168,750 | - | |
| | 1.1 | | | 127,929 | |
| First Homes GDV - | | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - | |
| 2 bed House | 0.9 | @ | 126,000 | 115,763 | |
| 3 bed House | 1.1 | @ | 199,500 | 209,475 | |
| 4 bed House | 0.7 | @ | 250,000 | 164,063 | |
| 5 bed House | 0.0 | @ | 250,000 | - | |
| 1 bed Flat | 0.0 | @ | 80,500 | - | |
| 2 bed Flat | 0.0 | @ | 115,500 | - | |
| 3 bed Flat | 0.0 | @ | 250,000 | - | |
| | 2.6 | | | 489,300 | |
| Other Intermediate GDV - | | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - | |
| 2 bed House | 0.2 | @ | 135,000 | 24,806 | |
| 3 bed House | 0.2 | @ | 213,750 | 44,888 | |
| 4 bed House | 0.1 | @ | 281,250 | 36,914 | |
| 5 bed House | 0.0 | @ | 300,000 | - | |
| 1 bed Flat | 0.0 | @ | 86,250 | - | |
| 2 bed Flat | 0.0 | @ | 123,750 | - | |
| 3 bed Flat | 0.0 | @ | 281,250 | - | |
| | 0.5 | 10.5 | | 106,608 | |
| Sub-total GDV Residential | | | | | |
| | 30 | | | 6,941,611 | |
| AH on-site cost analysis: | | | | | |
| | 412 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 1,180,889 | |
| | | | 39,363 £ per unit (total units) | | |
| Grant | | | | | |
| | 11 | AH units @ | 0 per unit | - | |
| Total GDV | | | | | |
| | | | | 6,941,611 | |

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Scheme Typology: Lower Value Zone No Units: 30
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|-----------|------------------|---------------------|---------------------------------|-----------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (13,860) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (40,000) |
| CIL (Mrkt only + garages) | | | | | | - |
| | | 2,001 sqm | | 0.00 £ psm | | |
| | | 0.00% % of GDV | | 0 £ per unit (total units) | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 30 units @ | | 4,300 per unit | | (129,000) |
| | | | | | (129,000) | |
| S106 analysis: | | 172,000 £ per ha | 1.86% % of GDV | 4,300 £ per unit (total units) | | |
| Comm. Sum analysis: | | | 2,870 sqm (total) | 0 £ psm | | |
| | | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | - |
| | | 0.75 ha @ | | 0 £ per ha (if brownfield) | | |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 30 units @ | | 0 per unit | | - |
| | | | | | | |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | | | | | |
| | | - sqm @ | | 1,423 psm | | - |
| 2 bed House | | | | | | |
| | | 830 sqm @ | | 1,423 psm | | (1,180,379) |
| 3 bed House | | | | | | |
| | | 1,140 sqm @ | | 1,423 psm | | (1,622,220) |
| 4 bed House | | | | | | |
| | | 900 sqm @ | | 1,423 psm | | (1,280,700) |
| 5 bed House | | | | | | |
| | | - sqm @ | | 1,423 psm | | - |
| 1 bed Flat | | | | | | |
| | | - sqm @ | | 1,638 psm | | - |
| 2 bed Flat | | | | | | |
| | | - sqm @ | | 1,638 psm | | - |
| 3 bed Flat | | | | | | |
| | | - sqm @ | | 1,638 psm | | - |
| | | 2,870 | | | | - |
| Garages for 3B House (Mrkt only) | | | | | | (42,120) |
| 8 | 50% | units @ | | 18 sqm @ | 600 psm | |
| Garages for 4B House (Mrkt only) | | | | | | (39,488) |
| 5 | 75% | units @ | | 18 sqm @ | 600 psm | |
| Garages for 5B House (Mrkt only) | | | | | | - |
| - | 120% | units @ | | 18 sqm @ | 600 psm | |
| | | 136 | | | | |
| External works | | | | | | (624,736) |
| | | 4,164,906 @ | | 15.0% | | |
| Ext. Works analysis: | | | | 20,825 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (30,090) |
| | | 30 units @ | | 1,003 £ per unit | | |
| M4(2) Category 2 Housing | Aff units | 11 units @ | 90% @ | 521 £ per unit | | (4,923) |
| M4(2) Category 2 Housing | OMS units | 20 units @ | 90% @ | 521 £ per unit | | (9,144) |
| M4(3) Category 3 Housing | Aff units | 11 units @ | 10% @ | 10,111 £ per unit | | (10,617) |
| M4(3) Category 3 Housing | OMS units | 20 units @ | 10% @ | 10,111 £ per unit | | (19,716) |
| Net Zero Cost | | | | | | (300,000) |
| | | 30 units @ | | 10,000 £ per unit | | |
| Urban Greening | | | | | | (143,475) |
| | | 2.0 equals | 1,435 sqm footprint | 100 £ sqm | | |
| EV Charging Points - Houses | | | | | | (30,000) |
| | | 30 units @ | | 1,000 £ per unit | | |
| EV Charging Points - Flats | | | | | | - |
| | | - units @ | 4 flats per charger | 2,500 £ per 4 units | | |
| | | 2 units @ | | 0 £ per unit | | |
| | | | | | (547,965) | |
| Policy Costs analysis: (design costs only) | | | | 18,266 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | (160,128) |
| | | 5,337,607 @ | | 3.0% | | |

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Scheme Typology: **Lower Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | |
|--|------------------|---------------------------|------------------------------------|--------------------|
| Professional Fees | 5,337,607 @ | 6.5% | | (346,944) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 5,279,625 OMS @ | 3.00% | 5,280 £ per unit | (158,389) |
| Residential Sales Agent Costs | 5,279,625 OMS @ | 1.00% | 1,760 £ per unit | (52,796) |
| Residential Sales Legal Costs | 5,279,625 OMS @ | 0.35% | 616 £ per unit | (18,479) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 7,322 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (82,234) |
| Developers Profit - | | | | |
| Profit on OMS | 5,279,625 | 20.00% | | (1,055,925) |
| Margin on AH | 1,661,986 | 6.00% on AH values | | (99,719) |
| Profit analysis: | 6,941,611 | 16.65% blended GDV | (1,155,644) | |
| | 6,329,438 | 18.26% on costs | (1,155,644) | |
| TOTAL COSTS | | | | (7,485,082) |

| | | | | |
|----------------------------------|----------------------------|-----------------------------------|-------------------------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | (543,471) |
| SDLT | - @ | HMRC formula | | - |
| Acquisition Agent fees | - @ | 1.0% | | - |
| Acquisition Legal fees | - @ | 0.5% | | - |
| Interest on Land | - @ | 8.00% | | - |
| Residual Land Value | | | | (543,471) |
| RLV analysis: | (18,116) £ per plot | (724,628) £ per ha (net) | (293,253) £ per acre (net) | |
| | | (579,702) £ per ha (gross) | (234,602) £ per acre (gross) | |
| | | | -7.83% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|---------------------------------|-----------------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 40.0 dph (net) | | | |
| Site Area (net) | 0.75 ha (net) | | 1.85 acres (net) | |
| Net to Gross ratio | 80% | | | |
| Site Area (gross) | 0.94 ha (gross) | | 2.32 acres (gross) | |
| Density analysis: | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | 32 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | 509,644 |
| BLV analysis: | | 543,620 £ per ha (gross) | 220,000 £ per acre (gross) | |

| | | | | |
|-------------------|--|-----------------------------------|-----------------------------------|--------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (1,404,153) £ per ha (net) | (568,253) £ per acre (net) | (1,053,114) |

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Scheme Typology: **Lower Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

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 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm | 0.00 | (311,738) | (353,464) | (395,191) | (436,929) | (478,959) | (520,990) | (563,020) |
| | 10.00 | (327,229) | (368,094) | (408,960) | (449,921) | (491,085) | (532,249) | (573,414) |
| | 20.00 | (342,720) | (382,725) | (422,730) | (462,913) | (503,211) | (543,509) | (583,807) |
| | 30.00 | (358,210) | (397,355) | (436,500) | (475,905) | (515,337) | (554,769) | (594,201) |
| | 40.00 | (373,701) | (411,985) | (450,331) | (488,897) | (527,463) | (566,029) | (604,595) |
| | 50.00 | (389,192) | (426,616) | (464,190) | (501,889) | (539,589) | (577,289) | (614,988) |
| | 60.00 | (404,683) | (441,246) | (478,048) | (514,881) | (551,715) | (588,549) | (625,382) |
| | 70.00 | (420,174) | (455,939) | (491,906) | (527,874) | (563,841) | (599,808) | (635,776) |
| | 80.00 | (435,665) | (470,663) | (505,764) | (540,866) | (575,967) | (611,068) | (646,170) |
| | 90.00 | (451,156) | (485,387) | (519,623) | (553,858) | (588,093) | (622,328) | (656,563) |
| | 100.00 | (466,647) | (500,112) | (533,481) | (566,850) | (600,219) | (633,588) | (667,010) |
| | 110.00 | (482,138) | (514,836) | (547,339) | (579,842) | (612,345) | (644,848) | (677,470) |
| | 120.00 | (497,629) | (529,561) | (561,197) | (592,834) | (624,471) | (656,108) | (687,931) |
| | 130.00 | (513,120) | (544,285) | (575,056) | (605,826) | (636,597) | (667,367) | (698,391) |
| | 140.00 | (529,611) | (559,009) | (588,914) | (618,818) | (648,723) | (678,632) | (708,852) |
| | 150.00 | (544,696) | (573,734) | (602,772) | (631,810) | (660,849) | (689,964) | (719,313) |
| | 160.00 | (560,286) | (588,458) | (616,630) | (644,803) | (672,975) | (701,296) | (729,773) |
| | 170.00 | (575,877) | (603,183) | (630,489) | (657,795) | (685,101) | (712,629) | (740,234) |
| | 180.00 | (591,467) | (617,907) | (644,347) | (670,787) | (697,228) | (723,961) | (750,694) |
| | 190.00 | (607,058) | (632,631) | (658,205) | (683,779) | (709,432) | (735,293) | (761,155) |
| 200.00 | (622,648) | (647,356) | (672,063) | (696,771) | (721,636) | (746,626) | (771,615) | |
| 210.00 | (638,239) | (662,080) | (685,922) | (709,763) | (733,840) | (757,958) | (782,076) | |
| 220.00 | (653,829) | (676,805) | (699,780) | (722,797) | (746,044) | (769,290) | (792,537) | |
| 230.00 | (669,420) | (691,529) | (713,638) | (735,873) | (758,248) | (780,622) | (802,997) | |
| 240.00 | (685,010) | (706,253) | (727,496) | (748,949) | (770,452) | (791,955) | (813,458) | |
| 250.00 | (700,601) | (720,978) | (741,393) | (762,024) | (782,656) | (803,287) | (823,918) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 | 1,000 | (303,352) | (345,078) | (386,805) | (428,531) | (470,519) | (512,550) | (554,580) |
| | 2,000 | (320,124) | (361,850) | (403,577) | (445,369) | (487,399) | (529,429) | (571,460) |
| | 3,000 | (336,896) | (378,622) | (420,348) | (462,248) | (504,279) | (546,309) | (588,340) |
| | 4,000 | (353,667) | (395,394) | (437,120) | (479,128) | (521,158) | (563,189) | (605,219) |
| | 5,000 | (370,439) | (412,166) | (453,977) | (496,008) | (538,038) | (580,069) | (622,099) |
| | 6,000 | (387,211) | (428,937) | (470,857) | (512,887) | (554,918) | (596,948) | (638,979) |
| | 7,000 | (403,983) | (445,709) | (487,737) | (529,767) | (571,798) | (613,828) | (655,858) |
| | 8,000 | (420,755) | (462,586) | (504,617) | (546,647) | (588,677) | (630,708) | (672,828) |
| | 9,000 | (437,526) | (479,466) | (521,496) | (563,527) | (605,557) | (647,588) | (689,817) |
| | 10,000 | (454,315) | (496,346) | (538,376) | (580,406) | (622,437) | (664,467) | (706,805) |
| | 11,000 | (471,195) | (513,225) | (555,256) | (597,286) | (639,317) | (681,399) | (723,793) |
| | 12,000 | (488,075) | (530,105) | (572,135) | (614,166) | (656,196) | (698,357) | (740,782) |
| | 13,000 | (504,954) | (546,985) | (589,015) | (631,046) | (673,076) | (715,346) | (757,770) |
| | 14,000 | (521,834) | (563,864) | (605,895) | (647,925) | (689,956) | (732,334) | (774,758) |
| | 15,000 | (538,714) | (580,744) | (622,775) | (664,805) | (706,898) | (749,322) | (791,747) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit | 15.0% | (132,115) | (177,972) | (225,114) | (272,803) | (325,560) | (378,547) | (431,535) |
| | 16.0% | (166,257) | (211,150) | (256,845) | (305,443) | (356,240) | (407,036) | (457,832) |
| | 17.0% | (201,166) | (244,865) | (290,002) | (338,315) | (386,919) | (435,524) | (484,129) |
| | 18.0% | (236,851) | (278,956) | (325,065) | (371,186) | (417,599) | (464,013) | (510,426) |
| | 19.0% | (272,550) | (316,210) | (360,128) | (404,057) | (448,279) | (492,501) | (536,723) |
| | 20.0% | (311,738) | (353,464) | (395,191) | (436,929) | (478,959) | (520,990) | (563,020) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) | 100,000 | (136,738) | (178,464) | (220,191) | (261,929) | (303,959) | (345,990) | (388,020) |
| | 200,000 | (236,738) | (278,464) | (320,191) | (361,929) | (403,959) | (445,990) | (488,020) |
| | 300,000 | (336,738) | (378,464) | (420,191) | (461,929) | (503,959) | (545,990) | (588,020) |
| | 400,000 | (436,738) | (478,464) | (520,191) | (561,929) | (603,959) | (645,990) | (688,020) |
| | 500,000 | (536,738) | (578,464) | (620,191) | (661,929) | (703,959) | (745,990) | (788,020) |
| | 600,000 | (636,738) | (678,464) | (720,191) | (761,929) | (803,959) | (845,990) | (888,020) |
| | 700,000 | (736,738) | (778,464) | (820,191) | (861,929) | (903,959) | (945,990) | (988,020) |
| | 800,000 | (836,738) | (878,464) | (920,191) | (961,929) | (1,003,959) | (1,045,990) | (1,088,020) |
| | 900,000 | (936,738) | (978,464) | (1,020,191) | (1,061,929) | (1,103,959) | (1,145,990) | (1,188,020) |
| | 1,000,000 | (1,036,738) | (1,078,464) | (1,120,191) | (1,161,929) | (1,203,959) | (1,245,990) | (1,288,020) |
| | 1,100,000 | (1,136,738) | (1,178,464) | (1,220,191) | (1,261,929) | (1,303,959) | (1,345,990) | (1,388,020) |
| | 1,200,000 | (1,236,738) | (1,278,464) | (1,320,191) | (1,361,929) | (1,403,959) | (1,445,990) | (1,488,020) |
| | 1,300,000 | (1,336,738) | (1,378,464) | (1,420,191) | (1,461,929) | (1,503,959) | (1,545,990) | (1,588,020) |
| | 1,400,000 | (1,436,738) | (1,478,464) | (1,520,191) | (1,561,929) | (1,603,959) | (1,645,990) | (1,688,020) |
| | 1,500,000 | (1,536,738) | (1,578,464) | (1,620,191) | (1,661,929) | (1,703,959) | (1,745,990) | (1,788,020) |
| 1,600,000 | (1,636,738) | (1,678,464) | (1,720,191) | (1,761,929) | (1,803,959) | (1,845,990) | (1,888,020) | |

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Scheme Typology: Lower Value Zone No Units: 30
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (568,253) | | | | | | | |
| | 0 | (142,701) | (179,232) | (216,486) | (254,248) | (293,796) | (335,523) | (377,249) |
| Net Zero | 2,000 | (175,023) | (212,181) | (249,943) | (289,039) | (330,766) | (372,492) | (414,219) |
| (£ per unit) | 4,000 | (207,876) | (245,638) | (284,282) | (326,009) | (367,735) | (409,462) | (451,398) |
| 10,000 | 6,000 | (241,333) | (279,525) | (321,252) | (362,978) | (404,705) | (446,575) | (488,605) |
| | 8,000 | (274,790) | (316,495) | (358,221) | (399,948) | (441,752) | (483,782) | (525,813) |
| | 10,000 | (311,738) | (353,464) | (395,191) | (436,929) | (478,959) | (520,990) | (563,020) |
| | 12,000 | (348,707) | (390,434) | (432,160) | (474,136) | (516,166) | (558,197) | (600,227) |
| | 14,000 | (385,677) | (427,403) | (469,313) | (511,343) | (553,374) | (595,404) | (637,434) |
| | 16,000 | (422,646) | (464,490) | (506,520) | (548,550) | (590,581) | (632,611) | (674,744) |
| | 18,000 | (459,616) | (501,697) | (543,727) | (585,758) | (627,788) | (669,819) | (712,191) |
| | 20,000 | (496,584) | (538,904) | (580,935) | (622,965) | (664,995) | (707,213) | (749,637) |
| | 22,000 | (534,081) | (576,111) | (618,142) | (660,172) | (702,236) | (744,660) | (787,084) |
| | 24,000 | (571,288) | (613,319) | (655,349) | (697,380) | (739,682) | (782,106) | (824,531) |
| | 26,000 | (608,496) | (650,526) | (692,556) | (734,705) | (777,129) | (819,553) | (861,977) |
| | 28,000 | (645,703) | (687,733) | (729,764) | (772,151) | (814,576) | (857,000) | (900,424) |
| | 30,000 | (682,910) | (724,940) | (767,174) | (809,598) | (852,022) | (894,446) | (937,870) |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (568,253) | | | | | | | |
| | 70% | 430,762 | 395,828 | 360,894 | 325,960 | 291,026 | 256,093 | 221,159 |
| | 75% | 310,347 | 275,407 | 240,397 | 205,387 | 170,377 | 135,367 | 100,357 |
| Build Cost | 80% | 189,481 | 154,471 | 119,416 | 84,294 | 49,172 | 14,050 | (21,148) |
| 100% | 85% | 68,138 | 33,016 | (2,244) | (37,515) | (72,795) | (108,250) | (143,730) |
| (105% = 5% increase) | 90% | (53,881) | (89,330) | (124,785) | (160,617) | (197,545) | (235,212) | (272,974) |
| | 95% | (177,864) | (215,086) | (252,849) | (292,250) | (333,976) | (375,703) | (417,429) |
| | 100% | (311,738) | (353,464) | (395,191) | (436,929) | (478,959) | (520,990) | (563,020) |
| | 105% | (456,435) | (498,466) | (540,496) | (582,527) | (624,557) | (666,588) | (708,619) |
| | 110% | (602,033) | (644,064) | (686,094) | (728,201) | (770,625) | (813,049) | (855,474) |
| | 115% | (747,631) | (789,888) | (832,312) | (874,736) | (917,160) | (959,584) | (1,002,008) |
| | 120% | (893,998) | (936,422) | (978,846) | (1,021,270) | (1,063,694) | (1,106,118) | (1,148,542) |
| | 125% | (1,040,533) | (1,083,057) | (1,125,481) | (1,167,905) | (1,210,329) | (1,252,753) | (1,295,177) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (568,253) | | | | | | | |
| | 80% | (1,023,900) | (1,338,820) | (1,653,741) | (1,968,662) | (2,283,582) | (2,598,503) | (2,913,424) |
| | 82% | (869,656) | (880,870) | (900,358) | (1,346,740) | (1,703,122) | (2,059,504) | (2,415,886) |
| Market Values | 84% | (807,234) | (821,915) | (836,597) | (851,278) | (1,122,662) | (1,520,505) | (1,918,349) |
| 100% | 86% | (744,812) | (762,961) | (781,110) | (799,259) | (817,408) | (835,557) | (853,706) |
| (105% = 5% increase) | 88% | (682,604) | (704,007) | (725,624) | (747,241) | (768,858) | (790,475) | (812,092) |
| | 90% | (620,643) | (645,462) | (670,281) | (695,223) | (720,308) | (745,392) | (770,477) |
| | 92% | (558,682) | (586,943) | (615,204) | (643,466) | (671,727) | (700,310) | (728,893) |
| | 94% | (496,721) | (528,424) | (560,128) | (591,831) | (623,535) | (655,238) | (687,248) |
| | 96% | (434,825) | (469,905) | (505,051) | (540,197) | (575,343) | (610,489) | (645,635) |
| | 98% | (373,281) | (411,588) | (449,975) | (488,563) | (527,151) | (565,739) | (604,327) |
| | 100% | (311,738) | (353,464) | (395,191) | (436,929) | (478,959) | (520,990) | (563,020) |
| | 102% | (252,551) | (295,340) | (340,485) | (385,631) | (430,776) | (476,240) | (521,713) |
| | 104% | (196,962) | (240,805) | (285,780) | (334,345) | (382,909) | (431,490) | (480,405) |
| | 106% | (142,886) | (188,502) | (235,248) | (283,059) | (335,042) | (387,026) | (439,098) |
| | 108% | (90,478) | (137,636) | (186,094) | (235,879) | (287,175) | (342,578) | (397,981) |
| | 110% | (38,179) | (88,162) | (138,233) | (189,737) | (242,699) | (298,130) | (356,952) |
| | 112% | 13,855 | (38,768) | (91,656) | (144,676) | (199,432) | (255,707) | (315,923) |
| | 114% | 65,870 | 10,371 | (45,168) | (100,962) | (157,069) | (215,482) | (274,904) |
| | 116% | 117,707 | 59,496 | 1,108 | (57,379) | (116,078) | (175,848) | (237,773) |
| | 118% | 169,474 | 108,469 | 47,344 | (13,934) | (75,401) | (137,092) | (200,666) |
| | 120% | 221,242 | 157,360 | 93,478 | 29,412 | (34,756) | (99,234) | (164,356) |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (568,253) | | | | | | | |
| | 5,000 | (303,351) | (340,884) | (378,418) | (415,951) | (453,638) | (491,448) | (529,258) |
| | 10,000 | (294,965) | (328,305) | (361,644) | (394,984) | (428,324) | (461,906) | (495,496) |
| Grant (£ per unit) | 15,000 | (286,578) | (315,725) | (344,871) | (374,018) | (403,164) | (432,364) | (461,734) |
| - | 20,000 | (278,192) | (303,145) | (328,098) | (353,052) | (378,005) | (402,958) | (427,972) |
| | 25,000 | (270,299) | (290,565) | (311,325) | (332,085) | (352,845) | (373,605) | (394,365) |
| | 30,000 | (262,709) | (277,985) | (294,552) | (311,119) | (327,686) | (344,252) | (360,819) |
| | 35,000 | (255,119) | (266,317) | (277,779) | (290,153) | (302,526) | (314,899) | (327,273) |
| | 40,000 | (247,529) | (254,932) | (262,335) | (269,738) | (277,366) | (285,547) | (293,727) |
| | 45,000 | (239,939) | (243,548) | (247,156) | (250,764) | (254,372) | (257,980) | (261,588) |
| | 50,000 | (232,350) | (232,163) | (231,976) | (231,789) | (231,603) | (231,416) | (231,229) |
| | 55,000 | (224,760) | (220,778) | (216,796) | (212,815) | (208,833) | (204,852) | (200,889) |

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

240306_BCC Appraisal_LVGF_v0.2

Appraisal Ref: **29** (see Typologies Matrix)
 Scheme Typology: **Lower Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|---|---------------------------|-----------------------------|------------------------------------|---|---------------------|-----------------|
| Total number of units in scheme | | 45 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % 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 | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 35.0% | 10.2 | 35.0% | 5.5 | 35% | 15.8 | | |
| 3 bed House | 40.0% | 11.7 | 40.0% | 6.3 | 40% | 18.0 | | |
| 4 bed House | 25.0% | 7.3 | 25.0% | 3.9 | 25% | 11.3 | | |
| 5 bed House | 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% | 29.3 | 100.0% | 15.8 | 100% | 45.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | (sqm) (sqft) | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | (sqm) (sqft) | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | | (sqft) | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 809 | 8,705 | 435 | 4,688 | 1,244 | 13,393 | | |
| 3 bed House | 1,112 | 11,964 | 599 | 6,442 | 1,710 | 18,406 | | |
| 4 bed House | 878 | 9,445 | 473 | 5,086 | 1,350 | 14,531 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 2,798 | 30,115 | 1,506 | 16,216 | 4,304 | 46,331 | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 180,000 | 2,278 | 212 | 2,835,000 | | | | |
| 3 bed House | 285,000 | 3,000 | 279 | 5,130,000 | | | | |
| 4 bed House | 375,000 | 3,125 | 290 | 4,218,750 | | | | |
| 5 bed House | 400,000 | 2,857 | 265 | 0 | | | | |
| 1 bed Flat | 115,000 | 2,300 | 214 | 0 | | | | |
| 2 bed Flat | 165,000 | 2,357 | 219 | 0 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 12,183,750 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 135,000 | 75% |
| 3 bed House | 156,750 | 55% | 128,250 | 45% | 199,500 | 70% | 213,750 | 75% |
| 4 bed House | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| 5 bed House | 220,000 | 55% | 180,000 | 45% | 250,000 | 70% | 300,000 | 75% |
| 1 bed Flat | 63,250 | 55% | 51,750 | 45% | 80,500 | 70% | 86,250 | 75% |
| 2 bed Flat | 90,750 | 55% | 74,250 | 45% | 115,500 | 70% | 123,750 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | | | | * capped @£250K |

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Scheme Typology: **Lower Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 10.2 | @ | 180,000 | 1,842,750 |
| 3 bed House | 11.7 | @ | 285,000 | 3,334,500 |
| 4 bed House | 7.3 | @ | 375,000 | 2,742,188 |
| 5 bed House | 0.0 | @ | 400,000 | - |
| 1 bed Flat | 0.0 | @ | 115,000 | - |
| 2 bed Flat | 0.0 | @ | 165,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 29.3 | | | 7,919,438 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 3.3 | @ | 99,000 | 327,443 |
| 3 bed House | 3.8 | @ | 156,750 | 592,515 |
| 4 bed House | 2.4 | @ | 206,250 | 487,266 |
| 5 bed House | 0.0 | @ | 220,000 | - |
| 1 bed Flat | 0.0 | @ | 63,250 | - |
| 2 bed Flat | 0.0 | @ | 90,750 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 9.5 | | | 1,407,223 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.6 | @ | 81,000 | 44,651 |
| 3 bed House | 0.6 | @ | 128,250 | 80,798 |
| 4 bed House | 0.4 | @ | 168,750 | 66,445 |
| 5 bed House | 0.0 | @ | 180,000 | - |
| 1 bed Flat | 0.0 | @ | 51,750 | - |
| 2 bed Flat | 0.0 | @ | 74,250 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 1.6 | | | 191,894 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 1.4 | @ | 126,000 | 173,644 |
| 3 bed House | 1.6 | @ | 199,500 | 314,213 |
| 4 bed House | 1.0 | @ | 250,000 | 246,094 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 80,500 | - |
| 2 bed Flat | 0.0 | @ | 115,500 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 3.9 | | | 733,950 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.3 | @ | 135,000 | 37,209 |
| 3 bed House | 0.3 | @ | 213,750 | 67,331 |
| 4 bed House | 0.2 | @ | 281,250 | 55,371 |
| 5 bed House | 0.0 | @ | 300,000 | - |
| 1 bed Flat | 0.0 | @ | 86,250 | - |
| 2 bed Flat | 0.0 | @ | 123,750 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.8 | 15.8 | | 159,912 |
| Sub-total GDV Residential | | | | |
| | 45 | | | 10,412,416 |
| AH on-site cost analysis: | | | | |
| | 412 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 1,771,334 |
| | | | 39,363 £ per unit (total units) | |
| Grant | | | | |
| | 16 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 10,412,416 |

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Scheme Typology: Lower Value Zone No Units: 45
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

| DEVELOPMENT COSTS | | | | | | | | | |
|--|--|---|--|----------------|--|--|--|-----------|--|
| Initial Payments - | | | | | | | | | |
| Statutory Planning Fees (Residential) (20,790) | | | | | | | | | |
| Planning Application Professional Fees, Surveys and reports (60,000) | | | | | | | | | |
| CIL (Mrkt only + garages) 3,002 sqm 0.00 £ psm - | | | | | | | | | |
| CIL analysis: 0.00% % of GDV 0 £ per unit (total units) | | | | | | | | | |
| Site Specific S106 Contributions | | | | | | | | | |
| Year 1 | | | | 0 | | | | - | |
| Year 2 | | | | 0 | | | | - | |
| Year 3 | | | | 0 | | | | - | |
| Year 4 | | | | 0 | | | | - | |
| Year 5 | | | | 0 | | | | - | |
| Year 6 | | | | 0 | | | | - | |
| Year 7 | | | | 0 | | | | - | |
| Year 8 | | | | 0 | | | | - | |
| Year 9 | | | | 0 | | | | - | |
| Year 10 | | | | 0 | | | | - | |
| Year 11 | | | | 0 | | | | - | |
| Year 12 | | | | 0 | | | | - | |
| Year 13 | | | | 0 | | | | - | |
| Year 14 | | | | 0 | | | | - | |
| Year 15 | | | | 0 | | | | - | |
| Years 1-15 | | 45 units @ | | 4,300 per unit | | | | (193,500) | |
| Sub-total | | | | | | | | (193,500) | |
| S106 analysis: 172,000 £ per ha 1.86% % of GDV 4,300 £ per unit (total units) | | | | | | | | | |
| AH Commuted Sum 4,304 sqm (total) 0 £ psm - | | | | | | | | | |
| Comm. Sum analysis: 0.00% % of GDV | | | | | | | | | |
| Construction Costs - | | | | | | | | | |
| Site Clearance, Demolition & Remediation 1.13 ha @ 0 £ per ha (if brownfield) - | | | | | | | | | |
| Site Infrastructure costs - | | | | | | | | | |
| Year 1 | | | | 0 | | | | - | |
| Year 2 | | | | 0 | | | | - | |
| Year 3 | | | | 0 | | | | - | |
| Year 4 | | | | 0 | | | | - | |
| Year 5 | | | | 0 | | | | - | |
| Year 6 | | | | 0 | | | | - | |
| Year 7 | | | | 0 | | | | - | |
| Year 8 | | | | 0 | | | | - | |
| Year 9 | | | | 0 | | | | - | |
| Year 10 | | | | 0 | | | | - | |
| Year 11 | | | | 0 | | | | - | |
| Year 12 | | | | 0 | | | | - | |
| Year 13 | | | | 0 | | | | - | |
| Year 14 | | | | 0 | | | | - | |
| Year 15 | | | | 0 | | | | - | |
| Years 1-15 | | 45 units @ | | 0 per unit | | | | - | |
| Sub-total | | | | | | | | - | |
| Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units) | | | | | | | | | |
| 1 bed House - sqm @ 1,423 psm - | | | | | | | | | |
| 2 bed House 1,244 sqm @ 1,423 psm (1,770,568) | | | | | | | | | |
| 3 bed House 1,710 sqm @ 1,423 psm (2,433,330) | | | | | | | | | |
| 4 bed House 1,350 sqm @ 1,423 psm (1,921,050) | | | | | | | | | |
| 5 bed House - sqm @ 1,423 psm - | | | | | | | | | |
| 1 bed Flat - sqm @ 1,638 psm - | | | | | | | | | |
| 2 bed Flat - sqm @ 1,638 psm - | | | | | | | | | |
| 3 bed Flat 4,304 - sqm @ 1,638 psm - | | | | | | | | | |
| Garages for 3B House (Mrkt only) 12 50% units @ 18 sqm @ 600 psm (63,180) | | | | | | | | | |
| Garages for 4B House (Mrkt only) 7 75% units @ 18 sqm @ 600 psm (59,231) | | | | | | | | | |
| Garages for 5B House (Mrkt only) - 120% units @ 18 sqm @ 600 psm - | | | | | | | | | |
| Sub-total 204 - | | | | | | | | | |
| External works 6,247,359 @ 15.0% (937,104) | | | | | | | | | |
| Ext. Works analysis: 20,825 £ per unit (total units) | | | | | | | | | |
| Policy Costs on design - | | | | | | | | | |
| Net Biodiversity costs 45 units @ 1,003 £ per unit (45,135) | | | | | | | | | |
| M4(2) Category 2 Housing | | Aff units 16 units @ 90% @ 521 £ per unit (7,385) | | | | | | | |
| M4(2) Category 2 Housing | | OMS units 29 units @ 90% @ 521 £ per unit (13,715) | | | | | | | |
| M4(3) Category 3 Housing | | Aff units 16 units @ 10% @ 10,111 £ per unit (15,925) | | | | | | | |
| M4(3) Category 3 Housing | | OMS units 29 units @ 10% @ 10,111 £ per unit (29,575) | | | | | | | |
| Net Zero Cost 45 units @ 10,000 £ per unit (450,000) | | | | | | | | | |
| Urban Greening No. of storeys 2.0 equals 2,152 sqm footprint 100 £ sqm (215,213) | | | | | | | | | |
| EV Charging Points - Houses 45 units @ 1,000 £ per unit (45,000) | | | | | | | | | |
| EV Charging Points - Flats - units @ 4 flats per charger 2,500 £ per 4 units - | | | | | | | | | |
| Sub-total 2 units @ 0 £ per unit - | | | | | | | | | |
| Policy Costs analysis: (design costs only) 18,266 £ per unit (total units) | | | | | | | | | |
| Contingency (on construction) 8,006,410 @ 3.0% (240,192) | | | | | | | | | |

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Scheme Typology: **Lower Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | | |
|--|-------------------|--|---------------------------|------------------------------------|---------------------|
| Professional Fees | 8,006,410 @ | | 6.5% | | (520,417) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 7,919,438 OMS @ | | 3.00% | 5,280 £ per unit | (237,583) |
| Residential Sales Agent Costs | 7,919,438 OMS @ | | 1.00% | 1,760 £ per unit | (79,194) |
| Residential Sales Legal Costs | 7,919,438 OMS @ | | 0.35% | 616 £ per unit | (27,718) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 7,433 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (67,332) |
| Developers Profit - | | | | | |
| Profit on OMS | 7,919,438 | | 20.00% | | (1,583,888) |
| Margin on AH | 2,492,979 | | 6.00% on AH values | | (149,579) |
| Profit analysis: | 10,412,416 | | 16.65% blended GDV | (1,733,466) | |
| | 9,443,137 | | 18.36% on costs | (1,733,466) | |
| TOTAL COSTS | | | | | (11,176,603) |

| | | | | | |
|----------------------------------|----------------------------|-----------------------------------|-------------------------------------|---------------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | (764,187) |
| SDLT | - @ | | HMRC formula | | - |
| Acquisition Agent fees | - @ | | 1.0% | | - |
| Acquisition Legal fees | - @ | | 0.5% | | - |
| Interest on Land | - @ | | 8.00% | | - |
| Residual Land Value | | | | | (764,187) |
| RLV analysis: | (16,982) £ per plot | (679,277) £ per ha (net) | (274,900) £ per acre (net) | | |
| | | (543,422) £ per ha (gross) | (219,920) £ per acre (gross) | -7.34% % RLV / GDV | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 1.13 ha (net) | | 2.78 acres (net) | |
| Net to Gross ratio | | 80% | | | |
| Site Area (gross) | | 1.41 ha (gross) | | 3.47 acres (gross) | |
| Density analysis: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 32 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | | 764,466 |
| BLV analysis: | | 543,620 £ per ha (gross) | 220,000 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-----------------------------------|-----------------------------------|--|--------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (1,358,802) £ per ha (net) | (549,900) £ per acre (net) | | (1,528,652) |

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Scheme Typology: **Lower Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| CIL £ psm | 0.00 | 0.00 | (296,389) | (337,628) | (378,966) | (420,485) | (462,004) | (503,747) | (545,626) |
| | | 10.00 | (311,486) | (351,886) | (392,438) | (433,115) | (473,792) | (514,742) | (555,776) |
| | | 20.00 | (326,583) | (366,144) | (405,910) | (445,745) | (485,580) | (525,737) | (565,975) |
| | | 30.00 | (341,680) | (380,402) | (419,381) | (458,375) | (497,390) | (536,733) | (576,177) |
| | | 40.00 | (356,777) | (394,702) | (432,853) | (471,004) | (509,232) | (547,728) | (586,379) |
| | | 50.00 | (371,874) | (409,016) | (446,325) | (483,634) | (521,073) | (558,723) | (596,581) |
| | | 60.00 | (386,970) | (423,329) | (459,797) | (496,264) | (532,914) | (569,719) | (606,783) |
| | | 70.00 | (402,067) | (437,643) | (473,268) | (508,893) | (544,755) | (580,714) | (616,985) |
| | | 80.00 | (417,174) | (451,957) | (486,740) | (521,523) | (556,596) | (591,709) | (627,187) |
| | | 90.00 | (432,329) | (466,270) | (500,212) | (534,170) | (568,437) | (602,719) | (637,389) |
| | | 100.00 | (447,485) | (480,584) | (513,683) | (546,857) | (580,278) | (613,771) | (647,591) |
| | | 110.00 | (462,640) | (494,898) | (527,155) | (559,544) | (592,119) | (624,823) | (657,793) |
| | | 120.00 | (477,796) | (509,211) | (540,627) | (572,230) | (603,960) | (635,875) | (668,006) |
| | | 130.00 | (492,952) | (523,525) | (554,098) | (584,917) | (615,802) | (646,927) | (678,267) |
| | | 140.00 | (508,107) | (537,839) | (567,570) | (597,604) | (627,643) | (657,980) | (688,528) |
| | | 150.00 | (523,263) | (552,152) | (581,098) | (610,291) | (639,484) | (669,032) | (698,789) |
| | | 160.00 | (538,419) | (566,466) | (594,631) | (622,978) | (651,365) | (680,084) | (709,051) |
| | | 170.00 | (553,574) | (580,780) | (608,164) | (635,665) | (663,267) | (691,136) | (719,312) |
| | | 180.00 | (568,730) | (595,093) | (621,697) | (648,352) | (675,170) | (702,188) | (729,573) |
| | | 190.00 | (583,886) | (609,420) | (635,229) | (661,039) | (687,072) | (713,240) | (739,834) |
| 200.00 | (599,041) | (623,798) | (648,762) | (673,726) | (698,974) | (724,353) | (750,096) | | |
| 210.00 | (614,197) | (638,177) | (662,295) | (686,413) | (710,877) | (735,469) | (760,396) | | |
| 220.00 | (629,352) | (652,555) | (675,827) | (699,161) | (722,779) | (746,585) | (770,723) | | |
| 230.00 | (644,508) | (666,934) | (689,360) | (711,914) | (734,681) | (757,702) | (781,050) | | |
| 240.00 | (659,732) | (681,312) | (702,893) | (724,666) | (746,584) | (768,818) | (791,378) | | |
| 250.00 | (674,956) | (695,691) | (716,425) | (737,419) | (758,486) | (779,934) | (801,705) | | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Site Specific S106 | 4,300 | 1,000 | (288,216) | (329,455) | (370,762) | (412,281) | (453,800) | (495,505) | (537,385) |
| | | 2,000 | (304,561) | (345,800) | (387,171) | (428,690) | (470,209) | (511,988) | (553,868) |
| | | 3,000 | (320,907) | (362,146) | (403,580) | (445,099) | (486,618) | (528,471) | (570,423) |
| | | 4,000 | (337,252) | (378,491) | (419,989) | (461,508) | (503,075) | (544,955) | (586,992) |
| | | 5,000 | (353,597) | (394,879) | (436,397) | (477,916) | (519,558) | (561,438) | (603,560) |
| | | 6,000 | (369,943) | (411,287) | (452,806) | (494,325) | (536,041) | (577,921) | (620,128) |
| | | 7,000 | (386,288) | (427,696) | (469,215) | (510,734) | (552,525) | (594,404) | (636,697) |
| | | 8,000 | (402,633) | (444,105) | (485,624) | (527,143) | (569,008) | (610,944) | (653,265) |
| | | 9,000 | (418,995) | (460,514) | (502,033) | (543,611) | (585,491) | (627,512) | (669,856) |
| | | 10,000 | (435,404) | (476,923) | (518,442) | (560,095) | (601,974) | (644,081) | (686,520) |
| | | 11,000 | (451,813) | (493,332) | (534,851) | (576,578) | (618,457) | (660,649) | (703,185) |
| | | 12,000 | (468,222) | (509,741) | (551,259) | (593,061) | (634,941) | (677,218) | (719,849) |
| | | 13,000 | (484,630) | (526,149) | (567,668) | (609,544) | (651,465) | (693,786) | (736,514) |
| | | 14,000 | (501,039) | (542,558) | (584,148) | (626,027) | (668,033) | (710,354) | (753,179) |
| | | 15,000 | (517,448) | (558,967) | (600,631) | (642,511) | (684,601) | (726,998) | (769,943) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Profit | 20.0% | 15.0% | (120,880) | (165,508) | (210,779) | (257,922) | (308,605) | (361,304) | (414,141) |
| | | 16.0% | (154,606) | (197,467) | (242,163) | (289,000) | (339,285) | (389,793) | (440,438) |
| | | 17.0% | (188,332) | (230,533) | (273,894) | (321,872) | (369,965) | (418,281) | (466,735) |
| | | 18.0% | (223,031) | (264,248) | (308,841) | (354,743) | (400,645) | (444,770) | (493,032) |
| | | 19.0% | (258,658) | (300,374) | (343,904) | (387,614) | (431,325) | (475,258) | (519,329) |
| | | 20.0% | (296,389) | (337,628) | (378,966) | (420,485) | (462,004) | (503,747) | (545,626) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| BLV (£ per acre) | 275,000 | 100,000 | (121,389) | (162,628) | (203,966) | (245,485) | (287,004) | (328,747) | (370,626) |
| | | 200,000 | (221,389) | (262,628) | (303,966) | (345,485) | (387,004) | (428,747) | (470,626) |
| | | 300,000 | (321,389) | (362,628) | (403,966) | (445,485) | (487,004) | (528,747) | (570,626) |
| | | 400,000 | (421,389) | (462,628) | (503,966) | (545,485) | (587,004) | (628,747) | (670,626) |
| | | 500,000 | (521,389) | (562,628) | (603,966) | (645,485) | (687,004) | (728,747) | (770,626) |
| | | 600,000 | (621,389) | (662,628) | (703,966) | (745,485) | (787,004) | (828,747) | (870,626) |
| | | 700,000 | (721,389) | (762,628) | (803,966) | (845,485) | (887,004) | (928,747) | (970,626) |
| | | 800,000 | (821,389) | (862,628) | (903,966) | (945,485) | (987,004) | (1,028,747) | (1,070,626) |
| | | 900,000 | (921,389) | (962,628) | (1,003,966) | (1,045,485) | (1,087,004) | (1,128,747) | (1,170,626) |
| | | 1,000,000 | (1,021,389) | (1,062,628) | (1,103,966) | (1,145,485) | (1,187,004) | (1,228,747) | (1,270,626) |
| | | 1,100,000 | (1,121,389) | (1,162,628) | (1,203,966) | (1,245,485) | (1,287,004) | (1,328,747) | (1,370,626) |
| | | 1,200,000 | (1,221,389) | (1,262,628) | (1,303,966) | (1,345,485) | (1,387,004) | (1,428,747) | (1,470,626) |
| | | 1,300,000 | (1,321,389) | (1,362,628) | (1,403,966) | (1,445,485) | (1,487,004) | (1,528,747) | (1,570,626) |
| | | 1,400,000 | (1,421,389) | (1,462,628) | (1,503,966) | (1,545,485) | (1,587,004) | (1,628,747) | (1,670,626) |
| | | 1,500,000 | (1,521,389) | (1,562,628) | (1,603,966) | (1,645,485) | (1,687,004) | (1,728,747) | (1,770,626) |
| 1,600,000 | (1,621,389) | (1,662,628) | (1,703,966) | (1,745,485) | (1,787,004) | (1,828,747) | (1,870,626) | | |

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Scheme Typology: Lower Value Zone No Units: 45
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

TABLE 5 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (549,900) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| 0 | | (135,673) | (170,911) | (206,585) | (243,464) | (281,393) | (322,794) | (364,313) |
| Net Zero | 2,000 | (166,423) | (201,940) | (238,714) | (276,144) | (317,421) | (358,940) | (400,459) |
| (£ per unit) | 4,000 | (197,295) | (233,964) | (271,286) | (312,135) | (353,567) | (395,086) | (436,662) |
| 10,000 | 6,000 | (229,214) | (266,535) | (306,886) | (348,194) | (389,713) | (431,232) | (472,983) |
| | 8,000 | (261,785) | (301,637) | (342,876) | (384,340) | (425,858) | (467,425) | (509,305) |
| | 10,000 | (296,389) | (337,628) | (378,966) | (420,485) | (462,004) | (503,747) | (545,626) |
| | 12,000 | (332,379) | (373,618) | (415,112) | (456,631) | (498,189) | (540,068) | (582,088) |
| | 14,000 | (368,369) | (409,739) | (451,258) | (492,777) | (534,510) | (576,390) | (618,605) |
| | 16,000 | (404,366) | (445,885) | (487,404) | (528,952) | (570,831) | (612,801) | (655,122) |
| | 18,000 | (440,512) | (482,031) | (523,550) | (565,273) | (607,153) | (649,318) | (691,803) |
| | 20,000 | (476,658) | (518,177) | (559,715) | (601,595) | (643,513) | (685,835) | (728,536) |
| | 22,000 | (512,804) | (554,323) | (596,037) | (637,916) | (680,030) | (722,424) | (765,340) |
| | 24,000 | (548,950) | (590,478) | (632,358) | (674,238) | (716,548) | (759,158) | (802,309) |
| | 26,000 | (585,096) | (626,800) | (668,679) | (710,743) | (753,065) | (795,891) | (839,301) |
| | 28,000 | (621,242) | (663,121) | (705,001) | (747,260) | (789,779) | (832,798) | (897,833) |
| | 30,000 | (657,563) | (699,443) | (741,456) | (783,778) | (826,512) | (869,767) | (1,355,800) |

TABLE 6 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (549,900) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 70% | | 429,990 | 395,004 | 360,018 | 325,032 | 290,046 | 255,061 | 220,075 |
| 75% | | 310,417 | 275,431 | 240,445 | 205,459 | 170,473 | 135,410 | 100,321 |
| 80% | | 190,843 | 155,803 | 120,714 | 85,626 | 50,537 | 15,449 | (19,640) |
| 85% | | 70,931 | 35,842 | 753 | (34,335) | (69,424) | (104,562) | (139,822) |
| 90% | | (49,030) | (84,119) | (119,207) | (154,459) | (189,718) | (226,053) | (263,373) |
| 95% | | (169,095) | (204,706) | (241,543) | (279,270) | (320,560) | (362,079) | (403,598) |
| 100% | | (296,389) | (337,628) | (378,966) | (420,485) | (462,004) | (503,747) | (545,626) |
| (105% = 5% increase) | | (437,373) | (478,892) | (520,411) | (562,119) | (603,999) | (646,147) | (688,613) |
| | | (578,818) | (620,492) | (662,371) | (704,401) | (746,722) | (789,511) | (832,858) |
| | | (720,744) | (762,656) | (804,977) | (847,563) | (890,624) | (1,243,687) | (1,978,478) |
| | | (863,232) | (905,616) | (948,461) | (1,174,888) | (1,909,679) | (2,644,470) | (3,379,261) |
| | | (1,006,514) | (1,106,088) | (1,840,879) | (2,575,670) | (3,310,461) | (4,045,252) | (4,780,043) |

TABLE 7 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (549,900) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|
| 80% | | (904,461) | (1,080,943) | (1,405,218) | (1,729,493) | (2,053,768) | (2,378,043) | (2,702,319) |
| 82% | | (842,780) | (854,793) | (867,034) | (1,113,719) | (1,479,046) | (1,844,373) | (2,209,700) |
| 84% | | (781,413) | (796,555) | (811,993) | (827,599) | (904,324) | (1,310,702) | (1,717,081) |
| 86% | | (720,192) | (738,704) | (757,218) | (776,045) | (795,071) | (814,467) | (1,224,462) |
| 88% | | (659,357) | (680,959) | (702,799) | (724,713) | (746,948) | (769,451) | (792,309) |
| 90% | | (598,522) | (623,503) | (648,485) | (673,695) | (699,011) | (724,703) | (750,737) |
| 92% | | (537,945) | (566,048) | (594,409) | (622,770) | (651,394) | (680,167) | (709,309) |
| 94% | | (477,441) | (508,876) | (540,334) | (572,074) | (603,815) | (635,895) | (668,200) |
| 96% | | (416,937) | (451,733) | (486,530) | (521,379) | (556,499) | (591,680) | (627,199) |
| 98% | | (356,618) | (394,590) | (432,748) | (470,906) | (509,183) | (547,683) | (586,385) |
| 100% | | (296,389) | (337,628) | (378,966) | (420,485) | (462,004) | (503,747) | (545,626) |
| 102% | | (239,849) | (280,744) | (325,329) | (370,065) | (414,946) | (459,826) | (505,070) |
| 104% | | (186,518) | (228,719) | (272,097) | (319,723) | (367,887) | (416,128) | (464,513) |
| 106% | | (135,027) | (178,864) | (223,701) | (270,052) | (320,828) | (372,431) | (424,034) |
| 108% | | (83,718) | (130,228) | (176,931) | (224,662) | (274,063) | (328,733) | (383,698) |
| 110% | | (32,409) | (81,750) | (131,157) | (180,721) | (231,668) | (285,089) | (343,362) |
| 112% | | 18,899 | (33,292) | (85,484) | (137,807) | (190,232) | (244,763) | (303,025) |
| 114% | | 70,208 | 15,166 | (39,876) | (94,918) | (150,179) | (205,856) | (263,916) |
| 116% | | 121,516 | 63,624 | 5,732 | (52,161) | (110,127) | (168,273) | (227,577) |
| 118% | | 172,825 | 112,082 | 51,339 | (9,404) | (70,147) | (131,082) | (192,089) |
| 120% | | 224,133 | 160,540 | 96,947 | 33,353 | (30,240) | (93,890) | (157,758) |

TABLE 8 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (549,900) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 5,000 | | (288,203) | (325,349) | (362,533) | (399,943) | (437,353) | (474,863) | (512,616) |
| 10,000 | | (280,017) | (313,070) | (346,123) | (379,401) | (412,703) | (446,005) | (479,606) |
| 15,000 | | (272,132) | (300,791) | (329,751) | (358,858) | (388,052) | (417,245) | (446,596) |
| 20,000 | | (264,723) | (288,512) | (313,379) | (338,316) | (363,401) | (388,486) | (413,586) |
| 25,000 | | (257,315) | (276,233) | (297,007) | (317,781) | (338,750) | (359,726) | (380,703) |
| 30,000 | | (249,907) | (265,003) | (280,635) | (297,316) | (314,099) | (330,967) | (347,835) |
| 35,000 | | (242,498) | (253,890) | (265,283) | (276,851) | (289,448) | (302,207) | (314,967) |
| 40,000 | | (235,090) | (242,778) | (250,466) | (258,154) | (265,842) | (273,595) | (282,099) |
| 45,000 | | (227,682) | (231,665) | (235,649) | (239,633) | (243,617) | (247,601) | (251,679) |
| 50,000 | | (220,404) | (220,677) | (220,951) | (221,224) | (221,497) | (221,771) | (222,044) |
| 55,000 | | (213,159) | (209,810) | (206,461) | (203,112) | (199,764) | (196,415) | (193,109) |

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: **30** (see Typologies Matrix)
 Scheme Typology: **Lower Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|--|---------------------------|--|---|---|---------------------|-----------------|
| Total number of units in scheme | | 75 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % 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 | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 20.0% | 9.8 | 20.0% | 5.3 | 20% | 15.0 | | |
| 3 bed House | 40.0% | 19.5 | 40.0% | 10.5 | 40% | 30.0 | | |
| 4 bed House | 20.0% | 9.8 | 20.0% | 5.3 | 20% | 15.0 | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | 10.0% | 4.9 | 10.0% | 2.6 | 10% | 7.5 | | |
| 2 bed Flat | 10.0% | 4.9 | 10.0% | 2.6 | 10% | 7.5 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | 100.0% | 48.8 | 100.0% | 26.3 | 100% | 75.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 770 | 8,291 | 415 | 4,464 | 1,185 | 12,755 | | |
| 3 bed House | 1,853 | 19,940 | 998 | 10,737 | 2,850 | 30,677 | | |
| 4 bed House | 1,170 | 12,594 | 630 | 6,781 | 1,800 | 19,375 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 287 | 3,087 | 154 | 1,662 | 441 | 4,749 | | |
| 2 bed Flat | 401 | 4,321 | 216 | 2,327 | 618 | 6,648 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 4,481 | 48,233 | 2,413 | 25,972 | 6,894 | 74,204 | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 180,000 | 2,278 | 212 | 2,700,000 | | | | |
| 3 bed House | 285,000 | 3,000 | 279 | 8,550,000 | | | | |
| 4 bed House | 375,000 | 3,125 | 290 | 5,625,000 | | | | |
| 5 bed House | 400,000 | 2,857 | 265 | 0 | | | | |
| 1 bed Flat | 115,000 | 2,300 | 214 | 862,500 | | | | |
| 2 bed Flat | 165,000 | 2,357 | 219 | 1,237,500 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 18,975,000 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 135,000 | 75% |
| 3 bed House | 156,750 | 55% | 128,250 | 45% | 199,500 | 70% | 213,750 | 75% |
| 4 bed House | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| 5 bed House | 220,000 | 55% | 180,000 | 45% | 250,000 | 70% | 300,000 | 75% |
| 1 bed Flat | 63,250 | 55% | 51,750 | 45% | 80,500 | 70% | 86,250 | 75% |
| 2 bed Flat | 90,750 | 55% | 74,250 | 45% | 115,500 | 70% | 123,750 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | | | | * capped @£250K |

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Scheme Typology: **Lower Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 9.8 | @ | 180,000 | 1,755,000 |
| 3 bed House | 19.5 | @ | 285,000 | 5,557,500 |
| 4 bed House | 9.8 | @ | 375,000 | 3,656,250 |
| 5 bed House | 0.0 | @ | 400,000 | - |
| 1 bed Flat | 4.9 | @ | 115,000 | 560,625 |
| 2 bed Flat | 4.9 | @ | 165,000 | 804,375 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 48.8 | | | 12,333,750 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 3.2 | @ | 99,000 | 311,850 |
| 3 bed House | 6.3 | @ | 156,750 | 987,525 |
| 4 bed House | 3.2 | @ | 206,250 | 649,688 |
| 5 bed House | 0.0 | @ | 220,000 | - |
| 1 bed Flat | 1.6 | @ | 63,250 | 99,619 |
| 2 bed Flat | 1.6 | @ | 90,750 | 142,931 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 15.8 | | | 2,191,613 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.5 | @ | 81,000 | 42,525 |
| 3 bed House | 1.1 | @ | 128,250 | 134,663 |
| 4 bed House | 0.5 | @ | 168,750 | 88,594 |
| 5 bed House | 0.0 | @ | 180,000 | - |
| 1 bed Flat | 0.3 | @ | 51,750 | 13,584 |
| 2 bed Flat | 0.3 | @ | 74,250 | 19,491 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 2.6 | | | 298,856 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 1.3 | @ | 126,000 | 165,375 |
| 3 bed House | 2.6 | @ | 199,500 | 523,688 |
| 4 bed House | 1.3 | @ | 250,000 | 328,125 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.7 | @ | 80,500 | 52,828 |
| 2 bed Flat | 0.7 | @ | 115,500 | 75,797 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 6.6 | | | 1,145,813 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.3 | @ | 135,000 | 35,438 |
| 3 bed House | 0.5 | @ | 213,750 | 112,219 |
| 4 bed House | 0.3 | @ | 281,250 | 73,828 |
| 5 bed House | 0.0 | @ | 300,000 | - |
| 1 bed Flat | 0.1 | @ | 86,250 | 11,320 |
| 2 bed Flat | 0.1 | @ | 123,750 | 16,242 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 1.3 | 26.3 | | 249,047 |
| Sub-total GDV Residential | | | | |
| | 75 | | | 16,219,078 |
| AH on-site cost analysis: | | | | |
| | 400 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 2,755,922 |
| | | | 36,746 £ per unit (total units) | |
| Grant | | | | |
| | 26 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 16,219,078 |

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Scheme Typology: **Lower Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | | |
|--|-------------------|--|---------------------------|------------------------------------|---------------------|
| Professional Fees | 13,047,951 @ | | 6.5% | | (848,117) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 12,333,750 OMS @ | | 3.00% | 4,934 £ per unit | (370,013) |
| Residential Sales Agent Costs | 12,333,750 OMS @ | | 1.00% | 1,645 £ per unit | (123,338) |
| Residential Sales Legal Costs | 12,333,750 OMS @ | | 0.35% | 576 £ per unit | (43,168) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 7,020 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (67,874) |
| Developers Profit - | | | | | |
| Profit on OMS | 12,333,750 | | 20.00% | | (2,466,750) |
| Margin on AH | 3,885,328 | | 6.00% on AH values | | (233,120) |
| Profit analysis: | 16,219,078 | | 16.65% blended GDV | (2,699,870) | |
| | 15,310,707 | | 17.63% on costs | (2,699,870) | |
| TOTAL COSTS | | | | | (18,010,576) |

| | | | | | |
|----------------------------------|----------------------------|-----------------------------------|-------------------------------------|--|--------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | (1,791,498) |
| SDLT | - @ | | HMRC formula | | - |
| Acquisition Agent fees | - @ | | 1.0% | | - |
| Acquisition Legal fees | - @ | | 0.5% | | - |
| Interest on Land | - @ | | 8.00% | | - |
| Residual Land Value | | | | | (1,791,498) |
| RLV analysis: | (23,887) £ per plot | (955,466) £ per ha (net) | (386,672) £ per acre (net) | | |
| | | (716,599) £ per ha (gross) | (290,004) £ per acre (gross) | | |
| | | | -11.05% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 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: | | 3,677 sqm/ha (net) | | 16,016 sqft/ac (net) | |
| | | 30 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | | 1,274,109 |
| BLV analysis: | | 509,644 £ per ha (gross) | 206,250 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-----------------------------------|-----------------------------------|--|--------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (1,634,991) £ per ha (net) | (661,672) £ per acre (net) | | (3,065,608) |

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Scheme Typology: Lower Value Zone No Units: 75
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

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 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-------------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| CIL £ psm | 0.00 | (661,672) | (422,474) | (461,068) | (499,730) | (538,391) | (577,064) | (615,959) | (654,854) |
| | 10.00 | | (436,841) | (474,665) | (512,526) | (550,388) | (588,288) | (626,382) | (664,493) |
| | 20.00 | | (451,209) | (488,261) | (525,323) | (562,385) | (599,513) | (636,804) | (674,141) |
| | 30.00 | | (465,596) | (501,858) | (538,120) | (574,382) | (610,737) | (647,227) | (683,790) |
| | 40.00 | | (479,992) | (515,455) | (550,917) | (586,379) | (621,962) | (657,650) | (693,438) |
| | 50.00 | | (494,389) | (529,051) | (563,713) | (598,376) | (633,186) | (668,073) | (703,087) |
| | 60.00 | | (508,785) | (542,648) | (576,510) | (610,373) | (644,410) | (678,495) | (712,735) |
| | 70.00 | | (523,181) | (556,244) | (589,307) | (622,370) | (655,635) | (688,918) | (722,383) |
| | 80.00 | | (537,578) | (569,841) | (602,104) | (634,378) | (666,859) | (699,341) | (732,032) |
| | 90.00 | | (551,974) | (583,437) | (614,901) | (646,404) | (678,084) | (709,764) | (741,680) |
| | 100.00 | | (566,371) | (597,034) | (627,697) | (658,430) | (689,308) | (720,186) | (751,328) |
| | 110.00 | | (580,767) | (610,631) | (640,494) | (670,457) | (700,533) | (730,629) | (760,977) |
| | 120.00 | | (595,163) | (624,227) | (653,291) | (682,483) | (711,757) | (741,082) | (770,684) |
| | 130.00 | | (609,560) | (637,824) | (666,088) | (694,509) | (722,982) | (751,534) | (780,397) |
| | 140.00 | | (623,956) | (651,420) | (678,885) | (706,535) | (734,206) | (761,986) | (790,110) |
| | 150.00 | | (638,353) | (665,017) | (691,692) | (718,562) | (745,431) | (772,439) | (799,823) |
| | 160.00 | | (652,749) | (678,614) | (704,520) | (730,588) | (756,655) | (782,891) | (809,536) |
| | 170.00 | | (667,145) | (692,210) | (717,348) | (742,614) | (767,880) | (793,344) | (819,321) |
| | 180.00 | | (681,542) | (705,807) | (730,176) | (754,640) | (779,104) | (803,796) | (829,130) |
| | 190.00 | | (695,938) | (719,403) | (743,004) | (766,667) | (790,333) | (814,305) | (803,107) |
| 200.00 | | (710,335) | (733,000) | (755,832) | (778,693) | (801,590) | (824,827) | (998,500) | |
| 210.00 | | (724,731) | (746,602) | (768,660) | (790,719) | (812,846) | (835,349) | (1,093,894) | |
| 220.00 | | (739,127) | (760,231) | (781,488) | (802,745) | (824,102) | (845,872) | (1,189,287) | |
| 230.00 | | (753,524) | (773,861) | (794,316) | (814,771) | (835,359) | (856,432) | (1,284,681) | |
| 240.00 | | (767,920) | (787,491) | (807,144) | (826,798) | (846,615) | (869,001) | (1,380,074) | |
| 250.00 | | (782,316) | (801,121) | (819,972) | (838,824) | (857,926) | (972,310) | (1,475,500) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Site Specific S106 | 1,000 | (661,672) | (414,347) | (452,925) | (491,586) | (530,248) | (568,909) | (607,796) | (646,691) |
| | 2,000 | | (430,601) | (469,211) | (507,873) | (546,534) | (585,227) | (624,122) | (663,031) |
| | 3,000 | | (446,854) | (485,498) | (524,159) | (562,820) | (601,553) | (640,448) | (679,403) |
| | 4,000 | | (463,122) | (501,784) | (540,445) | (579,107) | (617,878) | (656,774) | (695,776) |
| | 5,000 | | (479,409) | (518,070) | (556,731) | (595,393) | (634,204) | (673,100) | (712,148) |
| | 6,000 | | (495,695) | (534,356) | (573,018) | (611,679) | (650,530) | (689,426) | (728,521) |
| | 7,000 | | (511,981) | (550,643) | (589,304) | (627,965) | (666,856) | (705,752) | (744,893) |
| | 8,000 | | (528,268) | (566,929) | (605,590) | (644,287) | (683,182) | (722,078) | (761,265) |
| | 9,000 | | (544,554) | (583,215) | (621,876) | (660,613) | (699,508) | (738,446) | (777,744) |
| | 10,000 | | (560,840) | (599,501) | (638,163) | (676,939) | (715,834) | (754,819) | (794,226) |
| | 11,000 | | (577,126) | (615,788) | (654,449) | (693,265) | (732,160) | (771,191) | (810,711) |
| | 12,000 | | (593,413) | (632,074) | (670,735) | (709,591) | (748,486) | (787,563) | (827,341) |
| | 13,000 | | (609,699) | (648,360) | (687,022) | (725,917) | (764,812) | (803,936) | (852,185) |
| | 14,000 | | (625,985) | (664,646) | (703,347) | (742,243) | (781,138) | (820,405) | (1,114,060) |
| | 15,000 | | (642,271) | (680,933) | (719,673) | (758,569) | (797,489) | (836,887) | (1,275,934) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Profit | 15.0% | (661,672) | (241,763) | (287,009) | (335,909) | (384,809) | (433,721) | (482,855) | (531,989) |
| | 16.0% | | (275,036) | (321,821) | (368,673) | (415,526) | (462,389) | (509,476) | (556,562) |
| | 17.0% | | (311,895) | (356,633) | (401,437) | (446,242) | (491,058) | (536,097) | (581,135) |
| | 18.0% | | (348,755) | (391,445) | (434,201) | (476,958) | (519,726) | (562,717) | (605,708) |
| | 19.0% | | (385,615) | (426,256) | (466,965) | (507,675) | (548,395) | (589,338) | (630,281) |
| | 20.0% | | (422,474) | (461,068) | (499,730) | (538,391) | (577,064) | (615,959) | (654,854) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| BLV (£ per acre) | 100,000 | (661,672) | (247,474) | (286,068) | (324,730) | (363,391) | (402,064) | (440,959) | (479,854) |
| | 200,000 | | (347,474) | (386,068) | (424,730) | (463,391) | (502,064) | (540,959) | (579,854) |
| | 300,000 | | (447,474) | (486,068) | (524,730) | (563,391) | (602,064) | (640,959) | (679,854) |
| | 400,000 | | (547,474) | (586,068) | (624,730) | (663,391) | (702,064) | (740,959) | (779,854) |
| | 500,000 | | (647,474) | (686,068) | (724,730) | (763,391) | (802,064) | (840,959) | (879,854) |
| | 600,000 | | (747,474) | (786,068) | (824,730) | (863,391) | (902,064) | (940,959) | (979,854) |
| | 700,000 | | (847,474) | (886,068) | (924,730) | (963,391) | (1,002,064) | (1,040,959) | (1,079,854) |
| | 800,000 | | (947,474) | (986,068) | (1,024,730) | (1,063,391) | (1,102,064) | (1,140,959) | (1,179,854) |
| | 900,000 | | (1,047,474) | (1,086,068) | (1,124,730) | (1,163,391) | (1,202,064) | (1,240,959) | (1,279,854) |
| | 1,000,000 | | (1,147,474) | (1,186,068) | (1,224,730) | (1,263,391) | (1,302,064) | (1,340,959) | (1,379,854) |
| | 1,100,000 | | (1,247,474) | (1,286,068) | (1,324,730) | (1,363,391) | (1,402,064) | (1,440,959) | (1,479,854) |
| | 1,200,000 | | (1,347,474) | (1,386,068) | (1,424,730) | (1,463,391) | (1,502,064) | (1,540,959) | (1,579,854) |
| | 1,300,000 | | (1,447,474) | (1,486,068) | (1,524,730) | (1,563,391) | (1,602,064) | (1,640,959) | (1,679,854) |
| | 1,400,000 | | (1,547,474) | (1,586,068) | (1,624,730) | (1,663,391) | (1,702,064) | (1,740,959) | (1,779,854) |
| | 1,500,000 | | (1,647,474) | (1,686,068) | (1,724,730) | (1,763,391) | (1,802,064) | (1,840,959) | (1,879,854) |
| | 1,600,000 | | (1,747,474) | (1,786,068) | (1,824,730) | (1,863,391) | (1,902,064) | (1,940,959) | (1,979,854) |

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Scheme Typology: Lower Value Zone No Units: 75
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (661,672) | | | | | | | |
| | 0 | (246,830) | (282,362) | (320,852) | (359,341) | (397,999) | (436,660) | (475,322) |
| Net Zero | 2,000 | (279,593) | (318,082) | (356,572) | (395,148) | (433,810) | (472,471) | (511,197) |
| (£ per unit) | 4,000 | (315,313) | (353,803) | (392,298) | (430,959) | (469,620) | (508,282) | (547,111) |
| 10,000 | 6,000 | (351,034) | (389,523) | (428,108) | (466,770) | (505,431) | (544,130) | (583,026) |
| | 8,000 | (386,754) | (425,258) | (463,919) | (502,580) | (541,242) | (580,045) | (618,940) |
| | 10,000 | (422,474) | (461,068) | (499,730) | (538,391) | (577,064) | (615,959) | (654,854) |
| | 12,000 | (458,217) | (496,879) | (535,540) | (574,202) | (612,978) | (651,873) | (690,876) |
| | 14,000 | (494,028) | (532,689) | (571,351) | (610,012) | (648,892) | (687,788) | (726,908) |
| | 16,000 | (529,839) | (568,500) | (607,161) | (645,911) | (684,807) | (723,747) | (762,948) |
| | 18,000 | (565,649) | (604,311) | (642,972) | (681,826) | (720,721) | (759,778) | (799,240) |
| | 20,000 | (601,460) | (640,121) | (678,845) | (717,740) | (756,635) | (795,610) | (834,536) |
| | 22,000 | (637,271) | (675,932) | (714,759) | (753,654) | (792,649) | (832,018) | (871,317) |
| | 24,000 | (673,081) | (711,778) | (750,673) | (789,569) | (828,681) | (866,193) | (905,225) |
| | 26,000 | (708,892) | (747,692) | (786,588) | (825,520) | (864,615) | (902,974) | (942,377) |
| | 28,000 | (744,711) | (783,606) | (822,502) | (861,552) | (901,177) | (939,755) | (978,529) |
| | 30,000 | (780,625) | (819,521) | (858,416) | (897,613) | (936,631) | (975,757) | (1,015,260) |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (661,672) | | | | | | | |
| | 70% | 305,398 | 272,584 | 239,770 | 206,957 | 174,143 | 141,329 | 108,515 |
| | 75% | 188,140 | 155,326 | 122,512 | 89,698 | 56,884 | 24,071 | (8,743) |
| Build Cost | 80% | 70,881 | 38,067 | 5,253 | (27,560) | (60,406) | (93,315) | (126,223) |
| 100% | 85% | (46,378) | (79,194) | (112,103) | (145,011) | (177,919) | (210,827) | (244,337) |
| (105% = 5% increase) | 90% | (163,799) | (196,707) | (229,721) | (264,193) | (301,548) | (340,134) | (378,795) |
| | 95% | (285,032) | (323,522) | (362,011) | (400,601) | (439,263) | (477,924) | (516,666) |
| | 100% | (422,474) | (461,068) | (499,730) | (538,391) | (577,064) | (615,959) | (654,854) |
| | 105% | (560,197) | (598,858) | (637,519) | (676,357) | (715,252) | (754,292) | (793,697) |
| | 110% | (697,986) | (736,755) | (775,650) | (814,548) | (853,769) | (893,321) | (933,210) |
| | 115% | (836,048) | (874,944) | (913,995) | (953,381) | (993,113) | (1,033,213) | (1,073,676) |
| | 120% | (974,250) | (1,013,584) | (1,053,200) | (1,093,097) | (1,133,277) | (1,173,741) | (1,214,490) |
| | 125% | (1,112,502) | (1,152,592) | (1,193,416) | (1,234,973) | (1,277,263) | (1,320,287) | (1,364,046) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (661,672) | | | | | | | |
| | 80% | (1,823,963) | (2,140,093) | (2,456,584) | (2,773,250) | (3,090,338) | (3,407,942) | (3,726,106) |
| | 82% | (1,129,704) | (1,484,153) | (1,838,821) | (2,193,864) | (2,549,156) | (2,904,941) | (3,261,370) |
| Market Values | 84% | (872,310) | (886,488) | (1,221,520) | (1,614,757) | (2,008,396) | (2,402,356) | (2,796,970) |
| 100% | 86% | (815,900) | (832,923) | (850,158) | (1,036,027) | (1,467,858) | (1,900,179) | (2,332,861) |
| (105% = 5% increase) | 88% | (759,554) | (779,668) | (799,822) | (820,170) | (927,710) | (1,398,123) | (1,869,213) |
| | 90% | (703,209) | (726,453) | (749,697) | (773,007) | (796,522) | (896,557) | (1,405,705) |
| | 92% | (647,018) | (673,238) | (699,612) | (725,986) | (752,479) | (779,213) | (942,568) |
| | 94% | (590,865) | (620,168) | (649,527) | (679,032) | (708,536) | (738,237) | (768,283) |
| | 96% | (534,712) | (567,135) | (599,557) | (632,077) | (664,712) | (697,375) | (730,281) |
| | 98% | (478,560) | (514,101) | (549,643) | (585,185) | (620,888) | (656,653) | (692,563) |
| | 100% | (422,474) | (461,068) | (499,730) | (538,391) | (577,064) | (615,959) | (654,854) |
| | 102% | (366,475) | (408,075) | (449,816) | (491,597) | (533,378) | (575,265) | (617,291) |
| | 104% | (310,476) | (355,187) | (399,902) | (444,803) | (489,703) | (534,604) | (579,727) |
| | 106% | (256,427) | (302,299) | (350,122) | (398,009) | (446,029) | (494,049) | (542,164) |
| | 108% | (207,307) | (251,842) | (300,345) | (351,278) | (402,355) | (453,494) | (504,634) |
| | 110% | (159,428) | (205,636) | (252,889) | (304,613) | (358,680) | (412,940) | (467,199) |
| | 112% | (111,549) | (160,417) | (209,285) | (259,567) | (315,102) | (372,385) | (429,764) |
| | 114% | (63,689) | (115,198) | (166,726) | (218,254) | (271,876) | (331,830) | (392,329) |
| | 116% | (15,908) | (69,979) | (124,167) | (178,355) | (232,751) | (291,370) | (354,893) |
| | 118% | 31,873 | (24,831) | (81,607) | (138,455) | (195,303) | (253,214) | (317,458) |
| | 120% | 79,653 | 20,295 | (39,064) | (98,556) | (158,064) | (217,572) | (280,083) |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (661,672) | | | | | | | |
| | 5,000 | (414,336) | (448,835) | (483,419) | (518,003) | (552,586) | (587,343) | (622,151) |
| | 10,000 | (406,199) | (436,602) | (467,108) | (497,614) | (528,120) | (558,727) | (589,447) |
| Grant (£ per unit) | 15,000 | (398,061) | (424,369) | (450,798) | (477,226) | (503,655) | (530,112) | (556,743) |
| - | 20,000 | (389,923) | (412,137) | (434,487) | (456,838) | (479,189) | (501,539) | (524,039) |
| | 25,000 | (381,786) | (399,931) | (418,177) | (436,450) | (454,723) | (472,996) | (491,335) |
| | 30,000 | (373,648) | (387,724) | (401,866) | (416,061) | (430,257) | (444,452) | (458,648) |
| | 35,000 | (365,510) | (375,518) | (385,555) | (395,673) | (405,791) | (415,909) | (426,027) |
| | 40,000 | (357,373) | (363,311) | (369,250) | (375,285) | (381,325) | (387,365) | (393,405) |
| | 45,000 | (349,235) | (351,105) | (352,975) | (354,897) | (356,859) | (358,822) | (360,784) |
| | 50,000 | (341,097) | (338,898) | (336,699) | (334,508) | (332,393) | (330,278) | (328,163) |
| | 55,000 | (332,960) | (326,692) | (320,424) | (314,156) | (307,927) | (301,735) | (295,542) |

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

240306_BCC Appraisal_LVGF_v0.2

Appraisal Ref: **31** (see Typologies Matrix)
 Scheme Typology: **Lower Value Zone**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes: No Units: **125**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|--|---|---------------------------|------------------------------------|---|---------------------|----------------|
| Total number of units in scheme | | | | 125 Units | | | | |
| AH Policy requirement (% Target) | | | | 35% | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) | | 65% | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % 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 | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 20.0% | 16.3 | 20.0% | 8.8 | 20% | 25.0 | | |
| 3 bed House | 40.0% | 32.5 | 40.0% | 17.5 | 40% | 50.0 | | |
| 4 bed House | 20.0% | 16.3 | 20.0% | 8.8 | 20% | 25.0 | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | 10.0% | 8.1 | 10.0% | 4.4 | 10% | 12.5 | | |
| 2 bed Flat | 10.0% | 8.1 | 10.0% | 4.4 | 10% | 12.5 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | 100.0% | 81.3 | 100.0% | 43.8 | 100% | 125.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 1,284 | 13,818 | 691 | 7,441 | 1,975 | 21,259 | | |
| 3 bed House | 3,088 | 33,234 | 1,663 | 17,895 | 4,750 | 51,129 | | |
| 4 bed House | 1,950 | 20,990 | 1,050 | 11,302 | 3,000 | 32,292 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 478 | 5,145 | 257 | 2,770 | 735 | 7,915 | | |
| 2 bed Flat | 669 | 7,202 | 360 | 3,878 | 1,029 | 11,080 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 7,468 | 80,388 | 4,021 | 43,286 | 11,490 | 123,674 | | |
| AH % by floor area: | | | 35.0% AH % by floor area (difference due to mix) | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 180,000 | 2,278 | 212 | 4,500,000 | | | | |
| 3 bed House | 285,000 | 3,000 | 279 | 14,250,000 | | | | |
| 4 bed House | 375,000 | 3,125 | 290 | 9,375,000 | | | | |
| 5 bed House | 400,000 | 2,857 | 265 | 0 | | | | |
| 1 bed Flat | 115,000 | 2,300 | 214 | 1,437,500 | | | | |
| 2 bed Flat | 165,000 | 2,357 | 219 | 2,062,500 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 31,625,000 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 135,000 | 75% |
| 3 bed House | 156,750 | 55% | 128,250 | 45% | 199,500 | 70% | 213,750 | 75% |
| 4 bed House | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| 5 bed House | 220,000 | 55% | 180,000 | 45% | 250,000 | 70% | 300,000 | 75% |
| 1 bed Flat | 63,250 | 55% | 51,750 | 45% | 80,500 | 70% | 86,250 | 75% |
| 2 bed Flat | 90,750 | 55% | 74,250 | 45% | 115,500 | 70% | 123,750 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | | | | |

* capped @£250K

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Scheme Typology: **Lower Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 16.3 | @ | 180,000 | 2,925,000 |
| 3 bed House | 32.5 | @ | 285,000 | 9,262,500 |
| 4 bed House | 16.3 | @ | 375,000 | 6,093,750 |
| 5 bed House | 0.0 | @ | 400,000 | - |
| 1 bed Flat | 8.1 | @ | 115,000 | 934,375 |
| 2 bed Flat | 8.1 | @ | 165,000 | 1,340,625 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 81.3 | | | 20,556,250 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 5.3 | @ | 99,000 | 519,750 |
| 3 bed House | 10.5 | @ | 156,750 | 1,645,875 |
| 4 bed House | 5.3 | @ | 206,250 | 1,082,813 |
| 5 bed House | 0.0 | @ | 220,000 | - |
| 1 bed Flat | 2.6 | @ | 63,250 | 166,031 |
| 2 bed Flat | 2.6 | @ | 90,750 | 238,219 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 26.3 | | | 3,652,688 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.9 | @ | 81,000 | 70,875 |
| 3 bed House | 1.8 | @ | 128,250 | 224,438 |
| 4 bed House | 0.9 | @ | 168,750 | 147,656 |
| 5 bed House | 0.0 | @ | 180,000 | - |
| 1 bed Flat | 0.4 | @ | 51,750 | 22,641 |
| 2 bed Flat | 0.4 | @ | 74,250 | 32,484 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 4.4 | | | 498,094 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 2.2 | @ | 126,000 | 275,625 |
| 3 bed House | 4.4 | @ | 199,500 | 872,813 |
| 4 bed House | 2.2 | @ | 250,000 | 546,875 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 1.1 | @ | 80,500 | 88,047 |
| 2 bed Flat | 1.1 | @ | 115,500 | 126,328 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 10.9 | | | 1,909,688 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.4 | @ | 135,000 | 59,063 |
| 3 bed House | 0.9 | @ | 213,750 | 187,031 |
| 4 bed House | 0.4 | @ | 281,250 | 123,047 |
| 5 bed House | 0.0 | @ | 300,000 | - |
| 1 bed Flat | 0.2 | @ | 86,250 | 18,867 |
| 2 bed Flat | 0.2 | @ | 123,750 | 27,070 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 2.2 | 43.8 | | 415,078 |
| Sub-total GDV Residential | | | | |
| | 125 | | | 27,031,797 |
| AH on-site cost analysis: | | | | |
| | 400 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 4,593,203 |
| | | | 36,746 £ per unit (total units) | |
| Grant | | | | |
| | 44 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 27,031,797 |

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Scheme Typology: Lower Value Zone No Units: 125
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

| DEVELOPMENT COSTS | | | | | | | | | |
|---|----------------|--------|-------------|---------|-------|---------------------|-------|------------|------------------------|
| Initial Payments - | | | | | | | | | |
| Statutory Planning Fees (Residential) (33,209) | | | | | | | | | |
| Planning Application Professional Fees, Surveys and reports (100,000) | | | | | | | | | |
| CIL (Mrkt only + garages) 7,980 sqm 0.00 £ psm - | | | | | | | | | |
| CIL analysis: 0.00% % of GDV 0 £ per unit (total units) | | | | | | | | | |
| Site Specific S106 Contributions | | | | | | | | | |
| Year 1 | | | | | 0 | | | | - |
| Year 2 | | | | | 0 | | | | - |
| Year 3 | | | | | 0 | | | | - |
| Year 4 | | | | | 0 | | | | - |
| Year 5 | | | | | 0 | | | | - |
| Year 6 | | | | | 0 | | | | - |
| Year 7 | | | | | 0 | | | | - |
| Year 8 | | | | | 0 | | | | - |
| Year 9 | | | | | 0 | | | | - |
| Year 10 | | | | | 0 | | | | - |
| Year 11 | | | | | 0 | | | | - |
| Year 12 | | | | | 0 | | | | - |
| Year 13 | | | | | 0 | | | | - |
| Year 14 | | | | | 0 | | | | - |
| Year 15 | | | | | 0 | | | | - |
| Years 1-15 | | | 125 units @ | | 4,300 | per unit | | | (537,500) |
| Sub-total | | | | | | | | | (537,500) |
| S106 analysis: 172,000 £ per ha 1.99% % of GDV 4,300 £ per unit (total units) | | | | | | | | | |
| AH Commuted Sum 11,490 sqm (total) 0 £ psm - | | | | | | | | | |
| Comm. Sum analysis: 0.00% % of GDV | | | | | | | | | |
| Construction Costs - | | | | | | | | | |
| Site Clearance, Demolition & Remediation 3.13 ha @ 0 £ per ha (if brownfield) - | | | | | | | | | |
| Site Infrastructure costs - | | | | | | | | | |
| Year 1 | | | | | 0 | | | | - |
| Year 2 | | | | | 0 | | | | - |
| Year 3 | | | | | 0 | | | | - |
| Year 4 | | | | | 0 | | | | - |
| Year 5 | | | | | 0 | | | | - |
| Year 6 | | | | | 0 | | | | - |
| Year 7 | | | | | 0 | | | | - |
| Year 8 | | | | | 0 | | | | - |
| Year 9 | | | | | 0 | | | | - |
| Year 10 | | | | | 0 | | | | - |
| Year 11 | | | | | 0 | | | | - |
| Year 12 | | | | | 0 | | | | - |
| Year 13 | | | | | 0 | | | | - |
| Year 14 | | | | | 0 | | | | - |
| Year 15 | | | | | 0 | | | | - |
| Years 1-15 | | | 125 units @ | | 0 | per unit | | | - |
| Sub-total | | | | | | | | | - |
| Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units) | | | | | | | | | |
| 1 bed House | | | - | sqm @ | 1,260 | psm | | | - |
| 2 bed House | | | 1,975 | sqm @ | 1,260 | psm | | | (2,488,500) |
| 3 bed House | | | 4,750 | sqm @ | 1,260 | psm | | | (5,985,000) |
| 4 bed House | | | 3,000 | sqm @ | 1,260 | psm | | | (3,780,000) |
| 5 bed House | | | - | sqm @ | 1,260 | psm | | | - |
| 1 bed Flat | | | 735 | sqm @ | 1,638 | psm | | | (1,204,412) |
| 2 bed Flat | | | 1,029 | sqm @ | 1,638 | psm | | | (1,686,176) |
| 3 bed Flat | | 11,490 | - | sqm @ | 1,638 | psm | | | - |
| Garages for 3B House (Mrkt only) | 33 | 50% | units @ | | 18 | sqm @ | 600 | psm | (175,500) |
| Garages for 4B House (Mrkt only) | 16 | 75% | units @ | | 18 | sqm @ | 600 | psm | (131,625) |
| Garages for 5B House (Mrkt only) | - | 120% | units @ | | 18 | sqm @ | 600 | psm | - |
| | | | 512 | | | | | | |
| External works | | | 15,451,213 | @ | | | 15.0% | | (2,317,682) |
| Ext. Works analysis: 18,541 £ per unit (total units) | | | | | | | | | |
| Policy Costs on design - | | | | | | | | | |
| Net Biodiversity costs | | | | | | | | | |
| M4(2) Category 2 Housing | Aff units | | 44 | units @ | 125 | units @ | 1,003 | £ per unit | (125,375) |
| M4(2) Category 2 Housing | OMS units | | 81 | units @ | | | 90% | 521 | £ per unit (20,514) |
| M4(3) Category 3 Housing | Aff units | | 44 | units @ | | | 10% | 10,111 | £ per unit (44,236) |
| M4(3) Category 3 Housing | OMS units | | 81 | units @ | | | 10% | 10,111 | £ per unit (82,152) |
| Net Zero Cost | | | 125 | units @ | | | | 10,000 | £ per unit (1,250,000) |
| Urban Greening | No. of storeys | | 2.4 | equals | 4,787 | sqm footprint | | 100 | £ sqm (478,738) |
| EV Charging Points - Houses | | | 100 | units @ | | | | 1,000 | £ per unit (100,000) |
| EV Charging Points - Flats | | | 25 | units @ | | 4 flats per charger | | 2,500 | £ per 4 units (15,625) |
| | | | 2 | units @ | | | | 0 | £ per unit - |
| Sub-total | | | | | | | | | (2,154,738) |
| Policy Costs analysis: (design costs only) 17,238 £ per unit (total units) | | | | | | | | | |
| Contingency (on construction) 19,923,633 @ 3.0% (597,709) | | | | | | | | | |

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Scheme Typology: **Lower Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | | |
|--|-------------------|--|---------------------------|------------------------------------|---------------------|
| Professional Fees | 19,923,633 @ | | 6.5% | | (1,295,036) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 20,556,250 OMS @ | | 3.00% | 4,934 £ per unit | (616,688) |
| Residential Sales Agent Costs | 20,556,250 OMS @ | | 1.00% | 1,645 £ per unit | (205,563) |
| Residential Sales Legal Costs | 20,556,250 OMS @ | | 0.35% | 576 £ per unit | (71,947) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 7,074 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (138,571) |
| Developers Profit - | | | | | |
| Profit on OMS | 20,556,250 | | 20.00% | | (4,111,250) |
| Margin on AH | 6,475,547 | | 6.00% on AH values | | (388,533) |
| Profit analysis: | 27,031,797 | | 16.65% blended GDV | (4,499,783) | |
| | 23,509,854 | | 19.14% on costs | (4,499,783) | |
| TOTAL COSTS | | | | | (28,009,637) |

| | | | | | |
|----------------------------------|---------------------------|-----------------------------------|------------------------------------|--|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | (977,840) |
| SDLT | - @ | | HMRC formula | | - |
| Acquisition Agent fees | - @ | | 1.0% | | - |
| Acquisition Legal fees | - @ | | 0.5% | | - |
| Interest on Land | - @ | | 8.00% | | - |
| Residual Land Value | | | | | (977,840) |
| RLV analysis: | (7,823) £ per plot | (312,909) £ per ha (net) | (126,633) £ per acre (net) | | |
| | | (234,682) £ per ha (gross) | (94,974) £ per acre (gross) | | |
| | | | -3.62% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 3.13 ha (net) | | 7.72 acres (net) | |
| Net to Gross ratio | | 75% | | | |
| Site Area (gross) | | 4.17 ha (gross) | | 10.30 acres (gross) | |
| Density analysis: | | 3,677 sqm/ha (net) | | 16,016 sqft/ac (net) | |
| | | 30 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | | 2,123,516 |
| BLV analysis: | | 509,644 £ per ha (gross) | 206,250 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|---------------------------------|-----------------------------------|--|--------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (992,434) £ per ha (net) | (401,633) £ per acre (net) | | (3,101,356) |

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Scheme Typology: Lower Value Zone No Units: 125
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

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 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm | 0.00 | (174,983) | (208,158) | (241,390) | (276,263) | (315,407) | (354,767) | (394,483) |
| | 10.00 | (187,407) | (219,892) | (252,693) | (288,443) | (326,813) | (365,435) | (404,412) |
| | 20.00 | (199,831) | (231,638) | (264,308) | (300,623) | (338,238) | (376,103) | (414,340) |
| | 30.00 | (212,255) | (243,405) | (276,164) | (312,831) | (349,684) | (386,789) | (424,306) |
| | 40.00 | (224,679) | (255,495) | (289,157) | (325,051) | (361,130) | (397,500) | (434,278) |
| | 50.00 | (237,115) | (267,907) | (302,149) | (337,271) | (372,600) | (408,211) | (444,289) |
| | 60.00 | (249,701) | (280,938) | (315,143) | (349,511) | (384,089) | (418,967) | (454,308) |
| | 70.00 | (262,714) | (294,742) | (328,178) | (361,774) | (395,577) | (429,723) | (464,376) |
| | 80.00 | (275,996) | (308,547) | (341,213) | (374,038) | (407,111) | (440,520) | (474,462) |
| | 90.00 | (290,584) | (322,351) | (354,248) | (386,329) | (418,645) | (451,324) | (484,582) |
| | 100.00 | (305,200) | (336,192) | (367,324) | (398,639) | (430,212) | (462,175) | (494,746) |
| | 110.00 | (319,816) | (350,042) | (380,405) | (410,954) | (441,795) | (473,039) | (504,944) |
| | 120.00 | (334,433) | (363,891) | (393,494) | (423,313) | (453,410) | (483,946) | (515,183) |
| | 130.00 | (349,095) | (377,779) | (406,624) | (435,671) | (465,045) | (494,888) | (525,473) |
| | 140.00 | (363,759) | (391,678) | (419,754) | (448,077) | (476,721) | (505,860) | (535,823) |
| | 150.00 | (378,424) | (405,582) | (432,923) | (460,487) | (488,414) | (516,882) | (546,231) |
| | 160.00 | (393,139) | (419,533) | (446,106) | (472,948) | (500,161) | (527,955) | (556,704) |
| | 170.00 | (407,855) | (433,484) | (459,322) | (485,422) | (511,941) | (539,077) | (567,188) |
| | 180.00 | (422,595) | (447,478) | (472,560) | (497,946) | (523,758) | (550,257) | (577,671) |
| | 190.00 | (437,366) | (461,484) | (485,838) | (510,502) | (535,628) | (561,502) | (588,154) |
| 200.00 | (452,145) | (475,531) | (499,135) | (523,090) | (547,556) | (572,820) | (598,637) | |
| 210.00 | (466,975) | (489,597) | (512,492) | (535,740) | (559,542) | (584,177) | (609,121) | |
| 220.00 | (481,813) | (503,714) | (525,877) | (548,438) | (571,593) | (595,534) | (619,604) | |
| 230.00 | (496,705) | (517,853) | (539,301) | (561,190) | (583,718) | (606,891) | (630,087) | |
| 240.00 | (511,618) | (532,047) | (552,793) | (574,004) | (595,925) | (618,248) | (640,571) | |
| 250.00 | (526,577) | (546,286) | (566,335) | (586,890) | (608,156) | (629,605) | (651,054) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 | 1,000 | (167,973) | (201,130) | (234,343) | (268,661) | (307,112) | (346,439) | (386,091) |
| | 2,000 | (182,011) | (215,185) | (248,524) | (284,530) | (323,702) | (363,122) | (402,907) |
| | 3,000 | (196,066) | (229,247) | (263,242) | (301,065) | (340,319) | (379,833) | (419,772) |
| | 4,000 | (210,121) | (243,341) | (278,525) | (317,643) | (356,966) | (396,599) | (436,697) |
| | 5,000 | (224,176) | (257,848) | (295,060) | (334,233) | (373,642) | (413,399) | (453,699) |
| | 6,000 | (238,245) | (272,767) | (311,595) | (350,846) | (390,353) | (430,246) | (470,781) |
| | 7,000 | (252,564) | (289,055) | (328,174) | (367,494) | (407,107) | (447,165) | (487,960) |
| | 8,000 | (267,373) | (305,590) | (344,764) | (384,162) | (423,890) | (464,144) | (505,250) |
| | 9,000 | (283,057) | (322,125) | (361,374) | (400,873) | (440,738) | (481,196) | (522,662) |
| | 10,000 | (299,585) | (338,705) | (378,022) | (417,615) | (457,636) | (498,333) | (540,228) |
| | 11,000 | (316,120) | (355,295) | (394,682) | (434,392) | (474,590) | (515,566) | (557,969) |
| | 12,000 | (332,655) | (371,902) | (411,393) | (451,229) | (491,612) | (532,913) | (575,758) |
| | 13,000 | (349,236) | (388,549) | (428,123) | (468,106) | (508,714) | (550,407) | (593,548) |
| | 14,000 | (365,826) | (405,202) | (444,900) | (485,035) | (525,908) | (568,048) | (611,337) |
| | 15,000 | (382,429) | (421,913) | (461,721) | (502,037) | (543,208) | (585,837) | (629,126) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit | 15.0% | (17,408) | (59,337) | (101,324) | (143,408) | (185,630) | (228,037) | (271,940) |
| | 16.0% | (48,923) | (89,101) | (129,337) | (169,670) | (210,142) | (250,968) | (296,191) |
| | 17.0% | (80,438) | (118,865) | (157,350) | (195,932) | (234,654) | (274,914) | (320,764) |
| | 18.0% | (111,953) | (148,630) | (185,363) | (222,195) | (259,678) | (301,526) | (345,337) |
| | 19.0% | (143,468) | (178,394) | (213,377) | (248,545) | (286,739) | (328,146) | (369,910) |
| | 20.0% | (174,983) | (208,158) | (241,390) | (276,263) | (315,407) | (354,767) | (394,483) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) | 100,000 | 17 | (33,158) | (66,390) | (101,263) | (140,407) | (179,767) | (219,483) |
| | 200,000 | (99,983) | (133,158) | (166,390) | (201,263) | (240,407) | (279,767) | (319,483) |
| | 300,000 | (199,983) | (233,158) | (266,390) | (301,263) | (340,407) | (379,767) | (419,483) |
| | 400,000 | (299,983) | (333,158) | (366,390) | (401,263) | (440,407) | (479,767) | (519,483) |
| | 500,000 | (399,983) | (433,158) | (466,390) | (501,263) | (540,407) | (579,767) | (619,483) |
| | 600,000 | (499,983) | (533,158) | (566,390) | (601,263) | (640,407) | (679,767) | (719,483) |
| | 700,000 | (599,983) | (633,158) | (666,390) | (701,263) | (740,407) | (779,767) | (819,483) |
| | 800,000 | (699,983) | (733,158) | (766,390) | (801,263) | (840,407) | (879,767) | (919,483) |
| | 900,000 | (799,983) | (833,158) | (866,390) | (901,263) | (940,407) | (979,767) | (1,019,483) |
| | 1,000,000 | (899,983) | (933,158) | (966,390) | (1,001,263) | (1,040,407) | (1,079,767) | (1,119,483) |
| | 1,100,000 | (999,983) | (1,033,158) | (1,066,390) | (1,101,263) | (1,140,407) | (1,179,767) | (1,219,483) |
| | 1,200,000 | (1,099,983) | (1,133,158) | (1,166,390) | (1,201,263) | (1,240,407) | (1,279,767) | (1,319,483) |
| | 1,300,000 | (1,199,983) | (1,233,158) | (1,266,390) | (1,301,263) | (1,340,407) | (1,379,767) | (1,419,483) |
| | 1,400,000 | (1,299,983) | (1,333,158) | (1,366,390) | (1,401,263) | (1,440,407) | (1,479,767) | (1,519,483) |
| | 1,500,000 | (1,399,983) | (1,433,158) | (1,466,390) | (1,501,263) | (1,540,407) | (1,579,767) | (1,619,483) |
| | 1,600,000 | (1,499,983) | (1,533,158) | (1,566,390) | (1,601,263) | (1,640,407) | (1,679,767) | (1,719,483) |

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Scheme Typology: Lower Value Zone No Units: 125
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

TABLE 5 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (401,633) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 0 | | (21,116) | (54,068) | (87,063) | (120,067) | (153,145) | (186,267) | (219,467) |
| Net Zero | 2,000 | (51,822) | (84,817) | (117,819) | (150,897) | (184,010) | (217,194) | (250,648) |
| (£ per unit) | 4,000 | (82,571) | (115,570) | (148,649) | (181,753) | (214,928) | (248,286) | (284,324) |
| 10,000 | 6,000 | (113,322) | (146,400) | (179,497) | (212,671) | (245,935) | (281,630) | (320,868) |
| | 8,000 | (144,152) | (177,240) | (210,415) | (243,662) | (278,946) | (318,125) | (357,578) |
| | 10,000 | (174,983) | (208,158) | (241,390) | (276,263) | (315,407) | (354,767) | (394,483) |
| | 12,000 | (205,901) | (239,118) | (273,714) | (312,689) | (352,002) | (391,610) | (431,673) |
| | 14,000 | (236,845) | (271,285) | (309,971) | (349,242) | (388,756) | (428,662) | (469,202) |
| | 16,000 | (268,880) | (307,286) | (346,490) | (385,945) | (425,725) | (466,026) | (507,211) |
| | 18,000 | (304,603) | (343,772) | (383,137) | (422,824) | (462,935) | (503,770) | (545,851) |
| | 20,000 | (341,054) | (380,376) | (419,955) | (459,923) | (500,479) | (542,030) | (585,056) |
| | 22,000 | (377,616) | (417,124) | (456,967) | (497,300) | (538,450) | (580,983) | (624,273) |
| | 24,000 | (414,313) | (454,038) | (494,204) | (535,033) | (576,977) | (620,200) | (663,525) |
| | 26,000 | (451,169) | (491,185) | (531,756) | (573,240) | (616,128) | (659,417) | (702,994) |
| | 28,000 | (488,209) | (528,573) | (569,689) | (612,055) | (655,345) | (698,752) | (742,463) |
| | 30,000 | (525,478) | (566,306) | (608,140) | (651,272) | (694,562) | (738,221) | (782,152) |

TABLE 6 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (401,633) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-------------|-------------|-------------|-------------|
| 70% | | 464,753 | 431,959 | 399,159 | 366,359 | 333,559 | 300,759 | 267,959 |
| 75% | | 358,540 | 325,740 | 292,940 | 260,140 | 227,340 | 194,518 | 161,690 |
| 80% | | 252,257 | 219,428 | 186,600 | 153,771 | 120,943 | 88,094 | 55,223 |
| 85% | | 145,834 | 112,963 | 80,092 | 47,222 | 14,342 | (18,584) | (51,511) |
| 90% | | 39,200 | 6,274 | (26,652) | (59,597) | (92,592) | (125,602) | (158,680) |
| 95% | | (67,715) | (100,710) | (133,753) | (166,831) | (199,991) | (233,223) | (267,517) |
| 100% | | (174,983) | (208,158) | (241,390) | (276,263) | (315,407) | (354,767) | (394,483) |
| 105% | | (285,793) | (324,897) | (364,191) | (403,725) | (443,664) | (484,206) | (525,780) |
| 110% | | (413,072) | (452,792) | (492,941) | (533,757) | (575,664) | (618,878) | (662,194) |
| 115% | | (542,315) | (583,393) | (625,616) | (668,897) | (712,248) | (755,959) | (800,004) |
| 120% | | (675,627) | (718,916) | (762,301) | (806,013) | (850,027) | (1,162,194) | (1,779,587) |
| 125% | | (812,355) | (856,067) | (900,050) | (1,083,394) | (1,700,787) | (2,318,180) | (2,935,573) |

TABLE 7 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (401,633) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|
| 80% | | (747,892) | (756,997) | (766,226) | (775,521) | (843,429) | (1,109,210) | (1,374,990) |
| 82% | | (685,698) | (698,165) | (710,731) | (723,296) | (735,993) | (748,776) | (853,055) |
| 84% | | (623,869) | (639,679) | (655,489) | (671,386) | (687,412) | (703,440) | (719,710) |
| 86% | | (562,799) | (581,388) | (600,529) | (619,774) | (639,018) | (658,450) | (677,937) |
| 88% | | (503,420) | (524,563) | (546,105) | (568,250) | (590,929) | (613,609) | (636,409) |
| 90% | | (445,042) | (468,960) | (493,145) | (517,743) | (542,951) | (568,954) | (595,069) |
| 92% | | (387,314) | (414,099) | (441,108) | (468,394) | (496,108) | (524,495) | (553,849) |
| 94% | | (330,016) | (359,754) | (389,655) | (419,761) | (450,199) | (481,121) | (512,811) |
| 96% | | (273,196) | (305,743) | (338,597) | (371,621) | (404,901) | (438,532) | (472,736) |
| 98% | | (223,394) | (254,246) | (287,837) | (323,825) | (359,997) | (396,474) | (433,369) |
| 100% | | (174,983) | (208,158) | (241,390) | (276,263) | (315,407) | (354,767) | (394,483) |
| 102% | | (126,705) | (162,465) | (198,301) | (234,210) | (271,397) | (313,343) | (355,948) |
| 104% | | (78,504) | (116,870) | (155,312) | (193,823) | (232,426) | (272,382) | (317,635) |
| 106% | | (30,346) | (71,368) | (112,399) | (153,524) | (194,723) | (236,036) | (279,526) |
| 108% | | 17,712 | (25,892) | (69,583) | (113,293) | (157,099) | (201,003) | (245,042) |
| 110% | | 65,763 | 19,489 | (26,784) | (73,149) | (119,550) | (166,040) | (212,670) |
| 112% | | 113,745 | 64,871 | 15,928 | (33,017) | (82,065) | (131,172) | (180,388) |
| 114% | | 161,704 | 110,182 | 58,640 | 7,027 | (44,609) | (96,333) | (148,157) |
| 116% | | 209,662 | 155,477 | 101,291 | 47,070 | (7,212) | (61,552) | (115,973) |
| 118% | | 257,554 | 200,771 | 143,921 | 87,071 | 30,161 | (26,791) | (83,846) |
| 120% | | 305,434 | 246,005 | 186,551 | 127,036 | 67,522 | 7,913 | (51,741) |

TABLE 8 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (401,633) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 5,000 | | (167,962) | (197,600) | (227,272) | (257,416) | (290,494) | (325,581) | (360,903) |
| 10,000 | | (160,942) | (187,041) | (213,177) | (239,381) | (266,538) | (296,485) | (327,477) |
| 15,000 | | (153,921) | (176,483) | (199,100) | (221,733) | (244,430) | (268,176) | (294,179) |
| 20,000 | | (146,901) | (165,938) | (185,022) | (204,119) | (223,254) | (242,421) | (262,319) |
| 25,000 | | (139,881) | (155,408) | (170,944) | (186,522) | (202,100) | (217,715) | (233,353) |
| 30,000 | | (132,860) | (144,877) | (156,894) | (168,925) | (180,983) | (193,041) | (205,117) |
| 35,000 | | (125,840) | (134,347) | (142,854) | (151,360) | (159,867) | (168,405) | (176,944) |
| 40,000 | | (118,819) | (123,816) | (128,813) | (133,809) | (138,806) | (143,803) | (148,799) |
| 45,000 | | (111,799) | (113,286) | (114,772) | (116,259) | (117,745) | (119,231) | (120,718) |
| 50,000 | | (104,784) | (102,761) | (100,739) | (98,717) | (96,695) | (94,673) | (92,650) |
| 55,000 | | (97,780) | (92,256) | (86,732) | (81,208) | (75,684) | (70,160) | (64,636) |

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: **32** (see Typologies Matrix)
 Scheme Typology: **Lower Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|-------------------|--|---|------------------------------------|----------------------|---------------------|----------------|
| Total number of units in scheme | | | | 200 Units | | | | |
| AH Policy requirement (% Target) | | | | 35% | | | | |
| Open Market Sale (OMS) housing | | | | Open Market Sale (OMS) 65% | | | | |
| AH tenure split % | | | | Affordable Rent: 60.0% | | | | |
| | | | | Social Rent: 10.0% | | | | |
| | | | | First Homes: 25.0% | | | | |
| | | | | Other Intermediate (LCHO/Sub-Market etc.): 5.0% | | | | |
| | | | | 70.0% % Rented | | | | |
| | | | | 10.5% % 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 | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 20.0% | 26.0 | 20.0% | 14.0 | 20% | 40.0 | | |
| 3 bed House | 40.0% | 52.0 | 40.0% | 28.0 | 40% | 80.0 | | |
| 4 bed House | 20.0% | 26.0 | 20.0% | 14.0 | 20% | 40.0 | | |
| 5 bed House | 0.0% | 0.0 | 10.0% | 7.0 | 4% | 7.0 | | |
| 1 bed Flat | 10.0% | 13.0 | 10.0% | 7.0 | 10% | 20.0 | | |
| 2 bed Flat | 10.0% | 13.0 | 0.0% | 0.0 | 7% | 13.0 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | 100.0% | 130.0 | 100.0% | 70.0 | 100% | 200.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) | (sqft) | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) | (sqft) | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 2,054 | 22,109 | 1,106 | 11,905 | 3,160 | 34,014 | | |
| 3 bed House | 4,940 | 53,174 | 2,660 | 28,632 | 7,600 | 81,806 | | |
| 4 bed House | 3,120 | 33,583 | 1,680 | 18,083 | 4,800 | 51,667 | | |
| 5 bed House | 0 | 0 | 980 | 10,549 | 980 | 10,549 | | |
| 1 bed Flat | 765 | 8,231 | 412 | 4,432 | 1,176 | 12,663 | | |
| 2 bed Flat | 1,071 | 11,524 | 0 | 0 | 1,071 | 11,524 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 11,949 | 128,621 | 6,838 | 73,601 | 18,787 | 202,222 | | |
| AH % by floor area: | | | 36.40% AH % by floor area (difference due to mix) | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV (£ no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 180,000 | 2,278 | 212 | 7,200,000 | | | | |
| 3 bed House | 285,000 | 3,000 | 279 | 22,800,000 | | | | |
| 4 bed House | 375,000 | 3,125 | 290 | 15,000,000 | | | | |
| 5 bed House | 400,000 | 2,857 | 265 | 2,800,000 | | | | |
| 1 bed Flat | 115,000 | 2,300 | 214 | 2,300,000 | | | | |
| 2 bed Flat | 165,000 | 2,357 | 219 | 2,145,000 | | | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | | | | |
| | | | | 52,245,000 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 135,000 | 75% |
| 3 bed House | 156,750 | 55% | 128,250 | 45% | 199,500 | 70% | 213,750 | 75% |
| 4 bed House | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| 5 bed House | 220,000 | 55% | 180,000 | 45% | 250,000 | 70% | 300,000 | 75% |
| 1 bed Flat | 63,250 | 55% | 51,750 | 45% | 80,500 | 70% | 86,250 | 75% |
| 2 bed Flat | 90,750 | 55% | 74,250 | 45% | 115,500 | 70% | 123,750 | 75% |
| 3 bed Flat | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 75% |
| | | | | | * capped @£250K | | | |

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Scheme Typology: **Lower Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------------------------------|------------|--|-------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 26.0 | @ | 180,000 | 4,680,000 |
| 3 bed House | 52.0 | @ | 285,000 | 14,820,000 |
| 4 bed House | 26.0 | @ | 375,000 | 9,750,000 |
| 5 bed House | 0.0 | @ | 400,000 | - |
| 1 bed Flat | 13.0 | @ | 115,000 | 1,495,000 |
| 2 bed Flat | 13.0 | @ | 165,000 | 2,145,000 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 130.0 | | | 32,890,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 8.4 | @ | 99,000 | 831,600 |
| 3 bed House | 16.8 | @ | 156,750 | 2,633,400 |
| 4 bed House | 8.4 | @ | 206,250 | 1,732,500 |
| 5 bed House | 4.2 | @ | 220,000 | 924,000 |
| 1 bed Flat | 4.2 | @ | 63,250 | 265,650 |
| 2 bed Flat | 0.0 | @ | 90,750 | - |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 42.0 | | | 6,387,150 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 1.4 | @ | 81,000 | 113,400 |
| 3 bed House | 2.8 | @ | 128,250 | 359,100 |
| 4 bed House | 1.4 | @ | 168,750 | 236,250 |
| 5 bed House | 0.7 | @ | 180,000 | 126,000 |
| 1 bed Flat | 0.7 | @ | 51,750 | 36,225 |
| 2 bed Flat | 0.0 | @ | 74,250 | - |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 7.0 | | | 870,975 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 3.5 | @ | 126,000 | 441,000 |
| 3 bed House | 7.0 | @ | 199,500 | 1,396,500 |
| 4 bed House | 3.5 | @ | 250,000 | 875,000 |
| 5 bed House | 1.8 | @ | 250,000 | 437,500 |
| 1 bed Flat | 1.8 | @ | 80,500 | 140,875 |
| 2 bed Flat | 0.0 | @ | 115,500 | - |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 17.5 | | | 3,290,875 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.7 | @ | 135,000 | 94,500 |
| 3 bed House | 1.4 | @ | 213,750 | 299,250 |
| 4 bed House | 0.7 | @ | 281,250 | 196,875 |
| 5 bed House | 0.4 | @ | 300,000 | 105,000 |
| 1 bed Flat | 0.4 | @ | 86,250 | 30,188 |
| 2 bed Flat | 0.0 | @ | 123,750 | - |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 3.5 | 70.0 | | 725,813 |
| Sub-total GDV Residential | | | | |
| | 200 | | | 44,164,813 |
| AH on-site cost analysis: | | | | |
| | | | £MV (no AH) less £GDV (inc. AH) | 8,080,188 |
| | 430 £ psm (total GIA sqm) | | 40,401 £ per unit (total units) | |
| Grant | | | | |
| | 70 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 44,164,813 |

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Scheme Typology: **Lower Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|--|------------------|---------------------|---------------------------------|--|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (43,559) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (130,000) |
| CIL (Mrkt only + garages) | | | | | | - |
| | | 12,768 sqm | | 0.00 £ psm | | |
| | | 0.00% % of GDV | | 0 £ per unit (total units) | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 200 units @ | | 4,300 per unit | | (860,000) |
| | | | | | | (860,000) |
| S106 analysis: | | 172,000 £ per ha | 1.95% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | | | | - |
| Comm. Sum analysis: | | | 18,787 sqm (total) | 0 £ psm | | |
| | | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | - |
| | | 5.00 ha @ | | 0 £ per ha (if brownfield) | | |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 200 units @ | | 0 per unit | | - |
| | | | | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | | | | | |
| | | - sqm @ | | 1,260 psm | | - |
| 2 bed House | | | | | | (3,981,600) |
| | | 3,160 sqm @ | | 1,260 psm | | |
| 3 bed House | | | | | | (9,576,000) |
| | | 7,600 sqm @ | | 1,260 psm | | |
| 4 bed House | | | | | | (6,048,000) |
| | | 4,800 sqm @ | | 1,260 psm | | |
| 5 bed House | | | | | | (1,234,800) |
| | | 980 sqm @ | | 1,260 psm | | |
| 1 bed Flat | | | | | | (1,927,059) |
| | | 1,176 sqm @ | | 1,638 psm | | |
| 2 bed Flat | | | | | | (1,753,624) |
| | | 1,071 sqm @ | | 1,638 psm | | |
| 3 bed Flat | | | | | | - |
| | | - sqm @ | | 1,638 psm | | |
| | | 18,787 | | | | |
| Garages for 3B House (Mrkt only) | | | | | | (280,800) |
| | | 52 50% units @ | | 18 sqm @ 600 psm | | |
| Garages for 4B House (Mrkt only) | | | | | | (210,600) |
| | | 26 75% units @ | | 18 sqm @ 600 psm | | |
| Garages for 5B House (Mrkt only) | | | | | | - |
| | | - 120% units @ | | 18 sqm @ 600 psm | | |
| | | 819 | | | | |
| External works | | | | | | (3,751,872) |
| | | 25,012,482 @ | | 15.0% | | |
| Ext. Works analysis: | | | | 18,759 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (200,600) |
| | | 200 units @ | | 1,003 £ per unit | | |
| M4(2) Category 2 Housing Aff units | | | | | | (32,823) |
| | | 70 units @ 90% | | 521 £ per unit | | |
| M4(2) Category 2 Housing OMS units | | | | | | (60,957) |
| | | 130 units @ 90% | | 521 £ per unit | | |
| M4(3) Category 3 Housing Aff units | | | | | | (70,777) |
| | | 70 units @ 10% | | 10,111 £ per unit | | |
| M4(3) Category 3 Housing OMS units | | | | | | (131,443) |
| | | 130 units @ 10% | | 10,111 £ per unit | | |
| Net Zero Cost | | | | | | (2,000,000) |
| | | 200 units @ | | 10,000 £ per unit | | |
| Urban Greening | | | | | | (806,312) |
| | | 2.3 equals | 8,063 sqm footprint | 100 £ sqm | | |
| EV Charging Points - Houses | | | | | | (167,000) |
| | | 167 units @ | | 1,000 £ per unit | | |
| EV Charging Points - Flats | | | | | | (20,625) |
| | | 33 units @ | 4 flats per charger | 2,500 £ per 4 units | | |
| | | 2 units @ | | 0 £ per unit | | |
| | | | | | | (3,490,537) |
| Policy Costs analysis: (design costs only) | | | | 17,453 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | (967,647) |
| | | 32,254,891 @ | | 3.0% | | |

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Scheme Typology: **Lower Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | | |
|--|-------------------|--|---------------------------|------------------------------------|---------------------|
| Professional Fees | 32,254,891 @ | | 6.5% | | (2,096,568) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 32,890,000 OMS @ | | 3.00% | 4,934 £ per unit | (986,700) |
| Residential Sales Agent Costs | 32,890,000 OMS @ | | 1.00% | 1,645 £ per unit | (328,900) |
| Residential Sales Legal Costs | 32,890,000 OMS @ | | 0.35% | 576 £ per unit | (115,115) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 7,104 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (40,219) |
| Developers Profit - | | | | | |
| Profit on OMS | 32,890,000 | | 20.00% | | (6,578,000) |
| Margin on AH | 11,274,813 | | 6.00% on AH values | | (676,489) |
| Profit analysis: | 44,164,813 | | 16.43% blended GDV | (7,254,489) | |
| | 37,813,599 | | 19.18% on costs | (7,254,489) | |
| TOTAL COSTS | | | | | (45,068,088) |

| | | | | | |
|----------------------------------|---------------------------|-----------------------------------|------------------------------------|--|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | (903,275) |
| SDLT | - @ | | HMRC formula | | - |
| Acquisition Agent fees | - @ | | 1.0% | | - |
| Acquisition Legal fees | - @ | | 0.5% | | - |
| Interest on Land | - @ | | 8.00% | | - |
| Residual Land Value | | | | | (903,275) |
| RLV analysis: | (4,516) £ per plot | (180,655) £ per ha (net) | (73,110) £ per acre (net) | | |
| | | (135,491) £ per ha (gross) | (54,833) £ per acre (gross) | | |
| | | | -2.05% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 5.00 ha (net) | | 12.36 acres (net) | |
| Net to Gross ratio | | 75% | | | |
| Site Area (gross) | | 6.67 ha (gross) | | 16.47 acres (gross) | |
| Density analysis: | | 3,757 sqm/ha (net) | | 16,368 sqft/ac (net) | |
| | | 30 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | | 3,397,625 |
| BLV analysis: | | 509,644 £ per ha (gross) | 206,250 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|---------------------------------|-----------------------------------|--|--------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (860,180) £ per ha (net) | (348,110) £ per acre (net) | | (4,300,900) |

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Scheme Typology: Lower Value Zone No Units: 200
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

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 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 0.00 | (348,110) | | | | | | | |
| | 0.00 | (155,733) | (184,159) | (212,589) | (241,022) | (270,035) | (302,778) | (336,047) |
| | 10.00 | (167,969) | (195,716) | (223,465) | (251,219) | (280,645) | (313,114) | (345,588) |
| | 20.00 | (180,205) | (207,272) | (234,342) | (261,576) | (291,776) | (323,450) | (355,129) |
| | 30.00 | (192,442) | (218,828) | (245,219) | (272,314) | (302,907) | (333,786) | (364,670) |
| | 40.00 | (204,678) | (230,385) | (256,095) | (283,958) | (314,038) | (344,122) | (374,210) |
| | 50.00 | (216,914) | (241,941) | (267,402) | (295,884) | (325,169) | (354,458) | (383,751) |
| | 60.00 | (229,150) | (253,497) | (279,325) | (307,810) | (336,300) | (364,794) | (393,292) |
| | 70.00 | (241,386) | (265,371) | (292,046) | (319,736) | (347,431) | (375,130) | (402,833) |
| | 80.00 | (253,622) | (277,877) | (304,767) | (331,662) | (358,562) | (385,465) | (412,374) |
| | 90.00 | (266,223) | (291,393) | (317,489) | (343,588) | (369,693) | (395,801) | (421,915) |
| | 100.00 | (279,613) | (304,909) | (330,210) | (355,514) | (380,824) | (406,137) | (431,455) |
| | 110.00 | (293,924) | (318,425) | (342,931) | (367,440) | (391,955) | (416,473) | (440,996) |
| | 120.00 | (308,236) | (331,942) | (355,652) | (379,367) | (403,086) | (426,809) | (450,537) |
| | 130.00 | (322,547) | (345,458) | (368,373) | (391,293) | (414,217) | (437,145) | (460,078) |
| | 140.00 | (336,858) | (358,974) | (381,094) | (403,219) | (425,347) | (447,481) | (469,619) |
| | 150.00 | (351,169) | (372,490) | (393,815) | (415,145) | (436,478) | (457,817) | (479,160) |
| | 160.00 | (365,481) | (386,006) | (406,536) | (427,071) | (447,609) | (468,153) | (488,701) |
| | 170.00 | (379,792) | (399,523) | (419,257) | (438,997) | (458,740) | (478,489) | (498,242) |
| | 180.00 | (394,103) | (413,039) | (431,979) | (450,923) | (469,871) | (488,824) | (507,785) |
| 190.00 | (408,414) | (426,555) | (444,700) | (462,849) | (481,002) | (499,160) | (517,328) | |
| 200.00 | (422,726) | (440,071) | (457,421) | (474,775) | (492,133) | (509,496) | (526,872) | |
| 210.00 | (437,037) | (453,587) | (470,142) | (486,701) | (503,264) | (519,832) | (536,415) | |
| 220.00 | (451,348) | (467,103) | (482,863) | (498,627) | (514,395) | (530,168) | (545,958) | |
| 230.00 | (465,659) | (480,620) | (495,584) | (510,553) | (525,526) | (540,504) | (555,502) | |
| 240.00 | (479,971) | (494,136) | (508,305) | (522,479) | (536,657) | (550,840) | (565,045) | |
| 250.00 | (494,282) | (507,652) | (521,026) | (534,405) | (547,788) | (561,176) | (574,589) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | (348,110) | | | | | | | |
| | 1,000 | (148,812) | (177,238) | (205,668) | (234,101) | (262,738) | (294,683) | (327,952) |
| | 2,000 | (162,654) | (191,080) | (219,510) | (247,944) | (277,609) | (310,873) | (344,142) |
| | 3,000 | (176,497) | (204,923) | (233,353) | (261,959) | (293,799) | (327,063) | (360,332) |
| | 4,000 | (190,339) | (218,765) | (247,195) | (276,729) | (309,989) | (343,253) | (376,522) |
| | 5,000 | (204,182) | (232,608) | (261,184) | (292,919) | (326,179) | (359,443) | (392,712) |
| | 6,000 | (218,024) | (246,450) | (275,853) | (309,109) | (342,369) | (375,633) | (408,902) |
| | 7,000 | (231,866) | (260,413) | (292,043) | (325,299) | (358,559) | (391,823) | (425,092) |
| | 8,000 | (245,709) | (274,984) | (308,233) | (341,489) | (374,749) | (408,013) | (441,282) |
| | 9,000 | (259,646) | (291,172) | (324,423) | (357,679) | (390,939) | (424,203) | (457,472) |
| | 10,000 | (274,199) | (307,362) | (340,613) | (373,869) | (407,128) | (440,393) | (473,662) |
| | 11,000 | (290,305) | (323,552) | (356,803) | (390,059) | (423,318) | (456,583) | (489,852) |
| | 12,000 | (306,495) | (339,742) | (372,993) | (406,249) | (439,508) | (472,773) | (506,044) |
| | 13,000 | (322,685) | (355,932) | (389,183) | (422,438) | (455,698) | (488,963) | (522,233) |
| | 14,000 | (338,875) | (372,122) | (405,373) | (438,628) | (471,888) | (505,153) | (538,433) |
| 15,000 | (355,065) | (388,312) | (421,563) | (454,818) | (488,078) | (521,343) | (554,627) | |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | 1,841 | (35,339) | (72,523) | (109,710) | (146,901) | (184,097) | (221,296) |
| | 16.0% | (29,673) | (65,103) | (100,536) | (135,973) | (171,413) | (206,857) | (242,306) |
| | 17.0% | (61,188) | (94,867) | (128,549) | (162,235) | (195,925) | (229,618) | (263,542) |
| | 18.0% | (92,703) | (124,631) | (156,562) | (188,497) | (220,436) | (252,379) | (286,901) |
| | 19.0% | (124,218) | (154,395) | (184,576) | (214,760) | (244,948) | (276,157) | (311,474) |
| | 20.0% | (155,733) | (184,159) | (212,589) | (241,022) | (270,035) | (302,778) | (336,047) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 275,000 | 100,000 | 19,267 | (9,159) | (37,589) | (66,022) | (95,035) | (127,778) | (161,047) |
| | 200,000 | (80,733) | (109,159) | (137,589) | (166,022) | (195,035) | (227,778) | (261,047) |
| | 300,000 | (180,733) | (209,159) | (237,589) | (266,022) | (295,035) | (327,778) | (361,047) |
| | 400,000 | (280,733) | (309,159) | (337,589) | (366,022) | (395,035) | (427,778) | (461,047) |
| | 500,000 | (380,733) | (409,159) | (437,589) | (466,022) | (495,035) | (527,778) | (561,047) |
| | 600,000 | (480,733) | (509,159) | (537,589) | (566,022) | (595,035) | (627,778) | (661,047) |
| | 700,000 | (580,733) | (609,159) | (637,589) | (666,022) | (695,035) | (727,778) | (761,047) |
| | 800,000 | (680,733) | (709,159) | (737,589) | (766,022) | (795,035) | (827,778) | (861,047) |
| | 900,000 | (780,733) | (809,159) | (837,589) | (866,022) | (895,035) | (927,778) | (961,047) |
| | 1,000,000 | (880,733) | (909,159) | (937,589) | (966,022) | (995,035) | (1,027,778) | (1,061,047) |
| | 1,100,000 | (980,733) | (1,009,159) | (1,037,589) | (1,066,022) | (1,095,035) | (1,127,778) | (1,161,047) |
| | 1,200,000 | (1,080,733) | (1,109,159) | (1,137,589) | (1,166,022) | (1,195,035) | (1,227,778) | (1,261,047) |
| | 1,300,000 | (1,180,733) | (1,209,159) | (1,237,589) | (1,266,022) | (1,295,035) | (1,327,778) | (1,361,047) |
| | 1,400,000 | (1,280,733) | (1,309,159) | (1,337,589) | (1,366,022) | (1,395,035) | (1,427,778) | (1,461,047) |
| | 1,500,000 | (1,380,733) | (1,409,159) | (1,437,589) | (1,466,022) | (1,495,035) | (1,527,778) | (1,561,047) |
| | 1,600,000 | (1,480,733) | (1,509,159) | (1,537,589) | (1,566,022) | (1,595,035) | (1,627,778) | (1,661,047) |

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Scheme Typology: Lower Value Zone No Units: 200
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | (348,110) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 0 | | (4,062) | (32,488) | (60,917) | (89,351) | (117,788) | (146,229) | (174,674) |
| Net Zero | 2,000 | | (34,396) | (62,822) | (91,252) | (119,685) | (148,122) | (176,563) | (205,008) |
| (£ per unit) | 4,000 | | (64,730) | (93,156) | (121,586) | (150,019) | (178,457) | (206,898) | (235,342) |
| 10,000 | 6,000 | | (95,065) | (123,491) | (151,920) | (180,354) | (208,791) | (237,232) | (266,031) |
| | 8,000 | | (125,399) | (153,825) | (182,255) | (210,688) | (239,125) | (268,031) | (300,568) |
| | 10,000 | | (155,733) | (184,159) | (212,589) | (241,022) | (270,035) | (302,778) | (336,047) |
| | 12,000 | | (186,068) | (214,494) | (242,923) | (272,043) | (304,993) | (338,257) | (371,526) |
| | 14,000 | | (216,402) | (244,828) | (274,055) | (307,211) | (340,471) | (373,736) | (407,005) |
| | 16,000 | | (246,736) | (276,184) | (309,435) | (342,690) | (375,950) | (409,214) | (442,495) |
| | 18,000 | | (278,416) | (311,662) | (344,913) | (378,169) | (411,429) | (444,693) | (477,992) |
| | 20,000 | | (313,894) | (347,141) | (380,392) | (413,648) | (446,908) | (480,172) | (513,489) |
| | 22,000 | | (349,373) | (382,620) | (415,871) | (449,126) | (482,386) | (515,655) | (548,987) |
| | 24,000 | | (384,852) | (418,099) | (451,350) | (484,605) | (517,865) | (551,153) | (584,484) |
| | 26,000 | | (420,330) | (453,577) | (486,828) | (520,084) | (553,344) | (586,650) | (619,981) |
| | 28,000 | | (455,809) | (489,056) | (522,307) | (555,563) | (588,822) | (622,147) | (655,478) |
| | 30,000 | | (491,288) | (524,535) | (557,786) | (591,041) | (624,317) | (657,644) | (690,975) |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | (348,110) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 70% | | 480,391 | 453,050 | 425,707 | 398,359 | 371,008 | 343,653 | 316,294 |
| | 75% | | 374,370 | 346,849 | 319,324 | 291,796 | 264,263 | 236,727 | 209,187 |
| | 80% | | 268,349 | 240,647 | 212,941 | 185,232 | 157,519 | 129,802 | 102,081 |
| Build Cost | 85% | | 162,329 | 134,446 | 106,559 | 78,668 | 50,774 | 22,876 | (5,026) |
| 100% | 90% | | 56,308 | 28,244 | 176 | (27,895) | (55,970) | (84,049) | (112,132) |
| (105% = 5% increase) | 95% | | (49,713) | (77,958) | (106,206) | (134,459) | (162,715) | (190,975) | (219,239) |
| | 100% | | (155,733) | (184,159) | (212,589) | (241,022) | (270,035) | (302,778) | (336,047) |
| | 105% | | (261,926) | (293,960) | (327,423) | (360,890) | (394,361) | (427,837) | (461,340) |
| | 110% | | (384,502) | (418,172) | (451,847) | (485,526) | (519,209) | (552,921) | (586,676) |
| | 115% | | (508,503) | (542,385) | (576,271) | (610,161) | (644,083) | (678,045) | (712,011) |
| | 120% | | (632,504) | (666,597) | (700,695) | (734,826) | (768,995) | (803,169) | (837,347) |
| | 125% | | (756,504) | (790,810) | (825,149) | (859,526) | (893,907) | (928,293) | (962,683) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | (348,110) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 80% | | (694,186) | (696,457) | (698,767) | (701,081) | (703,399) | (705,722) | (708,050) |
| | 82% | | (638,417) | (643,780) | (649,161) | (654,575) | (659,994) | (665,417) | (670,845) |
| Market Values | 84% | | (582,649) | (591,110) | (599,575) | (608,069) | (616,589) | (625,112) | (633,640) |
| 100% | 86% | | (526,880) | (538,439) | (550,003) | (561,570) | (573,183) | (584,807) | (596,436) |
| (105% = 5% increase) | 88% | | (471,112) | (485,769) | (500,431) | (515,097) | (529,778) | (544,502) | (559,231) |
| | 90% | | (415,343) | (433,099) | (450,859) | (468,623) | (486,392) | (504,197) | (522,027) |
| | 92% | | (359,575) | (380,429) | (401,287) | (422,149) | (443,016) | (463,892) | (484,822) |
| | 94% | | (303,806) | (327,758) | (351,715) | (375,675) | (399,640) | (423,610) | (447,617) |
| | 96% | | (251,097) | (275,088) | (302,143) | (329,202) | (356,265) | (383,333) | (410,413) |
| | 98% | | (203,415) | (229,192) | (254,973) | (282,728) | (312,889) | (343,056) | (373,226) |
| | 100% | | (155,733) | (184,159) | (212,589) | (241,022) | (270,035) | (302,778) | (336,047) |
| | 102% | | (108,051) | (139,126) | (170,205) | (201,287) | (232,373) | (263,696) | (298,868) |
| | 104% | | (60,369) | (94,093) | (127,821) | (161,552) | (195,287) | (229,026) | (262,977) |
| | 106% | | (12,687) | (49,060) | (85,437) | (121,817) | (158,201) | (194,589) | (230,981) |
| | 108% | | 34,995 | (4,027) | (43,053) | (82,082) | (121,115) | (160,152) | (199,193) |
| | 110% | | 82,677 | 41,006 | (669) | (42,347) | (84,029) | (125,715) | (167,405) |
| | 112% | | 130,359 | 86,039 | 41,716 | (2,612) | (46,943) | (91,278) | (135,617) |
| | 114% | | 178,041 | 131,072 | 84,100 | 37,123 | (9,857) | (56,841) | (103,829) |
| | 116% | | 225,724 | 176,105 | 126,484 | 76,858 | 27,229 | (22,404) | (72,041) |
| | 118% | | 273,406 | 221,139 | 168,868 | 116,593 | 64,315 | 12,033 | (40,253) |
| | 120% | | 321,088 | 266,172 | 211,252 | 156,328 | 101,401 | 46,470 | (8,465) |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | (348,110) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 5,000 | | (148,810) | (173,775) | (198,743) | (223,715) | (248,691) | (274,492) | (303,659) |
| | 10,000 | | (141,887) | (163,390) | (184,897) | (206,408) | (227,922) | (249,440) | (271,625) |
| Grant (£ per unit) | 15,000 | | (134,964) | (153,006) | (171,051) | (189,100) | (207,153) | (225,210) | (243,270) |
| - | 20,000 | | (128,041) | (142,622) | (157,205) | (171,793) | (186,384) | (200,979) | (215,578) |
| | 25,000 | | (121,118) | (132,237) | (143,359) | (154,485) | (165,615) | (176,749) | (187,886) |
| | 30,000 | | (114,195) | (121,853) | (129,514) | (137,178) | (144,846) | (152,519) | (160,195) |
| | 35,000 | | (107,273) | (111,468) | (115,668) | (119,871) | (124,078) | (128,288) | (132,503) |
| | 40,000 | | (100,350) | (101,084) | (101,822) | (102,563) | (103,309) | (104,058) | (104,811) |
| | 45,000 | | (93,427) | (90,699) | (87,976) | (85,256) | (82,540) | (79,828) | (77,119) |
| | 50,000 | | (86,504) | (80,315) | (74,130) | (67,949) | (61,771) | (55,597) | (49,427) |
| | 55,000 | | (79,581) | (69,931) | (60,284) | (50,641) | (41,002) | (31,367) | (21,735) |

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

240306_BCC Appraisal_LVGF_v0.2 - Summary Table

| Appraisal Ref: | 26 | 27 | 28 | 29 | 30 | 31 | 32 |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Scheme Typology: | Lower Value Zone | Lower Value Zone | Lower Value Zone | Lower Value Zone | Lower Value Zone | Lower Value Zone | Lower Value Zone |
| No Units: | 8 | 15 | 30 | 45 | 75 | 125 | 200 |
| Location / Value Zone: | Lower Value | Lower Value | Lower Value | Lower Value | Lower Value | Lower Value | Lower Value |
| Greenfield/Brownfield: | Greenfield | Greenfield | Greenfield | Greenfield | Greenfield | Greenfield | Greenfield |
| Notes: | | | | | | | |
| Total GDV (£) | 2,166,000 | 3,470,805 | 6,941,611 | 10,412,416 | 16,219,078 | 27,031,797 | 44,164,813 |
| Policy Assumptions | - | - | - | - | - | - | - |
| AH Target % (& mix): | 0% | 35% | 35% | 35% | 35% | 35% | 35% |
| Affordable Rent: | 60% | 60% | 60% | 60% | 60% | 60% | 60% |
| Social Rent: | 10% | 10% | 10% | 10% | 10% | 10% | 10% |
| First Homes: | 25% | 25% | 25% | 25% | 25% | 25% | 25% |
| Other Intermediate (LCHO/Sub-Market etc.): | 5% | 5% | 5% | 5% | 5% | 5% | 5% |
| CIL (£ psm) | - | - | - | - | - | - | - |
| CIL (£ per unit) | - | - | - | - | - | - | - |
| Site Specific S106 (£ per unit) | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 |
| Sub-total CIL+S106 (£ per unit) | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 |
| Site Infrastructure (£ per unit) | - | - | - | - | - | - | - |
| Sub-total CIL+S106+Infrastructure (£ per unit) | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 |
| Profit KPI's | - | - | - | - | - | - | - |
| Developers Profit (% on OMS) | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% |
| Developers Profit (% on AH) | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% |
| Developers Profit (% blended) | 20.00% | 16.65% | 16.65% | 16.65% | 16.65% | 16.65% | 16.43% |
| Developers Profit (% on costs) | 25.36% | 18.39% | 18.26% | 18.36% | 17.83% | 19.14% | 19.18% |
| Developers Profit Total (£) | 433,200 | 577,822 | 1,155,644 | 1,733,466 | 2,699,870 | 4,499,783 | 7,254,489 |
| Land Value KPI's | - | - | - | - | - | - | - |
| RLV (£/acre (net)) | 45,239 | (269,159) | (293,253) | (274,900) | (386,672) | (126,633) | (73,110) |
| RLV (£/ha (net)) | 111,785 | (665,092) | (724,628) | (679,277) | (955,466) | (312,909) | (180,655) |
| RLV (% of GDV) | 1.03% | -7.19% | -7.83% | -7.34% | -11.05% | -3.62% | -2.05% |
| RLV Total (£) | 22,357 | (249,409) | (543,471) | (764,187) | (1,791,498) | (977,840) | (903,275) |
| BLV (£/acre (net)) | 275,000 | 275,000 | 275,000 | 275,000 | 275,000 | 275,000 | 275,000 |
| BLV (£/ha (net)) | 679,525 | 679,525 | 679,525 | 679,525 | 679,525 | 679,525 | 679,525 |
| BLV Total (£) | 135,905 | 254,822 | 509,644 | 764,466 | 1,274,109 | 2,123,516 | 3,397,625 |
| Surplus/Deficit (£/acre) [RLV-BLV] | (229,761) | (544,159) | (568,253) | (549,900) | (661,672) | (401,633) | (348,110) |
| Surplus/Deficit (£/ha) | (567,740) | (1,344,617) | (1,404,153) | (1,358,802) | (1,634,991) | (992,434) | (860,180) |
| Surplus/Deficit Total (£) | (113,548) | (504,231) | (1,053,114) | (1,528,652) | (3,065,608) | (3,101,356) | (4,300,900) |
| Plan Viability comments | Marginal | Not Viable | Not Viable | Not Viable | Not Viable | Not Viable | Not Viable |

240306_BCC Appraisal_MVGF_v0.2

Appraisal Ref: **33** (see Typologies Matrix)
 Scheme Typology: **Medium Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | | | | | | |
|--|--|-------------------------|--|--|--|--|--|------------|--|--------------------|--|---------------|--|
| Total number of units in scheme | | | | 8 Units | | | | | | | | | |
| AH Policy requirement (% Target) | | | | 0% | | | | | | | | | |
| Open Market Sale (OMS) housing | | | | 100% | | | | | | | | | |
| AH tenure split % | | | | 70.0% % Rented | | | | | | | | | |
| Open Market Sale (OMS) | | | | 100% | | | | | | | | | |
| Affordable Rent: | | | | 60.0% | | | | | | | | | |
| Social Rent: | | | | 10.0% | | | | | | | | | |
| First Homes: | | | | 25.0% | | | | | | | | | |
| Other Intermediate (LCHO/Sub-Market etc.): | | | | 5.0% | | | | | | | | | |
| | | | | 0.0% % of total (>10% First Homes PPG 023) | | | | | | | | | |
| | | | | 100.0% 100.0% | | | | | | | | | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | | | | | | | |
| Unit mix - | | OMS Unit mix% | | MV # units | | AH mix% | | AH # units | | Overall mix% | | Total # units | |
| 1 bed House | | 0.0% | | 0.0 | | 0.0% | | 0.0 | | 0% | | 0.0 | |
| 2 bed House | | 35.0% | | 2.8 | | 35.0% | | 0.0 | | 35% | | 2.8 | |
| 3 bed House | | 40.0% | | 3.2 | | 40.0% | | 0.0 | | 40% | | 3.2 | |
| 4 bed House | | 25.0% | | 2.0 | | 25.0% | | 0.0 | | 25% | | 2.0 | |
| 5 bed House | | 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% | | 8.0 | | 100.0% | | 0.0 | | 100% | | 8.0 | |
| OMS Unit Floor areas - | | Net area per unit (sqm) | | Net to Gross % | | Gross (GIA) per unit (sqm) | | | | | | | |
| 1 bed House | | 62.0 | | 667 | | % | | 62.0 | | 667 | | | |
| 2 bed House | | 79.0 | | 850 | | | | 79.0 | | 850 | | | |
| 3 bed House | | 95.0 | | 1,023 | | | | 95.0 | | 1,023 | | | |
| 4 bed House | | 120.0 | | 1,292 | | | | 120.0 | | 1,292 | | | |
| 5 bed House | | 140.0 | | 1,507 | | | | 140.0 | | 1,507 | | | |
| 1 bed Flat | | 50.0 | | 538 | | 85.0% | | 58.8 | | 633 | | | |
| 2 bed Flat | | 70.0 | | 753 | | 85.0% | | 82.4 | | 886 | | | |
| 3 bed Flat | | 80.0 | | 861 | | 85.0% | | 94.1 | | 1,013 | | | |
| AH Unit Floor areas - | | Net area per unit (sqm) | | Net to Gross % | | Gross (GIA) per unit (sqm) | | | | | | | |
| 1 bed House | | 62.0 | | 667 | | % | | 62.0 | | 667 | | | |
| 2 bed House | | 79.0 | | 850 | | | | 79.0 | | 850 | | | |
| 3 bed House | | 95.0 | | 1,023 | | | | 95.0 | | 1,023 | | | |
| 4 bed House | | 120.0 | | 1,292 | | | | 120.0 | | 1,292 | | | |
| 5 bed House | | 140.0 | | 1,507 | | | | 140.0 | | 1,507 | | | |
| 1 bed Flat | | 50.0 | | 538 | | 85.0% | | 58.8 | | 633 | | | |
| 2 bed Flat | | 70.0 | | 753 | | 85.0% | | 82.4 | | 886 | | | |
| 3 bed Flat | | 80.0 | | 861 | | 85.0% | | 94.1 | | 1,013 | | | |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | | AH units GIA (sqm) | | Total GIA (all units) (sqm) | | | | | | | |
| 1 bed House | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| 2 bed House | | 221 | | 2,381 | | 221 | | 2,381 | | 2,381 | | 2,381 | |
| 3 bed House | | 304 | | 3,272 | | 304 | | 3,272 | | 3,272 | | 3,272 | |
| 4 bed House | | 240 | | 2,583 | | 240 | | 2,583 | | 2,583 | | 2,583 | |
| 5 bed House | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| 1 bed Flat | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| 2 bed Flat | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| 3 bed Flat | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| | | 765 | | 8,237 | | 0 | | 0 | | 765 | | 8,237 | |
| AH % by floor area: | | | | | | 0.00% AH % by floor area (difference due to mix) | | | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | | £ psm | | £ psf | | | | total MV £ (no AH) | | | |
| 1 bed House | | 200,000 | | 3,226 | | 300 | | | | 0 | | | |
| 2 bed House | | 250,000 | | 3,165 | | 294 | | | | 700,000 | | | |
| 3 bed House | | 365,000 | | 3,842 | | 357 | | | | 1,168,000 | | | |
| 4 bed House | | 425,000 | | 3,542 | | 329 | | | | 850,000 | | | |
| 5 bed House | | 475,000 | | 3,393 | | 315 | | | | 0 | | | |
| 1 bed Flat | | 150,000 | | 3,000 | | 279 | | | | 0 | | | |
| 2 bed Flat | | 200,000 | | 2,857 | | 265 | | | | 0 | | | |
| 3 bed Flat | | 375,000 | | 4,688 | | 435 | | | | 0 | | | |
| | | | | | | | | | | 2,718,000 | | | |
| Affordable Housing values (£) - | | Aff. Rent £ | | % of MV | | Social Rent £ | | % of MV | | First Homes £* | | % of MV | |
| 1 bed House | | 110,000 | | 55% | | 90,000 | | 45% | | 140,000 | | 70% | |
| 2 bed House | | 137,500 | | 55% | | 112,500 | | 45% | | 175,000 | | 70% | |
| 3 bed House | | 200,750 | | 55% | | 164,250 | | 45% | | 250,000 | | 70% | |
| 4 bed House | | 233,750 | | 55% | | 191,250 | | 45% | | 250,000 | | 70% | |
| 5 bed House | | 261,250 | | 55% | | 213,750 | | 45% | | 250,000 | | 70% | |
| 1 bed Flat | | 82,500 | | 55% | | 67,500 | | 45% | | 105,000 | | 70% | |
| 2 bed Flat | | 110,000 | | 55% | | 90,000 | | 45% | | 140,000 | | 70% | |
| 3 bed Flat | | 206,250 | | 55% | | 168,750 | | 45% | | 250,000 | | 70% | |
| | | | | | | | | | | | | | |

* capped @£250K

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Scheme Typology: **Medium Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|------------|--|-----------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 2.8 | @ | 250,000 | 700,000 |
| 3 bed House | 3.2 | @ | 365,000 | 1,168,000 |
| 4 bed House | 2.0 | @ | 425,000 | 850,000 |
| 5 bed House | 0.0 | @ | 475,000 | - |
| 1 bed Flat | 0.0 | @ | 150,000 | - |
| 2 bed Flat | 0.0 | @ | 200,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 8.0 | | | 2,718,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 0.0 | @ | 137,500 | - |
| 3 bed House | 0.0 | @ | 200,750 | - |
| 4 bed House | 0.0 | @ | 233,750 | - |
| 5 bed House | 0.0 | @ | 261,250 | - |
| 1 bed Flat | 0.0 | @ | 82,500 | - |
| 2 bed Flat | 0.0 | @ | 110,000 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.0 | @ | 112,500 | - |
| 3 bed House | 0.0 | @ | 164,250 | - |
| 4 bed House | 0.0 | @ | 191,250 | - |
| 5 bed House | 0.0 | @ | 213,750 | - |
| 1 bed Flat | 0.0 | @ | 67,500 | - |
| 2 bed Flat | 0.0 | @ | 90,000 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 0.0 | | | - |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 0.0 | @ | 175,000 | - |
| 3 bed House | 0.0 | @ | 250,000 | - |
| 4 bed House | 0.0 | @ | 250,000 | - |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 105,000 | - |
| 2 bed Flat | 0.0 | @ | 140,000 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 0.0 | | | - |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.0 | @ | 187,500 | - |
| 3 bed House | 0.0 | @ | 273,750 | - |
| 4 bed House | 0.0 | @ | 318,750 | - |
| 5 bed House | 0.0 | @ | 356,250 | - |
| 1 bed Flat | 0.0 | @ | 112,500 | - |
| 2 bed Flat | 0.0 | @ | 150,000 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.0 | 0.0 | | - |
| Sub-total GDV Residential | 8 | | | 2,718,000 |
| AH on-site cost analysis: | | | £MV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 0 | AH units @ | 0 per unit | - |
| Total GDV | | | | 2,718,000 |

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Scheme Typology: **Medium Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | | | | |
|---|----------------|------|-----------|-------|-------|-------------------|------------|---------------|-----------|
| Initial Payments - | | | | | | | | | |
| Statutory Planning Fees (Residential) (3,696) | | | | | | | | | |
| Planning Application Professional Fees, Surveys and reports (10,000) | | | | | | | | | |
| CIL (Mrkt only + garages) 821 sqm 90.39 £ psm (74,210) | | | | | | | | | |
| CIL analysis: 2.73% % of GDV 9,276 £ per unit (total units) | | | | | | | | | |
| Site Specific S106 Contributions | | | | | | | | | |
| Year 1 | | | | | 0 | | | | - |
| Year 2 | | | | | 0 | | | | - |
| Year 3 | | | | | 0 | | | | - |
| Year 4 | | | | | 0 | | | | - |
| Year 5 | | | | | 0 | | | | - |
| Year 6 | | | | | 0 | | | | - |
| Year 7 | | | | | 0 | | | | - |
| Year 8 | | | | | 0 | | | | - |
| Year 9 | | | | | 0 | | | | - |
| Year 10 | | | | | 0 | | | | - |
| Year 11 | | | | | 0 | | | | - |
| Year 12 | | | | | 0 | | | | - |
| Year 13 | | | | | 0 | | | | - |
| Year 14 | | | | | 0 | | | | - |
| Year 15 | | | | | 0 | | | | - |
| Years 1-15 | | | 8 units @ | | 4,300 | per unit | | | (34,400) |
| Sub-total (34,400) | | | | | | | | | |
| S106 analysis: 172,000 £ per ha 1.27% % of GDV 4,300 £ per unit (total units) | | | | | | | | | |
| AH Commuted Sum 765 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) | | | | | | | | | |
| Site Infrastructure costs - | | | | | | | | | |
| Year 1 | | | | | 0 | | | | - |
| Year 2 | | | | | 0 | | | | - |
| Year 3 | | | | | 0 | | | | - |
| Year 4 | | | | | 0 | | | | - |
| Year 5 | | | | | 0 | | | | - |
| Year 6 | | | | | 0 | | | | - |
| Year 7 | | | | | 0 | | | | - |
| Year 8 | | | | | 0 | | | | - |
| Year 9 | | | | | 0 | | | | - |
| Year 10 | | | | | 0 | | | | - |
| Year 11 | | | | | 0 | | | | - |
| Year 12 | | | | | 0 | | | | - |
| Year 13 | | | | | 0 | | | | - |
| Year 14 | | | | | 0 | | | | - |
| Year 15 | | | | | 0 | | | | - |
| Years 1-15 | | | 8 units @ | | 0 | per unit | | | - |
| Sub-total - | | | | | | | | | |
| Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units) | | | | | | | | | |
| 1 bed House | | | - | sqm @ | 1,423 | psm | | | - |
| 2 bed House | | | 221 | sqm @ | 1,423 | psm | | | (314,768) |
| 3 bed House | | | 304 | sqm @ | 1,423 | psm | | | (432,592) |
| 4 bed House | | | 240 | sqm @ | 1,423 | psm | | | (341,520) |
| 5 bed House | | | - | sqm @ | 1,423 | psm | | | - |
| 1 bed Flat | | | - | sqm @ | 1,638 | psm | | | - |
| 2 bed Flat | | | - | sqm @ | 1,638 | psm | | | - |
| 3 bed Flat | | | - | sqm @ | 1,638 | psm | | | - |
| Garages for 3B House (Mrkt only) | 3 | 50% | units @ | | 18 | sqm @ | 600 | psm | (17,280) |
| Garages for 4B House (Mrkt only) | 2 | 75% | units @ | | 18 | sqm @ | 600 | psm | (16,200) |
| Garages for 5B House (Mrkt only) | - | 120% | units @ | | 18 | sqm @ | 600 | psm | - |
| Sub-total 56 1,122,360 @ 15.0% (168,354) | | | | | | | | | |
| External works Ext. Works analysis: 21,044 £ per unit (total units) | | | | | | | | | |
| Policy Costs on design - | | | | | | | | | |
| Net Biodiversity costs 8 units @ 1,003 £ per unit (8,024) | | | | | | | | | |
| M4(2) Category 2 Housing | Aff units | - | units @ | 90% | @ | 521 | £ per unit | | - |
| M4(2) Category 2 Housing | OMS units | 8 | units @ | 90% | @ | 521 | £ per unit | | (3,751) |
| M4(3) Category 3 Housing | Aff units | - | units @ | 10% | @ | 10,111 | £ per unit | | - |
| M4(3) Category 3 Housing | OMS units | 8 | units @ | 10% | @ | 10,111 | £ per unit | | (8,089) |
| Net Zero Cost | | | 8 units @ | | | 10,000 | £ per unit | | (80,000) |
| Urban Greening | No. of storeys | 2.0 | equals | | 383 | sqm footprint | 100 | £ sqm | (38,260) |
| EV Charging Points - Houses | | | 8 units @ | | | 1,000 | £ per unit | | (8,000) |
| EV Charging Points - Flats | | | - units @ | | 4 | flats per charger | 2,500 | £ per 4 units | - |
| Sub-total 2 units @ 0 £ per unit (146,124) | | | | | | | | | |
| Policy Costs analysis: (design costs only) 18,266 £ per unit (total units) | | | | | | | | | |
| Contingency (on construction) 1,436,838 @ 3.0% (43,105) | | | | | | | | | |

240306_BCC Appraisal_MVGF_v0.2

Scheme Typology: **Medium Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| | | | | | |
|--|------------------|------------------|---------------------------|-------------------------------------|--------------------|
| Professional Fees | 1,436,838 @ | | 6.5% | | (93,394) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 2,718,000 OMS @ | | 3.00% | 10,193 £ per unit | (81,540) |
| Residential Sales Agent Costs | 2,718,000 OMS @ | | 1.00% | 3,398 £ per unit | (27,180) |
| Residential Sales Legal Costs | 2,718,000 OMS @ | | 0.35% | 1,189 £ per unit | (9,513) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 13,529 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | | 8.00% APR | | 0.643% pcm | (2,442) |
| Developers Profit - | | | | | |
| Profit on OMS | 2,718,000 | | 20.00% | | (543,600) |
| Margin on AH | 0 | | 6.00% on AH values | | - |
| Profit analysis: | 2,718,000 | | 20.00% blended GDV | | (543,600) |
| | 1,806,318 | | 30.09% on costs | | (543,600) |
| TOTAL COSTS | | | | | (2,349,918) |

| | | | | | |
|----------------------------------|--------------------------|-----------------------------------|-----------------------------------|--|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 368,082 |
| SDLT | 368,082 @ | | HMRC formula | | (7,904) |
| Acquisition Agent fees | 368,082 @ | | 1.0% | | (3,681) |
| Acquisition Legal fees | 368,082 @ | | 0.5% | | (1,840) |
| Interest on Land | 368,082 @ | | 8.00% | | (29,447) |
| Residual Land Value | | | | | 325,210 |
| RLV analysis: | 40,651 £ per plot | 1,626,049 £ per ha (net) | 658,053 £ per acre (net) | | |
| | | 1,300,839 £ per ha (gross) | 526,442 £ per acre (gross) | | |
| | | | 11.97% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 0.20 ha (net) | | 0.49 acres (net) | |
| Net to Gross ratio | | 80% | | | |
| Site Area (gross) | | 0.25 ha (gross) | | 0.62 acres (gross) | |
| Density analysis: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 32 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | | 135,905 |
| BLV analysis: | | 543,620 £ per ha (gross) | 220,000 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-------------------------------|--|---------------------------------|----------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 946,524 £ per ha (net) | | 383,053 £ per acre (net) | 189,305 |

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Scheme Typology: **Medium Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

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)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| CL £ psm 90.39 | 383,053 | 0.00 | 418,121 | 371,460 | 324,799 | 278,139 | 231,478 | 184,817 | 136,732 |
| | 10.00 | 405,337 | 359,387 | 313,436 | 267,486 | 221,535 | 175,473 | 127,911 | |
| | 20.00 | 392,554 | 347,313 | 302,073 | 256,833 | 211,593 | 165,917 | 119,089 | |
| | 30.00 | 379,770 | 335,240 | 290,710 | 246,180 | 201,650 | 156,361 | 110,268 | |
| | 40.00 | 366,987 | 323,167 | 279,347 | 235,527 | 191,707 | 146,804 | 101,447 | |
| | 50.00 | 354,203 | 311,093 | 267,984 | 224,874 | 181,765 | 137,248 | 92,625 | |
| | 60.00 | 341,420 | 299,020 | 256,621 | 214,221 | 171,578 | 127,691 | 83,804 | |
| | 70.00 | 328,636 | 286,947 | 245,258 | 203,568 | 161,287 | 118,135 | 74,983 | |
| | 80.00 | 315,853 | 274,874 | 233,895 | 192,916 | 150,995 | 108,578 | 66,161 | |
| | 90.00 | 303,069 | 262,800 | 222,531 | 182,263 | 140,704 | 99,022 | 57,340 | |
| | 100.00 | 290,286 | 250,727 | 211,168 | 171,359 | 130,412 | 89,465 | 48,519 | |
| | 110.00 | 277,502 | 238,654 | 199,805 | 160,332 | 120,120 | 79,909 | 39,697 | |
| | 120.00 | 264,719 | 226,581 | 188,442 | 149,305 | 109,829 | 70,352 | 30,876 | |
| | 130.00 | 251,935 | 214,507 | 177,200 | 138,279 | 99,537 | 60,796 | 22,055 | |
| | 140.00 | 239,152 | 202,434 | 165,258 | 127,252 | 89,246 | 51,239 | 13,233 | |
| | 150.00 | 226,368 | 190,361 | 153,496 | 116,225 | 78,954 | 41,683 | 4,412 | |
| | 160.00 | 213,585 | 178,271 | 141,735 | 105,199 | 68,663 | 32,127 | (4,502) | |
| | 170.00 | 200,801 | 165,774 | 129,973 | 94,172 | 58,371 | 22,570 | (13,523) | |
| | 180.00 | 188,018 | 153,277 | 118,211 | 83,145 | 48,079 | 13,014 | (22,543) | |
| | 190.00 | 175,111 | 140,780 | 106,449 | 72,119 | 37,788 | 3,457 | (31,564) | |
| 200.00 | 161,879 | 128,283 | 94,687 | 61,092 | 27,496 | (6,230) | (40,585) | | |
| 210.00 | 148,647 | 115,786 | 82,926 | 50,065 | 17,205 | (16,002) | (49,606) | | |
| 220.00 | 135,415 | 103,289 | 71,164 | 39,038 | 6,913 | (25,775) | (58,626) | | |
| 230.00 | 122,183 | 90,792 | 59,402 | 28,012 | (3,448) | (35,547) | (67,647) | | |
| 240.00 | 108,951 | 78,295 | 47,640 | 16,985 | (13,972) | (45,320) | (76,668) | | |
| 250.00 | 95,718 | 65,798 | 35,878 | 5,958 | (24,496) | (55,092) | (85,688) | | |

TABLE 2

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|--------|-----------------------------------|---------|---------|---------|----------|----------|----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | 348,244 | 308,003 | 267,762 | 227,521 | 187,280 | 145,925 | 104,272 |
| | 2,000 | 334,404 | 294,163 | 253,922 | 213,680 | 173,252 | 131,599 | 89,946 |
| | 3,000 | 320,563 | 280,322 | 240,081 | 199,840 | 158,926 | 117,273 | 75,620 |
| | 4,000 | 306,723 | 266,482 | 226,240 | 185,999 | 144,600 | 102,947 | 61,294 |
| | 5,000 | 292,882 | 252,641 | 212,400 | 171,927 | 130,274 | 88,621 | 46,968 |
| | 6,000 | 279,042 | 238,801 | 198,559 | 157,601 | 115,948 | 74,295 | 32,641 |
| | 7,000 | 265,201 | 224,960 | 184,719 | 143,275 | 101,621 | 59,968 | 18,315 |
| | 8,000 | 251,361 | 211,119 | 170,602 | 128,948 | 87,295 | 45,642 | 3,989 |
| | 9,000 | 237,520 | 197,279 | 156,275 | 114,622 | 72,969 | 31,316 | (10,564) |
| | 10,000 | 223,680 | 183,438 | 141,949 | 100,296 | 58,643 | 16,990 | (25,214) |
| | 11,000 | 209,839 | 169,276 | 127,623 | 85,970 | 44,317 | 2,664 | (39,864) |
| | 12,000 | 195,998 | 154,950 | 113,297 | 71,644 | 29,991 | (11,919) | (54,514) |
| | 13,000 | 182,158 | 140,624 | 98,971 | 57,318 | 15,664 | (26,569) | (69,163) |
| | 14,000 | 167,951 | 126,298 | 84,645 | 42,991 | 1,338 | (41,219) | (83,813) |
| | 15,000 | 153,625 | 111,971 | 70,318 | 28,665 | (13,274) | (55,869) | (98,463) |

TABLE 3

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-------|-----------------------------------|---------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | 514,175 | 462,178 | 410,181 | 358,184 | 306,187 | 254,190 | 202,193 |
| | 16.0% | 471,854 | 422,209 | 372,563 | 322,917 | 273,271 | 223,625 | 173,812 |
| | 17.0% | 429,534 | 382,239 | 334,944 | 287,650 | 240,355 | 193,060 | 144,608 |
| | 18.0% | 387,213 | 342,269 | 297,326 | 252,382 | 207,439 | 161,924 | 115,404 |
| | 19.0% | 344,892 | 302,299 | 259,707 | 217,115 | 174,373 | 130,287 | 86,200 |
| | 20.0% | 302,571 | 262,329 | 222,088 | 181,847 | 140,302 | 98,649 | 56,996 |

TABLE 4

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 275,000 | 100,000 | 477,571 | 437,329 | 397,088 | 356,847 | 315,302 | 273,649 | 231,996 |
| | 200,000 | 377,571 | 337,329 | 297,088 | 256,847 | 215,302 | 173,649 | 131,996 |
| | 300,000 | 277,571 | 237,329 | 197,088 | 156,847 | 115,302 | 73,649 | 31,996 |
| | 400,000 | 177,571 | 137,329 | 97,088 | 56,847 | 15,302 | (26,351) | (68,004) |
| | 500,000 | 77,571 | 37,329 | (2,912) | (43,153) | (84,698) | (126,351) | (168,004) |
| | 600,000 | (22,429) | (62,671) | (102,912) | (143,153) | (184,698) | (226,351) | (268,004) |
| | 700,000 | (122,429) | (162,671) | (202,912) | (243,153) | (284,698) | (326,351) | (368,004) |
| | 800,000 | (222,429) | (262,671) | (302,912) | (343,153) | (384,698) | (426,351) | (468,004) |
| | 900,000 | (322,429) | (362,671) | (402,912) | (443,153) | (484,698) | (526,351) | (568,004) |
| | 1,000,000 | (422,429) | (462,671) | (502,912) | (543,153) | (584,698) | (626,351) | (668,004) |
| | 1,100,000 | (522,429) | (562,671) | (602,912) | (643,153) | (684,698) | (726,351) | (768,004) |
| | 1,200,000 | (622,429) | (662,671) | (702,912) | (743,153) | (784,698) | (826,351) | (868,004) |
| | 1,300,000 | (722,429) | (762,671) | (802,912) | (843,153) | (884,698) | (926,351) | (968,004) |
| | 1,400,000 | (822,429) | (862,671) | (902,912) | (943,153) | (984,698) | (1,026,351) | (1,068,004) |
| | 1,500,000 | (922,429) | (962,671) | (1,002,912) | (1,043,153) | (1,084,698) | (1,126,351) | (1,168,004) |
| | 1,600,000 | (1,022,429) | (1,062,671) | (1,102,912) | (1,143,153) | (1,184,698) | (1,226,351) | (1,268,004) |

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Scheme Typology: **Medium Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

TABLE 5

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|---------|-----------------------------------|----------|----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 383,053 | | | | | | | |
| | 0 | 454,287 | 414,046 | 373,805 | 333,564 | 293,323 | 253,081 | 212,840 |
| Net Zero | 2,000 | 423,944 | 383,703 | 343,462 | 303,220 | 262,979 | 222,738 | 182,497 |
| (£ per unit) | 4,000 | 393,601 | 353,359 | 313,118 | 272,877 | 232,636 | 192,395 | 151,220 |
| 10,000 | 6,000 | 363,257 | 323,016 | 282,775 | 242,534 | 202,293 | 161,465 | 119,812 |
| | 8,000 | 332,914 | 292,673 | 252,432 | 212,190 | 171,710 | 130,057 | 88,404 |
| | 10,000 | 302,571 | 262,329 | 222,088 | 181,847 | 140,302 | 98,649 | 56,996 |
| | 12,000 | 272,227 | 231,986 | 191,745 | 150,547 | 108,894 | 67,241 | 25,588 |
| | 14,000 | 241,884 | 201,643 | 160,793 | 119,139 | 77,486 | 35,833 | (5,945) |
| | 16,000 | 211,541 | 171,038 | 129,385 | 87,731 | 46,078 | 4,425 | (38,062) |
| | 18,000 | 181,197 | 139,630 | 97,977 | 56,323 | 14,670 | (27,586) | (70,180) |
| | 20,000 | 149,875 | 108,222 | 66,569 | 24,915 | (17,109) | (59,703) | (102,298) |
| | 22,000 | 118,467 | 76,814 | 35,161 | (6,632) | (49,227) | (91,821) | (134,416) |
| | 24,000 | 87,059 | 45,406 | 3,753 | (38,750) | (81,344) | (123,939) | (166,533) |
| | 26,000 | 55,651 | 13,998 | (28,273) | (70,868) | (113,462) | (156,057) | (198,651) |
| | 28,000 | 24,243 | (17,797) | (60,391) | (102,986) | (145,580) | (188,174) | (230,769) |
| | 30,000 | (7,320) | (49,914) | (92,509) | (135,103) | (177,698) | (220,292) | (262,887) |

TABLE 6

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|---------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 383,053 | | | | | | | |
| | 70% | 1,015,000 | 974,759 | 934,518 | 894,277 | 854,035 | 813,794 | 773,553 |
| | 75% | 896,262 | 856,021 | 815,780 | 775,538 | 735,297 | 695,056 | 654,815 |
| Build Cost | 80% | 777,524 | 737,283 | 697,041 | 656,800 | 616,559 | 576,318 | 536,077 |
| 100% | 85% | 658,785 | 618,544 | 578,303 | 538,062 | 497,821 | 457,580 | 417,338 |
| (105% = 5% increase) | 90% | 540,047 | 499,806 | 459,565 | 419,324 | 379,082 | 338,841 | 298,600 |
| | 95% | 421,309 | 381,068 | 340,827 | 300,585 | 260,344 | 220,103 | 179,862 |
| | 100% | 302,571 | 262,329 | 222,088 | 181,847 | 140,302 | 98,649 | 56,996 |
| | 105% | 183,832 | 142,357 | 100,704 | 59,051 | 17,398 | (24,797) | (67,391) |
| | 110% | 61,106 | 19,453 | (22,695) | (65,290) | (107,884) | (150,479) | (193,073) |
| | 115% | (63,188) | (105,783) | (148,377) | (190,972) | (233,566) | (276,282) | (323,458) |
| | 120% | (188,870) | (231,465) | (274,059) | (321,026) | (368,092) | (415,158) | (462,632) |
| | 125% | (318,704) | (365,770) | (412,836) | (459,901) | (506,967) | (554,288) | (601,806) |

TABLE 7

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|---------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 383,053 | | | | | | | |
| | 80% | (373,236) | (378,696) | (384,155) | (389,615) | (395,075) | (400,785) | (406,582) |
| | 82% | (298,345) | (307,965) | (317,586) | (327,206) | (336,826) | (346,548) | (356,518) |
| Market Values | 84% | (228,351) | (240,823) | (253,295) | (265,766) | (278,578) | (292,359) | (306,453) |
| 100% | 86% | (160,575) | (176,812) | (193,049) | (209,286) | (225,523) | (241,760) | (258,157) |
| (105% = 5% increase) | 88% | (92,799) | (112,801) | (132,804) | (152,806) | (172,809) | (192,811) | (212,849) |
| | 90% | (25,023) | (48,791) | (72,558) | (96,326) | (120,094) | (143,862) | (167,629) |
| | 92% | 41,802 | 14,877 | (12,313) | (39,846) | (67,379) | (94,912) | (122,445) |
| | 94% | 108,080 | 77,473 | 46,866 | 16,260 | (14,664) | (45,963) | (77,261) |
| | 96% | 174,358 | 140,069 | 105,780 | 71,491 | 37,203 | 2,914 | (32,077) |
| | 98% | 238,539 | 201,855 | 164,694 | 126,723 | 88,752 | 50,781 | 12,810 |
| | 100% | 302,571 | 262,329 | 222,088 | 181,847 | 140,302 | 98,649 | 56,996 |
| | 102% | 366,602 | 322,804 | 279,005 | 235,207 | 191,408 | 146,517 | 101,181 |
| | 104% | 430,634 | 383,278 | 335,922 | 288,566 | 241,211 | 193,855 | 145,367 |
| | 106% | 494,665 | 443,752 | 392,839 | 341,926 | 291,013 | 240,100 | 189,187 |
| | 108% | 558,697 | 504,227 | 449,756 | 395,286 | 340,815 | 286,345 | 231,875 |
| | 110% | 622,729 | 564,701 | 506,673 | 448,645 | 390,618 | 332,590 | 274,562 |
| | 112% | 686,760 | 625,175 | 563,590 | 502,005 | 440,420 | 378,835 | 317,250 |
| | 114% | 750,792 | 685,649 | 620,507 | 555,365 | 490,222 | 425,080 | 359,938 |
| | 116% | 814,823 | 746,124 | 677,424 | 608,724 | 540,025 | 471,325 | 402,625 |
| | 118% | 878,855 | 806,598 | 734,341 | 662,084 | 589,827 | 517,570 | 445,313 |
| | 120% | 942,887 | 867,072 | 791,258 | 715,444 | 639,629 | 563,815 | 488,001 |

TABLE 8

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|---------|-----------------------------------|---------|---------|---------|---------|---------|---------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 383,053 | | | | | | | |
| | 5,000 | 309,491 | 272,710 | 235,929 | 199,148 | 161,791 | 123,720 | 85,648 |
| | 10,000 | 316,411 | 283,090 | 249,769 | 216,449 | 183,128 | 148,791 | 114,301 |
| Grant (£ per unit) | 15,000 | 323,332 | 293,471 | 263,610 | 233,749 | 203,888 | 173,862 | 142,953 |
| - | 20,000 | 330,252 | 303,851 | 277,451 | 251,050 | 224,649 | 198,249 | 171,605 |
| | 25,000 | 337,172 | 314,232 | 291,291 | 268,351 | 245,410 | 222,470 | 199,529 |
| | 30,000 | 344,092 | 324,612 | 305,132 | 285,651 | 266,171 | 246,691 | 227,210 |
| | 35,000 | 351,013 | 334,992 | 318,972 | 302,952 | 286,932 | 270,912 | 254,891 |
| | 40,000 | 357,933 | 345,373 | 332,813 | 320,253 | 307,693 | 295,133 | 282,572 |
| | 45,000 | 364,853 | 355,753 | 346,653 | 337,553 | 328,453 | 319,353 | 310,254 |
| | 50,000 | 371,773 | 366,134 | 360,494 | 354,854 | 349,214 | 343,574 | 337,935 |
| | 55,000 | 378,694 | 376,514 | 374,334 | 372,155 | 369,975 | 367,795 | 365,616 |

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: **34** (see Typologies Matrix)
 Scheme Typology: **Medium Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|--|---------------------------|-----------------------------|------------------------------------|---|---------------------|----------------|
| Total number of units in scheme | | 15 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | | |
| | | | | 100.0% | | 100.0% | | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | | |
| Unit mix - | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 35.0% | 3.4 | 35.0% | 1.8 | 35% | 5.3 | | |
| 3 bed House | 40.0% | 3.9 | 40.0% | 2.1 | 40% | 6.0 | | |
| 4 bed House | 25.0% | 2.4 | 25.0% | 1.3 | 25% | 3.8 | | |
| 5 bed House | 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% | 5.3 | 100% | 15.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | (sqft) | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | (sqft) | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | | (sqft) | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | | 0 | |
| 2 bed House | 270 | 2,902 | 145 | 1,563 | 415 | | 4,464 | |
| 3 bed House | 371 | 3,988 | 200 | 2,147 | 570 | | 6,135 | |
| 4 bed House | 293 | 3,148 | 158 | 1,695 | 450 | | 4,844 | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | | 0 | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | | 0 | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | | 0 | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | | 0 | |
| | 933 | 10,038 | 502 | 5,405 | 1,435 | | 15,444 | |
| AH % by floor area: | | 35.0% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 250,000 | 3,165 | 294 | 1,312,500 | | | | |
| 3 bed House | 365,000 | 3,842 | 357 | 2,190,000 | | | | |
| 4 bed House | 425,000 | 3,542 | 329 | 1,593,750 | | | | |
| 5 bed House | 475,000 | 3,393 | 315 | 0 | | | | |
| 1 bed Flat | 150,000 | 3,000 | 279 | 0 | | | | |
| 2 bed Flat | 200,000 | 2,857 | 265 | 0 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 5,096,250 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 137,500 | 55% | 112,500 | 45% | 175,000 | 70% | 187,500 | 75% |
| 3 bed House | 200,750 | 55% | 164,250 | 45% | 250,000 | 70% | 273,750 | 75% |
| 4 bed House | 233,750 | 55% | 191,250 | 45% | 250,000 | 70% | 318,750 | 75% |
| 5 bed House | 261,250 | 55% | 213,750 | 45% | 250,000 | 70% | 356,250 | 75% |
| 1 bed Flat | 82,500 | 55% | 67,500 | 45% | 105,000 | 70% | 112,500 | 75% |
| 2 bed Flat | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | * capped @£250K | | | |

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Scheme Typology: **Medium Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|-----------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 3.4 | @ | 250,000 | 853,125 |
| 3 bed House | 3.9 | @ | 365,000 | 1,423,500 |
| 4 bed House | 2.4 | @ | 425,000 | 1,035,938 |
| 5 bed House | 0.0 | @ | 475,000 | - |
| 1 bed Flat | 0.0 | @ | 150,000 | - |
| 2 bed Flat | 0.0 | @ | 200,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 9.8 | | | 3,312,563 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 1.1 | @ | 137,500 | 151,594 |
| 3 bed House | 1.3 | @ | 200,750 | 252,945 |
| 4 bed House | 0.8 | @ | 233,750 | 184,078 |
| 5 bed House | 0.0 | @ | 261,250 | - |
| 1 bed Flat | 0.0 | @ | 82,500 | - |
| 2 bed Flat | 0.0 | @ | 110,000 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 3.2 | | | 588,617 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.2 | @ | 112,500 | 20,672 |
| 3 bed House | 0.2 | @ | 164,250 | 34,493 |
| 4 bed House | 0.1 | @ | 191,250 | 25,102 |
| 5 bed House | 0.0 | @ | 213,750 | - |
| 1 bed Flat | 0.0 | @ | 67,500 | - |
| 2 bed Flat | 0.0 | @ | 90,000 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 0.5 | | | 80,266 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 0.5 | @ | 175,000 | 80,391 |
| 3 bed House | 0.5 | @ | 250,000 | 131,250 |
| 4 bed House | 0.3 | @ | 250,000 | 82,031 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 105,000 | - |
| 2 bed Flat | 0.0 | @ | 140,000 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 1.3 | | | 293,672 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.1 | @ | 187,500 | 17,227 |
| 3 bed House | 0.1 | @ | 273,750 | 28,744 |
| 4 bed House | 0.1 | @ | 318,750 | 20,918 |
| 5 bed House | 0.0 | @ | 356,250 | - |
| 1 bed Flat | 0.0 | @ | 112,500 | - |
| 2 bed Flat | 0.0 | @ | 150,000 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.3 | 5.3 | | 66,888 |
| Sub-total GDV Residential | | | | |
| | 15 | | | 4,342,005 |
| AH on-site cost analysis: | | | | |
| | 526 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 754,245 |
| | | | 50,283 £ per unit (total units) | |
| Grant | | | | |
| | 5 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 4,342,005 |

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Scheme Typology: **Medium Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | | | | |
|---|--|------------|--|----------------|--|-------------------|--|----------|--|
| Initial Payments - | | | | | | | | | |
| Statutory Planning Fees (Residential) (6,930) | | | | | | | | | |
| Planning Application Professional Fees, Surveys and reports (20,000) | | | | | | | | | |
| CIL (Mrkt only + garages) 1,001 sqm 90.39 £ psm (90,444) | | | | | | | | | |
| CIL analysis: 2.08% % of GDV 6,030 £ per unit (total units) | | | | | | | | | |
| Site Specific S106 Contributions | | | | | | | | | |
| Year 1 | | 0 | | 0 | | - | | - | |
| Year 2 | | 0 | | 0 | | - | | - | |
| Year 3 | | 0 | | 0 | | - | | - | |
| Year 4 | | 0 | | 0 | | - | | - | |
| Year 5 | | 0 | | 0 | | - | | - | |
| Year 6 | | 0 | | 0 | | - | | - | |
| Year 7 | | 0 | | 0 | | - | | - | |
| Year 8 | | 0 | | 0 | | - | | - | |
| Year 9 | | 0 | | 0 | | - | | - | |
| Year 10 | | 0 | | 0 | | - | | - | |
| Year 11 | | 0 | | 0 | | - | | - | |
| Year 12 | | 0 | | 0 | | - | | - | |
| Year 13 | | 0 | | 0 | | - | | - | |
| Year 14 | | 0 | | 0 | | - | | - | |
| Year 15 | | 0 | | 0 | | - | | - | |
| Years 1-15 | | 15 units @ | | 4,300 per unit | | - | | (64,500) | |
| Sub-total | | | | | | | | (64,500) | |
| S106 analysis: 172,000 £ per ha 1.49% % of GDV 4,300 £ per unit (total units) | | | | | | | | | |
| AH Commuted Sum 1,435 sqm (total) 0 £ psm | | | | | | | | | |
| Comm. Sum analysis: 0.00% % of GDV | | | | | | | | | |
| Construction Costs - | | | | | | | | | |
| Site Clearance, Demolition & Remediation 0.38 ha @ 0 £ per ha (if brownfield) | | | | | | | | | |
| Site Infrastructure costs - | | | | | | | | | |
| Year 1 | | 0 | | 0 | | - | | - | |
| Year 2 | | 0 | | 0 | | - | | - | |
| Year 3 | | 0 | | 0 | | - | | - | |
| Year 4 | | 0 | | 0 | | - | | - | |
| Year 5 | | 0 | | 0 | | - | | - | |
| Year 6 | | 0 | | 0 | | - | | - | |
| Year 7 | | 0 | | 0 | | - | | - | |
| Year 8 | | 0 | | 0 | | - | | - | |
| Year 9 | | 0 | | 0 | | - | | - | |
| Year 10 | | 0 | | 0 | | - | | - | |
| Year 11 | | 0 | | 0 | | - | | - | |
| Year 12 | | 0 | | 0 | | - | | - | |
| Year 13 | | 0 | | 0 | | - | | - | |
| Year 14 | | 0 | | 0 | | - | | - | |
| Year 15 | | 0 | | 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) | | | | | | | | | |
| 1 bed House - sqm @ 1,423 psm | | | | | | | | | |
| 2 bed House 415 sqm @ 1,423 psm (590,189) | | | | | | | | | |
| 3 bed House 570 sqm @ 1,423 psm (811,110) | | | | | | | | | |
| 4 bed House 450 sqm @ 1,423 psm (640,350) | | | | | | | | | |
| 5 bed House - sqm @ 1,423 psm | | | | | | | | | |
| 1 bed Flat - sqm @ 1,638 psm | | | | | | | | | |
| 2 bed Flat - sqm @ 1,638 psm | | | | | | | | | |
| 3 bed Flat 1,435 sqm @ 1,638 psm | | | | | | | | | |
| Garages for 3B House (Mrkt only) 4 50% units @ 18 sqm @ 600 psm (21,060) | | | | | | | | | |
| Garages for 4B House (Mrkt only) 2 75% units @ 18 sqm @ 600 psm (19,744) | | | | | | | | | |
| Garages for 5B House (Mrkt only) - 120% units @ 18 sqm @ 600 psm | | | | | | | | | |
| External works 68 2,082,453 @ 15.0% (312,368) | | | | | | | | | |
| Ext. Works analysis: 20,825 £ per unit (total units) | | | | | | | | | |
| Policy Costs on design - | | | | | | | | | |
| Net Biodiversity costs 15 units @ 1,003 £ per unit (15,045) | | | | | | | | | |
| M4(2) Category 2 Housing Aff units | | 5 units @ | | 90% @ | | 521 £ per unit | | (2,462) | |
| M4(2) Category 2 Housing OMS units | | 10 units @ | | 90% @ | | 521 £ per unit | | (4,572) | |
| M4(3) Category 3 Housing Aff units | | 5 units @ | | 10% @ | | 10,111 £ per unit | | (5,308) | |
| M4(3) Category 3 Housing OMS units | | 10 units @ | | 10% @ | | 10,111 £ per unit | | (9,858) | |
| Net Zero Cost 15 units @ 10,000 £ per unit (150,000) | | | | | | | | | |
| Urban Greening No. of storeys 2.0 equals 717 sqm footprint 100 £ sqm (71,738) | | | | | | | | | |
| EV Charging Points - Houses 15 units @ 1,000 £ per unit (15,000) | | | | | | | | | |
| EV Charging Points - Flats - units @ 4 flats per charger 2,500 £ per 4 units | | | | | | | | | |
| Sub-total 2 units @ 0 £ per unit | | | | | | | | | |
| Policy Costs analysis: (design costs only) 18,266 £ per unit (total units) | | | | | | | | | |
| Contingency (on construction) 2,668,803 @ 3.0% (80,064) | | | | | | | | | |

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Scheme Typology: **Medium Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| | | | | | |
|--|------------------|--|---------------------------|------------------------------------|--------------------|
| Professional Fees | 2,668,803 @ | | 6.5% | | (173,472) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 3,312,563 OMS @ | | 3.00% | 6,625 £ per unit | (99,377) |
| Residential Sales Agent Costs | 3,312,563 OMS @ | | 1.00% | 2,208 £ per unit | (33,126) |
| Residential Sales Legal Costs | 3,312,563 OMS @ | | 0.35% | 773 £ per unit | (11,594) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 8,940 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (17,965) |
| Developers Profit - | | | | | |
| Profit on OMS | 3,312,563 | | 20.00% | | (662,513) |
| Margin on AH | 1,029,443 | | 6.00% on AH values | | (61,767) |
| Profit analysis: | 4,342,005 | | 16.68% blended GDV | | (724,279) |
| | 3,256,275 | | 22.24% on costs | | (724,279) |
| TOTAL COSTS | | | | | (3,980,554) |

| | | | | | |
|----------------------------------|--------------------------|---------------------------------|-----------------------------------|--|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 361,452 |
| SDLT | 361,452 @ | | HMRC formula | | (7,573) |
| Acquisition Agent fees | 361,452 @ | | 1.0% | | (3,615) |
| Acquisition Legal fees | 361,452 @ | | 0.5% | | (1,807) |
| Interest on Land | 361,452 @ | | 8.00% | | (28,916) |
| Residual Land Value | | | | | 319,541 |
| RLV analysis: | 21,303 £ per plot | 852,110 £ per ha (net) | 344,844 £ per acre (net) | | |
| | | 681,688 £ per ha (gross) | 275,875 £ per acre (gross) | | |
| | | | 7.36% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 0.38 ha (net) | | 0.93 acres (net) | |
| Net to Gross ratio | | 80% | | | |
| Site Area (gross) | | 0.47 ha (gross) | | 1.16 acres (gross) | |
| Density analysis: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 32 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | | 254,822 |
| BLV analysis: | | 543,620 £ per ha (gross) | 220,000 £ per acre (gross) | | |

| | | | | |
|-------------------|--|-------------------------------|--------------------------------|---------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | 172,585 £ per ha (net) | 69,844 £ per acre (net) | 64,719 |

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Scheme Typology: **Medium Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|---------|----------|----------|----------|-----------|----------|----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | 69,844 | | | | | | | | |
| | 0.00 | 366,365 | 339,844 | 293,323 | 246,802 | 200,280 | 153,759 | 107,238 | |
| | 10.00 | 373,511 | 327,704 | 281,897 | 236,090 | 190,283 | 144,475 | 98,668 | |
| | CIL £ psm | 20.00 | 360,657 | 315,564 | 270,471 | 225,378 | 180,285 | 135,192 | 90,099 |
| | | 30.00 | 347,802 | 303,424 | 259,045 | 214,666 | 170,287 | 125,908 | 81,529 |
| | | 40.00 | 334,948 | 291,283 | 247,619 | 203,954 | 160,289 | 116,625 | 72,960 |
| | | 50.00 | 322,094 | 279,143 | 236,193 | 193,242 | 150,291 | 107,341 | 64,390 |
| | | 60.00 | 309,240 | 267,003 | 224,767 | 182,530 | 140,294 | 98,057 | 55,821 |
| | | 70.00 | 296,385 | 254,863 | 213,341 | 171,818 | 130,296 | 88,774 | 47,251 |
| | | 80.00 | 283,531 | 242,723 | 201,915 | 161,106 | 120,298 | 79,490 | 38,682 |
| | | 90.00 | 270,677 | 230,583 | 190,489 | 150,394 | 110,300 | 70,206 | 30,112 |
| | | 100.00 | 257,822 | 218,442 | 179,063 | 139,683 | 100,303 | 60,923 | 21,543 |
| | | 110.00 | 244,968 | 206,302 | 167,636 | 128,971 | 90,305 | 51,639 | 12,973 |
| | | 120.00 | 232,114 | 194,162 | 156,210 | 118,259 | 80,307 | 42,355 | 4,404 |
| | | 130.00 | 219,260 | 182,022 | 144,784 | 107,547 | 70,309 | 33,072 | (4,178) |
| | | 140.00 | 206,405 | 169,882 | 133,358 | 96,835 | 60,312 | 23,788 | (12,779) |
| | | 150.00 | 193,551 | 157,742 | 121,932 | 86,123 | 50,314 | 14,504 | (21,380) |
| | | 160.00 | 180,697 | 145,602 | 110,506 | 75,411 | 40,316 | 5,221 | (29,981) |
| | | 170.00 | 167,842 | 133,461 | 99,080 | 64,699 | 30,318 | (4,063) | (38,779) |
| | | 180.00 | 154,988 | 121,321 | 87,654 | 53,987 | 20,320 | (13,347) | (47,681) |
| 190.00 | | 142,134 | 109,181 | 76,228 | 43,275 | 10,323 | (22,630) | (56,584) | |
| 200.00 | | 129,280 | 97,041 | 64,802 | 32,564 | 325 | (31,937) | (65,487) | |
| 210.00 | | 116,425 | 84,901 | 53,376 | 21,852 | (9,673) | (41,545) | (74,390) | |
| 220.00 | 103,571 | 72,761 | 41,950 | 11,140 | (19,671) | (51,190) | (83,293) | | |
| 230.00 | 90,717 | 60,620 | 30,524 | 428 | (29,668) | (60,835) | (92,196) | | |
| 240.00 | 77,862 | 48,480 | 19,098 | (10,284) | (39,900) | (70,480) | (101,099) | | |
| 250.00 | 65,008 | 36,340 | 7,672 | (20,996) | (50,249) | (80,125) | (110,002) | | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------------------|------------------------------------|---------|---------|---------|---------|----------|----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | 69,844 | | | | | | | | |
| | 1,000 | 316,102 | 276,036 | 235,970 | 195,903 | 155,837 | 115,771 | 75,705 | |
| | 2,000 | 302,185 | 262,119 | 222,053 | 181,986 | 141,920 | 101,854 | 61,788 | |
| | Site Specific S106 | 3,000 | 288,268 | 248,202 | 208,135 | 168,069 | 128,003 | 87,937 | 47,870 |
| | | 4,000 | 274,351 | 234,284 | 194,218 | 154,152 | 114,086 | 74,019 | 33,953 |
| | | 5,000 | 260,433 | 220,367 | 180,301 | 140,235 | 100,168 | 60,102 | 20,036 |
| | | 6,000 | 246,516 | 206,450 | 166,384 | 126,317 | 86,251 | 46,185 | 6,119 |
| | | 7,000 | 232,599 | 192,533 | 152,466 | 112,400 | 72,334 | 32,268 | (7,824) |
| | | 8,000 | 218,682 | 178,615 | 138,549 | 98,483 | 58,417 | 18,351 | (21,792) |
| | | 9,000 | 204,765 | 164,698 | 124,632 | 84,566 | 44,500 | 4,433 | (35,858) |
| | | 10,000 | 190,847 | 150,781 | 110,715 | 70,649 | 30,582 | (9,484) | (50,317) |
| | | 11,000 | 176,930 | 136,864 | 96,798 | 56,731 | 16,665 | (23,401) | (64,775) |
| | | 12,000 | 163,013 | 122,947 | 82,880 | 42,814 | 2,748 | (37,515) | (79,234) |
| | | 13,000 | 149,096 | 109,029 | 68,963 | 28,897 | (11,169) | (51,974) | (93,693) |
| | | 14,000 | 135,178 | 95,112 | 55,046 | 14,980 | (25,086) | (66,432) | (108,152) |
| | | 15,000 | 121,261 | 81,195 | 41,129 | 1,063 | (39,215) | (80,891) | (122,610) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|---------|---------|---------|---------|---------|---------|---------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | 69,844 | | | | | | | | |
| | 15.0% | 481,780 | 429,958 | 378,136 | 326,314 | 274,492 | 222,670 | 170,848 | |
| | 16.0% | 439,459 | 389,988 | 340,517 | 291,047 | 241,576 | 192,105 | 142,634 | |
| | Profit | 17.0% | 397,138 | 350,019 | 302,899 | 255,779 | 208,659 | 161,540 | 114,420 |
| | | 18.0% | 354,817 | 310,049 | 265,280 | 220,512 | 175,743 | 130,975 | 86,206 |
| | | 19.0% | 312,496 | 270,079 | 227,662 | 185,244 | 142,827 | 100,409 | 57,992 |
| 20.0% | | 270,175 | 230,109 | 190,043 | 149,977 | 109,910 | 69,844 | 29,778 | |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | 69,844 | | | | | | | | |
| | 100,000 | 445,175 | 405,109 | 365,043 | 324,977 | 284,910 | 244,844 | 204,778 | |
| | 200,000 | 345,175 | 305,109 | 265,043 | 224,977 | 184,910 | 144,844 | 104,778 | |
| | BLV (£ per acre) | 300,000 | 245,175 | 205,109 | 165,043 | 124,977 | 84,910 | 44,844 | 4,778 |
| | | 400,000 | 145,175 | 105,109 | 65,043 | 24,977 | (15,090) | (55,156) | (95,222) |
| | | 500,000 | 45,175 | 5,109 | (34,957) | (75,023) | (115,090) | (155,156) | (195,222) |
| | | 600,000 | (54,825) | (94,891) | (134,957) | (175,023) | (215,090) | (255,156) | (295,222) |
| | | 700,000 | (154,825) | (194,891) | (234,957) | (275,023) | (315,090) | (355,156) | (395,222) |
| | | 800,000 | (254,825) | (294,891) | (334,957) | (375,023) | (415,090) | (455,156) | (495,222) |
| | | 900,000 | (354,825) | (394,891) | (434,957) | (475,023) | (515,090) | (555,156) | (595,222) |
| | | 1,000,000 | (454,825) | (494,891) | (534,957) | (575,023) | (615,090) | (655,156) | (695,222) |
| | | 1,100,000 | (554,825) | (594,891) | (634,957) | (675,023) | (715,090) | (755,156) | (795,222) |
| | | 1,200,000 | (654,825) | (694,891) | (734,957) | (775,023) | (815,090) | (855,156) | (895,222) |
| | | 1,300,000 | (754,825) | (794,891) | (834,957) | (875,023) | (915,090) | (955,156) | (995,222) |
| | | 1,400,000 | (854,825) | (894,891) | (934,957) | (975,023) | (1,015,090) | (1,055,156) | (1,095,222) |
| | | 1,500,000 | (954,825) | (994,891) | (1,034,957) | (1,075,023) | (1,115,090) | (1,155,156) | (1,195,222) |
| 1,600,000 | | (1,054,825) | (1,094,891) | (1,134,957) | (1,175,023) | (1,215,090) | (1,255,156) | (1,295,222) | |

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Scheme Typology: **Medium Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 69,844 | | | | | | | |
| | 0 | 423,369 | 383,302 | 343,236 | 303,170 | 263,104 | 223,037 | 182,971 |
| Net Zero | 2,000 | 392,730 | 352,664 | 312,598 | 272,531 | 232,465 | 192,399 | 152,333 |
| (£ per unit) | 4,000 | 362,091 | 322,025 | 281,959 | 241,893 | 201,826 | 161,760 | 121,694 |
| 10,000 | 6,000 | 331,453 | 291,386 | 251,320 | 211,254 | 171,188 | 131,122 | 91,055 |
| | 8,000 | 300,814 | 260,748 | 220,682 | 180,615 | 140,549 | 100,483 | 60,417 |
| | 10,000 | 270,175 | 230,109 | 190,043 | 149,977 | 109,910 | 69,844 | 29,778 |
| | 12,000 | 239,537 | 199,471 | 159,404 | 119,338 | 79,272 | 39,206 | (879) |
| | 14,000 | 208,898 | 168,832 | 128,766 | 88,699 | 48,633 | 8,567 | (31,650) |
| | 16,000 | 178,259 | 138,193 | 98,127 | 58,061 | 17,995 | (22,116) | (63,453) |
| | 18,000 | 147,621 | 107,555 | 67,488 | 27,422 | (12,644) | (53,585) | (95,304) |
| | 20,000 | 116,982 | 76,916 | 36,850 | (3,216) | (43,716) | (85,435) | (127,154) |
| | 22,000 | 86,344 | 46,277 | 6,211 | (33,885) | (75,566) | (117,285) | (159,694) |
| | 24,000 | 55,705 | 15,639 | (24,428) | (65,697) | (107,417) | (149,602) | (192,264) |
| | 26,000 | 25,066 | (15,000) | (55,841) | (97,548) | (139,510) | (182,172) | (224,835) |
| | 28,000 | (5,572) | (46,082) | (87,679) | (129,419) | (172,081) | (214,743) | (257,405) |
| | 30,000 | (36,324) | (77,810) | (119,529) | (161,989) | (204,651) | (247,313) | (291,547) |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 69,844 | | | | | | | |
| | 70% | 987,902 | 947,939 | 907,975 | 868,011 | 828,048 | 788,084 | 748,120 |
| | 75% | 868,438 | 828,474 | 788,511 | 748,547 | 708,583 | 668,619 | 628,656 |
| Build Cost | 80% | 748,974 | 709,010 | 669,046 | 629,082 | 589,119 | 549,155 | 509,191 |
| 100% | 85% | 629,509 | 589,545 | 549,582 | 509,618 | 469,654 | 429,690 | 389,726 |
| (105% = 5% increase) | 90% | 509,963 | 469,997 | 429,831 | 389,765 | 349,698 | 309,632 | 269,566 |
| | 95% | 390,069 | 350,003 | 309,937 | 269,871 | 229,804 | 189,738 | 149,672 |
| | 100% | 270,175 | 230,109 | 190,043 | 149,977 | 109,910 | 69,844 | 29,778 |
| | 105% | 150,281 | 110,215 | 70,149 | 30,083 | (9,983) | (50,819) | (92,538) |
| | 110% | 30,388 | (9,679) | (50,333) | (92,016) | (133,854) | (176,516) | (219,178) |
| | 115% | (91,494) | (133,320) | (175,982) | (218,644) | (261,306) | (307,009) | (354,245) |
| | 120% | (218,110) | (260,773) | (306,419) | (353,560) | (400,700) | (448,205) | (495,785) |
| | 125% | (352,970) | (400,111) | (447,251) | (494,583) | (542,164) | (589,744) | (637,447) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 69,844 | | | | | | | |
| | 80% | (403,911) | (409,101) | (414,292) | (419,577) | (424,978) | (430,379) | (435,780) |
| | 82% | (328,401) | (337,786) | (347,172) | (356,557) | (365,943) | (375,546) | (385,164) |
| Market Values | 84% | (254,991) | (267,282) | (280,052) | (293,632) | (307,213) | (320,793) | (334,549) |
| 100% | 86% | (186,655) | (202,742) | (218,829) | (234,915) | (251,002) | (267,089) | (284,034) |
| (105% = 5% increase) | 88% | (118,544) | (138,202) | (158,085) | (177,968) | (197,852) | (217,735) | (237,618) |
| | 90% | (51,949) | (74,934) | (98,030) | (121,187) | (144,701) | (168,381) | (192,061) |
| | 92% | 12,990 | (12,788) | (38,762) | (65,498) | (92,367) | (119,236) | (146,503) |
| | 94% | 77,287 | 47,936 | 18,586 | (10,764) | (40,391) | (70,973) | (101,554) |
| | 96% | 141,583 | 108,661 | 75,738 | 42,816 | 9,894 | (23,058) | (57,004) |
| | 98% | 205,879 | 169,385 | 132,891 | 96,396 | 59,902 | 23,408 | (13,149) |
| | 100% | 270,175 | 230,109 | 190,043 | 149,977 | 109,910 | 69,844 | 29,778 |
| | 102% | 334,472 | 290,833 | 247,195 | 203,557 | 159,919 | 116,280 | 72,642 |
| | 104% | 398,768 | 351,558 | 304,347 | 257,137 | 209,927 | 162,717 | 115,506 |
| | 106% | 463,064 | 412,282 | 361,500 | 310,717 | 259,935 | 209,153 | 158,371 |
| | 108% | 527,361 | 473,006 | 418,652 | 364,298 | 309,943 | 255,589 | 201,235 |
| | 110% | 591,657 | 533,730 | 475,804 | 417,878 | 359,952 | 302,025 | 244,099 |
| | 112% | 655,953 | 594,455 | 532,956 | 471,458 | 409,960 | 348,461 | 286,963 |
| | 114% | 719,953 | 655,054 | 590,109 | 525,038 | 459,968 | 394,898 | 329,827 |
| | 116% | 784,073 | 715,611 | 647,150 | 578,619 | 509,976 | 441,334 | 372,692 |
| | 118% | 848,192 | 776,169 | 704,145 | 632,122 | 559,984 | 487,770 | 415,556 |
| | 120% | 912,312 | 836,726 | 761,140 | 685,555 | 609,969 | 534,206 | 458,420 |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|---------|---------|---------|---------|---------|---------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 69,844 | | | | | | | |
| | 5,000 | 277,145 | 240,564 | 203,983 | 167,402 | 130,821 | 94,239 | 57,658 |
| | 10,000 | 284,116 | 251,019 | 217,923 | 184,827 | 151,731 | 118,635 | 85,539 |
| Grant (£ per unit) | 15,000 | 291,086 | 261,474 | 231,863 | 202,252 | 172,641 | 143,030 | 113,419 |
| - | 20,000 | 298,056 | 271,930 | 245,803 | 219,677 | 193,551 | 167,425 | 141,299 |
| | 25,000 | 305,026 | 282,385 | 259,744 | 237,103 | 214,461 | 191,820 | 169,179 |
| | 30,000 | 311,996 | 292,840 | 273,684 | 254,528 | 235,372 | 216,216 | 197,060 |
| | 35,000 | 318,966 | 303,295 | 287,624 | 271,953 | 256,282 | 240,611 | 224,940 |
| | 40,000 | 325,936 | 313,750 | 301,564 | 289,378 | 277,192 | 265,006 | 252,820 |
| | 45,000 | 332,906 | 324,205 | 315,504 | 306,803 | 298,102 | 289,401 | 280,700 |
| | 50,000 | 339,876 | 334,660 | 329,444 | 324,228 | 319,012 | 313,797 | 308,581 |
| | 55,000 | 346,846 | 345,115 | 343,384 | 341,654 | 339,923 | 338,192 | 336,461 |

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: **35** (see Typologies Matrix)
 Scheme Typology: **Medium Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|--|---------------------------|--|---|---|---------------------|----------------|
| Total number of units in scheme | | 30 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | | |
| | | | | 100.0% | | 100.0% | | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | | |
| Unit mix - | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 35.0% | 6.8 | 35.0% | 3.7 | 35% | 10.5 | | |
| 3 bed House | 40.0% | 7.8 | 40.0% | 4.2 | 40% | 12.0 | | |
| 4 bed House | 25.0% | 4.9 | 25.0% | 2.6 | 25% | 7.5 | | |
| 5 bed House | 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% | 19.5 | 100.0% | 10.5 | 100% | 30.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed House | 539 | 5,804 | 290 | 3,125 | 830 | | | |
| 3 bed House | 741 | 7,976 | 399 | 4,295 | 1,140 | | | |
| 4 bed House | 585 | 6,297 | 315 | 3,391 | 900 | | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | | | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | | | |
| | 1,865 | 20,077 | 1,004 | 10,810 | 2,870 | | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 250,000 | 3,165 | 294 | 2,625,000 | | | | |
| 3 bed House | 365,000 | 3,842 | 357 | 4,380,000 | | | | |
| 4 bed House | 425,000 | 3,542 | 329 | 3,187,500 | | | | |
| 5 bed House | 475,000 | 3,393 | 315 | 0 | | | | |
| 1 bed Flat | 150,000 | 3,000 | 279 | 0 | | | | |
| 2 bed Flat | 200,000 | 2,857 | 265 | 0 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 10,192,500 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 137,500 | 55% | 112,500 | 45% | 175,000 | 70% | 187,500 | 75% |
| 3 bed House | 200,750 | 55% | 164,250 | 45% | 250,000 | 70% | 273,750 | 75% |
| 4 bed House | 233,750 | 55% | 191,250 | 45% | 250,000 | 70% | 318,750 | 75% |
| 5 bed House | 261,250 | 55% | 213,750 | 45% | 250,000 | 70% | 356,250 | 75% |
| 1 bed Flat | 82,500 | 55% | 67,500 | 45% | 105,000 | 70% | 112,500 | 75% |
| 2 bed Flat | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | * capped @£250K | | | |

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Scheme Typology: **Medium Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|-----------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 6.8 | @ | 250,000 | 1,706,250 |
| 3 bed House | 7.8 | @ | 365,000 | 2,847,000 |
| 4 bed House | 4.9 | @ | 425,000 | 2,071,875 |
| 5 bed House | 0.0 | @ | 475,000 | - |
| 1 bed Flat | 0.0 | @ | 150,000 | - |
| 2 bed Flat | 0.0 | @ | 200,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 19.5 | | | 6,625,125 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 2.2 | @ | 137,500 | 303,188 |
| 3 bed House | 2.5 | @ | 200,750 | 505,890 |
| 4 bed House | 1.6 | @ | 233,750 | 368,156 |
| 5 bed House | 0.0 | @ | 261,250 | - |
| 1 bed Flat | 0.0 | @ | 82,500 | - |
| 2 bed Flat | 0.0 | @ | 110,000 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 6.3 | | | 1,177,234 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.4 | @ | 112,500 | 41,344 |
| 3 bed House | 0.4 | @ | 164,250 | 68,985 |
| 4 bed House | 0.3 | @ | 191,250 | 50,203 |
| 5 bed House | 0.0 | @ | 213,750 | - |
| 1 bed Flat | 0.0 | @ | 67,500 | - |
| 2 bed Flat | 0.0 | @ | 90,000 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 1.1 | | | 160,532 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 0.9 | @ | 175,000 | 160,781 |
| 3 bed House | 1.1 | @ | 250,000 | 262,500 |
| 4 bed House | 0.7 | @ | 250,000 | 164,063 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 105,000 | - |
| 2 bed Flat | 0.0 | @ | 140,000 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 2.6 | | | 587,344 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.2 | @ | 187,500 | 34,453 |
| 3 bed House | 0.2 | @ | 273,750 | 57,488 |
| 4 bed House | 0.1 | @ | 318,750 | 41,836 |
| 5 bed House | 0.0 | @ | 356,250 | - |
| 1 bed Flat | 0.0 | @ | 112,500 | - |
| 2 bed Flat | 0.0 | @ | 150,000 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.5 | 10.5 | | 133,777 |
| Sub-total GDV Residential | | | | |
| | 30 | | | 8,684,011 |
| AH on-site cost analysis: | | | | |
| | 526 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 1,508,489 |
| | | | 50,283 £ per unit (total units) | |
| Grant | | | | |
| | 11 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 8,684,011 |

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Scheme Typology: **Medium Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | | | | |
|--|--|------------|--|----------------|--|-------------------|--|-----------|--|
| Initial Payments - | | | | | | | | | |
| Statutory Planning Fees (Residential) (13,860) | | | | | | | | | |
| Planning Application Professional Fees, Surveys and reports (40,000) | | | | | | | | | |
| CIL (Mrkt only + garages) 2,001 sqm 90.39 £ psm (180,887) | | | | | | | | | |
| CIL analysis: 2.08% % of GDV 6,030 £ per unit (total units) | | | | | | | | | |
| Site Specific S106 Contributions | | | | | | | | | |
| Year 1 | | | | 0 | | | | | |
| Year 2 | | | | 0 | | | | | |
| Year 3 | | | | 0 | | | | | |
| Year 4 | | | | 0 | | | | | |
| Year 5 | | | | 0 | | | | | |
| Year 6 | | | | 0 | | | | | |
| Year 7 | | | | 0 | | | | | |
| Year 8 | | | | 0 | | | | | |
| Year 9 | | | | 0 | | | | | |
| Year 10 | | | | 0 | | | | | |
| Year 11 | | | | 0 | | | | | |
| Year 12 | | | | 0 | | | | | |
| Year 13 | | | | 0 | | | | | |
| Year 14 | | | | 0 | | | | | |
| Year 15 | | | | 0 | | | | | |
| Years 1-15 | | 30 units @ | | 4,300 per unit | | | | (129,000) | |
| Sub-total (129,000) | | | | | | | | | |
| S106 analysis: 172,000 £ per ha 1.49% % of GDV 4,300 £ per unit (total units) | | | | | | | | | |
| AH Commuted Sum 2,870 sqm (total) 0 £ psm | | | | | | | | | |
| Comm. Sum analysis: 0.00% % of GDV | | | | | | | | | |
| Construction Costs - | | | | | | | | | |
| Site Clearance, Demolition & Remediation 0.75 ha @ 0 £ per ha (if brownfield) | | | | | | | | | |
| Site Infrastructure costs - | | | | | | | | | |
| Year 1 | | | | 0 | | | | | |
| Year 2 | | | | 0 | | | | | |
| Year 3 | | | | 0 | | | | | |
| Year 4 | | | | 0 | | | | | |
| Year 5 | | | | 0 | | | | | |
| Year 6 | | | | 0 | | | | | |
| Year 7 | | | | 0 | | | | | |
| Year 8 | | | | 0 | | | | | |
| Year 9 | | | | 0 | | | | | |
| Year 10 | | | | 0 | | | | | |
| Year 11 | | | | 0 | | | | | |
| Year 12 | | | | 0 | | | | | |
| Year 13 | | | | 0 | | | | | |
| Year 14 | | | | 0 | | | | | |
| Year 15 | | | | 0 | | | | | |
| Years 1-15 | | 30 units @ | | 0 per unit | | | | | |
| Sub-total | | | | | | | | | |
| Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units) | | | | | | | | | |
| 1 bed House - sqm @ 1,423 psm | | | | | | | | | |
| 2 bed House 830 sqm @ 1,423 psm (1,180,379) | | | | | | | | | |
| 3 bed House 1,140 sqm @ 1,423 psm (1,622,220) | | | | | | | | | |
| 4 bed House 900 sqm @ 1,423 psm (1,280,700) | | | | | | | | | |
| 5 bed House - sqm @ 1,423 psm | | | | | | | | | |
| 1 bed Flat - sqm @ 1,638 psm | | | | | | | | | |
| 2 bed Flat - sqm @ 1,638 psm | | | | | | | | | |
| 3 bed Flat 2,870 - sqm @ 1,638 psm | | | | | | | | | |
| Garages for 3B House (Mrkt only) 8 50% units @ 18 sqm @ 600 psm (42,120) | | | | | | | | | |
| Garages for 4B House (Mrkt only) 5 75% units @ 18 sqm @ 600 psm (39,488) | | | | | | | | | |
| Garages for 5B House (Mrkt only) - 120% units @ 18 sqm @ 600 psm | | | | | | | | | |
| Sub-total 136 | | | | | | | | | |
| External works 4,164,906 @ 15.0% (624,736) | | | | | | | | | |
| Ext. Works analysis: 20,825 £ per unit (total units) | | | | | | | | | |
| Policy Costs on design - | | | | | | | | | |
| Net Biodiversity costs 30 units @ 1,003 £ per unit (30,090) | | | | | | | | | |
| M4(2) Category 2 Housing Aff units | | 11 units @ | | 90% @ | | 521 £ per unit | | (4,923) | |
| M4(2) Category 2 Housing OMS units | | 20 units @ | | 90% @ | | 521 £ per unit | | (9,144) | |
| M4(3) Category 3 Housing Aff units | | 11 units @ | | 10% @ | | 10,111 £ per unit | | (10,617) | |
| M4(3) Category 3 Housing OMS units | | 20 units @ | | 10% @ | | 10,111 £ per unit | | (19,716) | |
| Net Zero Cost 30 units @ 10,000 £ per unit (300,000) | | | | | | | | | |
| Urban Greening No. of storeys 2.0 equals 1,435 sqm footprint 100 £ sqm (143,475) | | | | | | | | | |
| EV Charging Points - Houses 30 units @ 1,000 £ per unit (30,000) | | | | | | | | | |
| EV Charging Points - Flats - units @ 4 flats per charger 2,500 £ per 4 units | | | | | | | | | |
| Sub-total 2 units @ 0 £ per unit | | | | | | | | | |
| Policy Costs analysis: (design costs only) 18,266 £ per unit (total units) | | | | | | | | | |
| Contingency (on construction) 5,337,607 @ 3.0% (160,128) | | | | | | | | | |

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Scheme Typology: **Medium Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| | | | | |
|--|------------------|---------------------------|------------------------------------|--------------------|
| Professional Fees | 5,337,607 @ | 6.5% | | (346,944) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 6,625,125 OMS @ | 3.00% | 6,625 £ per unit | (198,754) |
| Residential Sales Agent Costs | 6,625,125 OMS @ | 1.00% | 2,208 £ per unit | (66,251) |
| Residential Sales Legal Costs | 6,625,125 OMS @ | 0.35% | 773 £ per unit | (23,188) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 9,273 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (45,063) |
| Developers Profit - | | | | |
| Profit on OMS | 6,625,125 | 20.00% | | (1,325,025) |
| Margin on AH | 2,058,886 | 6.00% on AH values | | (123,533) |
| Profit analysis: | 8,684,011 | 16.68% blended GDV | (1,448,558) | |
| | 6,531,683 | 22.18% on costs | (1,448,558) | |
| TOTAL COSTS | | | | (7,980,241) |

| | | | | |
|----------------------------------|--------------------------|---------------------------------|-----------------------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | 703,770 |
| SDLT | 703,770 @ | HMRC formula | | (24,688) |
| Acquisition Agent fees | 703,770 @ | 1.0% | | (7,038) |
| Acquisition Legal fees | 703,770 @ | 0.5% | | (3,519) |
| Interest on Land | 703,770 @ | 8.00% | | (56,302) |
| Residual Land Value | | | | 612,223 |
| RLV analysis: | 20,407 £ per plot | 816,297 £ per ha (net) | 330,351 £ per acre (net) | |
| | | 653,038 £ per ha (gross) | 264,281 £ per acre (gross) | |
| | | | 7.05% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|---------------------------------|-----------------------------------|---------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 40.0 dph (net) | | | |
| Site Area (net) | 0.75 ha (net) | | 1.85 acres (net) | |
| Net to Gross ratio | 80% | | | |
| Site Area (gross) | 0.94 ha (gross) | | 2.32 acres (gross) | |
| Density analysis: | 3,826 sqm/ha (net) | 16,666 sqft/ac (net) | | |
| | 32 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | 509,644 |
| BLV analysis: | | 543,620 £ per ha (gross) | 220,000 £ per acre (gross) | |

| | | | |
|-------------------|------------------------|-------------------------|---------|
| BALANCE | | | |
| Surplus/(Deficit) | 136,772 £ per ha (net) | 55,351 £ per acre (net) | 102,579 |

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Scheme Typology: **Medium Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|--------------------|------------------------------------|---------|----------|----------|----------|-----------|-----------|----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | 55,351 | | | | | | | | |
| | 0.00 | 373,304 | 326,753 | 280,202 | 233,651 | 187,065 | 140,362 | 93,659 | |
| | 10.00 | 360,346 | 314,515 | 268,684 | 222,853 | 176,941 | 130,961 | 84,981 | |
| | 20.00 | 347,388 | 302,277 | 257,166 | 212,054 | 166,816 | 121,560 | 76,303 | |
| | CIL £ psm 90.39 | 30.00 | 334,430 | 290,039 | 245,647 | 201,226 | 156,692 | 112,159 | 67,625 |
| | | 40.00 | 321,472 | 277,801 | 234,129 | 190,379 | 146,568 | 102,758 | 58,947 |
| | | 50.00 | 308,514 | 265,562 | 222,611 | 179,531 | 136,444 | 93,357 | 50,250 |
| | | 60.00 | 295,556 | 253,324 | 211,048 | 168,684 | 126,320 | 83,956 | 41,528 |
| | | 70.00 | 282,598 | 241,086 | 199,478 | 157,837 | 116,196 | 74,555 | 32,805 |
| | | 80.00 | 269,640 | 228,825 | 187,907 | 146,989 | 106,072 | 65,154 | 24,082 |
| | | 90.00 | 256,682 | 216,531 | 176,337 | 136,142 | 95,947 | 55,720 | 15,360 |
| | | 100.00 | 243,709 | 204,238 | 164,766 | 125,295 | 85,223 | 46,270 | 6,637 |
| | | 110.00 | 230,693 | 191,944 | 153,196 | 114,447 | 75,699 | 36,820 | (2,086) |
| | | 120.00 | 217,676 | 179,651 | 141,625 | 103,600 | 65,550 | 27,371 | (10,808) |
| | | 130.00 | 204,659 | 167,357 | 130,055 | 92,753 | 55,373 | 17,921 | (19,531) |
| | | 140.00 | 191,642 | 155,063 | 118,484 | 81,906 | 45,197 | 8,472 | (28,254) |
| | | 150.00 | 178,626 | 142,770 | 106,914 | 71,019 | 35,020 | (978) | (36,982) |
| | | 160.00 | 165,609 | 130,476 | 95,344 | 60,116 | 24,844 | (10,428) | (45,756) |
| | | 170.00 | 152,592 | 118,183 | 83,757 | 49,212 | 14,667 | (19,877) | (54,529) |
| | | 180.00 | 139,575 | 105,889 | 72,127 | 38,309 | 4,491 | (29,327) | (63,303) |
| | | 190.00 | 126,558 | 93,587 | 60,496 | 27,405 | (5,686) | (38,819) | (72,076) |
| | | 200.00 | 113,542 | 81,230 | 48,866 | 16,502 | (15,862) | (48,324) | (80,849) |
| | | 210.00 | 100,510 | 68,873 | 37,236 | 5,599 | (26,039) | (57,828) | (89,623) |
| | | 220.00 | 87,426 | 56,516 | 25,605 | (5,305) | (36,269) | (67,333) | (98,396) |
| | 230.00 | 74,342 | 44,159 | 13,975 | (16,208) | (46,505) | (76,837) | (107,169) | |
| | 240.00 | 61,258 | 31,801 | 2,345 | (27,139) | (56,740) | (86,341) | (115,992) | |
| 250.00 | 48,174 | 19,444 | (9,285) | (38,106) | (66,976) | (95,846) | (124,822) | | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------------------------|------------------------------------|---------|---------|----------|----------|----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | 55,351 | | | | | | | | |
| | 1,000 | 302,474 | 262,430 | 222,386 | 182,226 | 142,060 | 101,893 | 61,727 | |
| | 2,000 | 288,444 | 248,400 | 208,300 | 168,133 | 127,967 | 87,800 | 47,601 | |
| | 3,000 | 274,415 | 234,371 | 194,207 | 154,040 | 113,874 | 73,707 | 33,435 | |
| | Site Specific S106 4,300 | 4,000 | 260,385 | 220,280 | 180,113 | 139,947 | 99,780 | 59,601 | 19,269 |
| | | 5,000 | 246,353 | 206,187 | 166,020 | 125,854 | 85,687 | 45,435 | 5,103 |
| | | 6,000 | 232,260 | 192,094 | 151,927 | 111,761 | 71,594 | 31,269 | (9,063) |
| | | 7,000 | 218,167 | 178,001 | 137,834 | 97,668 | 57,434 | 17,103 | (23,229) |
| | | 8,000 | 204,074 | 163,907 | 123,741 | 83,574 | 43,268 | 2,937 | (37,403) |
| | | 9,000 | 189,981 | 149,814 | 109,648 | 69,434 | 29,102 | (11,229) | (51,651) |
| | | 10,000 | 175,888 | 135,721 | 95,555 | 55,268 | 14,936 | (25,395) | (65,899) |
| | | 11,000 | 161,795 | 121,628 | 81,433 | 41,102 | 770 | (39,608) | (80,148) |
| | | 12,000 | 147,701 | 107,535 | 67,267 | 26,936 | (13,396) | (53,857) | (94,396) |
| | | 13,000 | 133,608 | 93,433 | 53,101 | 12,770 | (27,565) | (68,105) | (108,646) |
| | 14,000 | 119,515 | 79,267 | 38,935 | (1,396) | (41,814) | (82,353) | (122,986) | |
| | 15,000 | 105,422 | 65,101 | 24,769 | (15,562) | (56,062) | (96,601) | (137,326) | |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------------|------------------------------------|---------|---------|---------|---------|---------|---------|--------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | 55,351 | | | | | | | | |
| | 15.0% | 467,781 | 415,901 | 363,979 | 312,056 | 260,134 | 208,177 | 156,089 | |
| | 16.0% | 425,460 | 375,931 | 326,360 | 276,789 | 227,218 | 177,611 | 127,875 | |
| | Profit 20.0% | 17.0% | 383,139 | 335,961 | 288,741 | 241,521 | 194,301 | 147,046 | 99,661 |
| | | 18.0% | 340,818 | 295,992 | 251,123 | 206,254 | 161,385 | 116,481 | 71,447 |
| | | 19.0% | 298,497 | 256,022 | 213,504 | 170,986 | 128,469 | 85,916 | 43,233 |
| 20.0% | | 256,176 | 216,052 | 175,885 | 135,719 | 95,553 | 55,351 | 15,019 | |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------------------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | 55,351 | | | | | | | | |
| | 100,000 | 431,176 | 391,052 | 350,885 | 310,719 | 270,553 | 230,351 | 190,019 | |
| | 200,000 | 331,176 | 291,052 | 250,885 | 210,719 | 170,553 | 130,351 | 90,019 | |
| | 300,000 | 231,176 | 191,052 | 150,885 | 110,719 | 70,553 | 30,351 | (9,981) | |
| | BLV (£ per acre) 275,000 | 400,000 | 131,176 | 91,052 | 50,885 | 10,719 | (29,447) | (69,649) | (109,981) |
| | | 500,000 | 31,176 | (8,948) | (49,115) | (89,281) | (129,447) | (169,649) | (209,981) |
| | | 600,000 | (68,824) | (108,948) | (149,115) | (189,281) | (229,447) | (269,649) | (309,981) |
| | | 700,000 | (168,824) | (208,948) | (249,115) | (289,281) | (329,447) | (369,649) | (409,981) |
| | | 800,000 | (268,824) | (308,948) | (349,115) | (389,281) | (429,447) | (469,649) | (509,981) |
| | | 900,000 | (368,824) | (408,948) | (449,115) | (489,281) | (529,447) | (569,649) | (609,981) |
| | | 1,000,000 | (468,824) | (508,948) | (549,115) | (589,281) | (629,447) | (669,649) | (709,981) |
| | | 1,100,000 | (568,824) | (608,948) | (649,115) | (689,281) | (729,447) | (769,649) | (809,981) |
| | | 1,200,000 | (668,824) | (708,948) | (749,115) | (789,281) | (829,447) | (869,649) | (909,981) |
| | | 1,300,000 | (768,824) | (808,948) | (849,115) | (889,281) | (929,447) | (969,649) | (1,009,981) |
| | 1,400,000 | (868,824) | (908,948) | (949,115) | (989,281) | (1,029,447) | (1,069,649) | (1,109,981) | |
| | 1,500,000 | (968,824) | (1,008,948) | (1,049,115) | (1,089,281) | (1,129,447) | (1,169,649) | (1,209,981) | |
| 1,600,000 | (1,068,824) | (1,108,948) | (1,149,115) | (1,189,281) | (1,229,447) | (1,269,649) | (1,309,981) | | |

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Scheme Typology: **Medium Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 55,351 | | | | | | | |
| | 0 | 410,700 | 370,656 | 330,612 | 290,568 | 250,524 | 210,480 | 170,436 |
| Net Zero | 2,000 | 379,795 | 339,751 | 299,707 | 259,663 | 219,619 | 179,575 | 139,439 |
| (£ per unit) | 4,000 | 348,891 | 308,847 | 268,803 | 228,759 | 188,715 | 148,550 | 108,384 |
| 10,000 | 6,000 | 317,986 | 277,942 | 237,898 | 197,829 | 157,662 | 117,496 | 77,329 |
| | 8,000 | 287,081 | 247,037 | 206,940 | 166,774 | 126,607 | 86,441 | 46,242 |
| | 10,000 | 256,176 | 216,052 | 175,885 | 135,719 | 95,553 | 55,351 | 15,019 |
| | 12,000 | 225,164 | 184,997 | 144,831 | 104,664 | 64,460 | 24,129 | (16,203) |
| | 14,000 | 194,109 | 153,942 | 113,776 | 73,570 | 33,238 | (7,093) | (47,498) |
| | 16,000 | 163,054 | 122,888 | 82,679 | 42,348 | 2,016 | (38,365) | (78,905) |
| | 18,000 | 131,999 | 91,789 | 51,457 | 11,126 | (29,233) | (69,772) | (110,325) |
| | 20,000 | 100,898 | 60,566 | 20,235 | (20,100) | (60,640) | (101,179) | (141,933) |
| | 22,000 | 69,676 | 29,344 | (10,987) | (51,507) | (92,046) | (132,752) | (174,228) |
| | 24,000 | 38,454 | (1,878) | (42,374) | (82,914) | (123,571) | (164,725) | (207,063) |
| | 26,000 | 7,232 | (33,242) | (73,781) | (114,389) | (155,221) | (197,442) | (240,521) |
| | 28,000 | (24,109) | (64,649) | (105,208) | (145,998) | (187,939) | (230,802) | (273,978) |
| | 30,000 | (55,516) | (96,055) | (136,817) | (178,435) | (221,084) | (264,260) | (310,840) |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 55,351 | | | | | | | |
| | 70% | 977,930 | 938,001 | 898,072 | 858,143 | 818,214 | 778,285 | 738,356 |
| | 75% | 858,122 | 818,197 | 778,271 | 738,346 | 698,420 | 658,495 | 618,569 |
| Build Cost | 80% | 738,161 | 698,236 | 658,310 | 618,385 | 578,459 | 538,534 | 498,608 |
| 100% | 85% | 618,122 | 578,158 | 538,195 | 498,231 | 458,267 | 418,303 | 378,340 |
| (105% = 5% increase) | 90% | 497,707 | 457,743 | 417,780 | 377,816 | 337,852 | 297,827 | 257,783 |
| | 95% | 377,112 | 337,068 | 297,024 | 256,980 | 216,936 | 176,892 | 136,742 |
| | 100% | 256,176 | 216,052 | 175,885 | 135,719 | 95,553 | 55,351 | 15,019 |
| | 105% | 134,696 | 94,500 | 54,168 | 13,837 | (26,506) | (67,045) | (107,584) |
| | 110% | 12,654 | (27,787) | (68,327) | (108,899) | (149,690) | (191,760) | (234,710) |
| | 115% | (110,219) | (151,009) | (193,126) | (236,107) | (279,732) | (327,440) | (375,148) |
| | 120% | (237,504) | (281,276) | (328,983) | (376,691) | (424,399) | (472,170) | (520,229) |
| | 125% | (378,235) | (425,943) | (473,651) | (521,650) | (569,709) | (617,768) | (665,827) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 55,351 | | | | | | | |
| | 80% | (427,174) | (431,978) | (436,781) | (441,590) | (446,454) | (451,318) | (456,182) |
| | 82% | (349,947) | (359,041) | (368,135) | (377,229) | (386,323) | (395,417) | (404,511) |
| Market Values | 84% | (272,936) | (286,104) | (299,488) | (312,873) | (326,257) | (339,642) | (353,026) |
| 100% | 86% | (203,045) | (219,041) | (235,036) | (251,032) | (267,028) | (283,066) | (301,541) |
| (105% = 5% increase) | 88% | (135,325) | (154,109) | (173,549) | (192,988) | (212,669) | (232,547) | (252,426) |
| | 90% | (69,585) | (91,895) | (114,204) | (136,642) | (159,269) | (182,505) | (205,832) |
| | 92% | (4,075) | (29,913) | (55,869) | (81,824) | (107,780) | (133,851) | (160,178) |
| | 94% | 61,196 | 31,743 | 2,290 | (27,163) | (56,736) | (86,338) | (115,948) |
| | 96% | 126,299 | 93,350 | 60,308 | 27,229 | (5,850) | (38,940) | (72,188) |
| | 98% | 191,259 | 154,701 | 118,143 | 81,586 | 44,916 | 8,211 | (28,494) |
| | 100% | 256,176 | 216,052 | 175,885 | 135,719 | 95,553 | 55,351 | 15,019 |
| | 102% | 320,870 | 277,232 | 233,594 | 189,952 | 146,077 | 102,301 | 58,526 |
| | 104% | 385,564 | 338,332 | 291,100 | 243,868 | 196,601 | 149,217 | 101,833 |
| | 106% | 450,258 | 399,432 | 348,605 | 297,779 | 246,953 | 196,127 | 145,139 |
| | 108% | 514,769 | 460,478 | 406,111 | 351,691 | 297,270 | 242,850 | 188,430 |
| | 110% | 579,241 | 521,369 | 463,496 | 405,602 | 347,588 | 289,573 | 231,559 |
| | 112% | 643,714 | 582,260 | 520,805 | 459,350 | 397,896 | 336,297 | 274,688 |
| | 114% | 708,187 | 643,151 | 578,114 | 513,078 | 448,041 | 383,005 | 317,817 |
| | 116% | 772,660 | 704,042 | 635,423 | 566,805 | 498,187 | 429,568 | 360,947 |
| | 118% | 836,983 | 764,910 | 692,732 | 620,532 | 548,332 | 476,132 | 403,932 |
| | 120% | 901,279 | 825,634 | 749,988 | 674,260 | 598,478 | 522,696 | 446,914 |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|---------|---------|---------|---------|---------|---------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 55,351 | | | | | | | |
| | 5,000 | 263,202 | 226,636 | 189,997 | 153,359 | 116,720 | 80,082 | 43,380 |
| | 10,000 | 270,227 | 237,209 | 204,109 | 170,998 | 137,888 | 104,777 | 71,667 |
| Grant (£ per unit) | 15,000 | 277,253 | 247,747 | 218,221 | 188,638 | 159,055 | 129,473 | 99,890 |
| - | 20,000 | 284,278 | 258,285 | 232,293 | 206,278 | 180,223 | 154,168 | 128,114 |
| | 25,000 | 291,304 | 268,824 | 246,344 | 223,863 | 201,383 | 178,864 | 156,337 |
| | 30,000 | 298,329 | 279,362 | 260,395 | 241,427 | 222,460 | 203,492 | 184,525 |
| | 35,000 | 305,355 | 289,900 | 274,446 | 258,991 | 243,536 | 228,082 | 212,627 |
| | 40,000 | 312,380 | 300,439 | 288,497 | 276,555 | 264,613 | 252,671 | 240,729 |
| | 45,000 | 319,406 | 310,977 | 302,548 | 294,119 | 285,689 | 277,260 | 268,831 |
| | 50,000 | 326,432 | 321,515 | 316,599 | 311,682 | 306,766 | 301,849 | 296,933 |
| | 55,000 | 333,457 | 332,053 | 330,650 | 329,246 | 327,842 | 326,439 | 325,035 |

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: **36** (see Typologies Matrix)
 Scheme Typology: **Medium Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|--|---------------------------|--|---|---|---------------------|----------------|
| Total number of units in scheme | | 45 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | | |
| | | | | 100.0% | | 100.0% | | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | | |
| Unit mix - | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 35.0% | 10.2 | 35.0% | 5.5 | 35% | 15.8 | | |
| 3 bed House | 40.0% | 11.7 | 40.0% | 6.3 | 40% | 18.0 | | |
| 4 bed House | 25.0% | 7.3 | 25.0% | 3.9 | 25% | 11.3 | | |
| 5 bed House | 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% | 29.3 | 100.0% | 15.8 | 100% | 45.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 809 | 8,705 | 435 | 4,688 | 1,244 | 13,393 | | |
| 3 bed House | 1,112 | 11,964 | 599 | 6,442 | 1,710 | 18,406 | | |
| 4 bed House | 878 | 9,445 | 473 | 5,086 | 1,350 | 14,531 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 2,798 | 30,115 | 1,506 | 16,216 | 4,304 | 46,331 | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 250,000 | 3,165 | 294 | 3,937,500 | | | | |
| 3 bed House | 365,000 | 3,842 | 357 | 6,570,000 | | | | |
| 4 bed House | 425,000 | 3,542 | 329 | 4,781,250 | | | | |
| 5 bed House | 475,000 | 3,393 | 315 | 0 | | | | |
| 1 bed Flat | 150,000 | 3,000 | 279 | 0 | | | | |
| 2 bed Flat | 200,000 | 2,857 | 265 | 0 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 15,288,750 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 137,500 | 55% | 112,500 | 45% | 175,000 | 70% | 187,500 | 75% |
| 3 bed House | 200,750 | 55% | 164,250 | 45% | 250,000 | 70% | 273,750 | 75% |
| 4 bed House | 233,750 | 55% | 191,250 | 45% | 250,000 | 70% | 318,750 | 75% |
| 5 bed House | 261,250 | 55% | 213,750 | 45% | 250,000 | 70% | 356,250 | 75% |
| 1 bed Flat | 82,500 | 55% | 67,500 | 45% | 105,000 | 70% | 112,500 | 75% |
| 2 bed Flat | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | | | | |

* capped @£250K

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Scheme Typology: **Medium Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|------|-----------------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 10.2 | @ | 250,000 | 2,559,375 |
| 3 bed House | 11.7 | @ | 365,000 | 4,270,500 |
| 4 bed House | 7.3 | @ | 425,000 | 3,107,813 |
| 5 bed House | 0.0 | @ | 475,000 | - |
| 1 bed Flat | 0.0 | @ | 150,000 | - |
| 2 bed Flat | 0.0 | @ | 200,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 29.3 | | | 9,937,688 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 3.3 | @ | 137,500 | 454,781 |
| 3 bed House | 3.8 | @ | 200,750 | 758,835 |
| 4 bed House | 2.4 | @ | 233,750 | 552,234 |
| 5 bed House | 0.0 | @ | 261,250 | - |
| 1 bed Flat | 0.0 | @ | 82,500 | - |
| 2 bed Flat | 0.0 | @ | 110,000 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 9.5 | | | 1,765,851 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.6 | @ | 112,500 | 62,016 |
| 3 bed House | 0.6 | @ | 164,250 | 103,478 |
| 4 bed House | 0.4 | @ | 191,250 | 75,305 |
| 5 bed House | 0.0 | @ | 213,750 | - |
| 1 bed Flat | 0.0 | @ | 67,500 | - |
| 2 bed Flat | 0.0 | @ | 90,000 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 1.6 | | | 240,798 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 1.4 | @ | 175,000 | 241,172 |
| 3 bed House | 1.6 | @ | 250,000 | 393,750 |
| 4 bed House | 1.0 | @ | 250,000 | 246,094 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 105,000 | - |
| 2 bed Flat | 0.0 | @ | 140,000 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 3.9 | | | 881,016 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.3 | @ | 187,500 | 51,680 |
| 3 bed House | 0.3 | @ | 273,750 | 86,231 |
| 4 bed House | 0.2 | @ | 318,750 | 62,754 |
| 5 bed House | 0.0 | @ | 356,250 | - |
| 1 bed Flat | 0.0 | @ | 112,500 | - |
| 2 bed Flat | 0.0 | @ | 150,000 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.8 | 15.8 | | 200,665 |
| Sub-total GDV Residential | | | | |
| | 45 | | | 13,026,016 |
| AH on-site cost analysis: | | | | |
| | 526 | £ psm (total GIA sqm) | £MV (no AH) less £GDV (inc. AH) | 2,262,734 |
| | | | 50,283 £ per unit (total units) | |
| Grant | | | | |
| | 16 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 13,026,016 |

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Scheme Typology: **Medium Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|-----------|------------------|--------------------------------|---------------------------------|--|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (20,790) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (60,000) |
| CIL (Mrkt only + garages) | | | | | | (271,331) |
| CIL analysis: | | 3,002 sqm | 90.39 £ psm | | | |
| | | 2.08% % of GDV | 6,030 £ per unit (total units) | | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 45 units @ | 4,300 per unit | | | (193,500) |
| S106 analysis: | | 172,000 £ per ha | 1.49% % of GDV | 4,300 £ per unit (total units) | | (193,500) |
| Comm. Sum analysis: | | | 4,304 sqm (total) | 0 £ psm | | - |
| AH Commuted Sum | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | - |
| | | 1.13 ha @ | | 0 £ per ha (if brownfield) | | - |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 45 units @ | 0 per unit | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | - |
| 1 bed House | | - sqm @ | 1,423 psm | | | - |
| 2 bed House | | 1,244 sqm @ | 1,423 psm | | | (1,770,568) |
| 3 bed House | | 1,710 sqm @ | 1,423 psm | | | (2,433,330) |
| 4 bed House | | 1,350 sqm @ | 1,423 psm | | | (1,921,050) |
| 5 bed House | | - sqm @ | 1,423 psm | | | - |
| 1 bed Flat | | - sqm @ | 1,638 psm | | | - |
| 2 bed Flat | | - sqm @ | 1,638 psm | | | - |
| 3 bed Flat | | - sqm @ | 1,638 psm | | | - |
| Garages for 3B House (Mrkt only) | 12 | 50% units @ | 18 sqm @ | 600 psm | | (63,180) |
| Garages for 4B House (Mrkt only) | 7 | 75% units @ | 18 sqm @ | 600 psm | | (59,231) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | 18 sqm @ | 600 psm | | - |
| | | 204 | | | | |
| External works | | | | | | (937,104) |
| Ext. Works analysis: | | 6,247,359 @ | 15.0% | 20,825 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (45,135) |
| | | 45 units @ | | 1,003 £ per unit | | |
| M4(2) Category 2 Housing | Aff units | 16 units @ | 90% @ | 521 £ per unit | | (7,385) |
| M4(2) Category 2 Housing | OMS units | 29 units @ | 90% @ | 521 £ per unit | | (13,715) |
| M4(3) Category 3 Housing | Aff units | 16 units @ | 10% @ | 10,111 £ per unit | | (15,925) |
| M4(3) Category 3 Housing | OMS units | 29 units @ | 10% @ | 10,111 £ per unit | | (29,575) |
| Net Zero Cost | | | | | | (450,000) |
| Urban Greening | | No. of storeys | 2,152 sqm footprint | 100 £ sqm | | (215,213) |
| EV Charging Points - Houses | | | | | | (45,000) |
| EV Charging Points - Flats | | 45 units @ | 4 flats per charger | 2,500 £ per 4 units | | - |
| | | - units @ | | 0 £ per unit | | - |
| | | 2 units @ | | | | - |
| Sub-total | | | | | | (821,948) |
| Policy Costs analysis: (design costs only) | | | | 18,266 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | (240,192) |
| | | 8,006,410 @ | 3.0% | | | |

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Scheme Typology: **Medium Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| | | | | |
|--|-------------------|---------------------------|------------------------------------|---------------------|
| Professional Fees | 8,006,410 @ | 6.5% | | (520,417) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 9,937,688 OMS @ | 3.00% | 6,625 £ per unit | (298,131) |
| Residential Sales Agent Costs | 9,937,688 OMS @ | 1.00% | 2,208 £ per unit | (99,377) |
| Residential Sales Legal Costs | 9,937,688 OMS @ | 0.35% | 773 £ per unit | (34,782) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 9,384 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (47,049) |
| Developers Profit - | | | | |
| Profit on OMS | 9,937,688 | 20.00% | | (1,987,538) |
| Margin on AH | 3,088,329 | 6.00% on AH values | | (185,300) |
| Profit analysis: | 13,026,016 | 16.68% blended GDV | (2,172,837) | |
| | 9,781,979 | 22.21% on costs | (2,172,837) | |
| TOTAL COSTS | | | | (11,954,816) |

| | | | | |
|----------------------------------|--------------------------|---------------------------------|-----------------------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | 1,071,200 |
| SDLT | 1,071,200 @ | HMRC formula | | (43,060) |
| Acquisition Agent fees | 1,071,200 @ | 1.0% | | (10,712) |
| Acquisition Legal fees | 1,071,200 @ | 0.5% | | (5,356) |
| Interest on Land | 1,071,200 @ | 8.00% | | (85,696) |
| Residual Land Value | | | | 926,376 |
| RLV analysis: | 20,586 £ per plot | 823,446 £ per ha (net) | 333,244 £ per acre (net) | |
| | | 658,756 £ per ha (gross) | 266,595 £ per acre (gross) | |
| | | | 7.11% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|---------------------------------|-----------------------------------|---------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 40.0 dph (net) | | | |
| Site Area (net) | 1.13 ha (net) | | 2.78 acres (net) | |
| Net to Gross ratio | 80% | | | |
| Site Area (gross) | 1.41 ha (gross) | | 3.47 acres (gross) | |
| Density analysis: | 3,826 sqm/ha (net) | 16,666 sqft/ac (net) | | |
| | 32 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | 764,466 |
| BLV analysis: | | 543,620 £ per ha (gross) | 220,000 £ per acre (gross) | |

| | | | |
|-------------------|------------------------|-------------------------|---------|
| BALANCE | | | |
| Surplus/(Deficit) | 143,921 £ per ha (net) | 58,244 £ per acre (net) | 161,911 |

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Scheme Typology: **Medium Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|---------|------------------------------------|---------|----------|----------|----------|-----------|----------|--------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| CIL £ psm 90.39 | 58,244 | 0.00 | 375,074 | 328,578 | 282,082 | 235,500 | 188,868 | 142,237 | 95,605 |
| | 10.00 | 362,241 | 316,458 | 270,675 | 224,778 | 178,861 | 132,945 | 87,028 | |
| | 20.00 | 349,408 | 304,338 | 259,258 | 214,056 | 168,854 | 123,652 | 78,450 | |
| | 30.00 | 336,575 | 292,218 | 247,821 | 203,334 | 158,847 | 114,360 | 69,873 | |
| | 40.00 | 323,742 | 280,098 | 236,385 | 192,612 | 148,840 | 105,068 | 61,295 | |
| | 50.00 | 310,909 | 267,978 | 224,948 | 181,891 | 138,833 | 95,775 | 52,718 | |
| | 60.00 | 298,076 | 255,854 | 213,511 | 171,169 | 128,826 | 86,483 | 44,140 | |
| | 70.00 | 285,242 | 243,730 | 202,075 | 160,447 | 118,819 | 77,191 | 35,563 | |
| | 80.00 | 272,409 | 231,551 | 190,638 | 149,725 | 108,812 | 67,899 | 26,985 | |
| | 90.00 | 259,576 | 219,400 | 179,201 | 139,003 | 98,805 | 58,606 | 18,408 | |
| | 100.00 | 246,732 | 207,248 | 167,765 | 128,281 | 88,798 | 49,314 | 9,830 | |
| | 110.00 | 233,866 | 195,097 | 156,328 | 117,559 | 78,790 | 40,022 | 1,253 | |
| | 120.00 | 220,999 | 182,945 | 144,891 | 106,837 | 68,783 | 30,729 | (7,325) | |
| | 130.00 | 208,133 | 170,794 | 133,455 | 96,116 | 58,776 | 21,437 | (15,902) | |
| | 140.00 | 195,267 | 158,642 | 122,018 | 85,394 | 48,769 | 12,145 | (24,480) | |
| | 150.00 | 182,401 | 146,491 | 110,581 | 74,672 | 38,762 | 2,852 | (33,057) | |
| | 160.00 | 169,534 | 134,340 | 99,145 | 63,950 | 28,755 | (6,440) | (41,635) | |
| | 170.00 | 156,668 | 122,188 | 87,708 | 53,228 | 18,748 | (15,732) | (50,212) | |
| | 180.00 | 143,802 | 110,037 | 76,271 | 42,506 | 8,741 | (25,024) | (58,790) | |
| | 190.00 | 130,936 | 97,885 | 64,835 | 31,784 | (1,266) | (34,317) | (67,367) | |
| 200.00 | 118,069 | 85,734 | 53,398 | 21,062 | (11,273) | (43,609) | (75,968) | | |
| 210.00 | 105,203 | 73,582 | 41,961 | 10,340 | (21,280) | (52,901) | (84,573) | | |
| 220.00 | 92,337 | 61,431 | 30,525 | (8,381) | (31,288) | (62,194) | (93,178) | | |
| 230.00 | 79,471 | 49,279 | 19,088 | (11,103) | (41,295) | (71,486) | (101,784) | | |
| 240.00 | 66,604 | 37,128 | 7,651 | (21,825) | (51,302) | (80,778) | (110,389) | | |
| 250.00 | 53,738 | 24,976 | (3,785) | (32,547) | (61,309) | (90,070) | (118,994) | | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|---------|---------|----------|----------|----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | 304,927 | 264,875 | 224,725 | 184,554 | 144,384 | 104,213 | 64,043 |
| | 2,000 | 291,033 | 250,965 | 210,795 | 170,624 | 130,454 | 90,283 | 50,113 |
| | 3,000 | 277,138 | 237,035 | 196,865 | 156,694 | 116,524 | 76,353 | 36,183 |
| | 4,000 | 263,244 | 223,105 | 182,934 | 142,764 | 102,593 | 62,423 | 22,252 |
| | 5,000 | 249,345 | 209,175 | 169,004 | 128,834 | 88,663 | 48,493 | 8,322 |
| | 6,000 | 235,415 | 195,245 | 155,074 | 114,904 | 74,733 | 34,563 | (5,608) |
| | 7,000 | 221,485 | 181,314 | 141,144 | 100,973 | 60,803 | 20,632 | (19,538) |
| | 8,000 | 207,555 | 167,384 | 127,214 | 87,043 | 46,873 | 6,702 | (33,468) |
| | 9,000 | 193,625 | 153,454 | 113,284 | 73,113 | 32,943 | (7,228) | (47,398) |
| | 10,000 | 179,694 | 139,524 | 99,353 | 59,183 | 19,012 | (21,158) | (61,328) |
| | 11,000 | 165,764 | 125,594 | 85,423 | 45,253 | 5,082 | (35,088) | (75,280) |
| | 12,000 | 151,834 | 111,664 | 71,493 | 31,323 | (8,848) | (49,018) | (89,255) |
| | 13,000 | 137,904 | 97,733 | 57,563 | 17,392 | (22,778) | (62,949) | (103,230) |
| | 14,000 | 123,974 | 83,803 | 43,633 | 3,462 | (36,708) | (76,879) | (117,206) |
| | 15,000 | 110,044 | 69,873 | 29,703 | (10,468) | (50,639) | (90,809) | (131,181) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------|------------------------------------|---------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | 470,681 | 418,775 | 366,848 | 314,922 | 262,996 | 211,069 | 159,143 |
| | 16.0% | 428,360 | 378,805 | 329,230 | 279,655 | 230,080 | 180,504 | 130,929 |
| | 17.0% | 386,039 | 338,835 | 291,611 | 244,387 | 197,163 | 149,939 | 102,715 |
| | 18.0% | 343,718 | 298,865 | 253,993 | 209,120 | 164,247 | 119,374 | 74,501 |
| | 19.0% | 301,397 | 258,896 | 216,374 | 173,852 | 131,331 | 88,809 | 46,287 |
| | 20.0% | 259,076 | 218,926 | 178,755 | 138,585 | 98,414 | 58,244 | 18,073 |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 275,000 | 58,244 | 434,076 | 393,926 | 353,755 | 313,585 | 273,414 | 233,244 | 193,073 |
| | 100,000 | 334,076 | 293,926 | 253,755 | 213,585 | 173,414 | 133,244 | 93,073 |
| | 200,000 | 234,076 | 193,926 | 153,755 | 113,585 | 73,414 | 33,244 | (6,927) |
| | 300,000 | 134,076 | 93,926 | 53,755 | 13,585 | (26,586) | (66,756) | (106,927) |
| | 400,000 | 34,076 | (6,074) | (46,245) | (86,415) | (126,586) | (166,756) | (206,927) |
| | 500,000 | (65,924) | (106,074) | (146,245) | (186,415) | (226,586) | (266,756) | (306,927) |
| | 600,000 | (165,924) | (206,074) | (246,245) | (286,415) | (326,586) | (366,756) | (406,927) |
| | 700,000 | (265,924) | (306,074) | (346,245) | (386,415) | (426,586) | (466,756) | (506,927) |
| | 800,000 | (365,924) | (406,074) | (446,245) | (486,415) | (526,586) | (566,756) | (606,927) |
| | 900,000 | (465,924) | (506,074) | (546,245) | (586,415) | (626,586) | (666,756) | (706,927) |
| | 1,000,000 | (565,924) | (606,074) | (646,245) | (686,415) | (726,586) | (766,756) | (806,927) |
| | 1,100,000 | (665,924) | (706,074) | (746,245) | (786,415) | (826,586) | (866,756) | (906,927) |
| | 1,200,000 | (765,924) | (806,074) | (846,245) | (886,415) | (926,586) | (966,756) | (1,006,927) |
| | 1,300,000 | (865,924) | (906,074) | (946,245) | (986,415) | (1,026,586) | (1,066,756) | (1,106,927) |
| | 1,400,000 | (965,924) | (1,006,074) | (1,046,245) | (1,086,415) | (1,126,586) | (1,166,756) | (1,206,927) |
| | 1,500,000 | (1,065,924) | (1,106,074) | (1,146,245) | (1,186,415) | (1,226,586) | (1,266,756) | (1,306,927) |

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Scheme Typology: **Medium Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

TABLE 5 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 58,244 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|--------|----------|----------|-----------|-----------|-----------|-----------|-----------|
| | 0 | 411,859 | 371,808 | 331,756 | 291,705 | 251,654 | 211,523 | 171,352 |
| Net Zero | 2,000 | 381,303 | 341,251 | 301,200 | 261,148 | 221,037 | 180,867 | 140,696 |
| (£ per unit) | 4,000 | 350,746 | 310,695 | 270,643 | 230,552 | 190,382 | 150,211 | 110,041 |
| 10,000 | 6,000 | 320,189 | 280,138 | 240,067 | 199,896 | 159,726 | 119,555 | 79,385 |
| | 8,000 | 289,633 | 249,581 | 209,411 | 169,241 | 129,070 | 88,900 | 48,729 |
| | 10,000 | 259,076 | 218,926 | 178,755 | 138,585 | 98,414 | 58,244 | 18,073 |
| | 12,000 | 228,441 | 188,270 | 148,100 | 107,929 | 67,759 | 27,588 | (12,582) |
| | 14,000 | 197,785 | 157,614 | 117,444 | 77,273 | 37,103 | (3,068) | (43,238) |
| | 16,000 | 167,129 | 126,959 | 86,788 | 46,618 | 6,447 | (33,723) | (73,961) |
| | 18,000 | 136,473 | 96,303 | 56,132 | 15,962 | (24,209) | (64,379) | (104,732) |
| | 20,000 | 105,818 | 65,647 | 25,477 | (14,694) | (54,865) | (95,132) | (135,504) |
| | 22,000 | 75,162 | 34,991 | (5,179) | (45,350) | (85,531) | (125,904) | (166,276) |
| | 24,000 | 44,506 | 4,335 | (35,835) | (76,006) | (116,303) | (156,675) | (197,143) |
| | 26,000 | 13,850 | (26,320) | (66,491) | (106,703) | (147,075) | (187,447) | (229,058) |
| | 28,000 | (16,806) | (56,976) | (97,147) | (137,474) | (177,847) | (219,057) | (261,630) |
| | 30,000 | (47,461) | (87,632) | (127,874) | (168,246) | (209,120) | (251,468) | (296,295) |

TABLE 6 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 58,244 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|--------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 70% | 976,044 | 936,029 | 896,015 | 856,000 | 815,986 | 775,971 | 735,956 |
| | 75% | 856,793 | 816,778 | 776,764 | 736,749 | 696,734 | 656,685 | 616,633 |
| Build Cost | 80% | 737,369 | 697,317 | 657,266 | 617,214 | 577,163 | 537,112 | 497,060 |
| 100% | 85% | 617,796 | 577,744 | 537,693 | 497,641 | 457,590 | 417,538 | 377,487 |
| (105% = 5% increase) | 90% | 498,222 | 458,171 | 418,119 | 378,068 | 338,017 | 297,965 | 257,914 |
| | 95% | 378,649 | 338,598 | 298,546 | 258,495 | 218,375 | 178,205 | 138,034 |
| | 100% | 259,076 | 218,926 | 178,755 | 138,585 | 98,414 | 58,244 | 18,073 |
| | 105% | 139,135 | 98,965 | 58,794 | 18,624 | (21,547) | (61,717) | (102,060) |
| | 110% | 19,174 | (20,996) | (61,167) | (101,358) | (141,730) | (182,103) | (223,463) |
| | 115% | (100,787) | (141,029) | (181,401) | (222,736) | (265,392) | (311,618) | (359,170) |
| | 120% | (222,009) | (264,649) | (310,781) | (358,000) | (405,510) | (453,062) | (500,730) |
| | 125% | (357,179) | (404,398) | (451,850) | (499,402) | (546,955) | (594,878) | (642,895) |

TABLE 7 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 58,244 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|--------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 80% | (408,787) | (414,130) | (419,503) | (424,876) | (430,248) | (435,621) | (441,126) |
| | 82% | (333,208) | (342,637) | (352,067) | (361,606) | (371,196) | (380,787) | (390,377) |
| Market Values | 84% | (259,279) | (271,613) | (284,886) | (298,514) | (312,145) | (325,953) | (339,762) |
| 100% | 86% | (191,751) | (207,437) | (223,215) | (239,282) | (255,415) | (271,549) | (289,146) |
| (105% = 5% increase) | 88% | (127,210) | (145,963) | (164,796) | (183,628) | (202,745) | (222,238) | (242,083) |
| | 90% | (62,826) | (85,112) | (107,398) | (129,778) | (152,200) | (174,623) | (197,140) |
| | 92% | 1,559 | (24,304) | (50,167) | (76,030) | (101,940) | (127,953) | (153,965) |
| | 94% | 65,943 | 36,503 | 7,064 | (22,376) | (51,816) | (81,283) | (110,885) |
| | 96% | 130,327 | 97,311 | 64,294 | 31,277 | (1,739) | (34,756) | (67,805) |
| | 98% | 194,712 | 158,118 | 121,525 | 84,931 | 48,338 | 11,744 | (24,850) |
| | 100% | 259,076 | 218,926 | 178,755 | 138,585 | 98,414 | 58,244 | 18,073 |
| | 102% | 323,284 | 279,665 | 235,986 | 192,239 | 148,491 | 104,744 | 60,996 |
| | 104% | 387,492 | 340,306 | 293,121 | 245,892 | 198,568 | 151,244 | 103,919 |
| | 106% | 451,700 | 400,947 | 350,194 | 299,442 | 248,645 | 197,744 | 146,842 |
| | 108% | 515,908 | 461,588 | 407,268 | 352,948 | 298,628 | 244,243 | 189,765 |
| | 110% | 580,116 | 522,229 | 464,342 | 406,455 | 348,568 | 290,681 | 232,688 |
| | 112% | 644,324 | 582,870 | 521,416 | 459,962 | 398,508 | 337,054 | 275,599 |
| | 114% | 708,532 | 643,511 | 578,490 | 513,469 | 448,447 | 383,426 | 318,405 |
| | 116% | 772,740 | 704,152 | 635,564 | 566,975 | 498,387 | 429,799 | 361,210 |
| | 118% | 836,948 | 764,793 | 692,637 | 620,482 | 548,326 | 476,171 | 404,016 |
| | 120% | 901,156 | 825,434 | 749,711 | 673,989 | 598,266 | 522,543 | 446,821 |

TABLE 8 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 58,244 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|--------|---------|---------|---------|---------|---------|---------|---------|
| | 5,000 | 266,034 | 229,391 | 192,708 | 156,026 | 119,344 | 82,661 | 45,979 |
| | 10,000 | 272,991 | 239,855 | 206,661 | 173,467 | 140,273 | 107,079 | 73,885 |
| Grant (£ per unit) | 15,000 | 279,949 | 250,320 | 220,614 | 190,908 | 161,202 | 131,496 | 101,790 |
| - | 20,000 | 286,906 | 260,770 | 234,567 | 208,349 | 182,131 | 151,914 | 129,696 |
| | 25,000 | 293,864 | 271,207 | 248,519 | 225,790 | 203,061 | 180,331 | 157,602 |
| | 30,000 | 300,822 | 281,643 | 262,464 | 243,231 | 223,990 | 204,749 | 185,507 |
| | 35,000 | 307,779 | 292,079 | 276,380 | 260,672 | 244,919 | 229,166 | 213,413 |
| | 40,000 | 314,737 | 302,516 | 290,295 | 278,074 | 265,848 | 253,583 | 241,319 |
| | 45,000 | 321,694 | 312,952 | 304,210 | 295,468 | 286,726 | 277,984 | 269,224 |
| | 50,000 | 328,652 | 323,389 | 318,125 | 312,862 | 307,599 | 302,335 | 297,072 |
| | 55,000 | 335,610 | 333,825 | 332,041 | 330,256 | 328,472 | 326,687 | 324,902 |

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: **37** (see Typologies Matrix)
 Scheme Typology: **Medium Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--|--|---------------------------|--|---|---|---------------------|----------------|
| Total number of units in scheme | | 75 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | | |
| | | | | 100.0% | | 100.0% | | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | | |
| Unit mix - | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 20.0% | 9.8 | 20.0% | 5.3 | 20% | 15.0 | | |
| 3 bed House | 40.0% | 19.5 | 40.0% | 10.5 | 40% | 30.0 | | |
| 4 bed House | 20.0% | 9.8 | 20.0% | 5.3 | 20% | 15.0 | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | 10.0% | 4.9 | 10.0% | 2.6 | 10% | 7.5 | | |
| 2 bed Flat | 10.0% | 4.9 | 10.0% | 2.6 | 10% | 7.5 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | 100.0% | 48.8 | 100.0% | 26.3 | 100% | 75.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 770 | 8,291 | 415 | 4,464 | 1,185 | 12,755 | | |
| 3 bed House | 1,853 | 19,940 | 998 | 10,737 | 2,850 | 30,677 | | |
| 4 bed House | 1,170 | 12,594 | 630 | 6,781 | 1,800 | 19,375 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 287 | 3,087 | 154 | 1,662 | 441 | 4,749 | | |
| 2 bed Flat | 401 | 4,321 | 216 | 2,327 | 618 | 6,648 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 4,481 | 48,233 | 2,413 | 25,972 | 6,894 | 74,204 | | |
| AH % by floor area: | 35.00% AH % by floor area (difference due to mix) | | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 250,000 | 3,165 | 294 | 3,750,000 | | | | |
| 3 bed House | 365,000 | 3,842 | 357 | 10,950,000 | | | | |
| 4 bed House | 425,000 | 3,542 | 329 | 6,375,000 | | | | |
| 5 bed House | 475,000 | 3,393 | 315 | 0 | | | | |
| 1 bed Flat | 150,000 | 3,000 | 279 | 1,125,000 | | | | |
| 2 bed Flat | 200,000 | 2,857 | 265 | 1,500,000 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 23,700,000 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 137,500 | 55% | 112,500 | 45% | 175,000 | 70% | 187,500 | 75% |
| 3 bed House | 200,750 | 55% | 164,250 | 45% | 250,000 | 70% | 273,750 | 75% |
| 4 bed House | 233,750 | 55% | 191,250 | 45% | 250,000 | 70% | 318,750 | 75% |
| 5 bed House | 261,250 | 55% | 213,750 | 45% | 250,000 | 70% | 356,250 | 75% |
| 1 bed Flat | 82,500 | 55% | 67,500 | 45% | 105,000 | 70% | 112,500 | 75% |
| 2 bed Flat | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |

* capped @£250K

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Scheme Typology: **Medium Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 9.8 | @ | 250,000 | 2,437,500 |
| 3 bed House | 19.5 | @ | 365,000 | 7,117,500 |
| 4 bed House | 9.8 | @ | 425,000 | 4,143,750 |
| 5 bed House | 0.0 | @ | 475,000 | - |
| 1 bed Flat | 4.9 | @ | 150,000 | 731,250 |
| 2 bed Flat | 4.9 | @ | 200,000 | 975,000 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 48.8 | | | 15,405,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 3.2 | @ | 137,500 | 433,125 |
| 3 bed House | 6.3 | @ | 200,750 | 1,264,725 |
| 4 bed House | 3.2 | @ | 233,750 | 736,313 |
| 5 bed House | 0.0 | @ | 261,250 | - |
| 1 bed Flat | 1.6 | @ | 82,500 | 129,938 |
| 2 bed Flat | 1.6 | @ | 110,000 | 173,250 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 15.8 | | | 2,737,350 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.5 | @ | 112,500 | 59,063 |
| 3 bed House | 1.1 | @ | 164,250 | 172,463 |
| 4 bed House | 0.5 | @ | 191,250 | 100,406 |
| 5 bed House | 0.0 | @ | 213,750 | - |
| 1 bed Flat | 0.3 | @ | 67,500 | 17,719 |
| 2 bed Flat | 0.3 | @ | 90,000 | 23,625 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 2.6 | | | 373,275 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 1.3 | @ | 175,000 | 229,688 |
| 3 bed House | 2.6 | @ | 250,000 | 656,250 |
| 4 bed House | 1.3 | @ | 250,000 | 328,125 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.7 | @ | 105,000 | 68,906 |
| 2 bed Flat | 0.7 | @ | 140,000 | 91,875 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 6.6 | | | 1,374,844 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.3 | @ | 187,500 | 49,219 |
| 3 bed House | 0.5 | @ | 273,750 | 143,719 |
| 4 bed House | 0.3 | @ | 318,750 | 83,672 |
| 5 bed House | 0.0 | @ | 356,250 | - |
| 1 bed Flat | 0.1 | @ | 112,500 | 14,766 |
| 2 bed Flat | 0.1 | @ | 150,000 | 19,688 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 1.3 | 26.3 | | 311,063 |
| Sub-total GDV Residential | | | | |
| | 75 | | | 20,201,531 |
| AH on-site cost analysis: | | | | |
| | 507 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 3,498,469 |
| | | | 46,646 £ per unit (total units) | |
| Grant | | | | |
| | 26 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 20,201,531 |

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Scheme Typology: **Medium Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|--------------|------------------|--------------------------------|---------------------------------|---------------------------------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (26,309) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (80,000) |
| CIL (Mrkt only + garages) | | | | | | (432,797) |
| CIL analysis: | | 4,788 sqm | 90.39 £ psm | | | |
| | | 2.14% % of GDV | 5,771 £ per unit (total units) | | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 75 units @ | 4,300 per unit | | | (322,500) |
| S106 analysis: | | 172,000 £ per ha | 1.60% % of GDV | 4,300 £ per unit (total units) | | (322,500) |
| Comm. Sum analysis: | | | 6,894 sqm (total) | 0 £ psm | | - |
| AH Commuted Sum | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | - |
| | | 1.88 ha @ | | 0 £ per ha (if brownfield) | | - |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 75 units @ | | 0 per unit | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | - |
| 1 bed House | | | | | | |
| | | - sqm @ | | 1,423 psm | | - |
| 2 bed House | | | | | | |
| | | 1,185 sqm @ | | 1,423 psm | | (1,686,255) |
| 3 bed House | | | | | | |
| | | 2,850 sqm @ | | 1,423 psm | | (4,055,550) |
| 4 bed House | | | | | | |
| | | 1,800 sqm @ | | 1,423 psm | | (2,561,400) |
| 5 bed House | | | | | | |
| | | - sqm @ | | 1,423 psm | | - |
| 1 bed Flat | | | | | | |
| | | 441 sqm @ | | 1,638 psm | | (722,647) |
| 2 bed Flat | | | | | | |
| | | 618 sqm @ | | 1,638 psm | | (1,011,706) |
| 3 bed Flat | | | | | | |
| | | 6,894 sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | | | | | | (105,300) |
| 20 | 50% units @ | | 18 sqm @ | 600 psm | | |
| Garages for 4B House (Mrkt only) | | | | | | (78,975) |
| 10 | 75% units @ | | 18 sqm @ | 600 psm | | |
| Garages for 5B House (Mrkt only) | | | | | | - |
| - | 120% units @ | | 18 sqm @ | 600 psm | | |
| | | 307 | | | | |
| External works | | | | | | |
| Ext. Works analysis: | | 10,221,833 @ | | 15.0% | 20,444 £ per unit (total units) | (1,533,275) |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (75,225) |
| | | 75 units @ | | 1,003 £ per unit | | |
| M4(2) Category 2 Housing | | | | | | |
| Aff units | 26 units @ | 90% @ | | 521 £ per unit | | (12,309) |
| M4(2) Category 2 Housing | | | | | | |
| OMS units | 49 units @ | 90% @ | | 521 £ per unit | | (22,859) |
| M4(3) Category 3 Housing | | | | | | |
| Aff units | 26 units @ | 10% @ | | 10,111 £ per unit | | (26,541) |
| M4(3) Category 3 Housing | | | | | | |
| OMS units | 49 units @ | 10% @ | | 10,111 £ per unit | | (49,291) |
| Net Zero Cost | | | | | | (750,000) |
| | | 75 units @ | | 10,000 £ per unit | | |
| Urban Greening | | | | | | |
| No. of storeys | 2.4 equals | | 2,872 sqm footprint | 100 £ sqm | | (287,243) |
| EV Charging Points - Houses | | | | | | |
| | | 60 units @ | | 1,000 £ per unit | | (60,000) |
| EV Charging Points - Flats | | | | | | |
| | | 15 units @ | 4 flats per charger | 2,500 £ per 4 units | | (9,375) |
| | | 2 units @ | | 0 £ per unit | | - |
| Sub-total | | | | | | (1,292,843) |
| Policy Costs analysis: (design costs only) | | | | 17,238 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | |
| | | 13,047,951 @ | | 3.0% | | (391,439) |

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Scheme Typology: **Medium Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| | | | | |
|--|-------------------|---------------------------|------------------------------------|---------------------|
| Professional Fees | 13,047,951 @ | 6.5% | | (848,117) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 15,405,000 OMS @ | 3.00% | 6,162 £ per unit | (462,150) |
| Residential Sales Agent Costs | 15,405,000 OMS @ | 1.00% | 2,054 £ per unit | (154,050) |
| Residential Sales Legal Costs | 15,405,000 OMS @ | 0.35% | 719 £ per unit | (53,918) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 8,802 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (49,867) |
| Developers Profit - | | | | |
| Profit on OMS | 15,405,000 | 20.00% | | (3,081,000) |
| Margin on AH | 4,796,531 | 6.00% on AH values | | (287,792) |
| Profit analysis: | 20,201,531 | 16.68% blended GDV | (3,368,792) | |
| | 15,859,097 | 21.24% on costs | (3,368,792) | |
| TOTAL COSTS | | | | (19,227,888) |

| | | | | |
|----------------------------------|--------------------------|---------------------------------|-----------------------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | 973,643 |
| SDLT | 973,643 @ | HMRC formula | | (38,182) |
| Acquisition Agent fees | 973,643 @ | 1.0% | | (9,736) |
| Acquisition Legal fees | 973,643 @ | 0.5% | | (4,868) |
| Interest on Land | 973,643 @ | 8.00% | | (77,891) |
| Residual Land Value | | | | 842,965 |
| RLV analysis: | 11,240 £ per plot | 449,581 £ per ha (net) | 181,943 £ per acre (net) | |
| | | 337,186 £ per ha (gross) | 136,457 £ per acre (gross) | |
| | | | 4.17% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|---------------------------------|-----------------------------------|-----------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 40.0 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: | 3,677 sqm/ha (net) | 16,016 sqft/ac (net) | | |
| | 30 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | 1,274,109 |
| BLV analysis: | | 509,644 £ per ha (gross) | 206,250 £ per acre (gross) | |

| | | | | |
|-------------------|--|---------------------------------|----------------------------------|------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (229,944) £ per ha (net) | (93,057) £ per acre (net) | (431,145) |

240306_BCC Appraisal_MVGF_v0.2

Scheme Typology: **Medium Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

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)) | (93,057) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | 203,209 | 160,001 | 116,794 | 73,586 | 30,378 | (12,865) | (56,195) |
| | 10.00 | 190,945 | 148,418 | 105,892 | 63,366 | 20,840 | (21,737) | (64,384) |
| | 20.00 | 178,681 | 136,836 | 94,991 | 53,146 | 11,301 | (30,609) | (72,573) |
| | 30.00 | 166,417 | 125,253 | 84,089 | 42,926 | 1,762 | (39,480) | (80,763) |
| | 40.00 | 154,152 | 113,670 | 73,188 | 32,706 | (7,777) | (48,352) | (88,952) |
| | 50.00 | 141,888 | 102,087 | 62,286 | 22,486 | (17,315) | (57,224) | (97,141) |
| | 60.00 | 129,624 | 90,505 | 51,385 | 12,265 | (26,861) | (66,096) | (105,331) |
| | 70.00 | 117,360 | 78,922 | 40,484 | 2,045 | (36,415) | (74,967) | (113,520) |
| | 80.00 | 105,096 | 67,339 | 29,582 | (8,175) | (45,969) | (83,839) | (121,709) |
| | 90.00 | 92,832 | 55,756 | 18,681 | (18,395) | (55,523) | (92,711) | (129,899) |
| | 100.00 | 80,568 | 44,173 | 7,779 | (28,615) | (65,078) | (101,583) | (138,088) |
| | 110.00 | 68,304 | 32,591 | (3,122) | (38,835) | (74,632) | (110,455) | (146,277) |
| | 120.00 | 56,039 | 21,008 | (14,024) | (49,055) | (84,186) | (119,326) | (154,467) |
| | 130.00 | 43,775 | 9,425 | (24,925) | (59,282) | (93,740) | (128,198) | (162,656) |
| | 140.00 | 31,511 | (2,158) | (35,827) | (69,519) | (103,294) | (137,070) | (170,845) |
| | 150.00 | 19,247 | (13,740) | (46,728) | (79,756) | (112,849) | (145,942) | (179,035) |
| | 160.00 | 6,983 | (25,323) | (57,629) | (89,992) | (122,403) | (154,813) | (187,224) |
| | 170.00 | (5,281) | (36,906) | (68,531) | (100,229) | (131,957) | (163,685) | (195,413) |
| | 180.00 | (17,545) | (48,489) | (79,432) | (110,466) | (141,511) | (172,557) | (203,603) |
| | 190.00 | (29,809) | (60,072) | (90,339) | (120,702) | (151,066) | (181,429) | (211,792) |
| | 200.00 | (42,074) | (71,654) | (101,258) | (130,939) | (160,620) | (190,301) | (219,981) |
| | 210.00 | (54,338) | (83,237) | (112,177) | (141,176) | (170,174) | (199,172) | (228,226) |
| | 220.00 | (66,602) | (94,820) | (123,097) | (151,412) | (179,728) | (208,044) | (236,702) |
| | 230.00 | (78,866) | (106,403) | (134,016) | (161,649) | (189,282) | (216,916) | (245,179) |
| | 240.00 | (91,130) | (117,985) | (144,935) | (171,886) | (198,837) | (225,788) | (253,836) |
| 250.00 | (103,394) | (129,568) | (155,854) | (182,122) | (208,391) | (234,942) | (262,504) | |

TABLE 2

| Balance (RLV - BLV £ per acre (n)) | (93,057) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|----------|------------------------------------|----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | 138,138 | 101,089 | 64,040 | 26,991 | (10,058) | (47,198) | (84,359) |
| | 2,000 | 124,264 | 87,215 | 50,166 | 13,117 | (23,934) | (61,095) | (98,256) |
| | 3,000 | 110,390 | 73,341 | 36,292 | (757) | (37,830) | (74,991) | (112,152) |
| | 4,000 | 96,516 | 59,467 | 22,418 | (14,631) | (51,727) | (88,888) | (126,049) |
| | 5,000 | 82,642 | 45,593 | 8,544 | (28,505) | (65,624) | (102,785) | (139,946) |
| | 6,000 | 68,768 | 31,719 | (5,330) | (42,379) | (79,520) | (116,681) | (153,842) |
| | 7,000 | 54,893 | 17,844 | (19,204) | (56,256) | (93,417) | (130,578) | (167,739) |
| | 8,000 | 41,019 | 3,970 | (33,079) | (70,152) | (107,313) | (144,474) | (181,635) |
| | 9,000 | 27,145 | (9,904) | (46,953) | (84,049) | (121,210) | (158,371) | (195,532) |
| | 10,000 | 13,271 | (23,778) | (60,827) | (97,945) | (135,106) | (172,267) | (209,428) |
| | 11,000 | (603) | (37,652) | (74,701) | (111,842) | (149,003) | (186,164) | (223,325) |
| | 12,000 | (14,477) | (51,526) | (88,578) | (125,739) | (162,900) | (200,061) | (237,594) |
| | 13,000 | (28,351) | (65,400) | (102,474) | (139,635) | (176,796) | (213,957) | (252,120) |
| | 14,000 | (42,225) | (79,274) | (116,371) | (153,532) | (190,693) | (227,898) | (266,830) |
| | 15,000 | (56,099) | (93,148) | (130,267) | (167,428) | (204,589) | (242,282) | (282,225) |

TABLE 3

| Balance (RLV - BLV £ per acre (n)) | (93,057) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|----------|------------------------------------|---------|---------|----------|----------|----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | 289,166 | 241,183 | 193,200 | 145,217 | 97,180 | 49,085 | 990 |
| | 16.0% | 249,804 | 204,007 | 158,211 | 112,415 | 66,565 | 20,657 | (25,251) |
| | 17.0% | 210,441 | 166,832 | 123,222 | 79,613 | 35,950 | (7,772) | (51,493) |
| | 18.0% | 171,079 | 129,656 | 88,233 | 46,811 | 5,335 | (36,200) | (77,735) |
| | 19.0% | 131,716 | 92,480 | 53,244 | 14,009 | (25,281) | (64,629) | (103,976) |
| | 20.0% | 92,353 | 55,305 | 18,256 | (18,793) | (55,896) | (93,057) | (130,218) |

TABLE 4

| Balance (RLV - BLV £ per acre (n)) | (93,057) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 275,000 | 100,000 | 267,353 | 230,305 | 193,256 | 156,207 | 119,104 | 81,943 | 44,782 |
| | 200,000 | 167,353 | 130,305 | 93,256 | 56,207 | 19,104 | (18,057) | (55,218) |
| | 300,000 | 67,353 | 30,305 | (6,744) | (43,793) | (80,896) | (118,057) | (155,218) |
| | 400,000 | (32,647) | (69,695) | (106,744) | (143,793) | (180,896) | (218,057) | (255,218) |
| | 500,000 | (132,647) | (169,695) | (206,744) | (243,793) | (280,896) | (318,057) | (355,218) |
| | 600,000 | (232,647) | (269,695) | (306,744) | (343,793) | (380,896) | (418,057) | (455,218) |
| | 700,000 | (332,647) | (369,695) | (406,744) | (443,793) | (480,896) | (518,057) | (555,218) |
| | 800,000 | (432,647) | (469,695) | (506,744) | (543,793) | (580,896) | (618,057) | (655,218) |
| | 900,000 | (532,647) | (569,695) | (606,744) | (643,793) | (680,896) | (718,057) | (755,218) |
| | 1,000,000 | (632,647) | (669,695) | (706,744) | (743,793) | (780,896) | (818,057) | (855,218) |
| | 1,100,000 | (732,647) | (769,695) | (806,744) | (843,793) | (880,896) | (918,057) | (955,218) |
| | 1,200,000 | (832,647) | (869,695) | (906,744) | (943,793) | (980,896) | (1,018,057) | (1,055,218) |
| | 1,300,000 | (932,647) | (969,695) | (1,006,744) | (1,043,793) | (1,080,896) | (1,118,057) | (1,155,218) |
| | 1,400,000 | (1,032,647) | (1,069,695) | (1,106,744) | (1,143,793) | (1,180,896) | (1,218,057) | (1,255,218) |
| | 1,500,000 | (1,132,647) | (1,169,695) | (1,206,744) | (1,243,793) | (1,280,896) | (1,318,057) | (1,355,218) |
| 1,600,000 | (1,232,647) | (1,269,695) | (1,306,744) | (1,343,793) | (1,380,896) | (1,418,057) | (1,455,218) | |

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Scheme Typology: **Medium Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | (93,057) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | | | 244,727 | 207,678 | 170,629 | 133,580 | 96,531 | 59,482 | 22,433 |
| | 0 | | | | | | | | |
| Net Zero | 2,000 | | 214,252 | 177,203 | 140,154 | 103,105 | 66,056 | 29,008 | (8,055) |
| (£ per unit) | 4,000 | | 183,778 | 146,729 | 109,680 | 72,631 | 35,582 | (1,467) | (38,596) |
| | 6,000 | | 153,303 | 116,254 | 79,205 | 42,156 | 5,107 | (31,975) | (69,136) |
| | 8,000 | | 122,828 | 85,779 | 48,730 | 11,681 | (25,368) | (62,516) | (99,677) |
| | 10,000 | | 92,353 | 55,305 | 18,256 | (18,793) | (55,896) | (93,057) | (130,218) |
| | 12,000 | | 61,879 | 24,830 | (12,219) | (49,276) | (86,437) | (123,598) | (160,759) |
| | 14,000 | | 31,404 | (5,645) | (42,694) | (79,817) | (116,978) | (154,139) | (191,300) |
| | 16,000 | | 929 | (36,120) | (73,196) | (110,357) | (147,518) | (184,679) | (221,840) |
| | 18,000 | | (29,545) | (66,594) | (103,737) | (140,898) | (178,059) | (215,220) | (253,457) |
| | 20,000 | | (60,020) | (97,117) | (134,278) | (171,439) | (208,600) | (246,450) | (286,916) |
| | 22,000 | | (90,497) | (127,658) | (164,819) | (201,980) | (239,581) | (279,173) | (322,672) |
| | 24,000 | | (121,038) | (158,199) | (195,360) | (232,728) | (271,769) | (314,893) | (358,483) |
| | 26,000 | | (151,578) | (188,739) | (225,900) | (264,762) | (307,150) | (350,625) | (394,294) |
| | 28,000 | | (182,119) | (219,280) | (257,755) | (299,407) | (342,871) | (386,435) | (430,104) |
| | 30,000 | | (212,660) | (250,747) | (291,665) | (335,128) | (378,591) | (422,246) | (465,915) |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | (93,057) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | | | 795,343 | 758,342 | 721,342 | 684,341 | 647,341 | 610,340 | 573,340 |
| | 70% | | | | | | | | |
| | 75% | | 678,296 | 641,295 | 604,294 | 567,294 | 530,293 | 493,293 | 456,292 |
| | 80% | | 561,248 | 524,248 | 487,247 | 450,241 | 413,192 | 376,143 | 339,094 |
| Build Cost | 85% | | 444,129 | 407,080 | 370,031 | 332,982 | 295,933 | 258,884 | 221,835 |
| 100% | 90% | | 326,871 | 289,822 | 252,773 | 215,724 | 178,675 | 141,626 | 104,577 |
| (105% = 5% increase) | 95% | | 209,612 | 172,563 | 135,514 | 98,465 | 61,416 | 24,367 | (12,705) |
| | 100% | | 92,353 | 55,305 | 18,256 | (18,793) | (55,896) | (93,057) | (130,218) |
| | 105% | | (24,905) | (61,954) | (99,087) | (136,248) | (173,409) | (210,570) | (248,535) |
| | 110% | | (142,277) | (179,438) | (216,599) | (254,917) | (296,272) | (339,735) | (383,388) |
| | 115% | | (261,299) | (303,324) | (346,788) | (390,251) | (433,840) | (477,509) | (521,178) |
| | 120% | | (397,303) | (440,766) | (484,291) | (527,960) | (571,629) | (615,298) | (659,220) |
| | 125% | | (534,745) | (578,412) | (622,081) | (665,750) | (709,508) | (753,458) | (797,475) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | (93,057) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | | | (547,149) | (551,854) | (556,559) | (561,264) | (565,969) | (570,786) | (575,639) |
| | 80% | | | | | | | | |
| | 82% | | (477,027) | (485,615) | (494,216) | (502,818) | (511,419) | (520,020) | (528,722) |
| Market Values | 84% | | (407,084) | (419,461) | (431,874) | (444,371) | (456,869) | (469,367) | (481,865) |
| 100% | 86% | | (337,140) | (353,403) | (369,666) | (385,929) | (402,319) | (418,713) | (435,108) |
| (105% = 5% increase) | 88% | | (267,938) | (287,345) | (307,494) | (327,643) | (347,791) | (368,060) | (388,351) |
| | 90% | | (206,260) | (226,817) | (248,142) | (269,893) | (293,391) | (317,425) | (341,594) |
| | 92% | | (146,459) | (170,330) | (194,202) | (218,074) | (242,484) | (267,679) | (294,837) |
| | 94% | | (86,682) | (113,851) | (141,045) | (168,239) | (195,433) | (222,627) | (250,748) |
| | 96% | | (27,004) | (57,422) | (87,888) | (118,404) | (148,921) | (179,437) | (209,954) |
| | 98% | | 32,675 | (1,059) | (34,792) | (68,570) | (102,408) | (136,247) | (170,086) |
| | 100% | | 92,353 | 55,305 | 18,256 | (18,793) | (55,896) | (93,057) | (130,218) |
| | 102% | | 152,032 | 111,668 | 71,303 | 30,939 | (9,426) | (49,867) | (90,350) |
| | 104% | | 211,711 | 168,031 | 124,351 | 80,671 | 36,991 | (6,689) | (50,482) |
| | 106% | | 271,389 | 224,394 | 177,398 | 130,403 | 83,408 | 36,412 | (10,615) |
| | 108% | | 331,068 | 280,757 | 230,446 | 180,135 | 129,824 | 79,513 | 29,203 |
| | 110% | | 390,746 | 337,120 | 283,494 | 229,867 | 176,241 | 122,615 | 68,988 |
| | 112% | | 450,425 | 393,483 | 336,541 | 279,600 | 222,658 | 165,716 | 108,774 |
| | 114% | | 510,104 | 449,846 | 389,589 | 329,332 | 269,074 | 208,817 | 148,560 |
| | 116% | | 569,782 | 506,209 | 442,637 | 379,064 | 315,491 | 251,918 | 188,346 |
| | 118% | | 629,427 | 562,573 | 495,684 | 428,796 | 361,908 | 295,020 | 228,131 |
| | 120% | | 689,023 | 618,913 | 548,732 | 478,528 | 408,324 | 338,121 | 267,917 |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|---------|---------|---------|---------|----------|----------|-----------|
| | | (93,057) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | | | 99,299 | 65,722 | 32,146 | (1,431) | (35,023) | (68,705) | (102,387) |
| | 5,000 | | | | | | | | |
| | 10,000 | | 106,244 | 76,140 | 46,036 | 15,932 | (14,171) | (44,353) | (74,556) |
| Grant (£ per unit) | 15,000 | | 113,189 | 86,558 | 59,927 | 33,295 | 6,664 | (20,001) | (46,726) |
| - | 20,000 | | 120,134 | 96,976 | 73,817 | 50,658 | 27,500 | 4,341 | (18,895) |
| | 25,000 | | 127,079 | 107,393 | 87,707 | 68,021 | 48,335 | 28,649 | 8,936 |
| | 30,000 | | 134,025 | 117,811 | 101,598 | 85,384 | 69,171 | 52,957 | 36,744 |
| | 35,000 | | 140,970 | 128,229 | 115,488 | 102,747 | 90,006 | 72,265 | 64,524 |
| | 40,000 | | 147,915 | 138,647 | 129,378 | 120,110 | 110,842 | 101,573 | 92,305 |
| | 45,000 | | 154,860 | 149,064 | 143,269 | 137,473 | 131,677 | 125,882 | 120,086 |
| | 50,000 | | 161,805 | 159,482 | 157,159 | 154,836 | 152,513 | 150,190 | 147,867 |
| | 55,000 | | 168,750 | 169,900 | 171,049 | 172,199 | 173,348 | 174,498 | 175,647 |

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

240306_BCC Appraisal_MVGF_v0.2

Appraisal Ref: **38** (see Typologies Matrix)
 Scheme Typology: **Medium Value Zone**
 Site Typology: **Location / Value Zone: Medium Value Greenfield/Brownfield: Greenfield**
 Notes: No Units: **125**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | | |
|---|---------------|---|--------------------|---------------|------------------------------|----------------|---------|--------------|---------|
| Total number of units in scheme | | 125 Units | | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | | |
| AH tenure split % | | Affordable Rent: 60.0% Social Rent: 10.0% 70.0% % Rented First Homes: 25.0% Other Intermediate (LCHO/Sub-Market etc.): 5.0% 10.5% % of total (>10% First Homes PPG 023) 100.0% 100.0% | | | | | | | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | | | |
| Unit mix - | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | | |
| 2 bed House | 20.0% | 16.3 | 20.0% | 8.8 | 20% | 25.0 | | | |
| 3 bed House | 40.0% | 32.5 | 40.0% | 17.5 | 40% | 50.0 | | | |
| 4 bed House | 20.0% | 16.3 | 20.0% | 8.8 | 20% | 25.0 | | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | | |
| 1 bed Flat | 10.0% | 8.1 | 10.0% | 4.4 | 10% | 12.5 | | | |
| 2 bed Flat | 10.0% | 8.1 | 10.0% | 4.4 | 10% | 12.5 | | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | | |
| Total number of units | | 100.0% | 81.3 | 100.0% | 43.8 | 100% | 125.0 | | |
| OMS Unit Floor areas - | | Net area per unit (sqm) | Net to Gross % | | Gross (GIA) per unit (sqft) | | | | |
| 1 bed House | 62.0 | 667 | | | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | | Net area per unit (sqm) | Net to Gross % | | Gross (GIA) per unit (sqft) | | | | |
| 1 bed House | 62.0 | 667 | | | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | AH units GIA (sqm) | | Total GIA (all units) (sqft) | | | | |
| 1 bed House | 0 | 0 | 0 | | 0 | 0 | | | |
| 2 bed House | 1,284 | 13,818 | 691 | | 7,441 | 1,975 | | | |
| 3 bed House | 3,088 | 33,234 | 1,663 | | 17,895 | 4,750 | | | |
| 4 bed House | 1,950 | 20,990 | 1,050 | | 11,302 | 3,000 | | | |
| 5 bed House | 0 | 0 | 0 | | 0 | 0 | | | |
| 1 bed Flat | 478 | 5,145 | 257 | | 2,770 | 735 | | | |
| 2 bed Flat | 669 | 7,202 | 360 | | 3,878 | 1,029 | | | |
| 3 bed Flat | 0 | 0 | 0 | | 0 | 0 | | | |
| AH % by floor area: | | 7,468 | 80,388 | 4,021 | 43,286 | 11,490 | 123,674 | | |
| 35.00% AH % by floor area (difference due to mix) | | | | | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | | |
| 2 bed House | 250,000 | 3,165 | 294 | 6,250,000 | | | | | |
| 3 bed House | 365,000 | 3,842 | 357 | 18,250,000 | | | | | |
| 4 bed House | 425,000 | 3,542 | 329 | 10,625,000 | | | | | |
| 5 bed House | 475,000 | 3,393 | 315 | 0 | | | | | |
| 1 bed Flat | 150,000 | 3,000 | 279 | 1,875,000 | | | | | |
| 2 bed Flat | 200,000 | 2,857 | 265 | 2,500,000 | | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | | |
| 39,500,000 | | | | | | | | | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% | |
| 2 bed House | 137,500 | 55% | 112,500 | 45% | 175,000 | 70% | 187,500 | 75% | |
| 3 bed House | 200,750 | 55% | 164,250 | 45% | 250,000 | 70% | 273,750 | 75% | |
| 4 bed House | 233,750 | 55% | 191,250 | 45% | 250,000 | 70% | 318,750 | 75% | |
| 5 bed House | 261,250 | 55% | 213,750 | 45% | 250,000 | 70% | 356,250 | 75% | |
| 1 bed Flat | 82,500 | 55% | 67,500 | 45% | 105,000 | 70% | 112,500 | 75% | |
| 2 bed Flat | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% | |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% | |

* capped @£250K

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Scheme Typology: **Medium Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 16.3 | @ | 250,000 | 4,062,500 |
| 3 bed House | 32.5 | @ | 365,000 | 11,862,500 |
| 4 bed House | 16.3 | @ | 425,000 | 6,906,250 |
| 5 bed House | 0.0 | @ | 475,000 | - |
| 1 bed Flat | 8.1 | @ | 150,000 | 1,218,750 |
| 2 bed Flat | 8.1 | @ | 200,000 | 1,625,000 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 81.3 | | | 25,675,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 5.3 | @ | 137,500 | 721,875 |
| 3 bed House | 10.5 | @ | 200,750 | 2,107,875 |
| 4 bed House | 5.3 | @ | 233,750 | 1,227,188 |
| 5 bed House | 0.0 | @ | 261,250 | - |
| 1 bed Flat | 2.6 | @ | 82,500 | 216,563 |
| 2 bed Flat | 2.6 | @ | 110,000 | 288,750 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 26.3 | | | 4,562,250 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.9 | @ | 112,500 | 98,438 |
| 3 bed House | 1.8 | @ | 164,250 | 287,438 |
| 4 bed House | 0.9 | @ | 191,250 | 167,344 |
| 5 bed House | 0.0 | @ | 213,750 | - |
| 1 bed Flat | 0.4 | @ | 67,500 | 29,531 |
| 2 bed Flat | 0.4 | @ | 90,000 | 39,375 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 4.4 | | | 622,125 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 2.2 | @ | 175,000 | 382,813 |
| 3 bed House | 4.4 | @ | 250,000 | 1,093,750 |
| 4 bed House | 2.2 | @ | 250,000 | 546,875 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 1.1 | @ | 105,000 | 114,844 |
| 2 bed Flat | 1.1 | @ | 140,000 | 153,125 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 10.9 | | | 2,291,406 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.4 | @ | 187,500 | 82,031 |
| 3 bed House | 0.9 | @ | 273,750 | 239,531 |
| 4 bed House | 0.4 | @ | 318,750 | 139,453 |
| 5 bed House | 0.0 | @ | 356,250 | - |
| 1 bed Flat | 0.2 | @ | 112,500 | 24,609 |
| 2 bed Flat | 0.2 | @ | 150,000 | 32,813 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 2.2 | 43.8 | | 518,438 |
| Sub-total GDV Residential | | | | |
| | 125 | | | 33,669,219 |
| AH on-site cost analysis: | | | | |
| | 507 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 5,830,781 |
| | | | 46,646 £ per unit (total units) | |
| Grant | | | | |
| | 44 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 33,669,219 |

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Scheme Typology: **Medium Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | | | | |
|--|--|-------------|--|----------------|--|-------------------|--|-----------|--|
| Initial Payments - | | | | | | | | | |
| Statutory Planning Fees (Residential) (33,209) | | | | | | | | | |
| Planning Application Professional Fees, Surveys and reports (100,000) | | | | | | | | | |
| CIL (Mrkt only + garages) 7,980 sqm 90.39 £ psm (721,329) | | | | | | | | | |
| CIL analysis: 2.14% % of GDV 5,771 £ per unit (total units) | | | | | | | | | |
| Site Specific S106 Contributions | | | | | | | | | |
| Year 1 | | | | 0 | | | | | |
| Year 2 | | | | 0 | | | | | |
| Year 3 | | | | 0 | | | | | |
| Year 4 | | | | 0 | | | | | |
| Year 5 | | | | 0 | | | | | |
| Year 6 | | | | 0 | | | | | |
| Year 7 | | | | 0 | | | | | |
| Year 8 | | | | 0 | | | | | |
| Year 9 | | | | 0 | | | | | |
| Year 10 | | | | 0 | | | | | |
| Year 11 | | | | 0 | | | | | |
| Year 12 | | | | 0 | | | | | |
| Year 13 | | | | 0 | | | | | |
| Year 14 | | | | 0 | | | | | |
| Year 15 | | | | 0 | | | | | |
| Years 1-15 | | 125 units @ | | 4,300 per unit | | | | (537,500) | |
| S106 analysis: 172,000 £ per ha 1.60% % of GDV 4,300 £ per unit (total units) | | | | | | | | | |
| AH Commuted Sum 11,490 sqm (total) 0 £ psm | | | | | | | | | |
| Comm. Sum analysis: 0.00% % of GDV | | | | | | | | | |
| Construction Costs - | | | | | | | | | |
| Site Clearance, Demolition & Remediation 3.13 ha @ 0 £ per ha (if brownfield) | | | | | | | | | |
| Site Infrastructure costs - | | | | | | | | | |
| Year 1 | | | | 0 | | | | | |
| Year 2 | | | | 0 | | | | | |
| Year 3 | | | | 0 | | | | | |
| Year 4 | | | | 0 | | | | | |
| Year 5 | | | | 0 | | | | | |
| Year 6 | | | | 0 | | | | | |
| Year 7 | | | | 0 | | | | | |
| Year 8 | | | | 0 | | | | | |
| Year 9 | | | | 0 | | | | | |
| Year 10 | | | | 0 | | | | | |
| Year 11 | | | | 0 | | | | | |
| Year 12 | | | | 0 | | | | | |
| Year 13 | | | | 0 | | | | | |
| Year 14 | | | | 0 | | | | | |
| Year 15 | | | | 0 | | | | | |
| Years 1-15 | | 125 units @ | | 0 per unit | | | | | |
| Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units) | | | | | | | | | |
| 1 bed House - sqm @ 1,260 psm | | | | | | | | | |
| 2 bed House 1,975 sqm @ 1,260 psm (2,488,500) | | | | | | | | | |
| 3 bed House 4,750 sqm @ 1,260 psm (5,985,000) | | | | | | | | | |
| 4 bed House 3,000 sqm @ 1,260 psm (3,780,000) | | | | | | | | | |
| 5 bed House - sqm @ 1,260 psm | | | | | | | | | |
| 1 bed Flat 735 sqm @ 1,638 psm (1,204,412) | | | | | | | | | |
| 2 bed Flat 1,029 sqm @ 1,638 psm (1,686,176) | | | | | | | | | |
| 3 bed Flat 11,490 sqm @ 1,638 psm | | | | | | | | | |
| Garages for 3B House (Mrkt only) 33 50% units @ 18 sqm @ 600 psm (175,500) | | | | | | | | | |
| Garages for 4B House (Mrkt only) 16 75% units @ 18 sqm @ 600 psm (131,625) | | | | | | | | | |
| Garages for 5B House (Mrkt only) - 120% units @ 18 sqm @ 600 psm | | | | | | | | | |
| External works 15,451,213 @ 15.0% 18,541 £ per unit (total units) (2,317,682) | | | | | | | | | |
| Ext. Works analysis: 18,541 £ per unit (total units) | | | | | | | | | |
| Policy Costs on design - | | | | | | | | | |
| Net Biodiversity costs 125 units @ 1,003 £ per unit (125,375) | | | | | | | | | |
| M4(2) Category 2 Housing Aff units | | 44 units @ | | 90% @ | | 521 £ per unit | | (20,514) | |
| M4(2) Category 2 Housing OMS units | | 81 units @ | | 90% @ | | 521 £ per unit | | (38,098) | |
| M4(3) Category 3 Housing Aff units | | 44 units @ | | 10% @ | | 10,111 £ per unit | | (44,236) | |
| M4(3) Category 3 Housing OMS units | | 81 units @ | | 10% @ | | 10,111 £ per unit | | (82,152) | |
| Net Zero Cost 125 units @ 10,000 £ per unit (1,250,000) | | | | | | | | | |
| Urban Greening No. of storeys 2.4 equals 4,787 sqm footprint 100 £ sqm (478,738) | | | | | | | | | |
| EV Charging Points - Houses 100 units @ 1,000 £ per unit (100,000) | | | | | | | | | |
| EV Charging Points - Flats 25 units @ 4 flats per charger 2,500 £ per 4 units (15,625) | | | | | | | | | |
| Sub-total 2 units @ 0 £ per unit (2,154,738) | | | | | | | | | |
| Policy Costs analysis: (design costs only) 17,238 £ per unit (total units) | | | | | | | | | |
| Contingency (on construction) 19,923,633 @ 3.0% (597,709) | | | | | | | | | |

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Scheme Typology: **Medium Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| | | | | | |
|--|-------------------|--|---------------------------|------------------------------------|---------------------|
| Professional Fees | 19,923,633 @ | | 6.5% | | (1,295,036) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 25,675,000 OMS @ | | 3.00% | 6,162 £ per unit | (770,250) |
| Residential Sales Agent Costs | 25,675,000 OMS @ | | 1.00% | 2,054 £ per unit | (256,750) |
| Residential Sales Legal Costs | 25,675,000 OMS @ | | 0.35% | 719 £ per unit | (89,863) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 8,855 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (68,716) |
| Developers Profit - | | | | | |
| Profit on OMS | 25,675,000 | | 20.00% | | (5,135,000) |
| Margin on AH | 7,994,219 | | 6.00% on AH values | | (479,653) |
| Profit analysis: | 33,669,219 | | 16.68% blended GDV | (5,614,653) | |
| | 24,383,994 | | 23.03% on costs | (5,614,653) | |
| TOTAL COSTS | | | | | (29,998,648) |

| RESIDUAL LAND VALUE (RLV) | | | | | |
|----------------------------------|--------------------------|---------------------------------|-----------------------------------|--|------------------|
| Residual Land Value (gross) | | | | | 3,670,571 |
| SDLT | 3,670,571 @ | | HMRC formula | | (173,029) |
| Acquisition Agent fees | 3,670,571 @ | | 1.0% | | (36,706) |
| Acquisition Legal fees | 3,670,571 @ | | 0.5% | | (18,353) |
| Interest on Land | 3,670,571 @ | | 8.00% | | (293,646) |
| Residual Land Value | | | | | 3,148,838 |
| RLV analysis: | 25,191 £ per plot | 1,007,628 £ per ha (net) | 407,782 £ per acre (net) | | |
| | | 755,721 £ per ha (gross) | 305,836 £ per acre (gross) | | |
| | | | 9.35% % RLV / GDV | | |

| BENCHMARK LAND VALUE (BLV) | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|------------------|
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 3.13 ha (net) | | 7.72 acres (net) | |
| Net to Gross ratio | | 75% | | | |
| Site Area (gross) | | 4.17 ha (gross) | | 10.30 acres (gross) | |
| Density analysis: | | 3,677 sqm/ha (net) | | 16,016 sqft/ac (net) | |
| | | 30 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | | 2,123,516 |
| BLV analysis: | | 509,644 £ per ha (gross) | 206,250 £ per acre (gross) | | |

| BALANCE | | | |
|-------------------|-------------------------------|---------------------------------|------------------|
| Surplus/(Deficit) | 328,103 £ per ha (net) | 132,782 £ per acre (net) | 1,025,323 |

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Scheme Typology: Medium Value Zone No Units: 125
 Site Typology: Location / Value Zone: Medium Value Greenfield/Brownfield: Greenfield
 Notes:

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 35%

| Balance (RLV - BLV £ per acre (n)) | 132,782 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|---------|---------|---------|---------|---------|---------|---------|----------|
| | 0.00 | 429,224 | 386,022 | 342,791 | 299,559 | 256,327 | 213,096 | 169,864 |
| | 10.00 | 416,947 | 374,411 | 331,863 | 289,314 | 246,765 | 204,216 | 161,668 |
| | 20.00 | 404,666 | 362,800 | 320,934 | 279,069 | 237,203 | 195,337 | 153,464 |
| CL £ psm | 30.00 | 392,372 | 351,189 | 310,006 | 268,824 | 227,641 | 186,458 | 145,254 |
| 90.39 | 40.00 | 380,077 | 339,578 | 299,078 | 258,578 | 218,079 | 177,579 | 137,045 |
| | 50.00 | 367,783 | 327,967 | 288,150 | 248,333 | 208,517 | 168,700 | 128,835 |
| | 60.00 | 355,489 | 316,356 | 277,222 | 238,088 | 198,955 | 159,809 | 120,626 |
| | 70.00 | 343,195 | 304,744 | 266,294 | 227,843 | 189,392 | 150,916 | 112,416 |
| | 80.00 | 330,901 | 293,133 | 255,366 | 217,598 | 179,830 | 142,022 | 104,207 |
| | 90.00 | 318,607 | 281,522 | 244,437 | 207,353 | 170,259 | 133,128 | 95,997 |
| | 100.00 | 306,313 | 269,911 | 233,509 | 197,108 | 160,682 | 124,235 | 87,788 |
| | 110.00 | 294,018 | 258,300 | 222,581 | 186,863 | 151,104 | 115,341 | 79,579 |
| | 120.00 | 281,724 | 246,689 | 211,653 | 176,605 | 141,526 | 106,448 | 71,369 |
| | 130.00 | 269,430 | 235,078 | 200,725 | 166,343 | 131,949 | 97,554 | 63,160 |
| | 140.00 | 257,136 | 223,466 | 189,791 | 156,081 | 122,371 | 88,660 | 54,950 |
| | 150.00 | 244,842 | 211,855 | 178,846 | 145,819 | 112,793 | 79,767 | 46,741 |
| | 160.00 | 232,548 | 200,242 | 167,900 | 135,557 | 103,215 | 70,873 | 38,529 |
| | 170.00 | 220,253 | 188,612 | 156,954 | 125,296 | 93,638 | 61,980 | 30,304 |
| | 180.00 | 207,955 | 176,981 | 146,008 | 115,034 | 84,060 | 53,086 | 22,079 |
| | 190.00 | 195,641 | 165,351 | 135,062 | 104,772 | 74,482 | 44,192 | 13,855 |
| | 200.00 | 183,327 | 153,721 | 124,116 | 94,510 | 64,904 | 35,284 | 5,630 |
| | 210.00 | 171,013 | 142,091 | 113,170 | 84,248 | 55,327 | 26,373 | (2,595) |
| | 220.00 | 158,698 | 130,461 | 102,224 | 73,986 | 45,746 | 17,463 | (10,820) |
| | 230.00 | 146,384 | 118,831 | 91,278 | 63,725 | 36,151 | 8,553 | (19,045) |
| | 240.00 | 134,070 | 107,201 | 80,332 | 53,463 | 26,555 | (357) | (27,269) |
| | 250.00 | 121,756 | 95,571 | 69,386 | 43,186 | 16,959 | (9,267) | (35,494) |

TABLE 2 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 132,782 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|---------|---------|---------|---------|---------|---------|----------|----------|
| | 1,000 | 364,024 | 326,966 | 289,908 | 252,850 | 215,792 | 178,734 | 141,649 |
| | 2,000 | 350,116 | 313,058 | 276,000 | 238,942 | 201,884 | 164,822 | 127,718 |
| Site Specific S106 | 3,000 | 336,208 | 299,150 | 262,092 | 225,034 | 187,976 | 150,892 | 113,787 |
| 4,300 | 4,000 | 322,300 | 285,242 | 248,184 | 211,126 | 174,065 | 136,961 | 99,857 |
| | 5,000 | 308,392 | 271,334 | 234,276 | 197,218 | 160,134 | 123,030 | 85,926 |
| | 6,000 | 294,484 | 257,426 | 220,368 | 183,308 | 146,204 | 109,099 | 71,995 |
| | 7,000 | 280,575 | 243,517 | 206,459 | 169,377 | 132,273 | 95,169 | 58,064 |
| | 8,000 | 266,667 | 229,609 | 192,551 | 155,446 | 118,342 | 81,238 | 44,133 |
| | 9,000 | 252,759 | 215,701 | 178,620 | 141,516 | 104,411 | 67,307 | 30,185 |
| | 10,000 | 238,851 | 201,793 | 164,689 | 127,585 | 90,481 | 53,376 | 16,228 |
| | 11,000 | 224,943 | 187,883 | 150,758 | 113,654 | 76,550 | 39,438 | 2,272 |
| | 12,000 | 211,035 | 173,932 | 136,828 | 99,723 | 62,619 | 25,481 | (11,685) |
| | 13,000 | 197,105 | 160,001 | 122,897 | 85,793 | 48,688 | 11,524 | (25,642) |
| | 14,000 | 183,175 | 146,070 | 108,966 | 71,862 | 34,734 | (2,432) | (39,599) |
| | 15,000 | 169,244 | 132,140 | 95,035 | 57,931 | 20,777 | (16,389) | (53,557) |

TABLE 3 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 132,782 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| | 15.0% | 514,940 | 466,948 | 418,956 | 370,964 | 322,962 | 274,924 | 226,886 |
| | 16.0% | 475,577 | 429,772 | 383,967 | 338,162 | 292,347 | 246,496 | 200,644 |
| Profit | 17.0% | 436,215 | 392,596 | 348,978 | 305,360 | 261,732 | 218,067 | 174,402 |
| 20.0% | 18.0% | 396,852 | 355,421 | 313,989 | 272,557 | 231,116 | 189,639 | 148,161 |
| | 19.0% | 357,490 | 318,245 | 279,000 | 239,755 | 200,501 | 161,210 | 121,919 |
| | 20.0% | 318,127 | 281,069 | 244,011 | 206,953 | 169,886 | 132,782 | 95,677 |

TABLE 4 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 132,782 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 100,000 | 493,127 | 456,069 | 419,011 | 381,953 | 344,886 | 307,782 | 270,677 |
| | 200,000 | 393,127 | 356,069 | 319,011 | 281,953 | 244,886 | 207,782 | 170,677 |
| BLV (£ per acre) | 300,000 | 293,127 | 256,069 | 219,011 | 181,953 | 144,886 | 107,782 | 70,677 |
| 275,000 | 400,000 | 193,127 | 156,069 | 119,011 | 81,953 | 44,886 | 7,782 | (29,323) |
| | 500,000 | 93,127 | 56,069 | 19,011 | (18,047) | (55,114) | (92,218) | (129,323) |
| | 600,000 | (6,873) | (43,931) | (80,989) | (118,047) | (155,114) | (192,218) | (229,323) |
| | 700,000 | (106,873) | (143,931) | (180,989) | (218,047) | (255,114) | (292,218) | (329,323) |
| | 800,000 | (206,873) | (243,931) | (280,989) | (318,047) | (355,114) | (392,218) | (429,323) |
| | 900,000 | (306,873) | (343,931) | (380,989) | (418,047) | (455,114) | (492,218) | (529,323) |
| | 1,000,000 | (406,873) | (443,931) | (480,989) | (518,047) | (555,114) | (592,218) | (629,323) |
| | 1,100,000 | (506,873) | (543,931) | (580,989) | (618,047) | (655,114) | (692,218) | (729,323) |
| | 1,200,000 | (606,873) | (643,931) | (680,989) | (718,047) | (755,114) | (792,218) | (829,323) |
| | 1,300,000 | (706,873) | (743,931) | (780,989) | (818,047) | (855,114) | (892,218) | (929,323) |
| | 1,400,000 | (806,873) | (843,931) | (880,989) | (918,047) | (955,114) | (992,218) | (1,029,323) |
| | 1,500,000 | (906,873) | (943,931) | (980,989) | (1,018,047) | (1,055,114) | (1,092,218) | (1,129,323) |
| | 1,600,000 | (1,006,873) | (1,043,931) | (1,080,989) | (1,118,047) | (1,155,114) | (1,192,218) | (1,229,323) |

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Scheme Typology: **Medium Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

TABLE 5

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|------------------------------------|---------|----------|----------|----------|-----------|-----------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 132,782 | 470,728 | 433,700 | 396,673 | 359,645 | 322,618 | 285,579 | 248,521 |
| 0 | 440,232 | 403,205 | 366,177 | 329,147 | 292,089 | 255,031 | 217,973 |
| Net Zero | 4,000 | 409,737 | 372,710 | 335,656 | 298,598 | 261,540 | 224,482 |
| (£ per unit) | 6,000 | 379,224 | 342,166 | 305,108 | 268,050 | 230,992 | 193,934 |
| 10,000 | 8,000 | 348,676 | 311,618 | 274,560 | 237,502 | 200,444 | 163,386 |
| | 10,000 | 318,127 | 281,069 | 244,011 | 206,953 | 169,886 | 132,782 |
| | 12,000 | 287,579 | 250,521 | 213,463 | 176,382 | 139,277 | 102,173 |
| | 14,000 | 257,030 | 219,972 | 182,878 | 145,773 | 108,669 | 71,565 |
| | 16,000 | 226,478 | 189,373 | 152,269 | 115,165 | 78,061 | 40,922 |
| | 18,000 | 195,869 | 158,765 | 121,661 | 84,557 | 47,414 | 10,247 |
| | 20,000 | 165,261 | 128,157 | 91,052 | 53,905 | 16,738 | (20,428) |
| | 22,000 | 134,653 | 97,548 | 60,396 | 23,229 | (13,937) | (51,156) |
| | 24,000 | 104,044 | 66,887 | 29,721 | (7,446) | (44,660) | (81,905) |
| | 26,000 | 73,378 | 36,212 | (955) | (38,165) | (75,409) | (112,685) |
| | 28,000 | 42,703 | 5,536 | (31,669) | (68,914) | (106,175) | (143,515) |
| | 30,000 | 12,028 | (25,174) | (62,418) | (99,666) | (137,005) | (174,380) |
| | | | | | | | (211,834) |

TABLE 6

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 132,782 | 954,910 | 917,896 | 880,883 | 843,869 | 806,855 | 769,842 | 732,828 |
| 70% | 848,962 | 811,949 | 774,936 | 737,923 | 700,911 | 663,898 | 626,885 |
| 75% | 742,904 | 705,891 | 668,879 | 631,866 | 594,853 | 557,840 | 520,828 |
| Build Cost | 85% | 636,847 | 599,834 | 562,821 | 525,808 | 488,796 | 451,771 |
| 100% | 90% | 530,690 | 493,662 | 456,635 | 419,607 | 382,580 | 345,552 |
| (105% = 5% increase) | 95% | 424,471 | 387,443 | 350,416 | 313,358 | 276,300 | 239,242 |
| | 100% | 318,127 | 281,069 | 244,011 | 206,953 | 169,886 | 132,782 |
| | 105% | 211,690 | 174,585 | 137,481 | 100,377 | 63,268 | 26,102 |
| | 110% | 105,076 | 67,921 | 30,755 | (6,412) | (43,623) | (80,868) |
| | 115% | (1,759) | (38,993) | (76,238) | (113,522) | (150,861) | (188,275) |
| | 120% | (108,890) | (146,229) | (183,617) | (221,067) | (259,123) | (301,546) |
| | 125% | (216,409) | (254,212) | (295,953) | (340,127) | (384,530) | (429,273) |
| | | | | | | | (474,527) |

TABLE 7

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 132,782 | (285,645) | (290,217) | (294,794) | (299,372) | (303,960) | (308,583) | (313,205) |
| 80% | (222,143) | (229,360) | (236,596) | (243,848) | (251,280) | (258,825) | (266,546) |
| Market Values | 84% | (161,739) | (172,279) | (182,829) | (193,405) | (203,982) | (214,558) |
| 100% | 86% | (101,481) | (115,335) | (129,220) | (143,109) | (156,999) | (170,888) |
| (105% = 5% increase) | 88% | (41,332) | (58,527) | (75,722) | (92,917) | (110,112) | (127,339) |
| | 90% | 18,698 | (1,797) | (22,292) | (42,793) | (63,329) | (83,866) |
| | 92% | 78,700 | 54,885 | 31,056 | 7,226 | (16,603) | (40,433) |
| | 94% | 138,600 | 111,480 | 84,359 | 57,238 | 30,076 | 2,913 |
| | 96% | 198,501 | 168,053 | 137,604 | 107,155 | 76,707 | 46,258 |
| | 98% | 258,325 | 224,590 | 190,849 | 157,073 | 123,296 | 89,520 |
| | 100% | 318,127 | 281,069 | 244,011 | 206,953 | 169,886 | 132,782 |
| | 102% | 377,929 | 337,549 | 297,169 | 256,788 | 216,408 | 176,028 |
| | 104% | 437,691 | 394,028 | 350,326 | 306,623 | 262,920 | 219,218 |
| | 106% | 497,411 | 450,430 | 403,449 | 356,458 | 309,433 | 262,408 |
| | 108% | 557,130 | 506,832 | 456,533 | 406,235 | 355,936 | 305,598 |
| | 110% | 616,850 | 563,234 | 509,617 | 456,001 | 402,385 | 348,768 |
| | 112% | 676,570 | 619,636 | 562,701 | 505,767 | 448,833 | 391,899 |
| | 114% | 736,252 | 676,037 | 615,786 | 555,534 | 495,282 | 435,030 |
| | 116% | 795,906 | 732,380 | 668,855 | 605,300 | 541,731 | 478,161 |
| | 118% | 855,560 | 788,720 | 721,881 | 655,041 | 588,179 | 521,292 |
| | 120% | 915,214 | 845,060 | 774,906 | 704,753 | 634,599 | 564,423 |
| | | | | | | | 494,218 |

TABLE 8

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|------------------------------------|---------|---------|---------|---------|---------|---------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 132,782 | 325,090 | 291,513 | 257,936 | 224,359 | 190,782 | 157,192 | 123,575 |
| 5,000 | 332,052 | 301,956 | 271,861 | 241,765 | 211,669 | 181,574 | 151,473 |
| Grant (£ per unit) | 15,000 | 339,014 | 312,400 | 285,785 | 259,171 | 232,557 | 205,942 |
| - | 20,000 | 345,977 | 322,843 | 299,710 | 276,577 | 253,444 | 230,310 |
| | 25,000 | 352,939 | 333,287 | 313,635 | 293,983 | 274,331 | 254,679 |
| | 30,000 | 359,901 | 343,731 | 327,560 | 311,389 | 295,218 | 279,047 |
| | 35,000 | 366,864 | 354,174 | 341,484 | 328,795 | 316,105 | 303,415 |
| | 40,000 | 373,826 | 364,618 | 355,409 | 346,201 | 336,984 | 327,764 |
| | 45,000 | 380,789 | 375,061 | 369,329 | 363,584 | 357,840 | 352,095 |
| | 50,000 | 387,751 | 385,501 | 383,232 | 380,964 | 378,695 | 376,426 |
| | 55,000 | 394,713 | 395,929 | 397,136 | 398,343 | 399,550 | 400,758 |
| | | | | | | | 401,965 |

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: **39** (see Typologies Matrix)
 Scheme Typology: **Medium Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|---|-------------------------|------------|--------------------|---|-----------------------------|---------------|--------------|---------|
| Total number of units in scheme | | | | 200 Units | | | | |
| AH Policy requirement (% Target) | | | | 35% | | | | |
| Open Market Sale (OMS) housing | | | | 65% | | | | |
| AH tenure split % | | | | 70.0% % Rented | | | | |
| Open Market Sale (OMS) | | | | 65% | | | | |
| Affordable Rent: | | | | 60.0% | | | | |
| Social Rent: | | | | 10.0% | | | | |
| First Homes: | | | | 25.0% | | | | |
| Other Intermediate (LCHO/Sub-Market etc.): | | | | 5.0% | | | | |
| | | | | 10.5% % of total (>10% First Homes PPG 023) | | | | |
| | | | | 100.0% 100.0% | | | | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | | |
| Unit mix - | | | | | | | | |
| | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 20.0% | 26.0 | 20.0% | 14.0 | 20% | 40.0 | | |
| 3 bed House | 40.0% | 52.0 | 40.0% | 28.0 | 40% | 80.0 | | |
| 4 bed House | 20.0% | 26.0 | 20.0% | 14.0 | 20% | 40.0 | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | 10.0% | 13.0 | 10.0% | 7.0 | 10% | 20.0 | | |
| 2 bed Flat | 10.0% | 13.0 | 10.0% | 7.0 | 10% | 20.0 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | 100.0% | 130.0 | 100.0% | 70.0 | 100% | 200.0 | | |
| OMS Unit Floor areas - | | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| AH Unit Floor areas - | | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| Total Gross Floor areas - | | | | | | | | |
| | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 2,054 | 22,109 | 1,106 | 11,905 | 3,160 | 34,014 | | |
| 3 bed House | 4,940 | 53,174 | 2,660 | 28,632 | 7,600 | 81,806 | | |
| 4 bed House | 3,120 | 33,583 | 1,680 | 18,083 | 4,800 | 51,667 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 765 | 8,231 | 412 | 4,432 | 1,176 | 12,663 | | |
| 2 bed Flat | 1,071 | 11,524 | 576 | 6,205 | 1,647 | 17,729 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 11,949 | 128,621 | 6,434 | 69,258 | 18,384 | 197,879 | | |
| AH % by floor area: 35.00% AH % by floor area (difference due to mix) | | | | | | | | |
| Open Market Sales values (£) - | | | | | | | | |
| | £ OMS (per unit) | £ psm | £ psf | | total MV £ (no AH) | | | |
| 1 bed House | 200,000 | 3,226 | 300 | | 0 | | | |
| 2 bed House | 250,000 | 3,165 | 294 | | 10,000,000 | | | |
| 3 bed House | 365,000 | 3,842 | 357 | | 29,200,000 | | | |
| 4 bed House | 425,000 | 3,542 | 329 | | 17,000,000 | | | |
| 5 bed House | 475,000 | 3,393 | 315 | | 0 | | | |
| 1 bed Flat | 150,000 | 3,000 | 279 | | 3,000,000 | | | |
| 2 bed Flat | 200,000 | 2,857 | 265 | | 4,000,000 | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | | 0 | | | |
| | | | | | 63,200,000 | | | |
| Affordable Housing values (£) - | | | | | | | | |
| | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 137,500 | 55% | 112,500 | 45% | 175,000 | 70% | 187,500 | 75% |
| 3 bed House | 200,750 | 55% | 164,250 | 45% | 250,000 | 70% | 273,750 | 75% |
| 4 bed House | 233,750 | 55% | 191,250 | 45% | 250,000 | 70% | 318,750 | 75% |
| 5 bed House | 261,250 | 55% | 213,750 | 45% | 250,000 | 70% | 356,250 | 75% |
| 1 bed Flat | 82,500 | 55% | 67,500 | 45% | 105,000 | 70% | 112,500 | 75% |
| 2 bed Flat | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| * capped @£250K | | | | | | | | |

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Scheme Typology: **Medium Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 26.0 | @ | 250,000 | 6,500,000 |
| 3 bed House | 52.0 | @ | 365,000 | 18,980,000 |
| 4 bed House | 26.0 | @ | 425,000 | 11,050,000 |
| 5 bed House | 0.0 | @ | 475,000 | - |
| 1 bed Flat | 13.0 | @ | 150,000 | 1,950,000 |
| 2 bed Flat | 13.0 | @ | 200,000 | 2,600,000 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 130.0 | | | 41,080,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 8.4 | @ | 137,500 | 1,155,000 |
| 3 bed House | 16.8 | @ | 200,750 | 3,372,600 |
| 4 bed House | 8.4 | @ | 233,750 | 1,963,500 |
| 5 bed House | 0.0 | @ | 261,250 | - |
| 1 bed Flat | 4.2 | @ | 82,500 | 346,500 |
| 2 bed Flat | 4.2 | @ | 110,000 | 462,000 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 42.0 | | | 7,299,600 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 1.4 | @ | 112,500 | 157,500 |
| 3 bed House | 2.8 | @ | 164,250 | 459,900 |
| 4 bed House | 1.4 | @ | 191,250 | 267,750 |
| 5 bed House | 0.0 | @ | 213,750 | - |
| 1 bed Flat | 0.7 | @ | 67,500 | 47,250 |
| 2 bed Flat | 0.7 | @ | 90,000 | 63,000 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 7.0 | | | 995,400 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 3.5 | @ | 175,000 | 612,500 |
| 3 bed House | 7.0 | @ | 250,000 | 1,750,000 |
| 4 bed House | 3.5 | @ | 250,000 | 875,000 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 1.8 | @ | 105,000 | 183,750 |
| 2 bed Flat | 1.8 | @ | 140,000 | 245,000 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 17.5 | | | 3,666,250 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.7 | @ | 187,500 | 131,250 |
| 3 bed House | 1.4 | @ | 273,750 | 383,250 |
| 4 bed House | 0.7 | @ | 318,750 | 223,125 |
| 5 bed House | 0.0 | @ | 356,250 | - |
| 1 bed Flat | 0.4 | @ | 112,500 | 39,375 |
| 2 bed Flat | 0.4 | @ | 150,000 | 52,500 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 3.5 | 70.0 | | 829,500 |
| Sub-total GDV Residential | | | | |
| | 200 | | | 53,870,750 |
| AH on-site cost analysis: | | | | |
| | 507 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 9,329,250 |
| | | | 46,646 £ per unit (total units) | |
| Grant | | | | |
| | 70 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 53,870,750 |

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Scheme Typology: **Medium Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|-------------|------------------|---------------------|---------------------------------|---------------------------------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (43,559) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (130,000) |
| CIL (Mrkt only + garages) | | | | | | (1,154,126) |
| | | 12,768 sqm | | 90.39 £ psm | | |
| CIL analysis: | | 2.14% % of GDV | | 5,771 £ per unit (total units) | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 200 units @ | | 4,300 per unit | | (860,000) |
| S106 analysis: | | 172,000 £ per ha | 1.60% % of GDV | 4,300 £ per unit (total units) | | (860,000) |
| AH Commuted Sum | | | | | | - |
| Comm. Sum analysis: | | | 18,384 sqm (total) | 0 £ psm | | |
| | | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | - |
| | | 5.00 ha @ | | 0 £ per ha (if brownfield) | | |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 200 units @ | | 0 per unit | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | | | | | |
| | | - sqm @ | | 1,260 psm | | - |
| 2 bed House | | | | | | |
| | | 3,160 sqm @ | | 1,260 psm | | (3,981,600) |
| 3 bed House | | | | | | |
| | | 7,600 sqm @ | | 1,260 psm | | (9,576,000) |
| 4 bed House | | | | | | |
| | | 4,800 sqm @ | | 1,260 psm | | (6,048,000) |
| 5 bed House | | | | | | |
| | | - sqm @ | | 1,260 psm | | - |
| 1 bed Flat | | | | | | |
| | | 1,176 sqm @ | | 1,638 psm | | (1,927,059) |
| 2 bed Flat | | | | | | |
| | | 1,647 sqm @ | | 1,638 psm | | (2,697,882) |
| 3 bed Flat | | | | | | |
| | | - sqm @ | | 1,638 psm | | - |
| | | 18,384 | | | | |
| Garages for 3B House (Mrkt only) | | | | | | (280,800) |
| 52 | 50% | units @ | | 18 sqm @ | 600 psm | |
| Garages for 4B House (Mrkt only) | | | | | | (210,600) |
| 26 | 75% | units @ | | 18 sqm @ | 600 psm | |
| Garages for 5B House (Mrkt only) | | | | | | - |
| - | 120% | units @ | | 18 sqm @ | 600 psm | |
| | | 819 | | | | |
| External works | | | | | | (3,708,291) |
| Ext. Works analysis: | | | 24,721,941 @ | 15.0% | 18,541 £ per unit (total units) | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (200,600) |
| | | 200 units @ | | 1,003 £ per unit | | |
| M4(2) Category 2 Housing | | | | | | |
| Aff units | 70 units @ | 90% @ | | 521 £ per unit | | (32,823) |
| M4(2) Category 2 Housing | | | | | | |
| OMS units | 130 units @ | 90% @ | | 521 £ per unit | | (60,957) |
| M4(3) Category 3 Housing | | | | | | |
| Aff units | 70 units @ | 10% @ | | 10,111 £ per unit | | (70,777) |
| M4(3) Category 3 Housing | | | | | | |
| OMS units | 130 units @ | 10% @ | | 10,111 £ per unit | | (131,443) |
| Net Zero Cost | | | | | | (2,000,000) |
| | | 200 units @ | | 10,000 £ per unit | | |
| Urban Greening | | | | | | |
| No. of storeys | 2.4 equals | | 7,660 sqm footprint | 100 £ sqm | | (765,980) |
| EV Charging Points - Houses | | | | | | (160,000) |
| | | 160 units @ | | 1,000 £ per unit | | |
| EV Charging Points - Flats | | | | | | (25,000) |
| | | 40 units @ | 4 flats per charger | 2,500 £ per 4 units | | |
| | | 2 units @ | | 0 £ per unit | | - |
| Sub-total | | | | | | (3,447,580) |
| Policy Costs analysis: (design costs only) | | | | 17,238 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | (956,334) |
| | | 31,877,813 @ | | 3.0% | | |

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Scheme Typology: **Medium Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| | | | | | |
|--|-------------------|--|---------------------------|------------------------------------|---------------------|
| Professional Fees | 31,877,813 @ | | 6.5% | | (2,072,058) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 41,080,000 OMS @ | | 3.00% | 6,162 £ per unit | (1,232,400) |
| Residential Sales Agent Costs | 41,080,000 OMS @ | | 1.00% | 2,054 £ per unit | (410,800) |
| Residential Sales Legal Costs | 41,080,000 OMS @ | | 0.35% | 719 £ per unit | (143,780) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 8,885 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (39,591) |
| Developers Profit - | | | | | |
| Profit on OMS | 41,080,000 | | 20.00% | | (8,216,000) |
| Margin on AH | 12,790,750 | | 6.00% on AH values | | (767,445) |
| Profit analysis: | 53,870,750 | | 16.68% blended GDV | (8,983,445) | |
| | 38,910,461 | | 23.09% on costs | (8,983,445) | |
| TOTAL COSTS | | | | | (47,893,906) |

| | | | | | |
|----------------------------------|--------------------------|---------------------------------|-----------------------------------|--|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 5,976,844 |
| SDLT | 5,976,844 @ | | HMRC formula | | (288,342) |
| Acquisition Agent fees | 5,976,844 @ | | 1.0% | | (59,768) |
| Acquisition Legal fees | 5,976,844 @ | | 0.5% | | (29,884) |
| Interest on Land | 5,976,844 @ | | 8.00% | | (478,148) |
| Residual Land Value | | | | | 5,120,702 |
| RLV analysis: | 25,604 £ per plot | 1,024,140 £ per ha (net) | 414,464 £ per acre (net) | | |
| | | 768,105 £ per ha (gross) | 310,848 £ per acre (gross) | | |
| | | | 9.51% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 5.00 ha (net) | | 12.36 acres (net) | |
| Net to Gross ratio | | 75% | | | |
| Site Area (gross) | | 6.67 ha (gross) | | 16.47 acres (gross) | |
| Density analysis: | | 3,677 sqm/ha (net) | | 16,016 sqft/ac (net) | |
| | | 30 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | | 3,397,625 |
| BLV analysis: | | 509,644 £ per ha (gross) | 206,250 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-------------------------------|--|---------------------------------|------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 344,615 £ per ha (net) | | 139,464 £ per acre (net) | 1,723,077 |

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Scheme Typology: **Medium Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|---------|------------------------------------|---------|---------|---------|---------|----------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| CIL £ psm 90.39 | 139,464 | 0.00 | 435,515 | 392,280 | 349,046 | 305,812 | 262,578 | 219,343 | 176,109 |
| | 10.00 | 423,278 | 380,724 | 338,169 | 295,615 | 253,061 | 210,506 | 167,952 | |
| | 20.00 | 411,042 | 369,168 | 327,293 | 285,418 | 243,544 | 201,669 | 159,794 | |
| | 30.00 | 398,806 | 357,611 | 316,416 | 275,222 | 234,027 | 192,832 | 151,637 | |
| | 40.00 | 386,570 | 346,055 | 305,540 | 265,025 | 224,510 | 183,995 | 143,479 | |
| | 50.00 | 374,334 | 334,499 | 294,663 | 254,828 | 214,993 | 175,157 | 135,322 | |
| | 60.00 | 362,098 | 322,942 | 283,787 | 244,631 | 205,476 | 166,320 | 127,165 | |
| | 70.00 | 349,862 | 311,386 | 272,910 | 234,434 | 195,959 | 157,483 | 119,007 | |
| | 80.00 | 337,626 | 299,830 | 262,034 | 224,238 | 186,442 | 148,646 | 110,850 | |
| | 90.00 | 325,389 | 288,273 | 251,157 | 214,041 | 176,925 | 139,809 | 102,692 | |
| | 100.00 | 313,153 | 276,717 | 240,281 | 203,844 | 167,408 | 130,971 | 94,535 | |
| | 110.00 | 300,917 | 265,161 | 229,404 | 193,647 | 157,891 | 122,134 | 86,378 | |
| | 120.00 | 288,681 | 253,604 | 218,527 | 183,451 | 148,374 | 113,297 | 78,220 | |
| | 130.00 | 276,445 | 242,048 | 207,651 | 173,254 | 138,857 | 104,460 | 70,063 | |
| | 140.00 | 264,209 | 230,492 | 196,774 | 163,057 | 129,340 | 95,623 | 61,905 | |
| | 150.00 | 251,973 | 218,935 | 185,898 | 152,860 | 119,823 | 86,785 | 53,748 | |
| | 160.00 | 239,737 | 207,379 | 175,021 | 142,664 | 110,306 | 77,948 | 45,591 | |
| | 170.00 | 227,501 | 195,823 | 164,145 | 132,467 | 100,789 | 69,111 | 37,433 | |
| | 180.00 | 215,264 | 184,266 | 153,268 | 122,270 | 91,272 | 60,274 | 29,276 | |
| | 190.00 | 203,028 | 172,710 | 142,392 | 112,073 | 81,755 | 51,437 | 21,118 | |
| 200.00 | 190,792 | 161,154 | 131,515 | 101,877 | 72,238 | 42,599 | 12,961 | | |
| 210.00 | 178,556 | 149,597 | 120,639 | 91,680 | 62,721 | 33,762 | 4,803 | | |
| 220.00 | 166,320 | 138,041 | 109,762 | 81,483 | 53,204 | 24,925 | (3,354) | | |
| 230.00 | 154,084 | 126,485 | 98,885 | 71,286 | 43,687 | 16,088 | (11,511) | | |
| 240.00 | 141,848 | 114,928 | 88,009 | 61,089 | 34,170 | 7,251 | (19,669) | | |
| 250.00 | 129,612 | 103,372 | 77,132 | 50,893 | 24,653 | (1,587) | (27,826) | | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|---------|---------|---------|---------|---------|----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | 370,592 | 333,503 | 296,413 | 259,323 | 222,234 | 185,144 | 148,054 |
| | 2,000 | 356,750 | 319,660 | 282,570 | 245,481 | 208,391 | 171,301 | 134,212 |
| | 3,000 | 342,907 | 305,818 | 268,728 | 231,638 | 194,549 | 157,459 | 120,369 |
| | 4,000 | 329,065 | 291,975 | 254,886 | 217,796 | 180,706 | 143,617 | 106,527 |
| | 5,000 | 315,223 | 278,133 | 241,043 | 203,954 | 166,864 | 129,774 | 92,685 |
| | 6,000 | 301,380 | 264,291 | 227,201 | 190,111 | 153,022 | 115,932 | 78,842 |
| | 7,000 | 287,538 | 250,448 | 213,358 | 176,269 | 139,179 | 102,089 | 65,000 |
| | 8,000 | 273,695 | 236,606 | 199,516 | 162,426 | 125,337 | 88,247 | 51,157 |
| | 9,000 | 259,853 | 222,763 | 185,674 | 148,584 | 111,494 | 74,405 | 37,315 |
| | 10,000 | 246,011 | 208,921 | 171,831 | 134,742 | 97,652 | 60,562 | 23,473 |
| | 11,000 | 232,168 | 195,078 | 157,989 | 120,899 | 83,809 | 46,720 | 9,630 |
| | 12,000 | 218,326 | 181,236 | 144,146 | 107,057 | 69,967 | 32,877 | (4,212) |
| | 13,000 | 204,483 | 167,394 | 130,304 | 93,214 | 56,125 | 19,035 | (18,055) |
| | 14,000 | 190,641 | 153,551 | 116,462 | 79,372 | 42,282 | 5,193 | (31,897) |
| | 15,000 | 176,799 | 139,709 | 102,619 | 65,530 | 28,440 | (8,650) | (45,739) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------|------------------------------------|---------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | 521,725 | 473,701 | 425,677 | 377,654 | 329,630 | 281,606 | 233,583 |
| | 16.0% | 482,362 | 436,525 | 390,689 | 344,852 | 299,015 | 253,178 | 207,341 |
| | 17.0% | 443,000 | 399,350 | 355,700 | 312,050 | 268,399 | 224,749 | 181,099 |
| | 18.0% | 403,637 | 362,174 | 320,711 | 279,247 | 237,784 | 196,321 | 154,858 |
| | 19.0% | 364,275 | 324,998 | 285,722 | 246,445 | 207,169 | 167,892 | 128,616 |
| | 20.0% | 324,912 | 287,823 | 250,733 | 213,643 | 176,554 | 139,464 | 102,374 |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| BLV (£ per acre) 275,000 | 139,464 | 100,000 | 499,912 | 462,823 | 425,733 | 388,643 | 351,554 | 314,464 | 277,374 |
| | 200,000 | 399,912 | 362,823 | 325,733 | 288,643 | 251,554 | 214,464 | 177,374 | |
| | 300,000 | 299,912 | 262,823 | 225,733 | 188,643 | 151,554 | 114,464 | 77,374 | |
| | 400,000 | 199,912 | 162,823 | 125,733 | 88,643 | 51,554 | 14,464 | (22,626) | |
| | 500,000 | 99,912 | 62,823 | 25,733 | (11,357) | (48,446) | (85,536) | (122,626) | |
| | 600,000 | (88) | (37,177) | (74,267) | (111,357) | (148,446) | (185,536) | (222,626) | |
| | 700,000 | (100,088) | (137,177) | (174,267) | (211,357) | (248,446) | (285,536) | (322,626) | |
| | 800,000 | (200,088) | (237,177) | (274,267) | (311,357) | (348,446) | (385,536) | (422,626) | |
| | 900,000 | (300,088) | (337,177) | (374,267) | (411,357) | (448,446) | (485,536) | (522,626) | |
| | 1,000,000 | (400,088) | (437,177) | (474,267) | (511,357) | (548,446) | (585,536) | (622,626) | |
| | 1,100,000 | (500,088) | (537,177) | (574,267) | (611,357) | (648,446) | (685,536) | (722,626) | |
| | 1,200,000 | (600,088) | (637,177) | (674,267) | (711,357) | (748,446) | (785,536) | (822,626) | |
| | 1,300,000 | (700,088) | (737,177) | (774,267) | (811,357) | (848,446) | (885,536) | (862,626) | |
| | 1,400,000 | (800,088) | (837,177) | (874,267) | (911,357) | (948,446) | (985,536) | (1,022,626) | |
| | 1,500,000 | (900,088) | (937,177) | (974,267) | (1,011,357) | (1,048,446) | (1,085,536) | (1,122,626) | |
| 1,600,000 | (1,000,088) | (1,037,177) | (1,074,267) | (1,111,357) | (1,148,446) | (1,185,536) | (1,222,626) | | |

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Scheme Typology: **Medium Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

TABLE 5 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 139,464 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|---------|---------|----------|----------|----------|-----------|-----------|-----------|
| | 0 | 476,584 | 439,494 | 402,404 | 365,315 | 328,225 | 291,135 | 254,046 |
| Net Zero | 2,000 | 446,249 | 409,160 | 372,070 | 334,980 | 297,891 | 260,801 | 223,711 |
| (£ per unit) | 4,000 | 415,915 | 378,826 | 341,736 | 304,646 | 267,557 | 230,467 | 193,377 |
| 10,000 | 6,000 | 385,581 | 348,491 | 311,402 | 274,312 | 237,222 | 200,133 | 163,043 |
| | 8,000 | 355,247 | 318,157 | 281,067 | 243,978 | 206,888 | 169,798 | 132,709 |
| | 10,000 | 324,912 | 287,823 | 250,733 | 213,643 | 176,554 | 139,464 | 102,374 |
| | 12,000 | 294,578 | 257,488 | 220,399 | 183,309 | 146,219 | 109,130 | 72,040 |
| | 14,000 | 264,244 | 227,154 | 190,064 | 152,975 | 115,885 | 78,795 | 41,706 |
| | 16,000 | 233,909 | 196,820 | 159,730 | 122,640 | 85,551 | 48,461 | 11,371 |
| | 18,000 | 203,575 | 166,485 | 129,396 | 92,306 | 55,216 | 18,127 | (18,963) |
| | 20,000 | 173,241 | 136,151 | 99,061 | 61,972 | 24,882 | (12,208) | (49,297) |
| | 22,000 | 142,906 | 105,817 | 68,727 | 31,637 | (5,452) | (42,542) | (79,632) |
| | 24,000 | 112,572 | 75,482 | 38,393 | 1,303 | (35,787) | (72,876) | (109,966) |
| | 26,000 | 82,238 | 45,148 | 8,058 | (29,031) | (66,121) | (103,211) | (140,300) |
| | 28,000 | 51,903 | 14,814 | (22,276) | (59,366) | (96,455) | (133,545) | (170,635) |
| | 30,000 | 21,569 | (15,520) | (52,610) | (89,700) | (126,789) | (163,879) | (200,969) |

TABLE 6 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 139,464 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 70% | 958,864 | 921,775 | 884,685 | 847,595 | 810,506 | 773,416 | 736,326 |
| | 75% | 853,206 | 816,116 | 779,026 | 741,937 | 704,847 | 667,757 | 630,668 |
| Build Cost | 80% | 747,547 | 710,457 | 673,368 | 636,278 | 599,188 | 562,099 | 525,009 |
| 100% | 85% | 641,888 | 604,799 | 567,709 | 530,619 | 493,530 | 456,440 | 419,350 |
| (105% = 5% increase) | 90% | 536,230 | 499,140 | 462,050 | 424,961 | 387,871 | 350,781 | 313,692 |
| | 95% | 430,571 | 393,481 | 356,392 | 319,302 | 282,212 | 245,123 | 208,033 |
| | 100% | 324,912 | 287,823 | 250,733 | 213,643 | 176,554 | 139,464 | 102,374 |
| | 105% | 219,254 | 182,164 | 145,074 | 107,985 | 70,895 | 33,805 | (3,284) |
| | 110% | 113,595 | 76,505 | 39,416 | 2,326 | (34,764) | (71,853) | (108,943) |
| | 115% | 7,936 | (29,153) | (66,243) | (103,333) | (140,422) | (177,512) | (214,602) |
| | 120% | (97,722) | (134,812) | (171,902) | (208,991) | (246,081) | (285,550) | (328,930) |
| | 125% | (203,381) | (240,471) | (278,989) | (322,368) | (365,748) | (409,128) | (452,507) |

TABLE 7 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 139,464 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 80% | (271,287) | (275,580) | (280,282) | (284,944) | (289,627) | (294,309) | (298,991) |
| | 82% | (211,087) | (218,399) | (225,711) | (233,023) | (240,335) | (247,647) | (254,959) |
| Market Values | 84% | (151,532) | (162,152) | (172,773) | (183,393) | (194,014) | (204,635) | (215,255) |
| 100% | 86% | (91,976) | (105,905) | (119,835) | (133,764) | (147,693) | (161,622) | (175,551) |
| (105% = 5% increase) | 88% | (32,421) | (49,659) | (66,896) | (84,134) | (101,372) | (118,610) | (135,848) |
| | 90% | 27,135 | 6,588 | (13,958) | (34,505) | (55,051) | (75,598) | (96,144) |
| | 92% | 86,690 | 62,835 | 38,980 | 15,125 | (8,730) | (32,585) | (56,440) |
| | 94% | 146,246 | 119,082 | 91,918 | 64,755 | 37,591 | 10,427 | (16,737) |
| | 96% | 205,801 | 175,329 | 144,856 | 114,384 | 83,912 | 53,439 | 22,967 |
| | 98% | 265,357 | 231,576 | 197,795 | 164,014 | 130,233 | 96,452 | 62,671 |
| | 100% | 324,912 | 287,823 | 250,733 | 213,643 | 176,554 | 139,464 | 102,374 |
| | 102% | 384,468 | 344,069 | 303,671 | 263,273 | 222,875 | 182,476 | 142,078 |
| | 104% | 444,023 | 400,316 | 356,609 | 312,902 | 269,195 | 225,489 | 181,782 |
| | 106% | 503,579 | 456,563 | 409,548 | 362,532 | 315,516 | 268,501 | 221,485 |
| | 108% | 563,134 | 512,810 | 462,486 | 412,162 | 361,837 | 311,513 | 261,189 |
| | 110% | 622,690 | 569,057 | 515,424 | 461,791 | 408,158 | 354,525 | 300,893 |
| | 112% | 682,245 | 625,304 | 568,362 | 511,421 | 454,479 | 399,538 | 340,596 |
| | 114% | 741,801 | 681,551 | 621,300 | 561,050 | 500,800 | 440,550 | 380,300 |
| | 116% | 801,356 | 737,797 | 674,239 | 610,680 | 547,121 | 483,562 | 420,004 |
| | 118% | 860,912 | 794,044 | 727,177 | 660,310 | 593,442 | 526,575 | 459,707 |
| | 120% | 920,467 | 850,291 | 780,115 | 709,939 | 639,763 | 569,587 | 499,411 |

TABLE 8 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 139,464 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| | 5,000 | 331,835 | 298,207 | 264,579 | 230,951 | 197,322 | 163,694 | 130,066 |
| | 10,000 | 338,758 | 308,591 | 278,425 | 248,258 | 218,091 | 187,925 | 157,758 |
| Grant (£ per unit) | 15,000 | 345,681 | 318,976 | 292,271 | 265,565 | 238,860 | 212,155 | 185,450 |
| - | 20,000 | 352,604 | 329,360 | 306,117 | 282,873 | 259,629 | 236,385 | 213,141 |
| | 25,000 | 359,527 | 339,745 | 319,962 | 300,180 | 280,398 | 260,616 | 240,833 |
| | 30,000 | 366,450 | 350,129 | 333,808 | 317,488 | 301,167 | 284,846 | 268,525 |
| | 35,000 | 373,373 | 360,514 | 347,654 | 334,795 | 321,936 | 309,076 | 296,217 |
| | 40,000 | 380,296 | 370,898 | 361,500 | 352,102 | 342,704 | 333,307 | 323,909 |
| | 45,000 | 387,219 | 381,282 | 375,346 | 369,410 | 363,473 | 357,537 | 351,601 |
| | 50,000 | 394,142 | 391,667 | 389,192 | 386,717 | 384,242 | 381,767 | 379,292 |
| | 55,000 | 401,065 | 402,051 | 403,038 | 404,024 | 405,011 | 405,998 | 406,984 |

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

240306_BCC Appraisal_MVGF_v0.2 - Summary Table

| Appraisal Ref: | 33 | 34 | 35 | 36 | 37 | 38 | 39 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Scheme Typology: | Medium Value Zone | Medium Value Zone | Medium Value Zone | Medium Value Zone | Medium Value Zone | Medium Value Zone | Medium Value Zone |
| No Units: | 8 | 15 | 30 | 45 | 75 | 125 | 200 |
| Location / Value Zone: | Medium Value | Medium Value | Medium Value | Medium Value | Medium Value | Medium Value | Medium Value |
| Greenfield/Brownfield: | Greenfield | Greenfield | Greenfield | Greenfield | Greenfield | Greenfield | Greenfield |
| Notes: | | | | | | | |
| Total GDV (£) | 2,718,000 | 4,342,005 | 8,684,011 | 13,026,016 | 20,201,531 | 33,669,219 | 53,870,750 |
| Policy Assumptions | - | - | - | - | - | - | - |
| AH Target % (& mix): | 0% | 35% | 35% | 35% | 35% | 35% | 35% |
| Affordable Rent: | 60% | 60% | 60% | 60% | 60% | 60% | 60% |
| Social Rent: | 10% | 10% | 10% | 10% | 10% | 10% | 10% |
| First Homes: | 25% | 25% | 25% | 25% | 25% | 25% | 25% |
| Other Intermediate (LCHO/Sub-Market etc.): | 5% | 5% | 5% | 5% | 5% | 5% | 5% |
| CIL (£ psm) | 90.39 | 90.39 | 90.39 | 90.39 | 90.39 | 90.39 | 90.39 |
| CIL (£ per unit) | 9,276 | 6,030 | 6,030 | 6,030 | 5,771 | 5,771 | 5,771 |
| Site Specific S106 (£ per unit) | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 |
| Sub-total CIL+S106 (£ per unit) | 13,576 | 10,330 | 10,330 | 10,330 | 10,071 | 10,071 | 10,071 |
| Site Infrastructure (£ per unit) | - | - | - | - | - | - | - |
| Sub-total CIL+S106+Infrastructure (£ per unit) | 13,576 | 10,330 | 10,330 | 10,330 | 10,071 | 10,071 | 10,071 |
| Profit KPI's | - | - | - | - | - | - | - |
| Developers Profit (% on OMS) | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% |
| Developers Profit (% on AH) | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% |
| Developers Profit (% blended) | 20.00% | 16.68% | 16.68% | 16.68% | 16.68% | 16.68% | 16.68% |
| Developers Profit (% on costs) | 30.09% | 22.24% | 22.18% | 22.21% | 21.24% | 23.03% | 23.09% |
| Developers Profit Total (£) | 543,600 | 724,279 | 1,448,558 | 2,172,837 | 3,368,792 | 5,614,653 | 8,983,445 |
| Land Value KPI's | - | - | - | - | - | - | - |
| RLV (£/acre (net)) | 658,053 | 344,844 | 330,351 | 333,244 | 181,943 | 407,782 | 414,464 |
| RLV (£/ha (net)) | 1,626,049 | 852,110 | 816,297 | 823,446 | 449,581 | 1,007,628 | 1,024,140 |
| RLV (% of GDV) | 11.97% | 7.36% | 7.05% | 7.11% | 4.17% | 9.35% | 9.51% |
| RLV Total (£) | 325,210 | 319,541 | 612,223 | 926,376 | 842,965 | 3,148,838 | 5,120,702 |
| BLV (£/acre (net)) | 275,000 | 275,000 | 275,000 | 275,000 | 275,000 | 275,000 | 275,000 |
| BLV (£/ha (net)) | 679,525 | 679,525 | 679,525 | 679,525 | 679,525 | 679,525 | 679,525 |
| BLV Total (£) | 135,905 | 254,822 | 509,644 | 764,466 | 1,274,109 | 2,123,516 | 3,397,625 |
| Surplus/Deficit (£/acre) [RLV-BLV] | 383,053 | 69,844 | 55,351 | 58,244 | (93,057) | 132,782 | 139,464 |
| Surplus/Deficit (£/ha) | 946,524 | 172,585 | 136,772 | 143,921 | (229,944) | 328,103 | 344,615 |
| Surplus/Deficit Total (£) | 189,305 | 64,719 | 102,579 | 161,911 | (431,145) | 1,025,323 | 1,723,077 |
| Plan Viability comments | Viabile | Viabile | Viabile | Viabile | Marginal | Viabile | Viabile |

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Appraisal Ref: **40** (see Typologies Matrix)
 Scheme Typology: **Higher Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|--|-------------------------|------------|--------------------|--|-----------------------------|---------------|----------------------|
| Total number of units in scheme | | | | 8 Units | | | |
| AH Policy requirement (% Target) | | | | 0% | | | |
| Open Market Sale (OMS) housing | | | | 100% | | | |
| AH tenure split % | | | | 70.0% % Rented | | | |
| Open Market Sale (OMS) | | | | 100% | | | |
| Affordable Rent: | | | | 60.0% | | | |
| Social Rent: | | | | 10.0% | | | |
| First Homes: | | | | 25.0% | | | |
| Other Intermediate (LCHO/Sub-Market etc.): | | | | 5.0% | | | |
| | | | | 0.0% % of total (>10% First Homes PPG 023) | | | |
| | | | | 100.0% 100.0% | | | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | |
| Unit mix - | | | | | | | |
| | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | |
| 2 bed House | 35.0% | 2.8 | 35.0% | 0.0 | 35% | 2.8 | |
| 3 bed House | 40.0% | 3.2 | 40.0% | 0.0 | 40% | 3.2 | |
| 4 bed House | 25.0% | 2.0 | 25.0% | 0.0 | 25% | 2.0 | |
| 5 bed House | 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% | 8.0 | 100.0% | 0.0 | 100% | 8.0 | |
| OMS Unit Floor areas - | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | |
| AH Unit Floor areas - | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | |
| Total Gross Floor areas - | | | | | | | |
| | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 2 bed House | 221 | 2,381 | 0 | 0 | 221 | 2,381 | |
| 3 bed House | 304 | 3,272 | 0 | 0 | 304 | 3,272 | |
| 4 bed House | 240 | 2,583 | 0 | 0 | 240 | 2,583 | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | |
| | 765 | 8,237 | 0 | 0 | 765 | 8,237 | |
| AH % by floor area: 0.00% AH % by floor area (difference due to mix) | | | | | | | |
| Open Market Sales values (£) - | | | | | | | |
| | £ OMS (per unit) | £ psm | £ psf | | total MV £ (no AH) | | |
| 1 bed House | 200,000 | 3,226 | 300 | | 0 | | |
| 2 bed House | 325,000 | 4,114 | 382 | | 910,000 | | |
| 3 bed House | 415,000 | 4,368 | 406 | | 1,328,000 | | |
| 4 bed House | 525,000 | 4,375 | 406 | | 1,050,000 | | |
| 5 bed House | 580,000 | 4,143 | 385 | | 0 | | |
| 1 bed Flat | 185,000 | 3,700 | 344 | | 0 | | |
| 2 bed Flat | 265,000 | 3,786 | 352 | | 0 | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | | 0 | | |
| | | | | | 3,288,000 | | |
| Affordable Housing values (£) - | | | | | | | |
| | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 75% |
| 2 bed House | 178,750 | 55% | 146,250 | 45% | 227,500 | 70% | 243,750 75% |
| 3 bed House | 228,250 | 55% | 186,750 | 45% | 250,000 | 70% | 311,250 75% |
| 4 bed House | 288,750 | 55% | 236,250 | 45% | 250,000 | 70% | 393,750 75% |
| 5 bed House | 319,000 | 55% | 261,000 | 45% | 250,000 | 70% | 435,000 75% |
| 1 bed Flat | 101,750 | 55% | 83,250 | 45% | 129,500 | 70% | 138,750 75% |
| 2 bed Flat | 145,750 | 55% | 119,250 | 45% | 185,500 | 70% | 198,750 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 75% |
| * capped @£250K | | | | | | | |

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Scheme Typology: **Higher Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------|------------|--|-----------------------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 2.8 | @ | 325,000 | 910,000 |
| 3 bed House | 3.2 | @ | 415,000 | 1,328,000 |
| 4 bed House | 2.0 | @ | 525,000 | 1,050,000 |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 0.0 | @ | 185,000 | - |
| 2 bed Flat | 0.0 | @ | 265,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 8.0 | | | 3,288,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 0.0 | @ | 178,750 | - |
| 3 bed House | 0.0 | @ | 228,250 | - |
| 4 bed House | 0.0 | @ | 288,750 | - |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 0.0 | @ | 101,750 | - |
| 2 bed Flat | 0.0 | @ | 145,750 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 0.0 | | | - |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.0 | @ | 146,250 | - |
| 3 bed House | 0.0 | @ | 186,750 | - |
| 4 bed House | 0.0 | @ | 236,250 | - |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 0.0 | @ | 83,250 | - |
| 2 bed Flat | 0.0 | @ | 119,250 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 0.0 | | | - |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 0.0 | @ | 227,500 | - |
| 3 bed House | 0.0 | @ | 250,000 | - |
| 4 bed House | 0.0 | @ | 250,000 | - |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 129,500 | - |
| 2 bed Flat | 0.0 | @ | 185,500 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 0.0 | | | - |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.0 | @ | 243,750 | - |
| 3 bed House | 0.0 | @ | 311,250 | - |
| 4 bed House | 0.0 | @ | 393,750 | - |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.0 | @ | 138,750 | - |
| 2 bed Flat | 0.0 | @ | 198,750 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.0 | 0.0 | | - |
| Sub-total GDV Residential | 8 | | | 3,288,000 |
| AH on-site cost analysis: | | | £MV (no AH) less £GDV (inc. AH) | 0 |
| | | | 0 £ psm (total GIA sqm) | 0 £ per unit (total units) |
| Grant | 0 | AH units @ | 0 per unit | - |
| Total GDV | | | | 3,288,000 |

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Scheme Typology: **Higher Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | | | | |
|---|----------------|------|-----------|---------|-------|---------------|-------------------|------------|---------------|
| Initial Payments - | | | | | | | | | |
| Statutory Planning Fees (Residential) (3,696) | | | | | | | | | |
| Planning Application Professional Fees, Surveys and reports (10,000) | | | | | | | | | |
| CIL (Mrkt only + garages) 821 sqm 90.39 £ psm (74,210) | | | | | | | | | |
| CIL analysis: 2.26% % of GDV 9,276 £ per unit (total units) | | | | | | | | | |
| Site Specific S106 Contributions | | | | | | | | | |
| Year 1 | | | | | 0 | | | | - |
| Year 2 | | | | | 0 | | | | - |
| Year 3 | | | | | 0 | | | | - |
| Year 4 | | | | | 0 | | | | - |
| Year 5 | | | | | 0 | | | | - |
| Year 6 | | | | | 0 | | | | - |
| Year 7 | | | | | 0 | | | | - |
| Year 8 | | | | | 0 | | | | - |
| Year 9 | | | | | 0 | | | | - |
| Year 10 | | | | | 0 | | | | - |
| Year 11 | | | | | 0 | | | | - |
| Year 12 | | | | | 0 | | | | - |
| Year 13 | | | | | 0 | | | | - |
| Year 14 | | | | | 0 | | | | - |
| Year 15 | | | | | 0 | | | | - |
| Years 1-15 | | | 8 units @ | | 4,300 | per unit | | | (34,400) |
| Sub-total | | | | | | | | | (34,400) |
| S106 analysis: 172,000 £ per ha 1.05% % of GDV 4,300 £ per unit (total units) | | | | | | | | | |
| AH Commuted Sum 765 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) | | | | | | | | | |
| Site Infrastructure costs - | | | | | | | | | |
| Year 1 | | | | | 0 | | | | - |
| Year 2 | | | | | 0 | | | | - |
| Year 3 | | | | | 0 | | | | - |
| Year 4 | | | | | 0 | | | | - |
| Year 5 | | | | | 0 | | | | - |
| Year 6 | | | | | 0 | | | | - |
| Year 7 | | | | | 0 | | | | - |
| Year 8 | | | | | 0 | | | | - |
| Year 9 | | | | | 0 | | | | - |
| Year 10 | | | | | 0 | | | | - |
| Year 11 | | | | | 0 | | | | - |
| Year 12 | | | | | 0 | | | | - |
| Year 13 | | | | | 0 | | | | - |
| Year 14 | | | | | 0 | | | | - |
| Year 15 | | | | | 0 | | | | - |
| Years 1-15 | | | 8 units @ | | 0 | per unit | | | - |
| Sub-total | | | | | | | | | - |
| Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units) | | | | | | | | | |
| 1 bed House | | | - | sqm @ | 1,423 | psm | | | - |
| 2 bed House | | | 221 | sqm @ | 1,423 | psm | | | (314,768) |
| 3 bed House | | | 304 | sqm @ | 1,423 | psm | | | (432,592) |
| 4 bed House | | | 240 | sqm @ | 1,423 | psm | | | (341,520) |
| 5 bed House | | | - | sqm @ | 1,423 | psm | | | - |
| 1 bed Flat | | | - | sqm @ | 1,638 | psm | | | - |
| 2 bed Flat | | | - | sqm @ | 1,638 | psm | | | - |
| 3 bed Flat | | | - | sqm @ | 1,638 | psm | | | - |
| Garages for 3B House (Mrkt only) | 3 | 50% | units @ | | 18 | sqm @ | 600 | psm | (17,280) |
| Garages for 4B House (Mrkt only) | 2 | 75% | units @ | | 18 | sqm @ | 600 | psm | (16,200) |
| Garages for 5B House (Mrkt only) | - | 120% | units @ | | 18 | sqm @ | 600 | psm | - |
| | | | 56 | | | | | | - |
| External works 1,122,360 @ 15.0% (168,354) | | | | | | | | | |
| Ext. Works analysis: 21,044 £ per unit (total units) | | | | | | | | | |
| Policy Costs on design - | | | | | | | | | |
| Net Biodiversity costs | | | | | | | | | |
| 8 units @ 1,003 £ per unit (8,024) | | | | | | | | | |
| M4(2) Category 2 Housing | Aff units | - | units @ | 90% | @ | 521 | £ per unit | | - |
| M4(2) Category 2 Housing | OMS units | 8 | units @ | 90% | @ | 521 | £ per unit | | (3,751) |
| M4(3) Category 3 Housing | Aff units | - | units @ | 10% | @ | 10,111 | £ per unit | | - |
| M4(3) Category 3 Housing | OMS units | 8 | units @ | 10% | @ | 10,111 | £ per unit | | (8,089) |
| Net Zero Cost | | 8 | units @ | | | 10,000 | £ per unit | | (80,000) |
| Urban Greening | No. of storeys | 2.0 | equals | | 383 | sqm footprint | 100 | £ sqm | (38,260) |
| EV Charging Points - Houses | | 8 | units @ | | | | 1,000 | £ per unit | (8,000) |
| EV Charging Points - Flats | | - | units @ | | | 4 | flats per charger | 2,500 | £ per 4 units |
| | | | | | | | | | 0 |
| Sub-total | | | 2 | units @ | | | | | (146,124) |
| Policy Costs analysis: (design costs only) 18,266 £ per unit (total units) | | | | | | | | | |
| Contingency (on construction) 1,436,838 @ 3.0% (43,105) | | | | | | | | | |

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Scheme Typology: **Higher Value Zone** No Units: **8**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | | |
|--|------------------|--|---------------------------|-------------------------------------|--------------------|
| Professional Fees | 1,436,838 @ | | 6.5% | | (93,394) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 3,288,000 OMS @ | | 3.00% | 12,330 £ per unit | (98,640) |
| Residential Sales Agent Costs | 3,288,000 OMS @ | | 1.00% | 4,110 £ per unit | (32,880) |
| Residential Sales Legal Costs | 3,288,000 OMS @ | | 0.35% | 1,439 £ per unit | (11,508) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 16,629 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (2,442) |
| Developers Profit - | | | | | |
| Profit on OMS | 3,288,000 | | 20.00% | | (657,600) |
| Margin on AH | 0 | | 6.00% on AH values | | - |
| Profit analysis: | 3,288,000 | | 20.00% blended GDV | | (657,600) |
| | 1,831,113 | | 35.91% on costs | | (657,600) |
| TOTAL COSTS | | | | | (2,488,713) |

| | | | | | |
|----------------------------------|--------------------------|-----------------------------------|--------------|-------------------------------------|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 799,287 |
| SDLT | 799,287 @ | | HMRC formula | | (29,464) |
| Acquisition Agent fees | 799,287 @ | | 1.0% | | (7,993) |
| Acquisition Legal fees | 799,287 @ | | 0.5% | | (3,996) |
| Interest on Land | 799,287 @ | | 8.00% | | (63,943) |
| Residual Land Value | | | | | 693,890 |
| RLV analysis: | 86,736 £ per plot | 3,469,450 £ per ha (net) | | 1,404,067 £ per acre (net) | |
| | | 2,775,560 £ per ha (gross) | | 1,123,254 £ per acre (gross) | |
| | | | | 21.10% % RLV / GDV | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 0.20 ha (net) | | 0.49 acres (net) | |
| Net to Gross ratio | | 80% | | | |
| Site Area (gross) | | 0.25 ha (gross) | | 0.62 acres (gross) | |
| Density analysis: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 32 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | | 135,905 |
| BLV analysis: | | 543,620 £ per ha (gross) | 220,000 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|---------------------------------|--|-----------------------------------|----------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 2,789,925 £ per ha (net) | | 1,129,067 £ per acre (net) | 557,985 |

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Scheme Typology: Higher Value Zone No Units: 8
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Greenfield
 Notes:

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)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| CL £ psm 90.39 | 1,129,067 | 0.00 | 1,133,747 | 1,071,893 | 1,010,039 | 948,185 | 886,330 | 824,476 | 762,622 |
| | 10.00 | 1,120,964 | 1,059,820 | 998,676 | 937,532 | 876,388 | 815,244 | 754,099 | |
| | 20.00 | 1,108,181 | 1,047,747 | 987,313 | 926,879 | 866,445 | 806,011 | 745,577 | |
| | 30.00 | 1,095,397 | 1,035,673 | 975,950 | 916,226 | 856,502 | 796,778 | 737,055 | |
| | 40.00 | 1,082,614 | 1,023,600 | 964,587 | 905,573 | 846,559 | 787,546 | 728,532 | |
| | 50.00 | 1,069,830 | 1,011,527 | 953,223 | 894,920 | 836,617 | 778,313 | 720,010 | |
| | 60.00 | 1,057,047 | 999,453 | 941,860 | 884,267 | 826,674 | 769,081 | 711,488 | |
| | 70.00 | 1,044,263 | 987,380 | 930,497 | 873,614 | 816,731 | 759,848 | 702,965 | |
| | 80.00 | 1,031,480 | 975,307 | 919,134 | 862,961 | 806,789 | 750,616 | 694,443 | |
| | 90.00 | 1,018,696 | 963,234 | 907,771 | 852,309 | 796,846 | 741,383 | 685,921 | |
| | 100.00 | 1,005,913 | 951,160 | 896,408 | 841,656 | 786,903 | 732,151 | 677,399 | |
| | 110.00 | 993,129 | 939,087 | 885,045 | 831,003 | 776,961 | 722,918 | 668,876 | |
| | 120.00 | 980,346 | 927,014 | 873,682 | 820,350 | 767,018 | 713,686 | 660,354 | |
| | 130.00 | 967,562 | 914,940 | 862,319 | 809,697 | 757,075 | 704,453 | 651,832 | |
| | 140.00 | 954,779 | 902,867 | 850,956 | 799,044 | 747,132 | 695,221 | 643,309 | |
| | 150.00 | 941,995 | 890,794 | 839,593 | 788,391 | 737,190 | 685,988 | 634,787 | |
| | 160.00 | 929,212 | 878,721 | 828,229 | 777,738 | 727,247 | 676,756 | 626,265 | |
| | 170.00 | 916,428 | 866,647 | 816,866 | 767,085 | 717,304 | 667,523 | 617,742 | |
| | 180.00 | 903,645 | 854,574 | 805,503 | 756,432 | 707,362 | 658,291 | 609,220 | |
| | 190.00 | 890,861 | 842,501 | 794,140 | 745,780 | 697,419 | 649,058 | 600,698 | |
| | 200.00 | 878,078 | 830,427 | 782,777 | 735,127 | 687,476 | 639,826 | 592,175 | |
| | 210.00 | 865,294 | 818,354 | 771,414 | 724,474 | 677,534 | 630,593 | 583,653 | |
| | 220.00 | 852,511 | 806,281 | 760,051 | 713,821 | 667,591 | 621,361 | 575,131 | |
| | 230.00 | 839,727 | 794,208 | 748,688 | 703,168 | 657,648 | 612,128 | 566,608 | |
| | 240.00 | 826,944 | 782,134 | 737,325 | 692,515 | 647,705 | 602,896 | 558,086 | |
| | 250.00 | 814,161 | 770,061 | 725,962 | 681,862 | 637,762 | 593,663 | 549,564 | |

TABLE 2

| | | Affordable Housing - % on site 0% | | | | | | | |
|------------------------------------|-----------|-----------------------------------|-----------|-----------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Site Specific S106 4,300 | 1,129,067 | 1,000 | 1,063,871 | 1,008,437 | 953,002 | 897,567 | 842,132 | 786,697 | 731,262 |
| | 2,000 | 1,050,031 | 994,596 | 939,161 | 883,726 | 828,291 | 772,857 | 717,422 | |
| | 3,000 | 1,036,190 | 980,755 | 925,321 | 869,886 | 814,451 | 759,016 | 703,581 | |
| | 4,000 | 1,022,350 | 966,915 | 911,480 | 856,045 | 800,610 | 745,176 | 689,741 | |
| | 5,000 | 1,008,509 | 953,074 | 897,640 | 842,205 | 786,770 | 731,335 | 675,900 | |
| | 6,000 | 994,669 | 939,234 | 883,799 | 828,364 | 772,929 | 717,494 | 662,060 | |
| | 7,000 | 980,828 | 925,393 | 869,958 | 814,524 | 759,089 | 703,654 | 648,219 | |
| | 8,000 | 966,988 | 911,553 | 856,118 | 800,683 | 745,248 | 689,813 | 634,378 | |
| | 9,000 | 953,147 | 897,712 | 842,277 | 786,842 | 731,408 | 675,973 | 620,538 | |
| | 10,000 | 939,306 | 883,872 | 828,437 | 773,002 | 717,567 | 662,132 | 606,697 | |
| | 11,000 | 925,466 | 870,031 | 814,596 | 759,161 | 703,727 | 648,292 | 592,857 | |
| | 12,000 | 911,625 | 856,191 | 800,756 | 745,321 | 689,886 | 634,451 | 579,016 | |
| | 13,000 | 897,785 | 842,350 | 786,915 | 731,480 | 676,045 | 620,611 | 565,176 | |
| | 14,000 | 883,944 | 828,509 | 773,075 | 717,640 | 662,205 | 606,770 | 551,335 | |
| | 15,000 | 870,104 | 814,669 | 759,234 | 703,799 | 648,364 | 592,929 | 537,495 | |

TABLE 3

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-------|-----------------------------------|-----------|-----------|-----------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | 1,274,179 | 1,204,523 | 1,134,867 | 1,065,211 | 995,555 | 925,898 | 856,242 |
| | 16.0% | 1,222,982 | 1,156,171 | 1,089,359 | 1,022,547 | 955,735 | 888,923 | 822,112 |
| | 17.0% | 1,171,786 | 1,107,819 | 1,043,851 | 979,884 | 915,916 | 851,948 | 787,981 |
| | 18.0% | 1,120,590 | 1,059,467 | 998,343 | 937,220 | 876,097 | 814,973 | 753,850 |
| | 19.0% | 1,069,394 | 1,011,115 | 952,836 | 894,557 | 836,277 | 777,998 | 719,719 |
| | 20.0% | 1,018,198 | 962,763 | 907,328 | 851,893 | 796,458 | 741,023 | 685,588 |

TABLE 4

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 275,000 | 100,000 | 1,193,198 | 1,137,763 | 1,082,328 | 1,026,893 | 971,458 | 916,023 | 860,588 |
| | 200,000 | 1,093,198 | 1,037,763 | 982,328 | 926,893 | 871,458 | 816,023 | 760,588 |
| | 300,000 | 993,198 | 937,763 | 882,328 | 826,893 | 771,458 | 716,023 | 660,588 |
| | 400,000 | 893,198 | 837,763 | 782,328 | 726,893 | 671,458 | 616,023 | 560,588 |
| | 500,000 | 793,198 | 737,763 | 682,328 | 626,893 | 571,458 | 516,023 | 460,588 |
| | 600,000 | 693,198 | 637,763 | 582,328 | 526,893 | 471,458 | 416,023 | 360,588 |
| | 700,000 | 593,198 | 537,763 | 482,328 | 426,893 | 371,458 | 316,023 | 260,588 |
| | 800,000 | 493,198 | 437,763 | 382,328 | 326,893 | 271,458 | 216,023 | 160,588 |
| | 900,000 | 393,198 | 337,763 | 282,328 | 226,893 | 171,458 | 116,023 | 60,588 |
| | 1,000,000 | 293,198 | 237,763 | 182,328 | 126,893 | 71,458 | 16,023 | (39,412) |
| | 1,100,000 | 193,198 | 137,763 | 82,328 | 26,893 | (28,542) | (83,977) | (139,412) |
| | 1,200,000 | 93,198 | 37,763 | (17,672) | (73,107) | (128,542) | (183,977) | (239,412) |
| | 1,300,000 | (6,802) | (62,237) | (117,672) | (173,107) | (228,542) | (283,977) | (339,412) |
| | 1,400,000 | (106,802) | (162,237) | (217,672) | (273,107) | (328,542) | (383,977) | (439,412) |
| | 1,500,000 | (206,802) | (262,237) | (317,672) | (373,107) | (428,542) | (483,977) | (539,412) |
| | 1,600,000 | (306,802) | (362,237) | (417,672) | (473,107) | (528,542) | (583,977) | (639,412) |

240306_BCC Appraisal_HVGF_v0.2

Scheme Typology: Higher Value Zone No Units: 8
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Greenfield
 Notes:

TABLE 5

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-----------|-----------|-----------|---------|---------|---------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 1,129,067 | | | | | | | |
| | 0 | 1,169,914 | 1,114,479 | 1,059,044 | 1,003,610 | 948,175 | 892,740 | 837,305 |
| Net Zero | 2,000 | 1,139,571 | 1,084,136 | 1,028,701 | 973,266 | 917,831 | 862,397 | 806,962 |
| (£ per unit) | 4,000 | 1,109,228 | 1,053,793 | 998,358 | 942,923 | 887,488 | 832,053 | 776,618 |
| 10,000 | 6,000 | 1,078,884 | 1,023,449 | 968,015 | 912,580 | 857,145 | 801,710 | 746,275 |
| | 8,000 | 1,048,541 | 993,106 | 937,671 | 882,236 | 826,802 | 771,367 | 715,932 |
| | 10,000 | 1,018,198 | 962,763 | 907,328 | 851,893 | 796,458 | 741,023 | 685,588 |
| | 12,000 | 987,854 | 932,419 | 876,985 | 821,550 | 766,115 | 710,680 | 655,245 |
| | 14,000 | 957,511 | 902,076 | 846,641 | 791,206 | 735,772 | 680,337 | 624,902 |
| | 16,000 | 927,168 | 871,733 | 816,298 | 760,863 | 705,428 | 649,993 | 594,559 |
| | 18,000 | 896,824 | 841,390 | 785,955 | 730,520 | 675,085 | 619,650 | 564,215 |
| | 20,000 | 866,481 | 811,046 | 755,611 | 700,177 | 644,742 | 589,307 | 533,872 |
| | 22,000 | 836,138 | 780,703 | 725,268 | 669,833 | 614,398 | 558,963 | 503,529 |
| | 24,000 | 805,794 | 750,360 | 694,925 | 639,490 | 584,055 | 528,620 | 473,185 |
| | 26,000 | 775,451 | 720,016 | 664,581 | 609,147 | 553,712 | 498,277 | 442,842 |
| | 28,000 | 745,108 | 689,673 | 634,238 | 578,803 | 523,368 | 467,934 | 412,499 |
| | 30,000 | 714,765 | 659,330 | 603,895 | 548,460 | 493,025 | 437,590 | 382,155 |

TABLE 6

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 1,129,067 | | | | | | | |
| | 70% | 1,730,627 | 1,675,192 | 1,619,757 | 1,564,323 | 1,508,888 | 1,453,453 | 1,398,018 |
| | 75% | 1,611,889 | 1,556,454 | 1,501,019 | 1,445,584 | 1,390,149 | 1,334,715 | 1,279,280 |
| Build Cost | 80% | 1,493,151 | 1,437,716 | 1,382,281 | 1,326,846 | 1,271,411 | 1,215,976 | 1,160,542 |
| 100% | 85% | 1,374,412 | 1,318,978 | 1,263,543 | 1,208,108 | 1,152,673 | 1,097,238 | 1,041,803 |
| (105% = 5% increase) | 90% | 1,255,674 | 1,200,239 | 1,144,804 | 1,089,370 | 1,033,935 | 978,500 | 923,065 |
| | 95% | 1,136,936 | 1,081,501 | 1,026,066 | 970,631 | 915,196 | 859,762 | 804,327 |
| | 100% | 1,018,198 | 962,763 | 907,328 | 851,893 | 796,458 | 741,023 | 685,588 |
| | 105% | 899,459 | 844,025 | 788,590 | 733,155 | 677,720 | 622,285 | 566,850 |
| | 110% | 780,721 | 725,286 | 669,851 | 614,417 | 558,982 | 503,547 | 448,112 |
| | 115% | 661,983 | 606,548 | 551,113 | 495,678 | 440,243 | 384,809 | 329,374 |
| | 120% | 543,245 | 487,810 | 432,375 | 376,940 | 321,505 | 266,070 | 210,635 |
| | 125% | 424,506 | 369,072 | 313,637 | 258,202 | 202,767 | 146,229 | 88,849 |

TABLE 7

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 1,129,067 | | | | | | | |
| | 80% | 243,599 | 231,198 | 218,796 | 206,394 | 193,993 | 181,591 | 168,854 |
| | 82% | 321,059 | 304,354 | 287,649 | 270,944 | 254,239 | 237,534 | 220,829 |
| Market Values | 84% | 398,519 | 377,511 | 356,502 | 335,494 | 314,486 | 293,478 | 272,469 |
| 100% | 86% | 475,979 | 450,667 | 425,356 | 400,044 | 374,732 | 349,421 | 324,109 |
| (105% = 5% increase) | 88% | 553,439 | 523,824 | 494,209 | 464,594 | 434,979 | 405,364 | 375,749 |
| | 90% | 630,898 | 596,980 | 563,062 | 529,144 | 495,225 | 461,307 | 427,389 |
| | 92% | 708,358 | 670,137 | 631,915 | 593,694 | 555,472 | 517,250 | 479,029 |
| | 94% | 785,818 | 743,293 | 700,768 | 658,243 | 615,719 | 573,194 | 530,669 |
| | 96% | 863,278 | 816,450 | 769,622 | 722,793 | 675,965 | 629,137 | 582,309 |
| | 98% | 940,738 | 889,606 | 838,475 | 787,343 | 736,212 | 685,080 | 633,949 |
| | 100% | 1,018,198 | 962,763 | 907,328 | 851,893 | 796,458 | 741,023 | 685,588 |
| | 102% | 1,095,657 | 1,035,919 | 976,181 | 916,443 | 856,705 | 796,967 | 737,228 |
| | 104% | 1,173,117 | 1,109,076 | 1,045,034 | 980,993 | 916,951 | 852,910 | 788,868 |
| | 106% | 1,250,577 | 1,182,232 | 1,113,888 | 1,045,543 | 977,198 | 908,853 | 840,508 |
| | 108% | 1,328,037 | 1,255,389 | 1,182,741 | 1,110,093 | 1,037,444 | 964,796 | 892,148 |
| | 110% | 1,405,497 | 1,328,545 | 1,251,594 | 1,174,642 | 1,097,691 | 1,020,739 | 943,788 |
| | 112% | 1,482,957 | 1,401,702 | 1,320,447 | 1,239,192 | 1,157,937 | 1,076,683 | 995,428 |
| | 114% | 1,560,417 | 1,474,858 | 1,389,300 | 1,303,742 | 1,218,184 | 1,132,626 | 1,047,068 |
| | 116% | 1,637,876 | 1,548,015 | 1,458,153 | 1,368,292 | 1,278,431 | 1,188,569 | 1,098,708 |
| | 118% | 1,715,336 | 1,621,171 | 1,527,007 | 1,432,842 | 1,338,677 | 1,244,512 | 1,150,348 |
| | 120% | 1,792,796 | 1,694,328 | 1,595,860 | 1,497,392 | 1,398,924 | 1,300,456 | 1,201,987 |

TABLE 8

| | | Affordable Housing - % on site 0% | | | | | | |
|------------------------------------|-----------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|---------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 1,129,067 | | | | | | | |
| | 5,000 | 1,025,118 | 973,143 | 921,168 | 869,194 | 817,219 | 765,244 | 713,270 |
| | 10,000 | 1,032,038 | 983,524 | 935,009 | 886,494 | 837,980 | 789,465 | 740,951 |
| Grant (£ per unit) | 15,000 | 1,038,958 | 993,904 | 948,850 | 903,795 | 858,741 | 813,686 | 768,632 |
| - | 20,000 | 1,045,879 | 1,004,284 | 962,690 | 921,096 | 879,502 | 837,907 | 796,313 |
| | 25,000 | 1,052,799 | 1,014,665 | 976,531 | 938,397 | 900,262 | 862,128 | 823,994 |
| | 30,000 | 1,059,719 | 1,025,045 | 990,371 | 955,697 | 921,023 | 886,349 | 851,675 |
| | 35,000 | 1,066,640 | 1,035,426 | 1,004,212 | 972,998 | 941,784 | 910,570 | 879,356 |
| | 40,000 | 1,073,560 | 1,045,806 | 1,018,052 | 990,299 | 962,545 | 934,791 | 907,037 |
| | 45,000 | 1,080,480 | 1,056,186 | 1,031,893 | 1,007,599 | 983,306 | 959,012 | 934,718 |
| | 50,000 | 1,087,400 | 1,066,567 | 1,045,733 | 1,024,900 | 1,004,066 | 983,233 | 962,399 |
| | 55,000 | 1,094,321 | 1,076,947 | 1,059,574 | 1,042,201 | 1,024,827 | 1,007,454 | 990,081 |

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

240306_BCC Appraisal_HVGF_v0.2

Appraisal Ref: 41 (see Typologies Matrix)
 Scheme Typology: Higher Value Zone No Units: 15
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Greenfield
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | | |
|---|-------------------------|------------|--------------------|------------|---|---------------|--------------|---------|--|
| Total number of units in scheme | | | | | 15 Units | | | | |
| AH Policy requirement (% Target) | | | | | 35% | | | | |
| Open Market Sale (OMS) housing | | | | | Open Market Sale (OMS) 65% | | | | |
| AH tenure split % | | | | | Affordable Rent: 60.0% | | | | |
| | | | | | Social Rent: 10.0% | | | | |
| | | | | | First Homes: 25.0% | | | | |
| | | | | | Other Intermediate (LCHO/Sub-Market etc.): 5.0% | | | | |
| | | | | | 70.0% % Rented | | | | |
| | | | | | 10.5% % of total (>10% First Homes PPG 023) | | | | |
| | | | | | 100.0% 100.0% | | | | |
| CIL Rate (£ psm) | | | | | 90.39 £ psm | | | | |
| Unit mix - | | | | | | | | | |
| | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | | |
| 2 bed House | 35.0% | 3.4 | 35.0% | 1.8 | 35% | 5.3 | | | |
| 3 bed House | 40.0% | 3.9 | 40.0% | 2.1 | 40% | 6.0 | | | |
| 4 bed House | 25.0% | 2.4 | 25.0% | 1.3 | 25% | 3.8 | | | |
| 5 bed House | 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% | 5.3 | 100% | 15.0 | | | |
| OMS Unit Floor areas - | | | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | | | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | | | | | | | | | |
| | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed House | 270 | 2,902 | 145 | 1,563 | 415 | 4,464 | | | |
| 3 bed House | 371 | 3,988 | 200 | 2,147 | 570 | 6,135 | | | |
| 4 bed House | 293 | 3,148 | 158 | 1,695 | 450 | 4,844 | | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| | 933 | 10,038 | 502 | 5,405 | 1,435 | 15,444 | | | |
| AH % by floor area: 35.00% AH % by floor area (difference due to mix) | | | | | | | | | |
| Open Market Sales values (£) - | | | | | | | | | |
| | £ OMS (per unit) | £ psm | £ psf | | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | | 0 | | | | |
| 2 bed House | 325,000 | 4,114 | 382 | | 1,706,250 | | | | |
| 3 bed House | 415,000 | 4,368 | 406 | | 2,490,000 | | | | |
| 4 bed House | 525,000 | 4,375 | 406 | | 1,968,750 | | | | |
| 5 bed House | 580,000 | 4,143 | 385 | | 0 | | | | |
| 1 bed Flat | 185,000 | 3,700 | 344 | | 0 | | | | |
| 2 bed Flat | 265,000 | 3,786 | 352 | | 0 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | | 0 | | | | |
| | | | | | 6,165,000 | | | | |
| Affordable Housing values (£) - | | | | | | | | | |
| | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV | |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% | |
| 2 bed House | 178,750 | 55% | 146,250 | 45% | 227,500 | 70% | 243,750 | 75% | |
| 3 bed House | 228,250 | 55% | 186,750 | 45% | 250,000 | 70% | 311,250 | 75% | |
| 4 bed House | 288,750 | 55% | 236,250 | 45% | 250,000 | 70% | 393,750 | 75% | |
| 5 bed House | 319,000 | 55% | 261,000 | 45% | 250,000 | 70% | 435,000 | 75% | |
| 1 bed Flat | 101,750 | 55% | 83,250 | 45% | 129,500 | 70% | 138,750 | 75% | |
| 2 bed Flat | 145,750 | 55% | 119,250 | 45% | 185,500 | 70% | 198,750 | 75% | |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% | |
| * capped @£250K | | | | | | | | | |

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Scheme Typology: **Higher Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|-----------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 3.4 | @ | 325,000 | 1,109,063 |
| 3 bed House | 3.9 | @ | 415,000 | 1,618,500 |
| 4 bed House | 2.4 | @ | 525,000 | 1,279,688 |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 0.0 | @ | 185,000 | - |
| 2 bed Flat | 0.0 | @ | 265,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 9.8 | | | 4,007,250 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 1.1 | @ | 178,750 | 197,072 |
| 3 bed House | 1.3 | @ | 228,250 | 287,595 |
| 4 bed House | 0.8 | @ | 288,750 | 227,391 |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 0.0 | @ | 101,750 | - |
| 2 bed Flat | 0.0 | @ | 145,750 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 3.2 | | | 712,058 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.2 | @ | 146,250 | 26,873 |
| 3 bed House | 0.2 | @ | 186,750 | 39,218 |
| 4 bed House | 0.1 | @ | 236,250 | 31,008 |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 0.0 | @ | 83,250 | - |
| 2 bed Flat | 0.0 | @ | 119,250 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 0.5 | | | 97,099 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 0.5 | @ | 227,500 | 104,508 |
| 3 bed House | 0.5 | @ | 250,000 | 131,250 |
| 4 bed House | 0.3 | @ | 250,000 | 82,031 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 129,500 | - |
| 2 bed Flat | 0.0 | @ | 185,500 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 1.3 | | | 317,789 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.1 | @ | 243,750 | 22,395 |
| 3 bed House | 0.1 | @ | 311,250 | 32,681 |
| 4 bed House | 0.1 | @ | 393,750 | 25,840 |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.0 | @ | 138,750 | - |
| 2 bed Flat | 0.0 | @ | 198,750 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.3 | 5.3 | | 80,916 |
| Sub-total GDV Residential | | | | |
| | 15 | | | 5,215,111 |
| AH on-site cost analysis: | | | | |
| | 662 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 949,889 |
| | | | 63,326 £ per unit (total units) | |
| Grant | | | | |
| | 5 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 5,215,111 |

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Scheme Typology: **Higher Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|---|-------------------|---------------------|---------------------------------|---------|-----------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (6,930) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (20,000) |
| CIL (Mrkt only + garages) | | 1,001 sqm | | 90.39 £ psm | | (90,444) |
| | CIL analysis: | 1.73% % of GDV | | 6,030 £ per unit (total units) | | |
| Site Specific S106 Contributions | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 15 units @ | | 4,300 per unit | | (64,500) |
| | Sub-total | | | | | (64,500) |
| | S106 analysis: | 172,000 £ per ha | 1.24% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | 1,435 sqm (total) | | 0 £ psm | | - |
| | Comm. Sum analysis: | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | 0.38 ha @ | | 0 £ per ha (if brownfield) | | - |
| Site Infrastructure costs - | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 15 units @ | | 0 per unit | | - |
| | Sub-total | | | | | - |
| | Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | - sqm @ | | 1,423 psm | | - |
| 2 bed House | | 415 sqm @ | | 1,423 psm | | (590,189) |
| 3 bed House | | 570 sqm @ | | 1,423 psm | | (811,110) |
| 4 bed House | | 450 sqm @ | | 1,423 psm | | (640,350) |
| 5 bed House | | - sqm @ | | 1,423 psm | | - |
| 1 bed Flat | | - sqm @ | | 1,638 psm | | - |
| 2 bed Flat | | - sqm @ | | 1,638 psm | | - |
| 3 bed Flat | | - sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | 4 | 50% units @ | | 18 sqm @ | 600 psm | (21,060) |
| Garages for 4B House (Mrkt only) | 2 | 75% units @ | | 18 sqm @ | 600 psm | (19,744) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | | 18 sqm @ | 600 psm | - |
| | | 68 | | | | |
| External works | | 2,082,453 @ | | 15.0% | | (312,368) |
| | Ext. Works analysis: | | | 20,825 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | 15 units @ | | 1,003 £ per unit | | (15,045) |
| M4(2) Category 2 Housing | Aff units | 5 units @ | 90% @ | 521 £ per unit | | (2,462) |
| M4(2) Category 2 Housing | OMS units | 10 units @ | 90% @ | 521 £ per unit | | (4,572) |
| M4(3) Category 3 Housing | Aff units | 5 units @ | 10% @ | 10,111 £ per unit | | (5,308) |
| M4(3) Category 3 Housing | OMS units | 10 units @ | 10% @ | 10,111 £ per unit | | (9,858) |
| Net Zero Cost | | 15 units @ | | 10,000 £ per unit | | (150,000) |
| Urban Greening | No. of storeys | 2.0 equals | 717 sqm footprint | 100 £ sqm | | (71,738) |
| EV Charging Points - Houses | | 15 units @ | | 1,000 £ per unit | | (15,000) |
| EV Charging Points - Flats | | - units @ | 4 flats per charger | 2,500 £ per 4 units | | - |
| | | 2 units @ | | 0 £ per unit | | - |
| | Sub-total | | | | | (273,983) |
| | Policy Costs analysis: (design costs only) | | | 18,266 £ per unit (total units) | | |
| Contingency (on construction) | | 2,668,803 @ | | 3.0% | | (80,064) |

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Scheme Typology: **Higher Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | | |
|--|------------------|--|---------------------------|-------------------------------------|--------------------|
| Professional Fees | 2,668,803 @ | | 6.5% | | (173,472) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 4,007,250 OMS @ | | 3.00% | 8,015 £ per unit | (120,218) |
| Residential Sales Agent Costs | 4,007,250 OMS @ | | 1.00% | 2,672 £ per unit | (40,073) |
| Residential Sales Legal Costs | 4,007,250 OMS @ | | 0.35% | 935 £ per unit | (14,025) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 10,954 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (14,981) |
| Developers Profit - | | | | | |
| Profit on OMS | 4,007,250 | | 20.00% | | (801,450) |
| Margin on AH | 1,207,861 | | 6.00% on AH values | | (72,472) |
| Profit analysis: | 5,215,111 | | 16.76% blended GDV | | (873,922) |
| | 3,283,510 | | 26.62% on costs | | (873,922) |
| TOTAL COSTS | | | | | (4,157,432) |

| | | | | | |
|----------------------------------|--------------------------|-----------------------------------|-----------------------------------|--|----------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 1,057,679 |
| SDLT | 1,057,679 @ | | HMRC formula | | (42,384) |
| Acquisition Agent fees | 1,057,679 @ | | 1.0% | | (10,577) |
| Acquisition Legal fees | 1,057,679 @ | | 0.5% | | (5,288) |
| Interest on Land | 1,057,679 @ | | 8.00% | | (84,614) |
| Residual Land Value | | | | | 914,816 |
| RLV analysis: | 60,988 £ per plot | 2,439,508 £ per ha (net) | 987,256 £ per acre (net) | | |
| | | 1,951,607 £ per ha (gross) | 789,804 £ per acre (gross) | | |
| | | | 17.54% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 0.38 ha (net) | | 0.93 acres (net) | |
| Net to Gross ratio | | 80% | | | |
| Site Area (gross) | | 0.47 ha (gross) | | 1.16 acres (gross) | |
| Density analysis: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 32 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | | 254,822 |
| BLV analysis: | | 543,620 £ per ha (gross) | 220,000 £ per acre (gross) | | |

| | | | |
|-------------------|---------------------------------|---------------------------------|----------------|
| BALANCE | | | |
| Surplus/(Deficit) | 1,759,983 £ per ha (net) | 712,256 £ per acre (net) | 659,994 |

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Scheme Typology: **Higher Value Zone** No Units: **15**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 712,256 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | | 1,103,716 | 1,042,160 | 980,605 | 919,050 | 857,494 | 795,939 | 734,383 |
| | 10.00 | | 1,090,897 | 1,030,054 | 969,211 | 908,367 | 847,524 | 786,681 | 725,838 |
| | 20.00 | | 1,078,078 | 1,017,947 | 957,816 | 897,685 | 837,554 | 777,423 | 717,292 |
| | 30.00 | | 1,065,259 | 1,005,840 | 946,422 | 887,003 | 827,584 | 768,165 | 708,746 |
| | 40.00 | | 1,052,441 | 993,734 | 935,027 | 876,320 | 817,614 | 758,907 | 700,200 |
| | 50.00 | | 1,039,622 | 981,627 | 923,633 | 865,638 | 807,643 | 749,649 | 691,654 |
| | 60.00 | | 1,026,803 | 969,521 | 912,238 | 854,956 | 797,673 | 740,391 | 683,108 |
| | 70.00 | | 1,013,984 | 957,414 | 900,844 | 844,273 | 787,703 | 731,133 | 674,562 |
| | 80.00 | | 1,001,165 | 945,307 | 889,449 | 833,591 | 777,733 | 721,875 | 666,017 |
| | 90.00 | | 988,347 | 933,201 | 878,055 | 822,909 | 767,763 | 712,617 | 657,471 |
| | 100.00 | | 975,528 | 921,094 | 866,660 | 812,226 | 757,792 | 703,359 | 648,925 |
| | 110.00 | | 962,709 | 908,987 | 855,266 | 801,544 | 747,822 | 694,101 | 640,379 |
| | 120.00 | | 949,890 | 896,881 | 843,871 | 790,862 | 737,852 | 684,843 | 631,833 |
| | 130.00 | | 937,071 | 884,774 | 832,477 | 780,179 | 727,882 | 675,585 | 623,287 |
| | 140.00 | | 924,253 | 872,667 | 821,082 | 769,497 | 717,912 | 666,327 | 614,741 |
| | 150.00 | | 911,434 | 860,561 | 809,688 | 758,815 | 707,942 | 657,068 | 606,195 |
| | 160.00 | | 898,615 | 848,454 | 798,293 | 748,132 | 697,971 | 647,810 | 597,650 |
| | 170.00 | | 885,796 | 836,347 | 786,899 | 737,450 | 688,001 | 638,552 | 589,104 |
| | 180.00 | | 872,977 | 824,241 | 775,504 | 726,768 | 678,031 | 629,294 | 580,539 |
| | 190.00 | | 860,159 | 812,134 | 764,110 | 716,085 | 668,061 | 620,036 | 571,970 |
| 200.00 | | 847,340 | 800,027 | 752,715 | 705,403 | 658,091 | 610,778 | 563,400 | |
| 210.00 | | 834,521 | 787,921 | 741,321 | 694,721 | 648,120 | 601,520 | 554,831 | |
| 220.00 | | 821,702 | 775,814 | 729,926 | 684,038 | 638,150 | 592,262 | 546,261 | |
| 230.00 | | 808,883 | 763,708 | 718,532 | 673,356 | 628,180 | 582,981 | 537,692 | |
| 240.00 | | 796,065 | 751,601 | 707,137 | 662,674 | 618,210 | 573,698 | 529,122 | |
| 250.00 | | 783,246 | 739,494 | 695,743 | 651,991 | 608,240 | 564,414 | 520,553 | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|---------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 712,256 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | | 1,033,647 | 978,528 | 923,410 | 868,292 | 813,174 | 758,056 | 702,937 |
| | 2,000 | | 1,019,768 | 964,650 | 909,531 | 854,413 | 799,295 | 744,177 | 689,059 |
| | 3,000 | | 1,005,889 | 950,771 | 895,653 | 840,534 | 785,416 | 730,298 | 675,180 |
| | 4,000 | | 992,010 | 936,892 | 881,774 | 826,656 | 771,537 | 716,419 | 661,301 |
| | 5,000 | | 978,131 | 923,013 | 867,895 | 812,777 | 757,659 | 702,540 | 647,422 |
| | 6,000 | | 964,253 | 909,134 | 854,016 | 798,898 | 743,780 | 688,662 | 633,543 |
| | 7,000 | | 950,374 | 895,256 | 840,137 | 785,019 | 729,901 | 674,783 | 619,665 |
| | 8,000 | | 936,495 | 881,377 | 826,259 | 771,140 | 716,022 | 660,904 | 605,786 |
| | 9,000 | | 922,616 | 867,498 | 812,380 | 757,262 | 702,143 | 647,025 | 591,907 |
| | 10,000 | | 908,738 | 853,619 | 798,501 | 743,383 | 688,265 | 633,146 | 578,003 |
| | 11,000 | | 894,859 | 839,740 | 784,622 | 729,504 | 674,386 | 619,268 | 564,085 |
| | 12,000 | | 880,980 | 825,862 | 770,743 | 715,625 | 660,507 | 605,389 | 550,168 |
| | 13,000 | | 867,101 | 811,983 | 756,865 | 701,746 | 646,628 | 591,510 | 536,251 |
| | 14,000 | | 853,222 | 798,104 | 742,986 | 687,868 | 632,749 | 577,593 | 522,334 |
| | 15,000 | | 839,344 | 784,225 | 729,107 | 673,989 | 618,871 | 563,676 | 508,417 |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 712,256 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | | 1,243,828 | 1,174,488 | 1,105,149 | 1,035,809 | 966,470 | 897,131 | 827,791 |
| | 16.0% | | 1,192,631 | 1,126,136 | 1,059,641 | 993,146 | 926,651 | 860,156 | 793,661 |
| | 17.0% | | 1,141,435 | 1,077,784 | 1,014,133 | 950,482 | 886,832 | 823,181 | 759,530 |
| | 18.0% | | 1,090,239 | 1,029,432 | 968,626 | 907,819 | 847,012 | 786,206 | 725,399 |
| | 19.0% | | 1,039,043 | 981,080 | 923,118 | 865,155 | 807,193 | 749,231 | 691,268 |
| | 20.0% | | 987,847 | 932,728 | 877,610 | 822,492 | 767,374 | 712,256 | 657,137 |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 712,256 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 275,000 | 100,000 | | 1,162,847 | 1,107,728 | 1,052,610 | 997,492 | 942,374 | 887,256 | 832,137 |
| | 200,000 | | 1,062,847 | 1,007,728 | 952,610 | 897,492 | 842,374 | 787,256 | 732,137 |
| | 300,000 | | 962,847 | 907,728 | 852,610 | 797,492 | 742,374 | 687,256 | 632,137 |
| | 400,000 | | 862,847 | 807,728 | 752,610 | 697,492 | 642,374 | 587,256 | 532,137 |
| | 500,000 | | 762,847 | 707,728 | 652,610 | 597,492 | 542,374 | 487,256 | 432,137 |
| | 600,000 | | 662,847 | 607,728 | 552,610 | 497,492 | 442,374 | 387,256 | 332,137 |
| | 700,000 | | 562,847 | 507,728 | 452,610 | 397,492 | 342,374 | 287,256 | 232,137 |
| | 800,000 | | 462,847 | 407,728 | 352,610 | 297,492 | 242,374 | 187,256 | 132,137 |
| | 900,000 | | 362,847 | 307,728 | 252,610 | 197,492 | 142,374 | 87,256 | 32,137 |
| | 1,000,000 | | 262,847 | 207,728 | 152,610 | 97,492 | 42,374 | (12,744) | (67,863) |
| | 1,100,000 | | 162,847 | 107,728 | 52,610 | (2,508) | (57,626) | (112,744) | (167,863) |
| | 1,200,000 | | 62,847 | 7,728 | (47,390) | (102,508) | (157,626) | (212,744) | (267,863) |
| | 1,300,000 | | (37,153) | (92,272) | (147,390) | (202,508) | (257,626) | (312,744) | (367,863) |
| | 1,400,000 | | (137,153) | (192,272) | (247,390) | (302,508) | (357,626) | (412,744) | (467,863) |
| | 1,500,000 | | (237,153) | (292,272) | (347,390) | (402,508) | (457,626) | (512,744) | (567,863) |
| 1,600,000 | | (337,153) | (392,272) | (447,390) | (502,508) | (557,626) | (612,744) | (667,863) | |

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Scheme Typology: Higher Value Zone No Units: 15
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Greenfield
 Notes:

TABLE 5

| Balance (RLV - BLV £ per acre (n)) | 712,256 | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|---------|---------|---------|---------|---------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 0 | 1,140,491 | 1,085,373 | 1,030,255 | 975,136 | 920,018 | 864,900 | 809,782 | |
| Net Zero | 2,000 | 1,109,962 | 1,054,844 | 999,726 | 944,608 | 889,489 | 834,371 | 779,253 |
| (£ per unit) | 4,000 | 1,079,433 | 1,024,315 | 969,197 | 914,079 | 858,960 | 803,842 | 748,724 |
| 10,000 | 6,000 | 1,048,904 | 993,786 | 938,668 | 883,550 | 828,432 | 773,313 | 718,195 |
| | 8,000 | 1,018,376 | 963,257 | 908,139 | 853,021 | 797,903 | 742,784 | 687,666 |
| | 10,000 | 987,847 | 932,728 | 877,610 | 822,492 | 767,374 | 712,256 | 657,137 |
| | 12,000 | 957,318 | 902,200 | 847,081 | 791,963 | 736,845 | 681,727 | 626,608 |
| | 14,000 | 926,789 | 871,671 | 816,552 | 761,434 | 706,316 | 651,198 | 596,054 |
| | 16,000 | 896,260 | 841,142 | 786,024 | 730,905 | 675,787 | 620,669 | 565,415 |
| | 18,000 | 865,731 | 810,613 | 755,495 | 700,376 | 645,258 | 590,036 | 534,776 |
| | 20,000 | 835,202 | 780,084 | 724,966 | 669,848 | 614,656 | 559,397 | 504,138 |
| | 22,000 | 804,673 | 749,555 | 694,437 | 639,277 | 584,018 | 528,758 | 473,499 |
| | 24,000 | 774,144 | 719,026 | 663,898 | 608,639 | 553,379 | 498,120 | 442,860 |
| | 26,000 | 743,616 | 688,497 | 633,259 | 578,000 | 522,740 | 467,481 | 412,222 |
| | 28,000 | 713,087 | 657,880 | 602,621 | 547,361 | 492,102 | 436,842 | 381,583 |
| | 30,000 | 682,551 | 627,241 | 571,982 | 516,723 | 461,463 | 406,204 | 350,944 |

TABLE 6

| Balance (RLV - BLV £ per acre (n)) | 712,256 | Affordable Housing - % on site 35% | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% |
| 70% | 1,704,634 | 1,649,515 | 1,594,397 | 1,539,279 | 1,484,161 | 1,429,042 | 1,373,924 |
| 75% | 1,585,169 | 1,530,051 | 1,474,933 | 1,419,814 | 1,364,696 | 1,309,578 | 1,254,460 |
| 80% | 1,465,705 | 1,410,586 | 1,355,468 | 1,300,350 | 1,245,232 | 1,190,113 | 1,134,995 |
| 85% | 1,346,240 | 1,291,122 | 1,236,004 | 1,180,885 | 1,125,767 | 1,070,649 | 1,015,531 |
| 90% | 1,226,776 | 1,171,657 | 1,116,539 | 1,061,421 | 1,006,303 | 951,185 | 896,066 |
| 95% | 1,107,311 | 1,052,193 | 997,075 | 941,956 | 886,838 | 831,720 | 776,602 |
| 100% | 987,847 | 932,728 | 877,610 | 822,492 | 767,374 | 712,256 | 657,137 |
| 105% | 868,382 | 813,264 | 758,146 | 703,028 | 647,909 | 592,791 | 537,673 |
| 110% | 748,918 | 693,799 | 638,681 | 583,562 | 528,444 | 473,326 | 418,208 |
| 115% | 629,205 | 573,946 | 518,687 | 463,427 | 408,168 | 352,908 | 297,649 |
| 120% | 509,311 | 454,052 | 398,793 | 343,533 | 288,274 | 233,014 | 177,755 |
| 125% | 389,418 | 334,158 | 278,899 | 223,639 | 168,380 | 113,120 | 57,861 |

TABLE 7

| Balance (RLV - BLV £ per acre (n)) | 712,256 | Affordable Housing - % on site 35% | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% |
| 80% | 211,087 | 199,038 | 186,990 | 174,942 | 162,894 | 150,845 | 138,797 |
| 82% | 288,867 | 272,497 | 256,128 | 239,759 | 223,389 | 207,020 | 190,651 |
| 84% | 366,647 | 345,956 | 325,266 | 304,575 | 283,885 | 263,194 | 242,504 |
| 86% | 444,427 | 419,415 | 394,404 | 369,392 | 344,380 | 319,369 | 294,357 |
| 88% | 522,207 | 492,874 | 463,541 | 434,209 | 404,876 | 375,543 | 346,211 |
| 90% | 599,987 | 566,333 | 532,679 | 499,025 | 465,372 | 431,718 | 398,064 |
| 92% | 677,581 | 639,700 | 601,817 | 563,842 | 525,867 | 487,892 | 449,917 |
| 94% | 755,148 | 712,957 | 670,767 | 628,576 | 586,385 | 544,194 | 501,771 |
| 96% | 832,714 | 786,214 | 739,714 | 693,215 | 646,715 | 600,215 | 553,624 |
| 98% | 910,280 | 859,471 | 808,662 | 757,853 | 707,044 | 656,235 | 605,426 |
| 100% | 987,847 | 932,728 | 877,610 | 822,492 | 767,374 | 712,256 | 657,137 |
| 102% | 1,065,413 | 1,005,986 | 946,558 | 887,131 | 827,703 | 768,276 | 708,848 |
| 104% | 1,142,979 | 1,079,243 | 1,015,506 | 951,769 | 888,033 | 824,296 | 760,559 |
| 106% | 1,220,546 | 1,152,500 | 1,084,454 | 1,016,408 | 948,362 | 880,316 | 812,270 |
| 108% | 1,298,112 | 1,225,757 | 1,153,402 | 1,081,046 | 1,008,691 | 936,336 | 863,981 |
| 110% | 1,375,678 | 1,299,014 | 1,222,350 | 1,145,685 | 1,069,021 | 992,356 | 915,692 |
| 112% | 1,453,245 | 1,372,271 | 1,291,297 | 1,210,324 | 1,129,350 | 1,048,376 | 967,403 |
| 114% | 1,530,811 | 1,445,528 | 1,360,245 | 1,274,962 | 1,189,679 | 1,104,397 | 1,019,114 |
| 116% | 1,608,377 | 1,518,785 | 1,429,193 | 1,339,601 | 1,250,009 | 1,160,417 | 1,070,825 |
| 118% | 1,685,944 | 1,592,042 | 1,498,141 | 1,404,240 | 1,310,338 | 1,216,437 | 1,122,535 |
| 120% | 1,763,510 | 1,665,300 | 1,567,089 | 1,468,878 | 1,370,668 | 1,272,457 | 1,174,246 |

TABLE 8

| Balance (RLV - BLV £ per acre (n)) | 712,256 | Affordable Housing - % on site 35% | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|---------|---------|---------|
| | | 10% | 15% | 20% | 25% | 30% | 35% |
| 5,000 | 994,797 | 943,154 | 891,510 | 839,867 | 788,224 | 736,581 | 684,938 |
| 10,000 | 1,001,747 | 953,579 | 905,411 | 857,242 | 809,074 | 760,906 | 712,738 |
| 15,000 | 1,008,697 | 964,004 | 919,311 | 874,618 | 829,925 | 785,231 | 740,538 |
| 20,000 | 1,015,647 | 974,429 | 933,211 | 891,993 | 850,775 | 809,557 | 768,339 |
| 25,000 | 1,022,597 | 984,854 | 947,111 | 909,368 | 871,625 | 833,882 | 796,139 |
| 30,000 | 1,029,547 | 995,279 | 961,011 | 926,743 | 892,475 | 858,207 | 823,939 |
| 35,000 | 1,036,497 | 1,005,704 | 974,911 | 944,119 | 913,326 | 882,533 | 851,740 |
| 40,000 | 1,043,447 | 1,016,129 | 988,812 | 961,494 | 934,176 | 906,858 | 879,540 |
| 45,000 | 1,050,397 | 1,026,555 | 1,002,712 | 978,869 | 955,026 | 931,183 | 907,340 |
| 50,000 | 1,057,347 | 1,036,980 | 1,016,612 | 996,244 | 975,876 | 955,509 | 935,141 |
| 55,000 | 1,064,297 | 1,047,405 | 1,030,512 | 1,013,619 | 996,727 | 979,834 | 962,941 |

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: 42 (see Typologies Matrix)
 Scheme Typology: Higher Value Zone No Units: 30
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Greenfield
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | | |
|----------------------------------|--|---|------------|---|--------------------|-----------------------------|---------------|--------------|---------|
| Total number of units in scheme | | | | 30 Units | | | | | |
| AH Policy requirement (% Target) | | | | 35% | | | | | |
| Open Market Sale (OMS) housing | | | | Open Market Sale (OMS) 65% | | | | | |
| AH tenure split % | | | | Affordable Rent: 60.0% | | | | | |
| | | | | Social Rent: 10.0% 70.0% Rented | | | | | |
| | | | | First Homes: 25.0% | | | | | |
| | | | | Other Intermediate (LCHO/Sub-Market etc.): 5.0% 10.5% % of total (>10% First Homes PPG 023) | | | | | |
| | | | | 100.0% 100.0% | | | | | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | | | |
| Unit mix - | | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | | 35.0% | 6.8 | 35.0% | 3.7 | 35% | 10.5 | | |
| 3 bed House | | 40.0% | 7.8 | 40.0% | 4.2 | 40% | 12.0 | | |
| 4 bed House | | 25.0% | 4.9 | 25.0% | 2.6 | 25% | 7.5 | | |
| 5 bed House | | 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% | 19.5 | 100.0% | 10.5 | 100% | 30.0 | | |
| OMS Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | | 62.0 | 667 | % | | 62.0 | 667 | | |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| AH Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | | 62.0 | 667 | % | | 62.0 | 667 | | |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 | | |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 | | |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | | |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | | |
| 1 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | | 539 | 5,804 | 290 | 3,125 | 830 | 8,929 | | |
| 3 bed House | | 741 | 7,976 | 399 | 4,295 | 1,140 | 12,271 | | |
| 4 bed House | | 585 | 6,297 | 315 | 3,391 | 900 | 9,688 | | |
| 5 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed Flat | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 3 bed Flat | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | | 1,865 | 20,077 | 1,004 | 10,810 | 2,870 | 30,887 | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | | 325,000 | 4,114 | 382 | 3,412,500 | | | | |
| 3 bed House | | 415,000 | 4,368 | 406 | 4,980,000 | | | | |
| 4 bed House | | 525,000 | 4,375 | 406 | 3,937,500 | | | | |
| 5 bed House | | 580,000 | 4,143 | 385 | 0 | | | | |
| 1 bed Flat | | 185,000 | 3,700 | 344 | 0 | | | | |
| 2 bed Flat | | 265,000 | 3,786 | 352 | 0 | | | | |
| 3 bed Flat | | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | | 12,330,000 | | | | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | | 178,750 | 55% | 146,250 | 45% | 227,500 | 70% | 243,750 | 75% |
| 3 bed House | | 228,250 | 55% | 186,750 | 45% | 250,000 | 70% | 311,250 | 75% |
| 4 bed House | | 288,750 | 55% | 236,250 | 45% | 250,000 | 70% | 393,750 | 75% |
| 5 bed House | | 319,000 | 55% | 261,000 | 45% | 250,000 | 70% | 435,000 | 75% |
| 1 bed Flat | | 101,750 | 55% | 83,250 | 45% | 129,500 | 70% | 138,750 | 75% |
| 2 bed Flat | | 145,750 | 55% | 119,250 | 45% | 185,500 | 70% | 198,750 | 75% |
| 3 bed Flat | | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | | | | | |

* capped @£250K

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Scheme Typology: **Higher Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | |
|---|------|------------|---------------------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | | |
| 1 bed House | 0.0 | @ | 200,000 | | - |
| 2 bed House | 6.8 | @ | 325,000 | | 2,218,125 |
| 3 bed House | 7.8 | @ | 415,000 | | 3,237,000 |
| 4 bed House | 4.9 | @ | 525,000 | | 2,559,375 |
| 5 bed House | 0.0 | @ | 580,000 | | - |
| 1 bed Flat | 0.0 | @ | 185,000 | | - |
| 2 bed Flat | 0.0 | @ | 265,000 | | - |
| 3 bed Flat | 0.0 | @ | 375,000 | | - |
| | 19.5 | | | | 8,014,500 |
| Affordable Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 110,000 | | - |
| 2 bed House | 2.2 | @ | 178,750 | | 394,144 |
| 3 bed House | 2.5 | @ | 228,250 | | 575,190 |
| 4 bed House | 1.6 | @ | 288,750 | | 454,781 |
| 5 bed House | 0.0 | @ | 319,000 | | - |
| 1 bed Flat | 0.0 | @ | 101,750 | | - |
| 2 bed Flat | 0.0 | @ | 145,750 | | - |
| 3 bed Flat | 0.0 | @ | 206,250 | | - |
| | 6.3 | | | | 1,424,115 |
| Social Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 90,000 | | - |
| 2 bed House | 0.4 | @ | 146,250 | | 53,747 |
| 3 bed House | 0.4 | @ | 186,750 | | 78,435 |
| 4 bed House | 0.3 | @ | 236,250 | | 62,016 |
| 5 bed House | 0.0 | @ | 261,000 | | - |
| 1 bed Flat | 0.0 | @ | 83,250 | | - |
| 2 bed Flat | 0.0 | @ | 119,250 | | - |
| 3 bed Flat | 0.0 | @ | 168,750 | | - |
| | 1.1 | | | | 194,198 |
| First Homes GDV - | | | | | |
| 1 bed House | 0.0 | @ | 140,000 | | - |
| 2 bed House | 0.9 | @ | 227,500 | | 209,016 |
| 3 bed House | 1.1 | @ | 250,000 | | 262,500 |
| 4 bed House | 0.7 | @ | 250,000 | | 164,063 |
| 5 bed House | 0.0 | @ | 250,000 | | - |
| 1 bed Flat | 0.0 | @ | 129,500 | | - |
| 2 bed Flat | 0.0 | @ | 185,500 | | - |
| 3 bed Flat | 0.0 | @ | 250,000 | | - |
| | 2.6 | | | | 635,578 |
| Other Intermediate GDV - | | | | | |
| 1 bed House | 0.0 | @ | 150,000 | | - |
| 2 bed House | 0.2 | @ | 243,750 | | 44,789 |
| 3 bed House | 0.2 | @ | 311,250 | | 65,363 |
| 4 bed House | 0.1 | @ | 393,750 | | 51,680 |
| 5 bed House | 0.0 | @ | 435,000 | | - |
| 1 bed Flat | 0.0 | @ | 138,750 | | - |
| 2 bed Flat | 0.0 | @ | 198,750 | | - |
| 3 bed Flat | 0.0 | @ | 281,250 | | - |
| | 0.5 | 10.5 | | | 161,831 |
| Sub-total GDV Residential | | | | | |
| | 30 | | | | 10,430,222 |
| AH on-site cost analysis: | | | | | |
| | | | 662 £ psm (total GIA sqm) | £MV (no AH) less £GDV (inc. AH) | 1,899,778 |
| | | | | 63,326 £ per unit (total units) | |
| Grant | | | | | |
| | 11 | AH units @ | | 0 per unit | - |
| Total GDV | | | | | |
| | | | | | 10,430,222 |

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Scheme Typology: **Higher Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|----------------|------------------|---------------------|---------------------------------|---------------------------------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (13,860) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (40,000) |
| CIL (Mrkt only + garages) | | | | | | (180,887) |
| | | 2,001 sqm | | 90.39 £ psm | | |
| CIL analysis: | | 1.73% % of GDV | | 6,030 £ per unit (total units) | | |
| Site Specific S106 Contributions | | | | | | |
| | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 30 units @ | | 4,300 per unit | | (129,000) |
| | Sub-total | | | | | (129,000) |
| S106 analysis: | | 172,000 £ per ha | 1.24% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | | | | - |
| Comm. Sum analysis: | | | 2,870 sqm (total) | 0 £ psm | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | - |
| | | 0.75 ha @ | | 0 £ per ha (if brownfield) | | - |
| Site Infrastructure costs - | | | | | | |
| | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 30 units @ | | 0 per unit | | - |
| | Sub-total | | | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | | | | | |
| | | - sqm @ | | 1,423 psm | | - |
| 2 bed House | | | | | | |
| | | 830 sqm @ | | 1,423 psm | | (1,180,379) |
| 3 bed House | | | | | | |
| | | 1,140 sqm @ | | 1,423 psm | | (1,622,220) |
| 4 bed House | | | | | | |
| | | 900 sqm @ | | 1,423 psm | | (1,280,700) |
| 5 bed House | | | | | | |
| | | - sqm @ | | 1,423 psm | | - |
| 1 bed Flat | | | | | | |
| | | - sqm @ | | 1,638 psm | | - |
| 2 bed Flat | | | | | | |
| | | - sqm @ | | 1,638 psm | | - |
| 3 bed Flat | | | | | | |
| | | 2,870 sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | | | | | | (42,120) |
| | 8 | 50% units @ | | 18 sqm @ | 600 psm | |
| Garages for 4B House (Mrkt only) | | | | | | (39,488) |
| | 5 | 75% units @ | | 18 sqm @ | 600 psm | |
| Garages for 5B House (Mrkt only) | | | | | | - |
| | - | 120% units @ | | 18 sqm @ | 600 psm | |
| | | 136 | | | | |
| External works | | | | | | (624,736) |
| Ext. Works analysis: | | | 4,164,906 @ | 15.0% | 20,825 £ per unit (total units) | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (30,090) |
| | | 30 units @ | | 1,003 £ per unit | | |
| M4(2) Category 2 Housing | | | | | | |
| | Aff units | 11 units @ | 90% @ | 521 £ per unit | | (4,923) |
| M4(2) Category 2 Housing | | | | | | |
| | OMS units | 20 units @ | 90% @ | 521 £ per unit | | (9,144) |
| M4(3) Category 3 Housing | | | | | | |
| | Aff units | 11 units @ | 10% @ | 10,111 £ per unit | | (10,617) |
| M4(3) Category 3 Housing | | | | | | |
| | OMS units | 20 units @ | 10% @ | 10,111 £ per unit | | (19,716) |
| Net Zero Cost | | | | | | (300,000) |
| | | 30 units @ | | 10,000 £ per unit | | |
| Urban Greening | | | | | | (143,475) |
| | No. of storeys | 2.0 equals | 1,435 sqm footprint | 100 £ sqm | | |
| EV Charging Points - Houses | | | | | | (30,000) |
| | | 30 units @ | | 1,000 £ per unit | | |
| EV Charging Points - Flats | | | | | | - |
| | | - units @ | 4 flats per charger | 2,500 £ per 4 units | | |
| | | 2 units @ | | 0 £ per unit | | - |
| | Sub-total | | | | | (547,965) |
| Policy Costs analysis: (design costs only) | | | | 18,266 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | (160,128) |
| | | 5,337,607 @ | | 3.0% | | |

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Scheme Typology: **Higher Value Zone** No Units: **30**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | | |
|--|-------------------|--|---------------------------|-------------------------------------|--------------------|
| Professional Fees | 5,337,607 @ | | 6.5% | | (346,944) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 8,014,500 OMS @ | | 3.00% | 8,015 £ per unit | (240,435) |
| Residential Sales Agent Costs | 8,014,500 OMS @ | | 1.00% | 2,672 £ per unit | (80,145) |
| Residential Sales Legal Costs | 8,014,500 OMS @ | | 0.35% | 935 £ per unit | (28,051) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 11,288 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (30,795) |
| Developers Profit - | | | | | |
| Profit on OMS | 8,014,500 | | 20.00% | | (1,602,900) |
| Margin on AH | 2,415,722 | | 6.00% on AH values | | (144,943) |
| Profit analysis: | 10,430,222 | | 16.76% blended GDV | (1,747,843) | |
| | 6,577,852 | | 26.57% on costs | (1,747,843) | |
| TOTAL COSTS | | | | | (8,325,696) |

| | | | | | |
|----------------------------------|--------------------------|-----------------------------------|-----------------------------------|--|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 2,104,526 |
| SDLT | 2,104,526 @ | | HMRC formula | | (94,726) |
| Acquisition Agent fees | 2,104,526 @ | | 1.0% | | (21,045) |
| Acquisition Legal fees | 2,104,526 @ | | 0.5% | | (10,523) |
| Interest on Land | 2,104,526 @ | | 8.00% | | (168,362) |
| Residual Land Value | | | | | 1,809,870 |
| RLV analysis: | 60,329 £ per plot | 2,413,160 £ per ha (net) | 976,592 £ per acre (net) | | |
| | | 1,930,528 £ per ha (gross) | 781,274 £ per acre (gross) | | |
| | | | 17.35% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 0.75 ha (net) | | 1.85 acres (net) | |
| Net to Gross ratio | | 80% | | | |
| Site Area (gross) | | 0.94 ha (gross) | | 2.32 acres (gross) | |
| Density analysis: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 32 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | | 509,644 |
| BLV analysis: | | 543,620 £ per ha (gross) | 220,000 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|---------------------------------|--|---------------------------------|------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 1,733,635 £ per ha (net) | | 701,592 £ per acre (net) | 1,300,226 |

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Scheme Typology: Higher Value Zone No Units: 30
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Greenfield
 Notes:

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 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 701,592 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | | 1,093,371 | 1,031,814 | 970,257 | 908,700 | 847,143 | 785,586 | 724,028 |
| | 10.00 | | 1,080,505 | 1,019,663 | 958,820 | 897,978 | 837,136 | 776,293 | 715,451 |
| | 20.00 | | 1,067,639 | 1,007,511 | 947,384 | 887,256 | 827,129 | 767,001 | 706,873 |
| | 30.00 | | 1,054,773 | 995,360 | 935,947 | 876,534 | 817,121 | 757,709 | 698,296 |
| | 40.00 | | 1,041,906 | 983,208 | 924,510 | 865,812 | 807,114 | 748,416 | 689,718 |
| | 50.00 | | 1,029,040 | 971,057 | 913,074 | 855,090 | 797,107 | 739,124 | 681,141 |
| | 60.00 | | 1,016,174 | 958,905 | 901,637 | 844,369 | 787,100 | 729,832 | 672,563 |
| | 70.00 | | 1,003,308 | 946,754 | 890,200 | 833,647 | 777,093 | 720,539 | 663,986 |
| | 80.00 | | 990,441 | 934,603 | 878,764 | 822,925 | 767,086 | 711,247 | 655,408 |
| | 90.00 | | 977,575 | 922,451 | 867,327 | 812,203 | 757,079 | 701,955 | 646,831 |
| | 100.00 | | 964,709 | 910,300 | 855,890 | 801,481 | 747,072 | 692,663 | 638,253 |
| | 110.00 | | 951,843 | 898,148 | 844,454 | 790,759 | 737,065 | 683,370 | 629,676 |
| | 120.00 | | 938,976 | 885,997 | 833,017 | 780,037 | 727,058 | 674,078 | 621,098 |
| | 130.00 | | 926,110 | 873,845 | 821,580 | 769,315 | 717,051 | 664,786 | 612,521 |
| | 140.00 | | 913,244 | 861,694 | 810,144 | 758,594 | 707,043 | 655,493 | 603,943 |
| | 150.00 | | 900,378 | 849,542 | 798,707 | 747,872 | 697,036 | 646,201 | 595,358 |
| | 160.00 | | 887,511 | 837,391 | 787,270 | 737,150 | 687,029 | 636,909 | 586,753 |
| | 170.00 | | 874,645 | 825,239 | 775,834 | 726,428 | 677,022 | 627,602 | 578,147 |
| | 180.00 | | 861,779 | 813,088 | 764,397 | 715,706 | 667,015 | 618,279 | 569,542 |
| | 190.00 | | 848,913 | 800,936 | 752,960 | 704,984 | 656,977 | 608,957 | 560,937 |
| 200.00 | | 836,046 | 788,785 | 741,524 | 694,241 | 646,938 | 599,635 | 552,332 | |
| 210.00 | | 823,180 | 776,633 | 730,070 | 683,484 | 636,898 | 590,312 | 543,726 | |
| 220.00 | | 810,314 | 764,481 | 718,596 | 672,727 | 626,859 | 580,990 | 535,121 | |
| 230.00 | | 797,448 | 752,329 | 707,122 | 661,971 | 616,819 | 571,667 | 526,516 | |
| 240.00 | | 784,582 | 740,177 | 695,649 | 651,214 | 606,780 | 562,345 | 517,910 | |
| 250.00 | | 771,716 | 727,993 | 684,175 | 640,458 | 596,740 | 553,023 | 509,305 | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|---------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 701,592 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | | 1,023,043 | 967,947 | 912,851 | 857,754 | 802,658 | 747,562 | 692,466 |
| | 2,000 | | 1,009,113 | 954,017 | 898,920 | 843,824 | 788,728 | 733,632 | 678,536 |
| | 3,000 | | 995,183 | 940,086 | 884,990 | 829,894 | 774,798 | 719,702 | 664,605 |
| | 4,000 | | 981,252 | 926,156 | 871,060 | 815,964 | 760,868 | 705,771 | 650,675 |
| | 5,000 | | 967,322 | 912,226 | 857,130 | 802,034 | 746,937 | 691,841 | 636,745 |
| | 6,000 | | 953,392 | 898,296 | 843,200 | 788,104 | 733,007 | 677,911 | 622,815 |
| | 7,000 | | 939,462 | 884,366 | 829,270 | 774,173 | 719,077 | 663,981 | 608,885 |
| | 8,000 | | 925,532 | 870,436 | 815,339 | 760,243 | 705,147 | 650,051 | 594,946 |
| | 9,000 | | 911,602 | 856,505 | 801,409 | 746,313 | 691,217 | 636,121 | 580,970 |
| | 10,000 | | 897,671 | 842,575 | 787,479 | 732,383 | 677,287 | 622,158 | 566,995 |
| | 11,000 | | 883,741 | 828,645 | 773,549 | 718,453 | 663,346 | 608,183 | 553,020 |
| | 12,000 | | 869,811 | 814,715 | 759,619 | 704,522 | 649,371 | 594,208 | 539,044 |
| | 13,000 | | 855,881 | 800,785 | 745,688 | 690,559 | 635,396 | 580,232 | 525,069 |
| | 14,000 | | 841,951 | 786,854 | 731,747 | 676,583 | 621,420 | 566,257 | 511,094 |
| | 15,000 | | 828,020 | 772,924 | 717,771 | 662,608 | 607,445 | 552,282 | 497,119 |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 701,592 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | | 1,233,054 | 1,163,737 | 1,094,420 | 1,025,102 | 955,785 | 886,468 | 817,150 |
| | 16.0% | | 1,181,858 | 1,115,385 | 1,048,912 | 982,439 | 915,966 | 849,493 | 783,019 |
| | 17.0% | | 1,130,662 | 1,067,033 | 1,003,404 | 939,775 | 876,146 | 812,518 | 748,889 |
| | 18.0% | | 1,079,466 | 1,018,681 | 957,896 | 897,112 | 836,327 | 775,542 | 714,758 |
| | 19.0% | | 1,028,270 | 970,329 | 912,389 | 854,448 | 796,508 | 738,567 | 680,627 |
| | 20.0% | | 977,073 | 921,977 | 866,881 | 811,785 | 756,689 | 701,592 | 646,496 |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 701,592 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 275,000 | 100,000 | | 1,152,073 | 1,096,977 | 1,041,881 | 986,785 | 931,689 | 876,592 | 821,496 |
| | 200,000 | | 1,052,073 | 996,977 | 941,881 | 886,785 | 831,689 | 776,592 | 721,496 |
| | 300,000 | | 952,073 | 896,977 | 841,881 | 786,785 | 731,689 | 676,592 | 621,496 |
| | 400,000 | | 852,073 | 796,977 | 741,881 | 686,785 | 631,689 | 576,592 | 521,496 |
| | 500,000 | | 752,073 | 696,977 | 641,881 | 586,785 | 531,689 | 476,592 | 421,496 |
| | 600,000 | | 652,073 | 596,977 | 541,881 | 486,785 | 431,689 | 376,592 | 321,496 |
| | 700,000 | | 552,073 | 496,977 | 441,881 | 386,785 | 331,689 | 276,592 | 221,496 |
| | 800,000 | | 452,073 | 396,977 | 341,881 | 286,785 | 231,689 | 176,592 | 121,496 |
| | 900,000 | | 352,073 | 296,977 | 241,881 | 186,785 | 131,689 | 76,592 | 21,496 |
| | 1,000,000 | | 252,073 | 196,977 | 141,881 | 86,785 | 31,689 | (23,408) | (78,504) |
| | 1,100,000 | | 152,073 | 96,977 | 41,881 | (13,215) | (68,311) | (123,408) | (178,504) |
| | 1,200,000 | | 52,073 | (3,023) | (58,119) | (113,215) | (168,311) | (223,408) | (278,504) |
| | 1,300,000 | | (47,927) | (103,023) | (158,119) | (213,215) | (268,311) | (323,408) | (378,504) |
| | 1,400,000 | | (147,927) | (203,023) | (258,119) | (313,215) | (368,311) | (423,408) | (478,504) |
| | 1,500,000 | | (247,927) | (303,023) | (358,119) | (413,215) | (468,311) | (523,408) | (578,504) |
| 1,600,000 | | (347,927) | (403,023) | (458,119) | (513,215) | (568,311) | (623,408) | (678,504) | |

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Scheme Typology: Higher Value Zone No Units: 30
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Greenfield
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------------|------------------------------------|-----------|-----------|-----------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 701,592 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 0 | | 1,130,352 | 1,075,256 | 1,020,160 | 965,064 | 909,967 | 854,871 | 799,775 |
| | Net Zero | 2,000 | 1,099,696 | 1,044,600 | 989,504 | 934,408 | 879,312 | 824,216 | 769,119 |
| | (£ per unit) | 4,000 | 1,069,041 | 1,013,944 | 958,848 | 903,752 | 848,656 | 793,560 | 738,464 |
| | 10,000 | 6,000 | 1,038,385 | 983,289 | 928,193 | 873,096 | 818,000 | 762,904 | 707,808 |
| | | 8,000 | 1,007,729 | 952,633 | 897,537 | 842,441 | 787,344 | 732,248 | 677,152 |
| | | 10,000 | 977,073 | 921,977 | 866,881 | 811,785 | 756,689 | 701,592 | 646,496 |
| | | 12,000 | 946,418 | 891,321 | 836,225 | 781,129 | 726,033 | 670,937 | 615,840 |
| | | 14,000 | 915,762 | 860,666 | 805,569 | 750,473 | 695,377 | 640,274 | 585,111 |
| | | 16,000 | 885,106 | 830,010 | 774,914 | 719,817 | 664,665 | 609,562 | 554,339 |
| | | 18,000 | 854,450 | 799,354 | 744,220 | 689,057 | 633,893 | 578,730 | 523,567 |
| | | 20,000 | 823,774 | 768,611 | 713,448 | 658,285 | 603,122 | 547,958 | 492,795 |
| | | 22,000 | 793,003 | 737,840 | 682,676 | 627,513 | 572,350 | 517,187 | 462,024 |
| | | 24,000 | 762,231 | 707,068 | 651,905 | 596,741 | 541,578 | 486,415 | 431,252 |
| | | 26,000 | 731,459 | 676,296 | 621,133 | 565,970 | 510,806 | 455,643 | 400,477 |
| | | 28,000 | 700,687 | 645,524 | 590,361 | 535,198 | 480,035 | 424,857 | 369,572 |
| | | 30,000 | 669,916 | 614,753 | 559,589 | 504,426 | 449,237 | 393,952 | 338,667 |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 701,592 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 70% | | 1,695,154 | 1,640,028 | 1,584,903 | 1,529,778 | 1,474,652 | 1,419,527 | 1,364,402 |
| | 75% | | 1,575,603 | 1,520,520 | 1,465,436 | 1,410,352 | 1,355,269 | 1,300,185 | 1,245,101 |
| | 80% | | 1,456,030 | 1,400,947 | 1,345,863 | 1,290,779 | 1,235,696 | 1,180,612 | 1,125,528 |
| | 85% | | 1,336,457 | 1,281,373 | 1,226,290 | 1,171,206 | 1,116,122 | 1,061,039 | 1,005,955 |
| | 90% | | 1,216,884 | 1,161,800 | 1,106,716 | 1,051,633 | 996,549 | 941,465 | 886,382 |
| | 95% | | 1,097,034 | 1,041,938 | 986,842 | 931,746 | 876,650 | 821,553 | 766,457 |
| | 100% | | 977,073 | 921,977 | 866,881 | 811,785 | 756,689 | 701,592 | 646,496 |
| | 105% | | 857,112 | 802,016 | 746,892 | 691,729 | 636,566 | 581,402 | 526,239 |
| | 110% | | 736,804 | 681,640 | 626,477 | 571,314 | 516,151 | 460,988 | 405,824 |
| | 115% | | 616,389 | 561,226 | 506,049 | 450,764 | 395,479 | 340,194 | 284,909 |
| | 120% | | 495,684 | 440,399 | 385,114 | 329,829 | 274,518 | 219,055 | 163,593 |
| | 125% | | 374,749 | 319,382 | 263,919 | 208,457 | 152,995 | 97,375 | 41,681 |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 701,592 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 80% | | 196,629 | 184,824 | 173,019 | 161,214 | 149,408 | 137,603 | 125,798 |
| | 82% | | 275,075 | 258,921 | 242,766 | 226,612 | 210,457 | 194,303 | 178,148 |
| | 84% | | 353,337 | 332,834 | 312,332 | 291,829 | 271,327 | 250,825 | 230,322 |
| | 86% | | 431,598 | 406,747 | 381,897 | 357,047 | 332,197 | 307,346 | 282,496 |
| | 88% | | 509,672 | 480,506 | 451,341 | 422,176 | 393,010 | 363,845 | 334,675 |
| | 90% | | 587,665 | 554,167 | 520,669 | 487,170 | 453,672 | 420,174 | 386,675 |
| | 92% | | 665,659 | 627,828 | 589,996 | 552,165 | 514,334 | 476,502 | 438,671 |
| | 94% | | 743,653 | 701,488 | 659,324 | 617,160 | 574,995 | 532,831 | 490,667 |
| | 96% | | 821,513 | 775,059 | 728,605 | 682,151 | 635,657 | 589,160 | 542,663 |
| | 98% | | 899,293 | 848,518 | 797,743 | 746,968 | 696,193 | 645,418 | 594,643 |
| | 100% | | 977,073 | 921,977 | 866,881 | 811,785 | 756,689 | 701,592 | 646,496 |
| | 102% | | 1,054,853 | 995,436 | 936,019 | 876,601 | 817,184 | 757,767 | 698,350 |
| | 104% | | 1,132,633 | 1,068,895 | 1,005,157 | 941,418 | 877,680 | 813,941 | 750,203 |
| | 106% | | 1,210,413 | 1,142,354 | 1,074,294 | 1,006,235 | 938,175 | 870,116 | 802,056 |
| | 108% | | 1,288,193 | 1,215,813 | 1,143,432 | 1,071,051 | 998,671 | 926,290 | 853,910 |
| | 110% | | 1,365,837 | 1,289,192 | 1,212,548 | 1,135,868 | 1,059,166 | 982,465 | 905,763 |
| | 112% | | 1,443,457 | 1,362,500 | 1,281,543 | 1,200,586 | 1,119,629 | 1,038,639 | 957,616 |
| | 114% | | 1,521,077 | 1,435,808 | 1,350,539 | 1,265,269 | 1,180,000 | 1,094,731 | 1,009,462 |
| | 116% | | 1,598,697 | 1,509,115 | 1,419,534 | 1,329,953 | 1,240,371 | 1,150,790 | 1,061,208 |
| | 118% | | 1,676,317 | 1,582,423 | 1,488,530 | 1,394,636 | 1,300,742 | 1,206,849 | 1,112,955 |
| | 120% | | 1,753,937 | 1,655,731 | 1,557,525 | 1,459,319 | 1,361,113 | 1,262,907 | 1,164,702 |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 701,592 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 5,000 | | 984,050 | 932,442 | 880,834 | 829,226 | 777,618 | 726,010 | 674,402 |
| | 10,000 | | 991,026 | 942,906 | 894,787 | 846,667 | 798,547 | 750,427 | 702,308 |
| | 15,000 | | 998,003 | 953,371 | 908,739 | 864,108 | 819,476 | 774,845 | 730,213 |
| | 20,000 | | 1,004,979 | 963,836 | 922,692 | 881,549 | 840,406 | 799,262 | 758,119 |
| | 25,000 | | 1,011,955 | 974,300 | 936,645 | 898,990 | 861,335 | 823,680 | 786,024 |
| | 30,000 | | 1,018,932 | 984,765 | 950,598 | 916,431 | 882,264 | 848,097 | 813,930 |
| | 35,000 | | 1,025,908 | 995,229 | 964,551 | 933,872 | 903,193 | 872,515 | 841,836 |
| | 40,000 | | 1,032,885 | 1,005,694 | 978,504 | 951,313 | 924,122 | 896,932 | 869,741 |
| | 45,000 | | 1,039,861 | 1,016,159 | 992,456 | 968,754 | 945,052 | 921,349 | 897,647 |
| | 50,000 | | 1,046,837 | 1,026,623 | 1,006,409 | 986,195 | 965,981 | 945,767 | 925,540 |
| | 55,000 | | 1,053,814 | 1,037,088 | 1,020,362 | 1,003,636 | 986,910 | 970,184 | 953,371 |

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: **43** (see Typologies Matrix)
 Scheme Typology: **Higher Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|--|---------------------------|--|---|---|---------------------|----------------|
| Total number of units in scheme | | 45 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | | |
| | | | | 100.0% | | 100.0% | | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | | |
| Unit mix - | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 35.0% | 10.2 | 35.0% | 5.5 | 35% | 15.8 | | |
| 3 bed House | 40.0% | 11.7 | 40.0% | 6.3 | 40% | 18.0 | | |
| 4 bed House | 25.0% | 7.3 | 25.0% | 3.9 | 25% | 11.3 | | |
| 5 bed House | 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% | 29.3 | 100.0% | 15.8 | 100% | 45.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed House | 809 | 8,705 | 435 | 4,688 | 1,244 13,393 | | | |
| 3 bed House | 1,112 | 11,964 | 599 | 6,442 | 1,710 18,406 | | | |
| 4 bed House | 878 | 9,445 | 473 | 5,086 | 1,350 14,531 | | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | | | |
| 1 bed Flat | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed Flat | 0 | 0 | 0 | 0 | 0 | | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | | | |
| | 2,798 | 30,115 | 1,506 | 16,216 | 4,304 46,331 | | | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 325,000 | 4,114 | 382 | 5,118,750 | | | | |
| 3 bed House | 415,000 | 4,368 | 406 | 7,470,000 | | | | |
| 4 bed House | 525,000 | 4,375 | 406 | 5,906,250 | | | | |
| 5 bed House | 580,000 | 4,143 | 385 | 0 | | | | |
| 1 bed Flat | 185,000 | 3,700 | 344 | 0 | | | | |
| 2 bed Flat | 265,000 | 3,786 | 352 | 0 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 18,495,000 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 178,750 | 55% | 146,250 | 45% | 227,500 | 70% | 243,750 | 75% |
| 3 bed House | 228,250 | 55% | 186,750 | 45% | 250,000 | 70% | 311,250 | 75% |
| 4 bed House | 288,750 | 55% | 236,250 | 45% | 250,000 | 70% | 393,750 | 75% |
| 5 bed House | 319,000 | 55% | 261,000 | 45% | 250,000 | 70% | 435,000 | 75% |
| 1 bed Flat | 101,750 | 55% | 83,250 | 45% | 129,500 | 70% | 138,750 | 75% |
| 2 bed Flat | 145,750 | 55% | 119,250 | 45% | 185,500 | 70% | 198,750 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | * capped @£250K | | | |

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Scheme Typology: **Higher Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|------|---------------------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 10.2 | @ | 325,000 | 3,327,188 |
| 3 bed House | 11.7 | @ | 415,000 | 4,855,500 |
| 4 bed House | 7.3 | @ | 525,000 | 3,839,063 |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 0.0 | @ | 185,000 | - |
| 2 bed Flat | 0.0 | @ | 265,000 | - |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 29.3 | | | 12,021,750 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 3.3 | @ | 178,750 | 591,216 |
| 3 bed House | 3.8 | @ | 228,250 | 862,785 |
| 4 bed House | 2.4 | @ | 288,750 | 682,172 |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 0.0 | @ | 101,750 | - |
| 2 bed Flat | 0.0 | @ | 145,750 | - |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 9.5 | | | 2,136,173 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.6 | @ | 146,250 | 80,620 |
| 3 bed House | 0.6 | @ | 186,750 | 117,653 |
| 4 bed House | 0.4 | @ | 236,250 | 93,023 |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 0.0 | @ | 83,250 | - |
| 2 bed Flat | 0.0 | @ | 119,250 | - |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 1.6 | | | 291,296 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 1.4 | @ | 227,500 | 313,523 |
| 3 bed House | 1.6 | @ | 250,000 | 393,750 |
| 4 bed House | 1.0 | @ | 250,000 | 246,094 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.0 | @ | 129,500 | - |
| 2 bed Flat | 0.0 | @ | 185,500 | - |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 3.9 | | | 953,367 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.3 | @ | 243,750 | 67,184 |
| 3 bed House | 0.3 | @ | 311,250 | 98,044 |
| 4 bed House | 0.2 | @ | 393,750 | 77,520 |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.0 | @ | 138,750 | - |
| 2 bed Flat | 0.0 | @ | 198,750 | - |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 0.8 | 15.8 | | 242,747 |
| Sub-total GDV Residential | | | | |
| | 45 | | | 15,645,333 |
| AH on-site cost analysis: | | | | |
| | | | £MV (no AH) less £GDV (inc. AH) | 2,849,667 |
| | | 662 £ psm (total GIA sqm) | 63,326 £ per unit (total units) | |
| Grant | | | | |
| | 16 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 15,645,333 |

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Scheme Typology: **Higher Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|--|
| Initial Payments - | | | | | | | | | |
| Statutory Planning Fees (Residential) (20,790) | | | | | | | | | |
| Planning Application Professional Fees, Surveys and reports (60,000) | | | | | | | | | |
| CIL (Mrkt only + garages) 3,002 sqm 90.39 £ psm (271,331) | | | | | | | | | |
| CIL analysis: 1.73% % of GDV 6,030 £ per unit (total units) | | | | | | | | | |
| Site Specific S106 Contributions | | | | | | | | | |
| Year 1 0 | | | | | | | | | |
| Year 2 0 | | | | | | | | | |
| Year 3 0 | | | | | | | | | |
| Year 4 0 | | | | | | | | | |
| Year 5 0 | | | | | | | | | |
| Year 6 0 | | | | | | | | | |
| Year 7 0 | | | | | | | | | |
| Year 8 0 | | | | | | | | | |
| Year 9 0 | | | | | | | | | |
| Year 10 0 | | | | | | | | | |
| Year 11 0 | | | | | | | | | |
| Year 12 0 | | | | | | | | | |
| Year 13 0 | | | | | | | | | |
| Year 14 0 | | | | | | | | | |
| Year 15 0 | | | | | | | | | |
| Years 1-15 45 units @ 4,300 per unit (193,500) | | | | | | | | | |
| Sub-total (193,500) | | | | | | | | | |
| S106 analysis: 172,000 £ per ha 1.24% % of GDV 4,300 £ per unit (total units) | | | | | | | | | |
| AH Commuted Sum 4,304 sqm (total) 0 £ psm | | | | | | | | | |
| Comm. Sum analysis: 0.00% % of GDV | | | | | | | | | |
| Construction Costs - | | | | | | | | | |
| Site Clearance, Demolition & Remediation 1.13 ha @ 0 £ per ha (if brownfield) | | | | | | | | | |
| Site Infrastructure costs - | | | | | | | | | |
| Year 1 0 | | | | | | | | | |
| Year 2 0 | | | | | | | | | |
| Year 3 0 | | | | | | | | | |
| Year 4 0 | | | | | | | | | |
| Year 5 0 | | | | | | | | | |
| Year 6 0 | | | | | | | | | |
| Year 7 0 | | | | | | | | | |
| Year 8 0 | | | | | | | | | |
| Year 9 0 | | | | | | | | | |
| Year 10 0 | | | | | | | | | |
| Year 11 0 | | | | | | | | | |
| Year 12 0 | | | | | | | | | |
| Year 13 0 | | | | | | | | | |
| Year 14 0 | | | | | | | | | |
| Year 15 0 | | | | | | | | | |
| Years 1-15 45 units @ 0 per unit | | | | | | | | | |
| Sub-total | | | | | | | | | |
| Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units) | | | | | | | | | |
| 1 bed House - sqm @ 1,423 psm | | | | | | | | | |
| 2 bed House 1,244 sqm @ 1,423 psm (1,770,568) | | | | | | | | | |
| 3 bed House 1,710 sqm @ 1,423 psm (2,433,330) | | | | | | | | | |
| 4 bed House 1,350 sqm @ 1,423 psm (1,921,050) | | | | | | | | | |
| 5 bed House - sqm @ 1,423 psm | | | | | | | | | |
| 1 bed Flat - sqm @ 1,638 psm | | | | | | | | | |
| 2 bed Flat - sqm @ 1,638 psm | | | | | | | | | |
| 3 bed Flat 4,304 - sqm @ 1,638 psm | | | | | | | | | |
| Garages for 3B House (Mrkt only) 12 50% units @ 18 sqm @ 600 psm (63,180) | | | | | | | | | |
| Garages for 4B House (Mrkt only) 7 75% units @ 18 sqm @ 600 psm (59,231) | | | | | | | | | |
| Garages for 5B House (Mrkt only) - 120% units @ 18 sqm @ 600 psm | | | | | | | | | |
| External works 204 6,247,359 @ 15.0% (937,104) | | | | | | | | | |
| Ext. Works analysis: 20,825 £ per unit (total units) | | | | | | | | | |
| Policy Costs on design - | | | | | | | | | |
| Net Biodiversity costs 45 units @ 1,003 £ per unit (45,135) | | | | | | | | | |
| M4(2) Category 2 Housing Aff units 16 units @ 90% @ 521 £ per unit (7,385) | | | | | | | | | |
| M4(2) Category 2 Housing OMS units 29 units @ 90% @ 521 £ per unit (13,715) | | | | | | | | | |
| M4(3) Category 3 Housing Aff units 16 units @ 10% @ 10,111 £ per unit (15,925) | | | | | | | | | |
| M4(3) Category 3 Housing OMS units 29 units @ 10% @ 10,111 £ per unit (29,575) | | | | | | | | | |
| Net Zero Cost 45 units @ 10,000 £ per unit (450,000) | | | | | | | | | |
| Urban Greening No. of storeys 2.0 equals 2,152 sqm footprint 100 £ sqm (215,213) | | | | | | | | | |
| EV Charging Points - Houses 45 units @ 1,000 £ per unit (45,000) | | | | | | | | | |
| EV Charging Points - Flats - units @ 4 flats per charger 2,500 £ per 4 units | | | | | | | | | |
| Sub-total 2 units @ 0 £ per unit (821,948) | | | | | | | | | |
| Policy Costs analysis: (design costs only) 18,266 £ per unit (total units) | | | | | | | | | |
| Contingency (on construction) 8,006,410 @ 3.0% (240,192) | | | | | | | | | |

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Scheme Typology: **Higher Value Zone** No Units: **45**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | | |
|--|-------------------|--|---------------------------|-------------------------------------|---------------------|
| Professional Fees | 8,006,410 @ | | 6.5% | | (520,417) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 12,021,750 OMS @ | | 3.00% | 8,015 £ per unit | (360,653) |
| Residential Sales Agent Costs | 12,021,750 OMS @ | | 1.00% | 2,672 £ per unit | (120,218) |
| Residential Sales Legal Costs | 12,021,750 OMS @ | | 0.35% | 935 £ per unit | (42,076) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 11,399 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (38,195) |
| Developers Profit - | | | | | |
| Profit on OMS | 12,021,750 | | 20.00% | | (2,404,350) |
| Margin on AH | 3,623,583 | | 6.00% on AH values | | (217,415) |
| Profit analysis: | 15,645,333 | | 16.76% blended GDV | (2,621,765) | |
| | 9,863,781 | | 26.58% on costs | (2,621,765) | |
| TOTAL COSTS | | | | | (12,485,546) |

| | | | | | |
|----------------------------------|--------------------------|-----------------------------------|-----------------------------------|--|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 3,159,787 |
| SDLT | 3,159,787 @ | | HMRC formula | | (147,489) |
| Acquisition Agent fees | 3,159,787 @ | | 1.0% | | (31,598) |
| Acquisition Legal fees | 3,159,787 @ | | 0.5% | | (15,799) |
| Interest on Land | 3,159,787 @ | | 8.00% | | (252,783) |
| Residual Land Value | | | | | 2,712,118 |
| RLV analysis: | 60,269 £ per plot | 2,410,771 £ per ha (net) | 975,626 £ per acre (net) | | |
| | | 1,928,617 £ per ha (gross) | 780,501 £ per acre (gross) | | |
| | | | 17.33% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 1.13 ha (net) | | 2.78 acres (net) | |
| Net to Gross ratio | | 80% | | | |
| Site Area (gross) | | 1.41 ha (gross) | | 3.47 acres (gross) | |
| Density analysis: | | 3,826 sqm/ha (net) | | 16,666 sqft/ac (net) | |
| | | 32 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | | 764,466 |
| BLV analysis: | | 543,620 £ per ha (gross) | 220,000 £ per acre (gross) | | |

| | | | |
|-------------------|---------------------------------|---------------------------------|------------------|
| BALANCE | | | |
| Surplus/(Deficit) | 1,731,246 £ per ha (net) | 700,626 £ per acre (net) | 1,947,652 |

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Scheme Typology: Higher Value Zone No Units: 45
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Greenfield
 Notes:

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 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 700,626 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | | 1,092,689 | 1,031,082 | 969,431 | 907,754 | 846,078 | 784,402 | 722,726 |
| | 10.00 | | 1,079,880 | 1,018,985 | 958,023 | 897,060 | 836,097 | 775,134 | 714,170 |
| | 20.00 | | 1,067,072 | 1,006,867 | 946,616 | 886,366 | 826,116 | 765,865 | 705,615 |
| | 30.00 | | 1,054,264 | 994,747 | 935,209 | 875,672 | 816,134 | 756,597 | 697,060 |
| | 40.00 | | 1,041,451 | 982,626 | 923,802 | 864,978 | 806,153 | 747,329 | 688,504 |
| | 50.00 | | 1,028,618 | 970,506 | 912,395 | 854,283 | 796,172 | 738,060 | 679,949 |
| | 60.00 | | 1,015,785 | 958,386 | 900,988 | 843,589 | 786,191 | 728,792 | 671,394 |
| | 70.00 | | 1,002,952 | 946,266 | 889,581 | 832,895 | 776,209 | 719,524 | 662,838 |
| | 80.00 | | 990,119 | 934,146 | 878,173 | 822,201 | 766,228 | 710,255 | 654,283 |
| | 90.00 | | 977,286 | 922,026 | 866,766 | 811,507 | 756,247 | 700,987 | 645,727 |
| | 100.00 | | 964,453 | 909,906 | 855,359 | 800,812 | 746,266 | 691,719 | 637,172 |
| | 110.00 | | 951,620 | 897,786 | 843,952 | 790,118 | 736,284 | 682,451 | 628,617 |
| | 120.00 | | 938,787 | 885,666 | 832,545 | 779,424 | 726,303 | 673,182 | 620,061 |
| | 130.00 | | 925,954 | 873,546 | 821,138 | 768,730 | 716,322 | 663,914 | 611,506 |
| | 140.00 | | 913,121 | 861,426 | 809,731 | 758,036 | 706,341 | 654,646 | 602,951 |
| | 150.00 | | 900,287 | 849,305 | 798,323 | 747,341 | 696,359 | 645,377 | 594,395 |
| | 160.00 | | 887,454 | 837,185 | 786,916 | 736,647 | 686,378 | 636,109 | 585,840 |
| | 170.00 | | 874,621 | 825,065 | 775,509 | 725,953 | 676,397 | 626,841 | 577,285 |
| | 180.00 | | 861,788 | 812,945 | 764,102 | 715,259 | 666,416 | 617,572 | 568,729 |
| | 190.00 | | 848,955 | 800,825 | 752,695 | 704,565 | 656,434 | 608,304 | 560,174 |
| 200.00 | | 836,122 | 788,705 | 741,288 | 693,870 | 646,453 | 599,036 | 551,619 | |
| 210.00 | | 823,289 | 776,585 | 729,881 | 683,176 | 636,472 | 589,768 | 543,063 | |
| 220.00 | | 810,456 | 764,465 | 718,473 | 672,482 | 626,491 | 580,499 | 534,508 | |
| 230.00 | | 797,623 | 752,345 | 707,066 | 661,788 | 616,509 | 571,231 | 525,952 | |
| 240.00 | | 784,790 | 740,225 | 695,659 | 651,094 | 606,528 | 561,963 | 517,397 | |
| 250.00 | | 771,957 | 728,105 | 684,252 | 640,399 | 596,547 | 552,694 | 508,842 | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|---------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 700,626 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | | 1,022,636 | 967,404 | 912,172 | 856,940 | 801,709 | 746,477 | 691,245 |
| | 2,000 | | 1,008,742 | 953,510 | 898,278 | 843,046 | 787,814 | 732,582 | 677,351 |
| | 3,000 | | 994,848 | 939,616 | 884,384 | 829,152 | 773,920 | 718,688 | 663,456 |
| | 4,000 | | 980,953 | 925,722 | 870,490 | 815,258 | 760,026 | 704,794 | 649,562 |
| | 5,000 | | 967,059 | 911,827 | 856,595 | 801,364 | 746,132 | 690,900 | 635,668 |
| | 6,000 | | 953,165 | 897,933 | 842,701 | 787,469 | 732,237 | 677,006 | 621,774 |
| | 7,000 | | 939,271 | 884,039 | 828,807 | 773,575 | 718,343 | 663,111 | 607,879 |
| | 8,000 | | 925,377 | 870,145 | 814,913 | 759,681 | 704,449 | 649,217 | 593,985 |
| | 9,000 | | 911,482 | 856,251 | 801,019 | 745,787 | 690,555 | 635,323 | 580,091 |
| | 10,000 | | 897,588 | 842,356 | 787,124 | 731,893 | 676,661 | 621,429 | 566,197 |
| | 11,000 | | 883,694 | 828,462 | 773,230 | 717,998 | 662,766 | 607,535 | 552,303 |
| | 12,000 | | 869,800 | 814,568 | 759,336 | 704,104 | 648,872 | 593,640 | 538,408 |
| | 13,000 | | 855,906 | 800,674 | 745,442 | 690,210 | 634,978 | 579,746 | 524,514 |
| | 14,000 | | 842,011 | 786,779 | 731,548 | 676,316 | 621,084 | 565,852 | 510,620 |
| | 15,000 | | 828,117 | 772,885 | 717,653 | 662,421 | 607,190 | 551,958 | 496,726 |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 700,626 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | | 1,232,766 | 1,163,313 | 1,093,860 | 1,024,407 | 954,954 | 885,501 | 816,048 |
| | 16.0% | | 1,181,570 | 1,114,961 | 1,048,352 | 981,744 | 915,135 | 848,526 | 781,917 |
| | 17.0% | | 1,130,374 | 1,066,609 | 1,002,845 | 939,080 | 875,315 | 811,551 | 747,786 |
| | 18.0% | | 1,079,178 | 1,018,257 | 957,337 | 896,417 | 835,496 | 774,576 | 713,655 |
| | 19.0% | | 1,027,981 | 969,905 | 911,829 | 853,753 | 795,677 | 737,601 | 679,525 |
| | 20.0% | | 976,785 | 921,553 | 866,321 | 811,090 | 755,858 | 700,626 | 645,394 |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 700,626 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 275,000 | 100,000 | | 1,151,785 | 1,096,553 | 1,041,321 | 986,090 | 930,858 | 875,626 | 820,394 |
| | 200,000 | | 1,051,785 | 996,553 | 941,321 | 886,090 | 830,858 | 775,626 | 720,394 |
| | 300,000 | | 951,785 | 896,553 | 841,321 | 786,090 | 730,858 | 675,626 | 620,394 |
| | 400,000 | | 851,785 | 796,553 | 741,321 | 686,090 | 630,858 | 575,626 | 520,394 |
| | 500,000 | | 751,785 | 696,553 | 641,321 | 586,090 | 530,858 | 475,626 | 420,394 |
| | 600,000 | | 651,785 | 596,553 | 541,321 | 486,090 | 430,858 | 375,626 | 320,394 |
| | 700,000 | | 551,785 | 496,553 | 441,321 | 386,090 | 330,858 | 275,626 | 220,394 |
| | 800,000 | | 451,785 | 396,553 | 341,321 | 286,090 | 230,858 | 175,626 | 120,394 |
| | 900,000 | | 351,785 | 296,553 | 241,321 | 186,090 | 130,858 | 75,626 | 20,394 |
| | 1,000,000 | | 251,785 | 196,553 | 141,321 | 86,090 | 30,858 | (24,374) | (79,606) |
| | 1,100,000 | | 151,785 | 96,553 | 41,321 | (13,910) | (69,142) | (124,374) | (179,606) |
| | 1,200,000 | | 51,785 | (3,447) | (58,679) | (113,910) | (169,142) | (224,374) | (279,606) |
| | 1,300,000 | | (48,215) | (103,447) | (158,679) | (213,910) | (269,142) | (324,374) | (379,606) |
| | 1,400,000 | | (148,215) | (203,447) | (258,679) | (313,910) | (369,142) | (424,374) | (479,606) |
| | 1,500,000 | | (248,215) | (303,447) | (358,679) | (413,910) | (469,142) | (524,374) | (579,606) |
| | 1,600,000 | | (348,215) | (403,447) | (458,679) | (513,910) | (569,142) | (624,374) | (679,606) |

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Scheme Typology: Higher Value Zone No Units: 45
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Greenfield
 Notes:

TABLE 5

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------------------------------------|-----------|-----------|-----------|---------|---------|---------|---------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| 700,626 | 0 | 1,129,287 | 1,074,112 | 1,018,938 | 963,763 | 908,589 | 853,409 | 798,177 |
| Net Zero | 2,000 | 1,098,813 | 1,043,638 | 988,463 | 933,289 | 878,084 | 822,852 | 767,621 |
| (£ per unit) | 4,000 | 1,068,338 | 1,013,164 | 957,989 | 902,760 | 847,528 | 792,296 | 737,064 |
| 10,000 | 6,000 | 1,037,864 | 982,667 | 927,435 | 872,203 | 816,971 | 761,739 | 706,507 |
| | 8,000 | 1,007,342 | 952,110 | 896,878 | 841,646 | 786,414 | 731,182 | 675,951 |
| | 10,000 | 976,785 | 921,553 | 866,321 | 811,090 | 755,858 | 700,626 | 645,394 |
| | 12,000 | 946,229 | 890,997 | 835,765 | 780,533 | 725,301 | 670,069 | 614,837 |
| | 14,000 | 915,672 | 860,440 | 805,208 | 749,976 | 694,744 | 639,512 | 584,280 |
| | 16,000 | 885,115 | 829,883 | 774,651 | 719,419 | 664,188 | 608,956 | 553,724 |
| | 18,000 | 854,559 | 799,327 | 744,095 | 688,863 | 633,631 | 578,399 | 523,167 |
| | 20,000 | 824,002 | 768,770 | 713,538 | 658,306 | 603,074 | 547,842 | 492,610 |
| | 22,000 | 793,445 | 738,213 | 682,981 | 627,749 | 572,518 | 517,286 | 462,054 |
| | 24,000 | 762,888 | 707,657 | 652,425 | 597,193 | 541,961 | 486,729 | 431,497 |
| | 26,000 | 732,332 | 677,100 | 621,868 | 566,636 | 511,404 | 456,172 | 400,940 |
| | 28,000 | 701,775 | 646,543 | 591,311 | 536,079 | 480,847 | 425,616 | 370,384 |
| | 30,000 | 671,218 | 615,987 | 560,755 | 505,523 | 450,291 | 395,059 | 339,827 |

TABLE 6

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| 700,626 | 70% | 1,692,422 | 1,637,247 | 1,582,073 | 1,526,898 | 1,471,724 | 1,416,549 | 1,361,374 |
| | 75% | 1,573,171 | 1,517,996 | 1,462,822 | 1,407,647 | 1,352,472 | 1,297,298 | 1,242,123 |
| | 80% | 1,453,920 | 1,398,745 | 1,343,570 | 1,288,396 | 1,233,221 | 1,178,047 | 1,122,872 |
| | 85% | 1,334,669 | 1,279,494 | 1,224,319 | 1,169,145 | 1,113,970 | 1,058,796 | 1,003,621 |
| | 90% | 1,215,417 | 1,160,243 | 1,105,068 | 1,049,894 | 994,719 | 939,544 | 884,370 |
| | 95% | 1,096,166 | 1,040,992 | 985,817 | 930,643 | 875,468 | 820,199 | 764,967 |
| | 100% | 976,785 | 921,553 | 866,321 | 811,090 | 755,858 | 700,626 | 645,394 |
| | 105% | 857,212 | 801,980 | 746,748 | 691,516 | 636,284 | 581,053 | 525,821 |
| | 110% | 737,639 | 682,407 | 627,175 | 571,943 | 516,711 | 461,479 | 406,247 |
| | 115% | 618,066 | 562,834 | 507,602 | 452,370 | 397,138 | 341,906 | 286,539 |
| | 120% | 498,492 | 443,260 | 388,029 | 332,756 | 277,363 | 221,971 | 166,578 |
| | 125% | 378,919 | 323,580 | 268,187 | 212,795 | 157,402 | 102,010 | 46,617 |

TABLE 7

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| 700,626 | 80% | 199,911 | 187,788 | 175,666 | 163,544 | 151,422 | 139,299 | 127,177 |
| | 82% | 277,725 | 261,330 | 244,899 | 228,449 | 212,000 | 195,551 | 179,102 |
| | 84% | 355,399 | 334,688 | 313,978 | 293,267 | 272,557 | 251,802 | 231,026 |
| | 86% | 433,072 | 408,046 | 383,021 | 357,995 | 332,970 | 307,944 | 282,918 |
| | 88% | 510,745 | 481,405 | 452,064 | 422,723 | 393,382 | 364,041 | 334,701 |
| | 90% | 588,419 | 554,763 | 521,107 | 487,451 | 453,795 | 420,139 | 386,483 |
| | 92% | 666,092 | 628,121 | 590,150 | 552,178 | 514,207 | 476,236 | 438,265 |
| | 94% | 743,765 | 701,479 | 659,193 | 616,906 | 574,620 | 532,334 | 490,047 |
| | 96% | 821,439 | 774,837 | 728,236 | 681,634 | 635,032 | 588,431 | 541,829 |
| | 98% | 899,112 | 848,195 | 797,278 | 746,362 | 695,445 | 644,528 | 593,612 |
| | 100% | 976,785 | 921,553 | 866,321 | 811,090 | 755,858 | 700,626 | 645,394 |
| | 102% | 1,054,446 | 994,911 | 935,364 | 875,817 | 816,270 | 756,723 | 697,176 |
| | 104% | 1,131,977 | 1,068,188 | 1,004,399 | 940,545 | 876,683 | 812,821 | 748,958 |
| | 106% | 1,209,508 | 1,141,411 | 1,073,315 | 1,005,219 | 937,095 | 868,918 | 800,740 |
| | 108% | 1,287,039 | 1,214,635 | 1,142,231 | 1,069,828 | 997,424 | 925,015 | 852,523 |
| | 110% | 1,364,569 | 1,287,858 | 1,211,148 | 1,134,437 | 1,057,726 | 981,015 | 904,304 |
| | 112% | 1,442,100 | 1,361,082 | 1,280,064 | 1,199,046 | 1,118,027 | 1,037,009 | 955,991 |
| | 114% | 1,519,631 | 1,434,306 | 1,348,980 | 1,263,655 | 1,178,329 | 1,093,004 | 1,007,678 |
| | 116% | 1,597,162 | 1,507,529 | 1,417,896 | 1,328,264 | 1,238,631 | 1,148,998 | 1,059,365 |
| | 118% | 1,674,693 | 1,580,753 | 1,486,813 | 1,392,873 | 1,298,933 | 1,204,993 | 1,111,053 |
| | 120% | 1,752,224 | 1,653,976 | 1,555,729 | 1,457,482 | 1,359,235 | 1,260,987 | 1,162,740 |

TABLE 8

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------------------------------------|-----------|-----------|-----------|-----------|---------|---------|---------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| 700,626 | 5,000 | 983,743 | 931,990 | 880,237 | 828,484 | 776,730 | 724,977 | 673,224 |
| | 10,000 | 990,700 | 942,426 | 894,152 | 845,878 | 797,603 | 749,329 | 701,055 |
| | 15,000 | 997,658 | 952,863 | 908,067 | 863,272 | 818,476 | 773,681 | 728,885 |
| | 20,000 | 1,004,616 | 963,299 | 921,982 | 880,666 | 839,349 | 798,032 | 756,716 |
| | 25,000 | 1,011,573 | 973,735 | 935,898 | 898,060 | 860,222 | 822,384 | 784,546 |
| | 30,000 | 1,018,531 | 984,172 | 949,813 | 915,454 | 881,095 | 846,736 | 812,377 |
| | 35,000 | 1,025,489 | 994,608 | 963,728 | 932,848 | 901,968 | 871,087 | 840,207 |
| | 40,000 | 1,032,446 | 1,005,045 | 977,643 | 950,242 | 922,840 | 895,436 | 868,032 |
| | 45,000 | 1,039,399 | 1,015,466 | 991,533 | 967,601 | 943,668 | 919,735 | 895,802 |
| | 50,000 | 1,046,341 | 1,025,880 | 1,005,419 | 984,957 | 964,496 | 944,034 | 923,573 |
| | 55,000 | 1,053,284 | 1,036,294 | 1,019,304 | 1,002,314 | 985,324 | 968,334 | 951,343 |

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: 44 (see Typologies Matrix)
 Scheme Typology: Higher Value Zone No Units: 75
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Greenfield
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|----------------------------------|--|---|--|----------------|--|---|--|
| Total number of units in scheme | | 75 Units | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% Rented | |
| | | Social Rent: | | 10.0% | | | |
| | | First Homes: | | 25.0% | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | |
| | | | | 100% | | 100.0% | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | |
| Unit mix - | | OMS Unit mix% | | MV # units | | AH mix% | |
| | | | | | | AH # units | |
| | | | | | | Overall mix% | |
| | | | | | | Total # units | |
| 1 bed House | | 0.0% | | 0.0 | | 0.0% | |
| 2 bed House | | 20.0% | | 9.8 | | 20.0% | |
| 3 bed House | | 40.0% | | 19.5 | | 40.0% | |
| 4 bed House | | 20.0% | | 9.8 | | 20.0% | |
| 5 bed House | | 0.0% | | 0.0 | | 0.0% | |
| 1 bed Flat | | 10.0% | | 4.9 | | 10.0% | |
| 2 bed Flat | | 10.0% | | 4.9 | | 10.0% | |
| 3 bed Flat | | 0.0% | | 0.0 | | 0.0% | |
| Total number of units | | 100.0% | | 48.8 | | 100.0% | |
| | | | | | | 26.3 | |
| | | | | | | 100% | |
| | | | | | | 75.0 | |
| OMS Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) | | (sqft) | | (sqm) | |
| | | | | | | (sqft) | |
| 1 bed House | | 62.0 | | 667 | | 62.0 | |
| 2 bed House | | 79.0 | | 850 | | 79.0 | |
| 3 bed House | | 95.0 | | 1,023 | | 95.0 | |
| 4 bed House | | 120.0 | | 1,292 | | 120.0 | |
| 5 bed House | | 140.0 | | 1,507 | | 140.0 | |
| 1 bed Flat | | 50.0 | | 538 | | 85.0% | |
| 2 bed Flat | | 70.0 | | 753 | | 85.0% | |
| 3 bed Flat | | 80.0 | | 861 | | 85.0% | |
| AH Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) | | (sqft) | | (sqm) | |
| | | | | | | (sqft) | |
| 1 bed House | | 62.0 | | 667 | | 62.0 | |
| 2 bed House | | 79.0 | | 850 | | 79.0 | |
| 3 bed House | | 95.0 | | 1,023 | | 95.0 | |
| 4 bed House | | 120.0 | | 1,292 | | 120.0 | |
| 5 bed House | | 140.0 | | 1,507 | | 140.0 | |
| 1 bed Flat | | 50.0 | | 538 | | 85.0% | |
| 2 bed Flat | | 70.0 | | 753 | | 85.0% | |
| 3 bed Flat | | 80.0 | | 861 | | 85.0% | |
| Total Gross Floor areas - | | OMS Units GIA | | AH units GIA | | Total GIA (all units) | |
| | | (sqm) | | (sqm) | | (sqm) | |
| | | | | | | (sqft) | |
| 1 bed House | | 0 | | 0 | | 0 | |
| 2 bed House | | 770 | | 8,291 | | 1,185 | |
| 3 bed House | | 1,853 | | 19,940 | | 2,850 | |
| 4 bed House | | 1,170 | | 12,594 | | 1,800 | |
| 5 bed House | | 0 | | 0 | | 0 | |
| 1 bed Flat | | 287 | | 3,087 | | 154 | |
| 2 bed Flat | | 401 | | 4,321 | | 216 | |
| 3 bed Flat | | 0 | | 0 | | 0 | |
| | | 4,481 | | 48,233 | | 2,413 | |
| | | | | | | 25,972 | |
| | | | | | | 6,894 | |
| | | | | | | 74,204 | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | | £ psm | | £ psf | |
| | | | | | | total MV £ (no AH) | |
| 1 bed House | | 200,000 | | 3,226 | | 300 | |
| 2 bed House | | 325,000 | | 4,114 | | 382 | |
| 3 bed House | | 415,000 | | 4,368 | | 406 | |
| 4 bed House | | 525,000 | | 4,375 | | 406 | |
| 5 bed House | | 580,000 | | 4,143 | | 385 | |
| 1 bed Flat | | 185,000 | | 3,700 | | 344 | |
| 2 bed Flat | | 265,000 | | 3,786 | | 352 | |
| 3 bed Flat | | 375,000 | | 4,688 | | 435 | |
| | | | | | | 28,575,000 | |
| Affordable Housing values (£) - | | Aff. Rent £ | | % of MV | | Social Rent £ | |
| | | | | | | % of MV | |
| | | | | | | First Homes £* | |
| | | | | | | % of MV | |
| | | | | | | Other Int. £ | |
| | | | | | | % of MV | |
| 1 bed House | | 110,000 | | 55% | | 90,000 | |
| 2 bed House | | 178,750 | | 55% | | 146,250 | |
| 3 bed House | | 228,250 | | 55% | | 186,750 | |
| 4 bed House | | 288,750 | | 55% | | 236,250 | |
| 5 bed House | | 319,000 | | 55% | | 261,000 | |
| 1 bed Flat | | 101,750 | | 55% | | 83,250 | |
| 2 bed Flat | | 145,750 | | 55% | | 119,250 | |
| 3 bed Flat | | 206,250 | | 55% | | 168,750 | |
| | | | | | | 140,000 | |
| | | | | | | 227,500 | |
| | | | | | | 250,000 | |
| | | | | | | 250,000 | |
| | | | | | | 250,000 | |
| | | | | | | 129,500 | |
| | | | | | | 185,500 | |
| | | | | | | 250,000 | |
| | | | | | | 150,000 | |
| | | | | | | 243,750 | |
| | | | | | | 311,250 | |
| | | | | | | 393,750 | |
| | | | | | | 435,000 | |
| | | | | | | 138,750 | |
| | | | | | | 198,750 | |
| | | | | | | 281,250 | |

* capped @£250K

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Scheme Typology: **Higher Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 9.8 | @ | 325,000 | 3,168,750 |
| 3 bed House | 19.5 | @ | 415,000 | 8,092,500 |
| 4 bed House | 9.8 | @ | 525,000 | 5,118,750 |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 4.9 | @ | 185,000 | 901,875 |
| 2 bed Flat | 4.9 | @ | 265,000 | 1,291,875 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 48.8 | | | 18,573,750 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 3.2 | @ | 178,750 | 563,063 |
| 3 bed House | 6.3 | @ | 228,250 | 1,437,975 |
| 4 bed House | 3.2 | @ | 288,750 | 909,563 |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 1.6 | @ | 101,750 | 160,256 |
| 2 bed Flat | 1.6 | @ | 145,750 | 229,556 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 15.8 | | | 3,300,413 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.5 | @ | 146,250 | 76,781 |
| 3 bed House | 1.1 | @ | 186,750 | 196,088 |
| 4 bed House | 0.5 | @ | 236,250 | 124,031 |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 0.3 | @ | 83,250 | 21,853 |
| 2 bed Flat | 0.3 | @ | 119,250 | 31,303 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 2.6 | | | 450,056 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 1.3 | @ | 227,500 | 298,594 |
| 3 bed House | 2.6 | @ | 250,000 | 656,250 |
| 4 bed House | 1.3 | @ | 250,000 | 328,125 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 0.7 | @ | 129,500 | 84,984 |
| 2 bed Flat | 0.7 | @ | 185,500 | 121,734 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 6.6 | | | 1,489,688 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.3 | @ | 243,750 | 63,984 |
| 3 bed House | 0.5 | @ | 311,250 | 163,406 |
| 4 bed House | 0.3 | @ | 393,750 | 103,359 |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.1 | @ | 138,750 | 18,211 |
| 2 bed Flat | 0.1 | @ | 198,750 | 26,086 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 1.3 | 26.3 | | 375,047 |
| Sub-total GDV Residential | | | | |
| | 75 | | | 24,188,953 |
| AH on-site cost analysis: | | | | |
| | 636 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 4,386,047 |
| | | | 58,481 £ per unit (total units) | |
| Grant | | | | |
| | 26 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 24,188,953 |

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Scheme Typology: **Higher Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|---|------------------|---------------------|---------------------------------|---------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (26,309) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (80,000) |
| CIL (Mrkt only + garages) | | 4,788 sqm | | 90.39 £ psm | | (432,797) |
| | CIL analysis: | 1.79% % of GDV | | 5,771 £ per unit (total units) | | |
| Site Specific S106 Contributions | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 75 units @ | | 4,300 per unit | | (322,500) |
| | Sub-total | | | | | (322,500) |
| | S106 analysis: | 172,000 £ per ha | 1.33% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | 6,894 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) | | - |
| Site Infrastructure costs - | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 75 units @ | | 0 per unit | | - |
| | Sub-total | | | | | - |
| | Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | - sqm @ | | 1,423 psm | | - |
| 2 bed House | | 1,185 sqm @ | | 1,423 psm | | (1,686,255) |
| 3 bed House | | 2,850 sqm @ | | 1,423 psm | | (4,055,550) |
| 4 bed House | | 1,800 sqm @ | | 1,423 psm | | (2,561,400) |
| 5 bed House | | - sqm @ | | 1,423 psm | | - |
| 1 bed Flat | | 441 sqm @ | | 1,638 psm | | (722,647) |
| 2 bed Flat | | 618 sqm @ | | 1,638 psm | | (1,011,706) |
| 3 bed Flat | | - sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | 20 | 50% units @ | | 18 sqm @ | 600 psm | (105,300) |
| Garages for 4B House (Mrkt only) | 10 | 75% units @ | | 18 sqm @ | 600 psm | (78,975) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | | 18 sqm @ | 600 psm | - |
| | | 307 | | | | |
| External works | | | 10,221,833 @ | 15.0% | | (1,533,275) |
| | Ext. Works analysis: | | | 20,444 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | 75 units @ | | 1,003 £ per unit | | (75,225) |
| M4(2) Category 2 Housing | Aff units | 26 units @ | 90% @ | 521 £ per unit | | (12,309) |
| M4(2) Category 2 Housing | OMS units | 49 units @ | 90% @ | 521 £ per unit | | (22,859) |
| M4(3) Category 3 Housing | Aff units | 26 units @ | 10% @ | 10,111 £ per unit | | (26,541) |
| M4(3) Category 3 Housing | OMS units | 49 units @ | 10% @ | 10,111 £ per unit | | (49,291) |
| Net Zero Cost | | 75 units @ | | 10,000 £ per unit | | (750,000) |
| Urban Greening | No. of storeys | 2.4 equals | 2,872 sqm footprint | 100 £ sqm | | (287,243) |
| EV Charging Points - Houses | | 60 units @ | | 1,000 £ per unit | | (60,000) |
| EV Charging Points - Flats | | 15 units @ | 4 flats per charger | 2,500 £ per 4 units | | (9,375) |
| | | 2 units @ | | 0 £ per unit | | - |
| | Sub-total | | | | | (1,292,843) |
| | Policy Costs analysis: (design costs only) | | | 17,238 £ per unit (total units) | | |
| Contingency (on construction) | | | 13,047,951 @ | 3.0% | | (391,439) |

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Scheme Typology: **Higher Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | |
|--|-------------------|---------------------------|-------------------------------------|---------------------|
| Professional Fees | 13,047,951 @ | 6.5% | | (848,117) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 18,573,750 OMS @ | 3.00% | 7,430 £ per unit | (557,213) |
| Residential Sales Agent Costs | 18,573,750 OMS @ | 1.00% | 2,477 £ per unit | (185,738) |
| Residential Sales Legal Costs | 18,573,750 OMS @ | 0.35% | 867 £ per unit | (65,008) |
| Affordable Sale Legal Costs | | | lump sum | 10,000 |
| Empty Property Costs | | | | - |
| Disposal Cost analysis: | | | 10,639 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (41,328) |
| Developers Profit - | | | | |
| Profit on OMS | 18,573,750 | 20.00% | | (3,714,750) |
| Margin on AH | 5,615,203 | 6.00% on AH values | | (336,912) |
| Profit analysis: | 24,188,953 | 16.75% blended GDV | (4,051,662) | |
| | 15,988,398 | 25.34% on costs | (4,051,662) | |
| TOTAL COSTS | | | | (20,040,060) |

| | | | | |
|----------------------------------|--------------------------|-----------------------------------|-----------------------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | 4,148,893 |
| SDLT | 4,148,893 @ | HMRC formula | | (196,945) |
| Acquisition Agent fees | 4,148,893 @ | 1.0% | | (41,489) |
| Acquisition Legal fees | 4,148,893 @ | 0.5% | | (20,744) |
| Interest on Land | 4,148,893 @ | 8.00% | | (331,911) |
| Residual Land Value | | | | 3,557,804 |
| RLV analysis: | 47,437 £ per plot | 1,897,495 £ per ha (net) | 767,906 £ per acre (net) | |
| | | 1,423,121 £ per ha (gross) | 575,929 £ per acre (gross) | |
| | | | 14.71% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------------|-----------------------------------|--------------------------|-----------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 40.0 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: | 3,677 sqm/ha (net) | 16,016 sqft/ac (net) | | |
| | 30 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | 1,274,109 |
| BLV analysis: | 509,644 £ per ha (gross) | 206,250 £ per acre (gross) | | |

| | | | | |
|-------------------|--------------------------|--------------------------|--|-----------|
| BALANCE | | | | |
| Surplus/(Deficit) | 1,217,970 £ per ha (net) | 492,906 £ per acre (net) | | 2,283,694 |

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Scheme Typology: **Higher Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|---------|------------------------------------|---------|---------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| CIL £ psm 90.39 | 492,906 | 0.00 | 857,376 | 800,501 | 743,626 | 686,752 | 629,877 | 572,968 | 516,020 |
| | 10.00 | 845,127 | 788,932 | 732,738 | 676,544 | 620,350 | 564,111 | 507,844 | |
| | 20.00 | 832,877 | 777,364 | 721,850 | 666,336 | 610,822 | 555,253 | 499,668 | |
| | 30.00 | 820,628 | 765,795 | 710,962 | 656,128 | 601,295 | 546,396 | 491,492 | |
| | 40.00 | 808,379 | 754,226 | 700,073 | 645,921 | 591,761 | 537,538 | 483,316 | |
| | 50.00 | 796,130 | 742,657 | 689,185 | 635,713 | 582,222 | 528,681 | 475,139 | |
| | 60.00 | 783,880 | 731,089 | 678,297 | 625,505 | 572,684 | 519,824 | 466,963 | |
| | 70.00 | 771,631 | 719,520 | 667,409 | 615,298 | 563,145 | 510,966 | 458,787 | |
| | 80.00 | 759,382 | 707,951 | 656,521 | 605,090 | 553,606 | 502,109 | 450,611 | |
| | 90.00 | 747,133 | 696,382 | 645,632 | 594,882 | 544,067 | 493,251 | 442,435 | |
| | 100.00 | 734,883 | 684,814 | 634,744 | 584,663 | 534,529 | 484,394 | 434,259 | |
| | 110.00 | 722,634 | 673,245 | 623,856 | 574,443 | 524,990 | 475,536 | 426,083 | |
| | 120.00 | 710,385 | 661,676 | 612,968 | 564,223 | 515,451 | 466,679 | 417,907 | |
| | 130.00 | 698,136 | 650,107 | 602,079 | 554,003 | 505,912 | 457,822 | 409,731 | |
| | 140.00 | 685,886 | 638,539 | 591,191 | 543,783 | 496,374 | 448,964 | 401,555 | |
| | 150.00 | 673,637 | 626,970 | 580,291 | 533,563 | 486,835 | 440,107 | 393,379 | |
| | 160.00 | 661,388 | 615,401 | 569,389 | 523,343 | 477,296 | 431,249 | 385,203 | |
| | 170.00 | 649,138 | 603,832 | 558,488 | 513,123 | 467,757 | 422,392 | 377,026 | |
| | 180.00 | 636,889 | 592,264 | 547,587 | 502,903 | 458,218 | 413,534 | 368,850 | |
| | 190.00 | 624,640 | 580,695 | 536,685 | 492,682 | 448,680 | 404,677 | 360,674 | |
| 200.00 | 612,391 | 569,105 | 525,784 | 482,462 | 439,141 | 395,820 | 352,498 | | |
| 210.00 | 600,141 | 557,522 | 514,882 | 472,242 | 429,602 | 386,962 | 344,322 | | |
| 220.00 | 587,892 | 545,940 | 503,981 | 462,022 | 420,063 | 378,105 | 336,146 | | |
| 230.00 | 575,634 | 534,357 | 493,079 | 451,802 | 410,525 | 369,247 | 327,970 | | |
| 240.00 | 563,370 | 522,774 | 482,178 | 441,582 | 400,986 | 360,390 | 319,794 | | |
| 250.00 | 551,106 | 511,191 | 471,276 | 431,362 | 391,447 | 351,532 | 311,618 | | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|---------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | 792,384 | 741,660 | 690,937 | 640,213 | 589,480 | 538,690 | 487,901 |
| | 2,000 | 778,527 | 727,803 | 677,079 | 626,356 | 575,606 | 524,816 | 474,027 |
| | 3,000 | 764,669 | 713,946 | 663,222 | 612,498 | 561,732 | 510,942 | 460,153 |
| | 4,000 | 750,812 | 700,088 | 649,365 | 598,641 | 547,858 | 497,068 | 446,278 |
| | 5,000 | 736,955 | 686,231 | 635,508 | 584,773 | 533,983 | 483,194 | 432,404 |
| | 6,000 | 723,097 | 672,374 | 621,650 | 570,899 | 520,109 | 469,320 | 418,530 |
| | 7,000 | 709,240 | 658,517 | 607,793 | 557,025 | 506,235 | 455,446 | 404,656 |
| | 8,000 | 695,383 | 644,659 | 593,936 | 543,151 | 492,361 | 441,572 | 390,782 |
| | 9,000 | 681,526 | 630,802 | 580,066 | 529,277 | 478,487 | 427,698 | 376,908 |
| | 10,000 | 667,668 | 616,945 | 566,192 | 515,403 | 464,613 | 413,823 | 363,034 |
| | 11,000 | 653,811 | 603,087 | 552,318 | 501,528 | 450,739 | 399,949 | 349,160 |
| | 12,000 | 639,954 | 589,230 | 538,444 | 487,654 | 436,865 | 386,075 | 335,286 |
| | 13,000 | 626,097 | 575,359 | 524,570 | 473,780 | 422,991 | 372,201 | 321,412 |
| | 14,000 | 612,239 | 561,485 | 510,696 | 459,906 | 409,117 | 358,327 | 307,538 |
| | 15,000 | 598,382 | 547,611 | 496,822 | 446,032 | 395,243 | 344,453 | 293,664 |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------|------------------------------------|---------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | 983,951 | 920,044 | 856,138 | 792,231 | 728,259 | 664,286 | 600,314 |
| | 16.0% | 936,492 | 875,222 | 813,952 | 752,682 | 691,346 | 630,010 | 568,674 |
| | 17.0% | 889,033 | 830,399 | 771,766 | 713,132 | 654,434 | 595,734 | 537,035 |
| | 18.0% | 841,573 | 785,576 | 729,580 | 673,583 | 617,521 | 561,458 | 505,395 |
| | 19.0% | 794,114 | 740,754 | 687,394 | 634,033 | 580,608 | 527,182 | 473,756 |
| | 20.0% | 746,655 | 695,931 | 645,208 | 594,484 | 543,695 | 492,906 | 442,116 |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 275,000 | 100,000 | 921,655 | 870,931 | 820,208 | 769,484 | 718,695 | 667,906 | 617,116 |
| | 200,000 | 821,655 | 770,931 | 720,208 | 669,484 | 618,695 | 567,906 | 517,116 |
| | 300,000 | 721,655 | 670,931 | 620,208 | 569,484 | 518,695 | 467,906 | 417,116 |
| | 400,000 | 621,655 | 570,931 | 520,208 | 469,484 | 418,695 | 367,906 | 317,116 |
| | 500,000 | 521,655 | 470,931 | 420,208 | 369,484 | 318,695 | 267,906 | 217,116 |
| | 600,000 | 421,655 | 370,931 | 320,208 | 269,484 | 218,695 | 167,906 | 117,116 |
| | 700,000 | 321,655 | 270,931 | 220,208 | 169,484 | 118,695 | 67,906 | 17,116 |
| | 800,000 | 221,655 | 170,931 | 120,208 | 69,484 | 18,695 | (32,094) | (82,884) |
| | 900,000 | 121,655 | 70,931 | 20,208 | (30,516) | (81,305) | (132,094) | (182,884) |
| | 1,000,000 | 21,655 | (29,069) | (79,792) | (130,516) | (181,305) | (232,094) | (282,884) |
| | 1,100,000 | (78,345) | (129,069) | (179,792) | (230,516) | (281,305) | (332,094) | (382,884) |
| | 1,200,000 | (178,345) | (229,069) | (279,792) | (330,516) | (381,305) | (432,094) | (482,884) |
| | 1,300,000 | (278,345) | (329,069) | (379,792) | (430,516) | (481,305) | (532,094) | (582,884) |
| | 1,400,000 | (378,345) | (429,069) | (479,792) | (530,516) | (581,305) | (632,094) | (682,884) |
| | 1,500,000 | (478,345) | (529,069) | (579,792) | (630,516) | (681,305) | (732,094) | (782,884) |
| | 1,600,000 | (578,345) | (629,069) | (679,792) | (730,516) | (781,305) | (832,094) | (882,884) |

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Scheme Typology: **Higher Value Zone** No Units: **75**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

TABLE 5

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|------------------------------------|---------|---------|---------|---------|---------|---------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 492,906 | 898,754 | 848,030 | 797,307 | 746,583 | 695,860 | 645,136 | 594,412 |
| 0 | 868,334 | 817,611 | 766,887 | 716,163 | 665,440 | 614,716 | 563,993 |
| Net Zero | 837,914 | 787,191 | 736,467 | 685,744 | 635,020 | 584,296 | 533,540 |
| (£ per unit) | 807,495 | 756,771 | 706,047 | 655,324 | 604,600 | 553,855 | 503,066 |
| 10,000 | 777,075 | 726,351 | 675,627 | 624,904 | 574,170 | 523,381 | 472,591 |
| | 746,655 | 695,931 | 645,208 | 594,484 | 543,695 | 492,906 | 442,116 |
| | 716,235 | 665,511 | 614,788 | 564,010 | 513,221 | 462,431 | 411,642 |
| | 685,815 | 635,092 | 584,325 | 533,535 | 482,746 | 431,956 | 381,167 |
| | 655,395 | 604,640 | 553,850 | 503,061 | 452,271 | 401,482 | 350,692 |
| | 624,955 | 574,165 | 523,376 | 472,586 | 421,796 | 371,007 | 320,217 |
| | 594,480 | 543,690 | 492,901 | 442,111 | 391,322 | 340,532 | 289,743 |
| | 564,005 | 513,216 | 462,426 | 411,637 | 360,847 | 310,057 | 259,268 |
| | 533,530 | 482,741 | 431,951 | 381,162 | 330,372 | 279,583 | 228,793 |
| | 503,056 | 452,266 | 401,477 | 350,687 | 299,898 | 249,108 | 198,318 |
| | 472,581 | 421,791 | 371,002 | 320,212 | 269,423 | 218,633 | 167,844 |
| | 442,106 | 391,317 | 340,527 | 289,738 | 238,948 | 188,159 | 137,369 |

TABLE 6

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 492,906 | 1,448,939 | 1,398,216 | 1,347,492 | 1,296,768 | 1,246,045 | 1,195,321 | 1,144,597 |
| 70% | 1,331,892 | 1,281,168 | 1,230,445 | 1,179,721 | 1,128,997 | 1,078,274 | 1,027,550 |
| 75% | 1,214,844 | 1,164,121 | 1,113,397 | 1,062,674 | 1,011,950 | 961,226 | 910,503 |
| Build Cost | 1,097,797 | 1,047,073 | 996,350 | 945,626 | 894,903 | 844,179 | 793,455 |
| 100% | 980,750 | 930,026 | 879,302 | 828,579 | 777,855 | 727,132 | 676,408 |
| (105% = 5% increase) | 863,702 | 812,979 | 762,255 | 711,531 | 660,808 | 610,084 | 559,361 |
| | 746,655 | 695,931 | 645,208 | 594,484 | 543,695 | 492,906 | 442,116 |
| | 629,595 | 578,805 | 528,016 | 477,226 | 426,437 | 375,647 | 324,858 |
| | 512,336 | 461,547 | 410,757 | 359,968 | 309,178 | 258,389 | 207,599 |
| | 395,078 | 344,288 | 293,499 | 242,709 | 191,920 | 141,130 | 90,341 |
| | 277,819 | 227,030 | 176,240 | 125,451 | 74,661 | 23,865 | (27,070) |
| | 160,561 | 109,771 | 58,982 | 8,192 | (42,713) | (93,648) | (144,583) |

TABLE 7

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|------------------------------------|-----------|-----------|-----------|-----------|-----------|----------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 492,906 | 27,311 | 16,496 | 5,681 | (5,134) | (15,949) | (26,826) | (37,703) |
| 80% | 99,265 | 84,453 | 69,640 | 54,828 | 40,016 | 25,203 | 10,365 |
| 82% | 171,219 | 152,410 | 133,600 | 114,790 | 95,980 | 77,170 | 58,360 |
| Market Values | 243,174 | 220,366 | 197,559 | 174,752 | 151,944 | 129,137 | 106,330 |
| 100% | 315,128 | 288,323 | 261,518 | 234,714 | 207,909 | 181,104 | 154,299 |
| (105% = 5% increase) | 387,082 | 356,280 | 325,478 | 294,675 | 263,873 | 233,071 | 202,269 |
| | 459,036 | 424,237 | 389,437 | 354,637 | 319,838 | 285,038 | 250,238 |
| | 530,991 | 492,194 | 453,396 | 414,599 | 375,802 | 337,005 | 298,208 |
| | 602,944 | 560,150 | 517,356 | 474,561 | 431,766 | 388,972 | 346,177 |
| | 674,800 | 628,068 | 581,315 | 534,523 | 487,731 | 440,939 | 394,147 |
| | 746,655 | 695,931 | 645,208 | 594,484 | 543,695 | 492,906 | 442,116 |
| | 818,510 | 763,794 | 709,079 | 654,363 | 599,648 | 544,873 | 490,086 |
| | 890,365 | 831,658 | 772,950 | 714,243 | 655,535 | 596,828 | 538,055 |
| | 962,220 | 899,521 | 836,822 | 774,122 | 711,423 | 648,723 | 586,024 |
| | 1,034,076 | 967,384 | 900,693 | 834,001 | 767,310 | 700,618 | 633,927 |
| | 1,105,931 | 1,035,248 | 964,564 | 893,881 | 823,197 | 752,514 | 681,831 |
| | 1,177,786 | 1,103,111 | 1,028,435 | 953,760 | 879,085 | 804,409 | 729,734 |
| | 1,249,641 | 1,170,974 | 1,092,307 | 1,013,639 | 934,972 | 856,305 | 777,637 |
| | 1,321,497 | 1,238,837 | 1,156,178 | 1,073,519 | 990,859 | 908,200 | 825,541 |
| | 1,393,352 | 1,306,701 | 1,220,049 | 1,133,398 | 1,046,747 | 960,096 | 873,444 |
| | 1,465,207 | 1,374,564 | 1,283,921 | 1,193,277 | 1,102,634 | 1,011,991 | 921,348 |

TABLE 8

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|------------------------------------|---------|---------|---------|---------|---------|---------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 492,906 | 753,590 | 706,334 | 659,078 | 611,822 | 564,531 | 517,214 | 469,897 |
| 5,000 | 760,525 | 716,737 | 672,948 | 629,160 | 585,366 | 541,522 | 497,678 |
| Grant (£ per unit) | 767,460 | 727,140 | 686,819 | 646,498 | 606,177 | 565,830 | 525,458 |
| - | 774,396 | 737,542 | 700,689 | 663,836 | 626,983 | 590,129 | 553,239 |
| | 781,331 | 747,945 | 714,559 | 681,174 | 647,788 | 614,402 | 581,017 |
| | 788,266 | 758,348 | 728,430 | 698,512 | 668,594 | 638,676 | 608,757 |
| | 795,201 | 768,751 | 742,300 | 715,850 | 689,399 | 662,949 | 636,498 |
| | 802,136 | 779,153 | 756,171 | 733,188 | 710,205 | 687,222 | 664,239 |
| | 809,071 | 789,556 | 770,041 | 750,526 | 731,010 | 711,495 | 691,980 |
| | 816,007 | 799,959 | 783,911 | 767,864 | 751,816 | 735,768 | 719,720 |
| | 822,942 | 810,362 | 797,782 | 785,201 | 772,621 | 760,041 | 747,461 |

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: **45** (see Typologies Matrix)
 Scheme Typology: **Higher Value Zone**
 Site Typology: **Higher Value** Location / Value Zone: **Greenfield/Brownfield: Greenfield**
 Notes: No Units: **125**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|--|--|--|---|---|---------------------|----------------|
| Total number of units in scheme | | 125 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | | |
| | | | | 100.0% | | 100.0% | | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | | |
| Unit mix - | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 20.0% | 16.3 | 20.0% | 8.8 | 20% | 25.0 | | |
| 3 bed House | 40.0% | 32.5 | 40.0% | 17.5 | 40% | 50.0 | | |
| 4 bed House | 20.0% | 16.3 | 20.0% | 8.8 | 20% | 25.0 | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | 10.0% | 8.1 | 10.0% | 4.4 | 10% | 12.5 | | |
| 2 bed Flat | 10.0% | 8.1 | 10.0% | 4.4 | 10% | 12.5 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | 100.0% | 81.3 | 100.0% | 43.8 | 100% | 125.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqm) (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | 633 | | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | 886 | | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | 1,013 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) (sqft) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed House | 1,284 | 13,818 | 691 | 7,441 | 1,975 21,259 | | | |
| 3 bed House | 3,088 | 33,234 | 1,663 | 17,895 | 4,750 51,129 | | | |
| 4 bed House | 1,950 | 20,990 | 1,050 | 11,302 | 3,000 32,292 | | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | | | |
| 1 bed Flat | 478 | 5,145 | 257 | 2,770 | 735 7,915 | | | |
| 2 bed Flat | 669 | 7,202 | 360 | 3,878 | 1,029 11,080 | | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | | | |
| | 7,468 | 80,388 | 4,021 | 43,286 | 11,490 123,674 | | | |
| AH % by floor area: | | | 35.00% AH % by floor area (difference due to mix) | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 200,000 | 3,226 | 300 | 0 | | | | |
| 2 bed House | 325,000 | 4,114 | 382 | 8,125,000 | | | | |
| 3 bed House | 415,000 | 4,368 | 406 | 20,750,000 | | | | |
| 4 bed House | 525,000 | 4,375 | 406 | 13,125,000 | | | | |
| 5 bed House | 580,000 | 4,143 | 385 | 0 | | | | |
| 1 bed Flat | 185,000 | 3,700 | 344 | 2,312,500 | | | | |
| 2 bed Flat | 265,000 | 3,786 | 352 | 3,312,500 | | | | |
| 3 bed Flat | 375,000 | 4,688 | 435 | 0 | | | | |
| | | | | 47,625,000 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 | 75% |
| 2 bed House | 178,750 | 55% | 146,250 | 45% | 227,500 | 70% | 243,750 | 75% |
| 3 bed House | 228,250 | 55% | 186,750 | 45% | 250,000 | 70% | 311,250 | 75% |
| 4 bed House | 288,750 | 55% | 236,250 | 45% | 250,000 | 70% | 393,750 | 75% |
| 5 bed House | 319,000 | 55% | 261,000 | 45% | 250,000 | 70% | 435,000 | 75% |
| 1 bed Flat | 101,750 | 55% | 83,250 | 45% | 129,500 | 70% | 138,750 | 75% |
| 2 bed Flat | 145,750 | 55% | 119,250 | 45% | 185,500 | 70% | 198,750 | 75% |
| 3 bed Flat | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| | | | | | | | | |

* capped @£250K

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Scheme Typology: **Higher Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 16.3 | @ | 325,000 | 5,281,250 |
| 3 bed House | 32.5 | @ | 415,000 | 13,487,500 |
| 4 bed House | 16.3 | @ | 525,000 | 8,531,250 |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 8.1 | @ | 185,000 | 1,503,125 |
| 2 bed Flat | 8.1 | @ | 265,000 | 2,153,125 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 81.3 | | | 30,956,250 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 5.3 | @ | 178,750 | 938,438 |
| 3 bed House | 10.5 | @ | 228,250 | 2,396,625 |
| 4 bed House | 5.3 | @ | 288,750 | 1,515,938 |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 2.6 | @ | 101,750 | 267,094 |
| 2 bed Flat | 2.6 | @ | 145,750 | 382,594 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 26.3 | | | 5,500,688 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 0.9 | @ | 146,250 | 127,969 |
| 3 bed House | 1.8 | @ | 186,750 | 326,813 |
| 4 bed House | 0.9 | @ | 236,250 | 206,719 |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 0.4 | @ | 83,250 | 36,422 |
| 2 bed Flat | 0.4 | @ | 119,250 | 52,172 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 4.4 | | | 750,094 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 2.2 | @ | 227,500 | 497,656 |
| 3 bed House | 4.4 | @ | 250,000 | 1,093,750 |
| 4 bed House | 2.2 | @ | 250,000 | 546,875 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 1.1 | @ | 129,500 | 141,641 |
| 2 bed Flat | 1.1 | @ | 185,500 | 202,891 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 10.9 | | | 2,482,813 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.4 | @ | 243,750 | 106,641 |
| 3 bed House | 0.9 | @ | 311,250 | 272,344 |
| 4 bed House | 0.4 | @ | 393,750 | 172,266 |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.2 | @ | 138,750 | 30,352 |
| 2 bed Flat | 0.2 | @ | 198,750 | 43,477 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 2.2 | 43.8 | | 625,078 |
| Sub-total GDV Residential | | | | |
| | 125 | | | 40,314,922 |
| AH on-site cost analysis: | | | | |
| | 636 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 7,310,078 |
| | | | 58,481 £ per unit (total units) | |
| Grant | | | | |
| | 44 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 40,314,922 |

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Scheme Typology: **Higher Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|--|
| Initial Payments - | | | | | | | | | |
| Statutory Planning Fees (Residential) (33,209) | | | | | | | | | |
| Planning Application Professional Fees, Surveys and reports (100,000) | | | | | | | | | |
| CIL (Mrkt only + garages) 7,980 sqm 90.39 £ psm (721,329) | | | | | | | | | |
| CIL analysis: 1.79% % of GDV 5,771 £ per unit (total units) | | | | | | | | | |
| Site Specific S106 Contributions | | | | | | | | | |
| Year 1 0 | | | | | | | | | |
| Year 2 0 | | | | | | | | | |
| Year 3 0 | | | | | | | | | |
| Year 4 0 | | | | | | | | | |
| Year 5 0 | | | | | | | | | |
| Year 6 0 | | | | | | | | | |
| Year 7 0 | | | | | | | | | |
| Year 8 0 | | | | | | | | | |
| Year 9 0 | | | | | | | | | |
| Year 10 0 | | | | | | | | | |
| Year 11 0 | | | | | | | | | |
| Year 12 0 | | | | | | | | | |
| Year 13 0 | | | | | | | | | |
| Year 14 0 | | | | | | | | | |
| Year 15 0 | | | | | | | | | |
| Years 1-15 125 units @ 4,300 per unit (537,500) | | | | | | | | | |
| Sub-total (537,500) | | | | | | | | | |
| S106 analysis: 172,000 £ per ha 1.33% % of GDV 4,300 £ per unit (total units) | | | | | | | | | |
| AH Commuted Sum 11,490 sqm (total) 0 £ psm | | | | | | | | | |
| Comm. Sum analysis: 0.00% % of GDV | | | | | | | | | |
| Construction Costs - | | | | | | | | | |
| Site Clearance, Demolition & Remediation 3.13 ha @ 0 £ per ha (if brownfield) | | | | | | | | | |
| Site Infrastructure costs - | | | | | | | | | |
| Year 1 0 | | | | | | | | | |
| Year 2 0 | | | | | | | | | |
| Year 3 0 | | | | | | | | | |
| Year 4 0 | | | | | | | | | |
| Year 5 0 | | | | | | | | | |
| Year 6 0 | | | | | | | | | |
| Year 7 0 | | | | | | | | | |
| Year 8 0 | | | | | | | | | |
| Year 9 0 | | | | | | | | | |
| Year 10 0 | | | | | | | | | |
| Year 11 0 | | | | | | | | | |
| Year 12 0 | | | | | | | | | |
| Year 13 0 | | | | | | | | | |
| Year 14 0 | | | | | | | | | |
| Year 15 0 | | | | | | | | | |
| Years 1-15 125 units @ 0 per unit | | | | | | | | | |
| Sub-total | | | | | | | | | |
| Infra. Costs analysis: - £ per ha 0.00% % of GDV 0 £ per unit (total units) | | | | | | | | | |
| 1 bed House - sqm @ 1,260 psm | | | | | | | | | |
| 2 bed House 1,975 sqm @ 1,260 psm (2,488,500) | | | | | | | | | |
| 3 bed House 4,750 sqm @ 1,260 psm (5,985,000) | | | | | | | | | |
| 4 bed House 3,000 sqm @ 1,260 psm (3,780,000) | | | | | | | | | |
| 5 bed House - sqm @ 1,260 psm | | | | | | | | | |
| 1 bed Flat 735 sqm @ 1,638 psm (1,204,412) | | | | | | | | | |
| 2 bed Flat 1,029 sqm @ 1,638 psm (1,686,176) | | | | | | | | | |
| 3 bed Flat 11,490 sqm @ 1,638 psm | | | | | | | | | |
| Garages for 3B House (Mrkt only) 33 50% units @ 18 sqm @ 600 psm (175,500) | | | | | | | | | |
| Garages for 4B House (Mrkt only) 16 75% units @ 18 sqm @ 600 psm (131,625) | | | | | | | | | |
| Garages for 5B House (Mrkt only) - 120% units @ 18 sqm @ 600 psm | | | | | | | | | |
| External works 512 15,451,213 @ 15.0% 18,541 £ per unit (total units) (2,317,682) | | | | | | | | | |
| Ext. Works analysis: 18,541 £ per unit (total units) | | | | | | | | | |
| Policy Costs on design - | | | | | | | | | |
| Net Biodiversity costs 125 units @ 1,003 £ per unit (125,375) | | | | | | | | | |
| M4(2) Category 2 Housing Aff units 44 units @ 90% @ 521 £ per unit (20,514) | | | | | | | | | |
| M4(2) Category 2 Housing OMS units 81 units @ 90% @ 521 £ per unit (38,098) | | | | | | | | | |
| M4(3) Category 3 Housing Aff units 44 units @ 10% @ 10,111 £ per unit (44,236) | | | | | | | | | |
| M4(3) Category 3 Housing OMS units 81 units @ 10% @ 10,111 £ per unit (82,152) | | | | | | | | | |
| Net Zero Cost 125 units @ 10,000 £ per unit (1,250,000) | | | | | | | | | |
| Urban Greening No. of storeys 2.4 equals 4,787 sqm footprint 100 £ sqm (478,738) | | | | | | | | | |
| EV Charging Points - Houses 100 units @ 1,000 £ per unit (100,000) | | | | | | | | | |
| EV Charging Points - Flats 25 units @ 4 flats per charger 2,500 £ per 4 units (15,625) | | | | | | | | | |
| Sub-total (2,154,738) | | | | | | | | | |
| Policy Costs analysis: (design costs only) 17,238 £ per unit (total units) | | | | | | | | | |
| Contingency (on construction) 19,923,633 @ 3.0% (597,709) | | | | | | | | | |

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Scheme Typology: **Higher Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | | |
|--|------------------|-------------------|---------------------------|-------------------------------------|---------------------|
| Professional Fees | 19,923,633 @ | | 6.5% | | (1,295,036) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 30,956,250 OMS @ | | 3.00% | 7,430 £ per unit | (928,688) |
| Residential Sales Agent Costs | 30,956,250 OMS @ | | 1.00% | 2,477 £ per unit | (309,563) |
| Residential Sales Legal Costs | 30,956,250 OMS @ | | 0.35% | 867 £ per unit | (108,347) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 10,693 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | | 8.00% APR | | 0.643% pcm | (50,520) |
| Developers Profit - | | | | | |
| Profit on OMS | 30,956,250 | | 20.00% | | (6,191,250) |
| Margin on AH | 9,358,672 | | 6.00% on AH values | | (561,520) |
| Profit analysis: | | 40,314,922 | | 16.75% blended GDV | (6,752,770) |
| | | 24,595,532 | | 27.46% on costs | (6,752,770) |
| TOTAL COSTS | | | | | (31,348,303) |

| | | | | | |
|----------------------------------|--------------------------|-----------------------------------|--------------|-----------------------------------|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 8,966,619 |
| SDLT | 8,966,619 @ | | HMRC formula | | (437,831) |
| Acquisition Agent fees | 8,966,619 @ | | 1.0% | | (89,666) |
| Acquisition Legal fees | 8,966,619 @ | | 0.5% | | (44,833) |
| Interest on Land | 8,966,619 @ | | 8.00% | | (717,330) |
| Residual Land Value | | | | | 7,676,959 |
| RLV analysis: | 61,416 £ per plot | 2,456,627 £ per ha (net) | | 994,183 £ per acre (net) | |
| | | 1,842,470 £ per ha (gross) | | 745,637 £ per acre (gross) | |
| | | | | 19.04% % RLV / GDV | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 3.13 ha (net) | | 7.72 acres (net) | |
| Net to Gross ratio | | 75% | | | |
| Site Area (gross) | | 4.17 ha (gross) | | 10.30 acres (gross) | |
| Density analysis: | | 3,677 sqm/ha (net) | | 16,016 sqft/ac (net) | |
| | | 30 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | | 2,123,516 |
| BLV analysis: | | 509,644 £ per ha (gross) | 206,250 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|---------------------------------|--|---------------------------------|------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 1,777,102 £ per ha (net) | | 719,183 £ per acre (net) | 5,553,444 |

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Scheme Typology: **Higher Value Zone** No Units: **125**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

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 35%

| Balance (RLV - BLV £ per acre (n)) | 719,183 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|---------|-----------|-----------|---------|---------|---------|---------|---------|
| CIL £ psm 90.39 | 0.00 | 1,083,752 | 1,026,849 | 969,946 | 913,043 | 856,140 | 799,237 | 742,334 |
| | 10.00 | 1,071,490 | 1,015,268 | 959,046 | 902,824 | 846,602 | 790,380 | 734,158 |
| | 20.00 | 1,059,227 | 1,003,686 | 948,146 | 892,605 | 837,064 | 781,524 | 725,983 |
| | 30.00 | 1,046,964 | 992,105 | 937,245 | 882,386 | 827,527 | 772,667 | 717,808 |
| | 40.00 | 1,034,701 | 980,523 | 926,345 | 872,167 | 817,989 | 763,811 | 709,633 |
| | 50.00 | 1,022,439 | 968,942 | 915,445 | 861,948 | 808,451 | 754,955 | 701,458 |
| | 60.00 | 1,010,176 | 957,360 | 904,545 | 851,729 | 798,914 | 746,098 | 693,283 |
| | 70.00 | 997,913 | 945,779 | 893,644 | 841,510 | 789,376 | 737,242 | 685,107 |
| | 80.00 | 985,650 | 934,197 | 882,744 | 831,291 | 779,838 | 728,385 | 676,932 |
| | 90.00 | 973,387 | 922,616 | 871,844 | 821,072 | 770,300 | 719,529 | 668,757 |
| | 100.00 | 961,125 | 911,034 | 860,944 | 810,853 | 760,763 | 710,672 | 660,582 |
| | 110.00 | 948,862 | 899,453 | 850,043 | 800,634 | 751,225 | 701,816 | 652,407 |
| | 120.00 | 936,599 | 887,871 | 839,143 | 790,415 | 741,687 | 692,959 | 644,231 |
| | 130.00 | 924,336 | 876,290 | 828,243 | 780,196 | 732,150 | 684,103 | 636,056 |
| | 140.00 | 912,074 | 864,708 | 817,343 | 769,977 | 722,612 | 675,246 | 627,881 |
| | 150.00 | 899,811 | 853,127 | 806,443 | 759,758 | 713,074 | 666,390 | 619,706 |
| | 160.00 | 887,548 | 841,545 | 795,542 | 749,539 | 703,536 | 657,534 | 611,531 |
| | 170.00 | 875,285 | 829,964 | 784,642 | 739,320 | 693,999 | 648,677 | 603,356 |
| | 180.00 | 863,023 | 818,382 | 773,742 | 729,101 | 684,461 | 639,821 | 595,180 |
| | 190.00 | 850,760 | 806,801 | 762,842 | 718,882 | 674,923 | 630,964 | 587,005 |
| 200.00 | 838,497 | 795,219 | 751,941 | 708,663 | 665,386 | 622,108 | 578,830 | |
| 210.00 | 826,234 | 783,638 | 741,041 | 698,445 | 655,848 | 613,251 | 570,655 | |
| 220.00 | 813,971 | 772,056 | 730,141 | 688,226 | 646,310 | 604,395 | 562,480 | |
| 230.00 | 801,709 | 760,475 | 719,241 | 678,007 | 636,773 | 595,538 | 554,304 | |
| 240.00 | 789,446 | 748,893 | 708,340 | 667,788 | 627,235 | 586,682 | 546,129 | |
| 250.00 | 777,183 | 737,312 | 697,440 | 657,569 | 617,697 | 577,826 | 537,954 | |

TABLE 2

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 719,183 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|---------|-----------|---------|---------|---------|---------|---------|---------|
| Site Specific S106 4,300 | 1,000 | 1,018,689 | 967,943 | 917,198 | 866,453 | 815,708 | 764,963 | 714,218 |
| | 2,000 | 1,004,816 | 954,071 | 903,326 | 852,581 | 801,835 | 751,090 | 700,345 |
| | 3,000 | 990,944 | 940,198 | 889,453 | 838,708 | 787,963 | 737,218 | 686,472 |
| | 4,000 | 977,071 | 926,326 | 875,581 | 824,835 | 774,090 | 723,345 | 672,600 |
| | 5,000 | 963,198 | 912,453 | 861,708 | 810,963 | 760,218 | 709,473 | 658,727 |
| | 6,000 | 949,326 | 898,581 | 847,836 | 797,090 | 746,345 | 695,600 | 644,855 |
| | 7,000 | 935,453 | 884,708 | 833,963 | 783,218 | 732,473 | 681,727 | 630,982 |
| | 8,000 | 921,581 | 870,836 | 820,090 | 769,345 | 718,600 | 667,855 | 617,110 |
| | 9,000 | 907,708 | 856,963 | 806,218 | 755,473 | 704,727 | 653,982 | 603,237 |
| | 10,000 | 893,836 | 843,090 | 792,345 | 741,600 | 690,855 | 640,110 | 589,365 |
| | 11,000 | 879,963 | 829,218 | 778,473 | 727,728 | 676,982 | 626,237 | 575,492 |
| | 12,000 | 866,091 | 815,345 | 764,600 | 713,855 | 663,110 | 612,365 | 561,619 |
| | 13,000 | 852,218 | 801,473 | 750,728 | 699,982 | 649,237 | 598,492 | 547,747 |
| | 14,000 | 838,345 | 787,600 | 736,855 | 686,110 | 635,365 | 584,620 | 533,874 |
| | 15,000 | 824,473 | 773,728 | 722,982 | 672,237 | 621,492 | 570,747 | 519,986 |

TABLE 3

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 719,183 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|---------|-----------|-----------|-----------|-----------|---------|---------|---------|
| Profit 20.0% | 15.0% | 1,210,205 | 1,146,277 | 1,082,349 | 1,018,421 | 954,492 | 890,564 | 826,636 |
| | 16.0% | 1,162,746 | 1,101,455 | 1,040,163 | 978,871 | 917,579 | 856,288 | 794,996 |
| | 17.0% | 1,115,287 | 1,056,632 | 997,977 | 939,322 | 880,667 | 822,012 | 763,357 |
| | 18.0% | 1,067,828 | 1,011,809 | 955,791 | 899,772 | 843,754 | 787,736 | 731,717 |
| | 19.0% | 1,020,368 | 966,987 | 913,605 | 860,223 | 806,841 | 753,459 | 700,078 |
| | 20.0% | 972,909 | 922,164 | 871,419 | 820,674 | 769,929 | 719,183 | 668,438 |

TABLE 4

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 719,183 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| BLV (£ per acre) 275,000 | 100,000 | 1,147,909 | 1,097,164 | 1,046,419 | 995,674 | 944,929 | 894,183 | 843,438 |
| | 200,000 | 1,047,909 | 997,164 | 946,419 | 895,674 | 844,929 | 794,183 | 743,438 |
| | 300,000 | 947,909 | 897,164 | 846,419 | 795,674 | 744,929 | 694,183 | 643,438 |
| | 400,000 | 847,909 | 797,164 | 746,419 | 695,674 | 644,929 | 594,183 | 543,438 |
| | 500,000 | 747,909 | 697,164 | 646,419 | 595,674 | 544,929 | 494,183 | 443,438 |
| | 600,000 | 647,909 | 597,164 | 546,419 | 495,674 | 444,929 | 394,183 | 343,438 |
| | 700,000 | 547,909 | 497,164 | 446,419 | 395,674 | 344,929 | 294,183 | 243,438 |
| | 800,000 | 447,909 | 397,164 | 346,419 | 295,674 | 244,929 | 194,183 | 143,438 |
| | 900,000 | 347,909 | 297,164 | 246,419 | 195,674 | 144,929 | 94,183 | 43,438 |
| | 1,000,000 | 247,909 | 197,164 | 146,419 | 95,674 | 44,929 | (5,817) | (56,562) |
| | 1,100,000 | 147,909 | 97,164 | 46,419 | (4,326) | (55,071) | (105,817) | (156,562) |
| | 1,200,000 | 47,909 | (2,836) | (53,581) | (104,326) | (155,071) | (205,817) | (256,562) |
| | 1,300,000 | (52,091) | (102,836) | (153,581) | (204,326) | (255,071) | (305,817) | (356,562) |
| | 1,400,000 | (152,091) | (202,836) | (253,581) | (304,326) | (355,071) | (405,817) | (456,562) |
| | 1,500,000 | (252,091) | (302,836) | (353,581) | (404,326) | (455,071) | (505,817) | (556,562) |
| | 1,600,000 | (352,091) | (402,836) | (453,581) | (504,326) | (555,071) | (605,817) | (656,562) |

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Scheme Typology: Higher Value Zone No Units: 125
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Greenfield
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|---------|------------------------------------|-----------|-----------|---------|---------|---------|---------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 719,183 | | | | | | | |
| | 0 | 1,125,123 | 1,074,383 | 1,023,642 | 972,902 | 922,162 | 871,422 | 820,681 |
| Net Zero | 2,000 | 1,094,704 | 1,043,959 | 993,214 | 942,469 | 891,724 | 840,978 | 790,233 |
| (£ per unit) | 4,000 | 1,064,256 | 1,013,510 | 962,765 | 912,020 | 861,275 | 810,530 | 759,785 |
| 10,000 | 6,000 | 1,033,807 | 983,062 | 932,316 | 881,571 | 830,826 | 780,081 | 729,336 |
| | 8,000 | 1,003,358 | 952,613 | 901,868 | 851,122 | 800,377 | 749,632 | 698,887 |
| | 10,000 | 972,909 | 922,164 | 871,419 | 820,674 | 769,929 | 719,183 | 668,438 |
| | 12,000 | 942,460 | 891,715 | 840,970 | 790,225 | 739,480 | 688,735 | 637,989 |
| | 14,000 | 912,012 | 861,266 | 810,521 | 759,776 | 709,031 | 658,286 | 607,541 |
| | 16,000 | 881,563 | 830,818 | 780,072 | 729,327 | 678,582 | 627,837 | 577,092 |
| | 18,000 | 851,114 | 800,369 | 749,624 | 698,879 | 648,133 | 597,384 | 546,614 |
| | 20,000 | 820,665 | 769,920 | 719,175 | 668,430 | 617,659 | 566,889 | 516,119 |
| | 22,000 | 790,216 | 739,471 | 688,705 | 637,934 | 587,164 | 536,394 | 485,624 |
| | 24,000 | 759,750 | 708,980 | 658,210 | 607,439 | 556,669 | 505,899 | 455,128 |
| | 26,000 | 729,255 | 678,485 | 627,714 | 576,944 | 526,174 | 475,403 | 424,633 |
| | 28,000 | 698,760 | 647,989 | 597,219 | 546,449 | 495,679 | 444,908 | 394,138 |
| | 30,000 | 668,265 | 617,494 | 566,724 | 515,954 | 465,183 | 414,413 | 363,623 |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|---------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 719,183 | | | | | | | |
| | 70% | 1,608,553 | 1,557,797 | 1,507,042 | 1,456,286 | 1,405,531 | 1,354,775 | 1,304,019 |
| | 75% | 1,502,674 | 1,451,934 | 1,401,193 | 1,350,453 | 1,299,713 | 1,248,970 | 1,198,215 |
| Build Cost | 80% | 1,396,755 | 1,346,014 | 1,295,274 | 1,244,534 | 1,193,793 | 1,143,053 | 1,092,313 |
| 100% | 85% | 1,290,835 | 1,240,095 | 1,189,355 | 1,138,614 | 1,087,874 | 1,037,134 | 986,393 |
| (105% = 5% increase) | 90% | 1,184,916 | 1,134,176 | 1,083,435 | 1,032,695 | 981,955 | 931,214 | 880,474 |
| | 95% | 1,078,967 | 1,028,221 | 977,476 | 926,731 | 875,986 | 825,241 | 774,496 |
| | 100% | 972,909 | 922,164 | 871,419 | 820,674 | 769,929 | 719,183 | 668,438 |
| | 105% | 866,852 | 816,107 | 765,361 | 714,616 | 663,871 | 613,126 | 562,376 |
| | 110% | 760,778 | 710,008 | 659,238 | 608,468 | 557,697 | 506,927 | 456,157 |
| | 115% | 654,559 | 603,789 | 553,019 | 502,248 | 451,478 | 400,708 | 349,894 |
| | 120% | 548,340 | 497,569 | 446,753 | 395,937 | 345,122 | 294,306 | 243,490 |
| | 125% | 441,981 | 391,165 | 340,349 | 289,533 | 238,717 | 187,901 | 136,911 |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|---------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 719,183 | | | | | | | |
| | 80% | 252,973 | 242,214 | 231,455 | 220,697 | 209,938 | 199,180 | 188,421 |
| | 82% | 325,076 | 310,311 | 295,547 | 280,783 | 266,018 | 251,254 | 236,490 |
| Market Values | 84% | 397,178 | 378,408 | 359,638 | 340,868 | 322,098 | 303,328 | 284,558 |
| 100% | 86% | 469,190 | 446,421 | 423,652 | 400,884 | 378,115 | 355,346 | 332,577 |
| (105% = 5% increase) | 88% | 541,194 | 514,425 | 487,656 | 460,887 | 434,118 | 407,349 | 380,580 |
| | 90% | 613,198 | 582,428 | 551,659 | 520,890 | 490,121 | 459,351 | 428,582 |
| | 92% | 685,201 | 650,432 | 615,662 | 580,893 | 546,124 | 511,354 | 476,585 |
| | 94% | 757,136 | 718,378 | 679,620 | 640,862 | 602,105 | 563,347 | 524,587 |
| | 96% | 829,060 | 786,307 | 743,553 | 700,799 | 658,046 | 615,292 | 572,539 |
| | 98% | 900,985 | 854,235 | 807,486 | 760,737 | 713,987 | 667,238 | 620,488 |
| | 100% | 972,909 | 922,164 | 871,419 | 820,674 | 769,929 | 719,183 | 668,438 |
| | 102% | 1,044,834 | 990,093 | 935,352 | 880,611 | 825,870 | 771,129 | 716,388 |
| | 104% | 1,116,758 | 1,058,022 | 999,285 | 940,548 | 881,811 | 823,074 | 764,338 |
| | 106% | 1,188,673 | 1,125,950 | 1,063,218 | 1,000,485 | 937,752 | 875,020 | 812,287 |
| | 108% | 1,260,538 | 1,193,828 | 1,127,117 | 1,060,407 | 993,694 | 926,965 | 860,237 |
| | 110% | 1,332,403 | 1,261,700 | 1,190,998 | 1,120,295 | 1,049,592 | 978,889 | 908,186 |
| | 112% | 1,404,269 | 1,329,573 | 1,254,878 | 1,180,182 | 1,105,487 | 1,030,792 | 956,096 |
| | 114% | 1,476,134 | 1,397,446 | 1,318,758 | 1,240,070 | 1,161,382 | 1,082,694 | 1,004,006 |
| | 116% | 1,547,999 | 1,465,319 | 1,382,638 | 1,299,958 | 1,217,277 | 1,134,597 | 1,051,917 |
| | 118% | 1,619,864 | 1,533,191 | 1,446,518 | 1,359,845 | 1,273,173 | 1,186,500 | 1,099,827 |
| | 120% | 1,691,729 | 1,601,064 | 1,510,399 | 1,419,733 | 1,329,068 | 1,238,402 | 1,147,737 |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|---------|------------------------------------|-----------|-----------|-----------|---------|---------|---------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | 719,183 | | | | | | | |
| | 5,000 | 979,852 | 932,578 | 885,304 | 838,031 | 790,757 | 743,483 | 696,209 |
| | 10,000 | 986,795 | 942,992 | 899,190 | 855,387 | 811,585 | 767,782 | 723,980 |
| Grant (£ per unit) | 15,000 | 993,737 | 953,406 | 913,075 | 872,744 | 832,413 | 792,082 | 751,751 |
| - | 20,000 | 1,000,680 | 963,820 | 926,961 | 890,101 | 853,241 | 816,382 | 779,522 |
| | 25,000 | 1,007,623 | 974,235 | 940,846 | 907,458 | 874,069 | 840,681 | 807,293 |
| | 30,000 | 1,014,566 | 984,649 | 954,732 | 924,815 | 894,898 | 864,981 | 835,064 |
| | 35,000 | 1,021,508 | 995,063 | 968,617 | 942,171 | 915,726 | 889,280 | 862,821 |
| | 40,000 | 1,028,451 | 1,005,477 | 982,503 | 959,528 | 936,554 | 913,562 | 890,562 |
| | 45,000 | 1,035,394 | 1,015,891 | 996,388 | 976,885 | 957,367 | 937,835 | 918,303 |
| | 50,000 | 1,042,337 | 1,026,305 | 1,010,273 | 994,237 | 978,172 | 962,108 | 946,044 |
| | 55,000 | 1,049,279 | 1,036,719 | 1,024,159 | 1,011,575 | 998,978 | 986,381 | 973,785 |

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: **46** (see Typologies Matrix)
 Scheme Typology: **Higher Value Zone**
 Site Typology: **Location / Value Zone: Higher Value Greenfield/Brownfield: Greenfield**
 Notes: No Units: **200**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|---|--|-------------------------|------------|---|------------|-----------------------------|---------------|
| Total number of units in scheme | | | | 200 Units | | | |
| AH Policy requirement (% Target) | | | | 35% | | | |
| Open Market Sale (OMS) housing | | | | Open Market Sale (OMS) 65% | | | |
| AH tenure split % | | | | Affordable Rent: 60.0% | | | |
| | | | | Social Rent: 10.0% 70.0% % Rented | | | |
| | | | | First Homes: 25.0% | | | |
| | | | | Other Intermediate (LCHO/Sub-Market etc.): 5.0% 10.5% % of total (>10% First Homes PPG 023) | | | |
| | | | | 100.0% 100.0% | | | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | |
| Unit mix - | | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units |
| 1 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | | 20.0% | 26.0 | 20.0% | 14.0 | 20% | 40.0 |
| 3 bed House | | 40.0% | 52.0 | 40.0% | 28.0 | 40% | 80.0 |
| 4 bed House | | 20.0% | 26.0 | 20.0% | 14.0 | 20% | 40.0 |
| 5 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 1 bed Flat | | 10.0% | 13.0 | 10.0% | 7.0 | 10% | 20.0 |
| 2 bed Flat | | 10.0% | 13.0 | 10.0% | 7.0 | 10% | 20.0 |
| 3 bed Flat | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| Total number of units | | 100.0% | 130.0 | 100.0% | 70.0 | 100% | 200.0 |
| OMS Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) |
| 1 bed House | | 62.0 | 667 | | | 62.0 | 667 |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 |
| AH Unit Floor areas - | | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) |
| 1 bed House | | 62.0 | 667 | | | 62.0 | 667 |
| 2 bed House | | 79.0 | 850 | | | 79.0 | 850 |
| 3 bed House | | 95.0 | 1,023 | | | 95.0 | 1,023 |
| 4 bed House | | 120.0 | 1,292 | | | 120.0 | 1,292 |
| 5 bed House | | 140.0 | 1,507 | | | 140.0 | 1,507 |
| 1 bed Flat | | 50.0 | 538 | 85.0% | | 58.8 | 633 |
| 2 bed Flat | | 70.0 | 753 | 85.0% | | 82.4 | 886 |
| 3 bed Flat | | 80.0 | 861 | 85.0% | | 94.1 | 1,013 |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) |
| 1 bed House | | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | | 2,054 | 22,109 | 1,106 | 11,905 | 3,160 | 34,014 |
| 3 bed House | | 4,940 | 53,174 | 2,660 | 28,632 | 7,600 | 81,806 |
| 4 bed House | | 3,120 | 33,583 | 1,680 | 18,083 | 4,800 | 51,667 |
| 5 bed House | | 0 | 0 | 0 | 0 | 0 | 0 |
| 1 bed Flat | | 765 | 8,231 | 412 | 4,432 | 1,176 | 12,663 |
| 2 bed Flat | | 1,071 | 11,524 | 576 | 6,205 | 1,647 | 17,729 |
| 3 bed Flat | | 0 | 0 | 0 | 0 | 0 | 0 |
| AH % by floor area: | | 11,949 | 128,621 | 6,434 | 69,258 | 18,384 | 197,879 |
| 35.00% AH % by floor area (difference due to mix) | | | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £ psm | £ psf | | total MV £ (no AH) | |
| 1 bed House | | 200,000 | 3,226 | 300 | | 0 | |
| 2 bed House | | 325,000 | 4,114 | 382 | | 13,000,000 | |
| 3 bed House | | 415,000 | 4,368 | 406 | | 33,200,000 | |
| 4 bed House | | 525,000 | 4,375 | 406 | | 21,000,000 | |
| 5 bed House | | 580,000 | 4,143 | 385 | | 0 | |
| 1 bed Flat | | 185,000 | 3,700 | 344 | | 3,700,000 | |
| 2 bed Flat | | 265,000 | 3,786 | 352 | | 5,300,000 | |
| 3 bed Flat | | 375,000 | 4,688 | 435 | | 0 | |
| | | | | | | 76,200,000 | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV |
| 1 bed House | | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% |
| 2 bed House | | 178,750 | 55% | 146,250 | 45% | 227,500 | 70% |
| 3 bed House | | 228,250 | 55% | 186,750 | 45% | 250,000 | 70% |
| 4 bed House | | 288,750 | 55% | 236,250 | 45% | 250,000 | 70% |
| 5 bed House | | 319,000 | 55% | 261,000 | 45% | 250,000 | 70% |
| 1 bed Flat | | 101,750 | 55% | 83,250 | 45% | 129,500 | 70% |
| 2 bed Flat | | 145,750 | 55% | 119,250 | 45% | 185,500 | 70% |
| 3 bed Flat | | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% |
| * capped @£250K | | | | | | | |

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Scheme Typology: Higher Value Zone No Units: 200
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Greenfield
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 200,000 | - |
| 2 bed House | 26.0 | @ | 325,000 | 8,450,000 |
| 3 bed House | 52.0 | @ | 415,000 | 21,580,000 |
| 4 bed House | 26.0 | @ | 525,000 | 13,650,000 |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 13.0 | @ | 185,000 | 2,405,000 |
| 2 bed Flat | 13.0 | @ | 265,000 | 3,445,000 |
| 3 bed Flat | 0.0 | @ | 375,000 | - |
| | 130.0 | | | 49,530,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 110,000 | - |
| 2 bed House | 8.4 | @ | 178,750 | 1,501,500 |
| 3 bed House | 16.8 | @ | 228,250 | 3,834,600 |
| 4 bed House | 8.4 | @ | 288,750 | 2,425,500 |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 4.2 | @ | 101,750 | 427,350 |
| 2 bed Flat | 4.2 | @ | 145,750 | 612,150 |
| 3 bed Flat | 0.0 | @ | 206,250 | - |
| | 42.0 | | | 8,801,100 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 90,000 | - |
| 2 bed House | 1.4 | @ | 146,250 | 204,750 |
| 3 bed House | 2.8 | @ | 186,750 | 522,900 |
| 4 bed House | 1.4 | @ | 236,250 | 330,750 |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 0.7 | @ | 83,250 | 58,275 |
| 2 bed Flat | 0.7 | @ | 119,250 | 83,475 |
| 3 bed Flat | 0.0 | @ | 168,750 | - |
| | 7.0 | | | 1,200,150 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 140,000 | - |
| 2 bed House | 3.5 | @ | 227,500 | 796,250 |
| 3 bed House | 7.0 | @ | 250,000 | 1,750,000 |
| 4 bed House | 3.5 | @ | 250,000 | 875,000 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 1.8 | @ | 129,500 | 226,625 |
| 2 bed Flat | 1.8 | @ | 185,500 | 324,625 |
| 3 bed Flat | 0.0 | @ | 250,000 | - |
| | 17.5 | | | 3,972,500 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 150,000 | - |
| 2 bed House | 0.7 | @ | 243,750 | 170,625 |
| 3 bed House | 1.4 | @ | 311,250 | 435,750 |
| 4 bed House | 0.7 | @ | 393,750 | 275,625 |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.4 | @ | 138,750 | 48,563 |
| 2 bed Flat | 0.4 | @ | 198,750 | 69,563 |
| 3 bed Flat | 0.0 | @ | 281,250 | - |
| | 3.5 | 70.0 | | 1,000,125 |
| Sub-total GDV Residential | | | | |
| | 200 | | | 64,503,875 |
| AH on-site cost analysis: | | | | |
| | 636 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 11,696,125 |
| | | | 58,481 £ per unit (total units) | |
| Grant | | | | |
| | 70 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 64,503,875 |

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Scheme Typology: **Higher Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|----------------|--------------------|---------------------------------|---------------------------------|--|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (43,559) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (130,000) |
| CIL (Mrkt only + garages) | | | | | | (1,154,126) |
| CIL analysis: | | 12,768 sqm | 90.39 £ psm | | | |
| | | 1.79% % of GDV | 5,771 £ per unit (total units) | | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 200 units @ | 4,300 per unit | | | (860,000) |
| Sub-total | | | | | | (860,000) |
| S106 analysis: | | 172,000 £ per ha | 1.33% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | | | | - |
| Comm. Sum analysis: | | 18,384 sqm (total) | 0 £ psm | | | |
| 0.00% % of GDV | | | | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | - |
| | | 5.00 ha @ | 0 £ per ha (if brownfield) | | | |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 200 units @ | 0 per unit | | | - |
| Sub-total | | | | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | - sqm @ | 1,260 psm | | | - |
| 2 bed House | | 3,160 sqm @ | 1,260 psm | | | (3,981,600) |
| 3 bed House | | 7,600 sqm @ | 1,260 psm | | | (9,576,000) |
| 4 bed House | | 4,800 sqm @ | 1,260 psm | | | (6,048,000) |
| 5 bed House | | - sqm @ | 1,260 psm | | | - |
| 1 bed Flat | | 1,176 sqm @ | 1,638 psm | | | (1,927,059) |
| 2 bed Flat | | 1,647 sqm @ | 1,638 psm | | | (2,697,882) |
| 3 bed Flat | | - sqm @ | 1,638 psm | | | - |
| Garages for 3B House (Mrkt only) | 52 | 50% units @ | 18 sqm @ | 600 psm | | (280,800) |
| Garages for 4B House (Mrkt only) | 26 | 75% units @ | 18 sqm @ | 600 psm | | (210,600) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | 18 sqm @ | 600 psm | | - |
| | | 819 | | | | |
| External works | | | | | | (3,708,291) |
| Ext. Works analysis: | | 24,721,941 @ | 15.0% | 18,541 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (200,600) |
| | | 200 units @ | 1,003 £ per unit | | | |
| M4(2) Category 2 Housing | Aff units | 70 units @ | 90% @ | 521 £ per unit | | (32,823) |
| M4(2) Category 2 Housing | OMS units | 130 units @ | 90% @ | 521 £ per unit | | (60,957) |
| M4(3) Category 3 Housing | Aff units | 70 units @ | 10% @ | 10,111 £ per unit | | (70,777) |
| M4(3) Category 3 Housing | OMS units | 130 units @ | 10% @ | 10,111 £ per unit | | (131,443) |
| Net Zero Cost | | | | | | (2,000,000) |
| | | 200 units @ | 10,000 £ per unit | | | |
| Urban Greening | No. of storeys | 2.4 equals | 7,660 sqm footprint | 100 £ sqm | | (765,980) |
| EV Charging Points - Houses | | 160 units @ | | 1,000 £ per unit | | (160,000) |
| EV Charging Points - Flats | | 40 units @ | 4 flats per charger | 2,500 £ per 4 units | | (25,000) |
| | | 2 units @ | | 0 £ per unit | | - |
| Sub-total | | | | | | (3,447,580) |
| Policy Costs analysis: (design costs only) | | | 17,238 £ per unit (total units) | | | |
| Contingency (on construction) | | | | | | (956,334) |
| | | 31,877,813 @ | 3.0% | | | |

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Scheme Typology: **Higher Value Zone** No Units: **200**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | | |
|--|-------------------|--|---------------------------|-------------------------------------|---------------------|
| Professional Fees | 31,877,813 @ | | 6.5% | | (2,072,058) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 49,530,000 OMS @ | | 3.00% | 7,430 £ per unit | (1,485,900) |
| Residential Sales Agent Costs | 49,530,000 OMS @ | | 1.00% | 2,477 £ per unit | (495,300) |
| Residential Sales Legal Costs | 49,530,000 OMS @ | | 0.35% | 867 £ per unit | (173,355) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 10,723 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (38,869) |
| Developers Profit - | | | | | |
| Profit on OMS | 49,530,000 | | 20.00% | | (9,906,000) |
| Margin on AH | 14,973,875 | | 6.00% on AH values | | (898,433) |
| Profit analysis: | 64,503,875 | | 16.75% blended GDV | (10,804,433) | |
| | 39,277,314 | | 27.51% on costs | (10,804,433) | |
| TOTAL COSTS | | | | | (50,081,747) |

| | | | | | |
|----------------------------------|--------------------------|-----------------------------------|-----------------------------------|--|-------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 14,422,128 |
| SDLT | 14,422,128 @ | | HMRC formula | | (710,606) |
| Acquisition Agent fees | 14,422,128 @ | | 1.0% | | (144,221) |
| Acquisition Legal fees | 14,422,128 @ | | 0.5% | | (72,111) |
| Interest on Land | 14,422,128 @ | | 8.00% | | (1,153,770) |
| Residual Land Value | | | | | 12,341,420 |
| RLV analysis: | 61,707 £ per plot | 2,468,284 £ per ha (net) | 998,901 £ per acre (net) | | |
| | | 1,851,213 £ per ha (gross) | 749,176 £ per acre (gross) | | |
| | | | 19.13% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 5.00 ha (net) | | 12.36 acres (net) | |
| Net to Gross ratio | | 75% | | | |
| Site Area (gross) | | 6.67 ha (gross) | | 16.47 acres (gross) | |
| Density analysis: | | 3,677 sqm/ha (net) | | 16,016 sqft/ac (net) | |
| | | 30 dph (gross) | | | |
| Benchmark Land Value (net) | 16,988 £ per plot | 679,525 £ per ha (net) | 275,000 £ per acre (net) | | 3,397,625 |
| BLV analysis: | | 509,644 £ per ha (gross) | 206,250 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|---------------------------------|---------------------------------|--|------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 1,788,759 £ per ha (net) | 723,901 £ per acre (net) | | 8,943,795 |

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Scheme Typology: Higher Value Zone No Units: 200
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Greenfield
 Notes:

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 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 723,901 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | | 1,088,621 | 1,031,653 | 974,685 | 917,717 | 860,748 | 803,780 | 746,812 |
| | 10.00 | | 1,076,385 | 1,020,097 | 963,808 | 907,520 | 851,231 | 794,943 | 738,655 |
| | 20.00 | | 1,064,149 | 1,008,540 | 952,932 | 897,323 | 841,714 | 786,106 | 730,497 |
| | 30.00 | | 1,051,913 | 996,984 | 942,055 | 887,126 | 832,197 | 777,269 | 722,340 |
| | 40.00 | | 1,039,677 | 985,428 | 931,179 | 876,930 | 822,680 | 768,431 | 714,182 |
| | 50.00 | | 1,027,441 | 973,871 | 920,302 | 866,733 | 813,164 | 759,594 | 706,025 |
| | 60.00 | | 1,015,204 | 962,315 | 909,425 | 856,536 | 803,647 | 750,757 | 697,868 |
| | 70.00 | | 1,002,968 | 950,759 | 898,549 | 846,339 | 794,130 | 741,920 | 689,710 |
| | 80.00 | | 990,732 | 939,202 | 887,672 | 836,142 | 784,613 | 733,083 | 681,553 |
| | 90.00 | | 978,496 | 927,646 | 876,796 | 825,946 | 775,096 | 724,245 | 673,395 |
| | 100.00 | | 966,260 | 916,090 | 865,919 | 815,749 | 765,579 | 715,408 | 665,238 |
| | 110.00 | | 954,024 | 904,533 | 855,043 | 805,552 | 756,062 | 706,571 | 657,081 |
| | 120.00 | | 941,788 | 892,977 | 844,166 | 795,355 | 746,545 | 697,734 | 648,923 |
| | 130.00 | | 929,552 | 881,421 | 833,290 | 785,159 | 737,028 | 688,897 | 640,766 |
| | 140.00 | | 917,315 | 869,864 | 822,413 | 774,962 | 727,511 | 680,059 | 632,608 |
| | 150.00 | | 905,079 | 858,308 | 811,537 | 764,765 | 717,994 | 671,222 | 624,451 |
| | 160.00 | | 892,843 | 846,752 | 800,660 | 754,568 | 708,477 | 662,385 | 616,293 |
| | 170.00 | | 880,607 | 835,195 | 789,783 | 744,372 | 698,960 | 653,548 | 608,136 |
| | 180.00 | | 868,371 | 823,639 | 778,907 | 734,175 | 689,443 | 644,711 | 599,979 |
| | 190.00 | | 856,135 | 812,083 | 768,030 | 723,978 | 679,926 | 635,874 | 591,821 |
| 200.00 | | 843,899 | 800,526 | 757,154 | 713,781 | 670,409 | 627,036 | 583,664 | |
| 210.00 | | 831,663 | 788,970 | 746,277 | 703,585 | 660,892 | 618,199 | 575,506 | |
| 220.00 | | 819,427 | 777,414 | 735,401 | 693,388 | 651,375 | 609,362 | 567,349 | |
| 230.00 | | 807,190 | 765,857 | 724,524 | 683,191 | 641,858 | 600,525 | 559,192 | |
| 240.00 | | 794,954 | 754,301 | 713,648 | 672,994 | 632,341 | 591,688 | 551,034 | |
| 250.00 | | 782,718 | 742,745 | 702,771 | 662,797 | 622,824 | 582,850 | 542,877 | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|---------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 723,901 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | | 1,023,699 | 972,875 | 922,052 | 871,228 | 820,404 | 769,581 | 718,757 |
| | 2,000 | | 1,009,856 | 959,033 | 908,209 | 857,386 | 806,562 | 755,738 | 704,915 |
| | 3,000 | | 996,014 | 945,190 | 894,367 | 843,543 | 792,720 | 741,896 | 691,072 |
| | 4,000 | | 982,172 | 931,348 | 880,524 | 829,701 | 778,877 | 728,054 | 677,230 |
| | 5,000 | | 968,329 | 917,506 | 866,682 | 815,858 | 765,035 | 714,211 | 663,388 |
| | 6,000 | | 954,487 | 903,663 | 852,840 | 802,016 | 751,192 | 700,369 | 649,545 |
| | 7,000 | | 940,644 | 889,821 | 838,997 | 788,174 | 737,350 | 686,526 | 635,703 |
| | 8,000 | | 926,802 | 875,978 | 825,155 | 774,331 | 723,508 | 672,684 | 621,860 |
| | 9,000 | | 912,960 | 862,136 | 811,312 | 760,489 | 709,665 | 658,842 | 608,018 |
| | 10,000 | | 899,117 | 848,294 | 797,470 | 746,646 | 695,823 | 644,999 | 594,175 |
| | 11,000 | | 885,275 | 834,451 | 783,628 | 732,804 | 681,980 | 631,157 | 580,333 |
| | 12,000 | | 871,432 | 820,609 | 769,785 | 718,962 | 668,138 | 617,314 | 566,491 |
| | 13,000 | | 857,590 | 806,766 | 755,943 | 705,119 | 654,295 | 603,472 | 552,648 |
| | 14,000 | | 843,748 | 792,924 | 742,100 | 691,277 | 640,453 | 591,629 | 538,806 |
| | 15,000 | | 829,905 | 779,081 | 728,258 | 677,434 | 626,611 | 575,787 | 524,963 |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 723,901 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | | 1,215,315 | 1,151,308 | 1,087,302 | 1,023,295 | 959,288 | 895,281 | 831,275 |
| | 16.0% | | 1,167,856 | 1,106,486 | 1,045,116 | 983,746 | 922,375 | 861,005 | 799,635 |
| | 17.0% | | 1,120,397 | 1,061,663 | 1,002,930 | 944,196 | 885,463 | 826,729 | 767,996 |
| | 18.0% | | 1,072,937 | 1,016,840 | 960,744 | 904,647 | 848,550 | 792,453 | 736,356 |
| | 19.0% | | 1,025,478 | 972,018 | 918,558 | 865,097 | 811,637 | 758,177 | 704,717 |
| | 20.0% | | 978,019 | 927,195 | 876,372 | 825,548 | 774,724 | 723,901 | 673,077 |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 723,901 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 275,000 | 100,000 | | 1,153,019 | 1,102,195 | 1,051,372 | 1,000,548 | 949,724 | 898,901 | 848,077 |
| | 200,000 | | 1,053,019 | 1,002,195 | 951,372 | 900,548 | 849,724 | 798,901 | 748,077 |
| | 300,000 | | 953,019 | 902,195 | 851,372 | 800,548 | 749,724 | 698,901 | 648,077 |
| | 400,000 | | 853,019 | 802,195 | 751,372 | 700,548 | 649,724 | 598,901 | 548,077 |
| | 500,000 | | 753,019 | 702,195 | 651,372 | 600,548 | 549,724 | 498,901 | 448,077 |
| | 600,000 | | 653,019 | 602,195 | 551,372 | 500,548 | 449,724 | 398,901 | 348,077 |
| | 700,000 | | 553,019 | 502,195 | 451,372 | 400,548 | 349,724 | 298,901 | 248,077 |
| | 800,000 | | 453,019 | 402,195 | 351,372 | 300,548 | 249,724 | 198,901 | 148,077 |
| | 900,000 | | 353,019 | 302,195 | 251,372 | 200,548 | 149,724 | 98,901 | 48,077 |
| | 1,000,000 | | 253,019 | 202,195 | 151,372 | 100,548 | 49,724 | (1,099) | (51,923) |
| | 1,100,000 | | 153,019 | 102,195 | 51,372 | 548 | (50,276) | (101,099) | (151,923) |
| | 1,200,000 | | 53,019 | 2,195 | (48,628) | (99,452) | (150,276) | (201,099) | (251,923) |
| | 1,300,000 | | (46,981) | (97,805) | (148,628) | (199,452) | (250,276) | (301,099) | (351,923) |
| | 1,400,000 | | (146,981) | (197,805) | (248,628) | (299,452) | (350,276) | (401,099) | (451,923) |
| | 1,500,000 | | (246,981) | (297,805) | (348,628) | (399,452) | (450,276) | (501,099) | (551,923) |
| | 1,600,000 | | (346,981) | (397,805) | (448,628) | (499,452) | (550,276) | (601,099) | (651,923) |

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Scheme Typology: Higher Value Zone No Units: 200
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Greenfield
 Notes:

TABLE 5

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------------------------------------|-----------|-----------|-----------|---------|---------|---------|---------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| 723,901 | 0 | 1,129,690 | 1,078,867 | 1,028,043 | 977,220 | 926,396 | 875,572 | 824,749 |
| Net Zero | 2,000 | 1,099,356 | 1,048,532 | 997,709 | 946,885 | 896,062 | 845,238 | 794,414 |
| (£ per unit) | 4,000 | 1,069,022 | 1,018,198 | 967,375 | 916,551 | 865,727 | 814,904 | 764,080 |
| 10,000 | 6,000 | 1,038,687 | 987,864 | 937,040 | 886,217 | 835,393 | 784,569 | 733,746 |
| | 8,000 | 1,008,353 | 957,530 | 906,706 | 855,882 | 805,059 | 754,235 | 703,412 |
| | 10,000 | 978,019 | 927,195 | 876,372 | 825,548 | 774,724 | 723,901 | 673,077 |
| | 12,000 | 947,685 | 896,861 | 846,037 | 795,214 | 744,390 | 693,567 | 642,743 |
| | 14,000 | 917,350 | 866,527 | 815,703 | 764,879 | 714,056 | 663,232 | 612,409 |
| | 16,000 | 887,016 | 836,192 | 785,369 | 734,545 | 683,721 | 632,898 | 582,074 |
| | 18,000 | 856,682 | 805,858 | 755,034 | 704,211 | 653,387 | 602,564 | 551,740 |
| | 20,000 | 826,347 | 775,524 | 724,700 | 673,876 | 623,053 | 572,229 | 521,406 |
| | 22,000 | 796,013 | 745,189 | 694,366 | 643,542 | 592,719 | 541,895 | 491,071 |
| | 24,000 | 765,679 | 714,855 | 664,031 | 613,208 | 562,384 | 511,561 | 460,737 |
| | 26,000 | 735,344 | 684,521 | 633,697 | 582,874 | 532,050 | 481,226 | 430,403 |
| | 28,000 | 705,010 | 654,186 | 603,363 | 552,539 | 501,716 | 450,892 | 400,068 |
| | 30,000 | 674,676 | 623,852 | 573,029 | 522,205 | 471,381 | 420,558 | 369,734 |

TABLE 6

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| 723,901 | 70% | 1,611,971 | 1,561,147 | 1,510,324 | 1,459,500 | 1,408,676 | 1,357,853 | 1,307,029 |
| | 75% | 1,506,312 | 1,455,488 | 1,404,665 | 1,353,841 | 1,303,018 | 1,252,194 | 1,201,370 |
| | 80% | 1,400,653 | 1,349,830 | 1,299,006 | 1,248,183 | 1,197,359 | 1,146,535 | 1,095,712 |
| | 85% | 1,294,995 | 1,244,171 | 1,193,348 | 1,142,524 | 1,091,700 | 1,040,877 | 990,053 |
| | 90% | 1,189,336 | 1,138,513 | 1,087,689 | 1,036,865 | 986,042 | 935,218 | 884,395 |
| | 95% | 1,083,677 | 1,032,854 | 982,030 | 931,207 | 880,383 | 829,559 | 778,736 |
| | 100% | 978,019 | 927,195 | 876,372 | 825,548 | 774,724 | 723,901 | 673,077 |
| | 105% | 872,360 | 821,537 | 770,713 | 719,889 | 669,066 | 618,242 | 567,419 |
| | 110% | 766,702 | 715,878 | 665,054 | 614,231 | 563,407 | 512,584 | 461,760 |
| | 115% | 661,043 | 610,219 | 559,396 | 508,572 | 457,748 | 406,925 | 356,101 |
| | 120% | 555,384 | 504,561 | 453,737 | 402,913 | 352,090 | 301,266 | 250,443 |
| | 125% | 449,726 | 398,902 | 348,078 | 297,255 | 246,431 | 195,608 | 144,784 |

TABLE 7

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| 723,901 | 80% | 259,960 | 249,029 | 238,097 | 227,166 | 216,235 | 205,303 | 194,372 |
| | 82% | 331,766 | 316,846 | 301,925 | 287,004 | 272,084 | 257,163 | 242,242 |
| | 84% | 403,572 | 384,662 | 365,752 | 346,842 | 327,933 | 309,023 | 290,113 |
| | 86% | 475,378 | 452,479 | 429,580 | 406,681 | 383,782 | 360,882 | 337,983 |
| | 88% | 547,184 | 520,295 | 493,407 | 466,519 | 439,630 | 412,742 | 385,854 |
| | 90% | 618,990 | 588,112 | 557,235 | 526,357 | 495,479 | 464,602 | 433,724 |
| | 92% | 690,795 | 655,929 | 621,062 | 586,195 | 551,328 | 516,462 | 481,595 |
| | 94% | 762,601 | 723,745 | 684,889 | 646,033 | 607,177 | 568,321 | 529,466 |
| | 96% | 834,407 | 791,562 | 748,717 | 705,872 | 663,026 | 620,181 | 577,336 |
| | 98% | 906,213 | 859,379 | 812,544 | 765,710 | 718,875 | 672,041 | 625,207 |
| | 100% | 978,019 | 927,195 | 876,372 | 825,548 | 774,724 | 723,901 | 673,077 |
| | 102% | 1,049,825 | 995,012 | 940,199 | 885,386 | 830,573 | 775,761 | 720,948 |
| | 104% | 1,121,631 | 1,062,828 | 1,004,026 | 945,224 | 886,422 | 827,620 | 768,818 |
| | 106% | 1,193,436 | 1,130,645 | 1,067,854 | 1,005,063 | 942,271 | 879,480 | 816,689 |
| | 108% | 1,265,242 | 1,198,462 | 1,131,681 | 1,064,901 | 998,120 | 931,340 | 864,559 |
| | 110% | 1,337,048 | 1,266,278 | 1,195,509 | 1,124,739 | 1,053,969 | 983,200 | 912,430 |
| | 112% | 1,408,854 | 1,334,095 | 1,259,336 | 1,184,577 | 1,109,818 | 1,035,059 | 960,301 |
| | 114% | 1,480,660 | 1,401,912 | 1,323,164 | 1,244,415 | 1,165,667 | 1,086,919 | 1,008,171 |
| | 116% | 1,552,466 | 1,469,728 | 1,386,991 | 1,304,254 | 1,221,516 | 1,138,779 | 1,056,042 |
| | 118% | 1,624,271 | 1,537,545 | 1,450,818 | 1,364,092 | 1,277,365 | 1,190,639 | 1,103,912 |
| | 120% | 1,696,077 | 1,605,362 | 1,514,646 | 1,423,930 | 1,333,214 | 1,242,499 | 1,151,783 |

TABLE 8

| Balance (RLV - BLV £ per acre (n)) | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------------------------------------|-----------|-----------|-----------|-----------|-----------|---------|---------|
| | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| 723,901 | 5,000 | 984,942 | 937,580 | 890,218 | 842,855 | 795,493 | 748,131 | 700,769 |
| | 10,000 | 991,865 | 947,964 | 904,063 | 860,163 | 816,262 | 772,361 | 728,461 |
| | 15,000 | 998,788 | 958,349 | 917,909 | 877,470 | 837,031 | 796,592 | 756,153 |
| | 20,000 | 1,005,711 | 968,733 | 931,755 | 894,778 | 857,800 | 820,822 | 783,844 |
| | 25,000 | 1,012,634 | 979,117 | 945,601 | 912,085 | 878,569 | 845,052 | 811,536 |
| | 30,000 | 1,019,557 | 989,502 | 959,447 | 929,392 | 899,338 | 869,283 | 839,228 |
| | 35,000 | 1,026,480 | 999,886 | 973,293 | 946,700 | 920,106 | 893,513 | 866,920 |
| | 40,000 | 1,033,402 | 1,010,271 | 987,139 | 964,007 | 940,875 | 917,743 | 894,612 |
| | 45,000 | 1,040,325 | 1,020,655 | 1,000,985 | 981,314 | 961,644 | 941,974 | 922,303 |
| | 50,000 | 1,047,248 | 1,031,040 | 1,014,831 | 998,622 | 982,413 | 966,204 | 949,995 |
| | 55,000 | 1,054,171 | 1,041,424 | 1,028,677 | 1,015,929 | 1,003,182 | 990,434 | 977,687 |

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

240306_BCC Appraisal_HVGF_v0.2 - Summary Table

| Appraisal Ref: | 40 | 41 | 42 | 43 | 44 | 45 | 46 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Scheme Typology: | Higher Value Zone | Higher Value Zone | Higher Value Zone | Higher Value Zone | Higher Value Zone | Higher Value Zone | Higher Value Zone |
| No Units: | 8 | 15 | 30 | 45 | 75 | 125 | 200 |
| Location / Value Zone: | Higher Value | Higher Value | Higher Value | Higher Value | Higher Value | Higher Value | Higher Value |
| Greenfield/Brownfield: | Greenfield | Greenfield | Greenfield | Greenfield | Greenfield | Greenfield | Greenfield |
| Notes: | | | | | | | |
| Total GDV (£) | 3,288,000 | 5,215,111 | 10,430,222 | 15,645,333 | 24,188,953 | 40,314,922 | 64,503,875 |
| Policy Assumptions | | | | | | | |
| AH Target % (& mix): | 0% | 35% | 35% | 35% | 35% | 35% | 35% |
| Affordable Rent: | 60% | 60% | 60% | 60% | 60% | 60% | 60% |
| Social Rent: | 10% | 10% | 10% | 10% | 10% | 10% | 10% |
| First Homes: | 25% | 25% | 25% | 25% | 25% | 25% | 25% |
| Other Intermediate (LCHO/Sub-Market etc.): | 5% | 5% | 5% | 5% | 5% | 5% | 5% |
| CIL (£ psm) | 90.39 | 90.39 | 90.39 | 90.39 | 90.39 | 90.39 | 90.39 |
| CIL (£ per unit) | 9,276 | 6,030 | 6,030 | 6,030 | 5,771 | 5,771 | 5,771 |
| Site Specific S106 (£ per unit) | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 |
| Sub-total CIL+S106 (£ per unit) | 13,576 | 10,330 | 10,330 | 10,330 | 10,071 | 10,071 | 10,071 |
| Site Infrastructure (£ per unit) | - | - | - | - | - | - | - |
| Sub-total CIL+S106+Infrastructure (£ per unit) | 13,576 | 10,330 | 10,330 | 10,330 | 10,071 | 10,071 | 10,071 |
| Profit KPI's | - | - | - | - | - | - | - |
| Developers Profit (% on OMS) | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% |
| Developers Profit (% on AH) | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% |
| Developers Profit (% blended) | 20.00% | 16.76% | 16.76% | 16.76% | 16.75% | 16.75% | 16.75% |
| Developers Profit (% on costs) | 35.91% | 26.62% | 26.57% | 26.58% | 25.34% | 27.46% | 27.51% |
| Developers Profit Total (£) | 657,600 | 873,922 | 1,747,843 | 2,621,765 | 4,051,662 | 6,752,770 | 10,804,433 |
| Land Value KPI's | - | - | - | - | - | - | - |
| RLV (£/acre (net)) | 1,404,067 | 987,256 | 976,592 | 975,626 | 767,906 | 994,183 | 998,901 |
| RLV (£/ha (net)) | 3,469,450 | 2,439,508 | 2,413,160 | 2,410,771 | 1,897,495 | 2,456,627 | 2,468,284 |
| RLV (% of GDV) | 21.10% | 17.54% | 17.35% | 17.33% | 14.71% | 19.04% | 19.13% |
| RLV Total (£) | 693,890 | 914,816 | 1,809,870 | 2,712,118 | 3,557,804 | 7,676,959 | 12,341,420 |
| BLV (£/acre (net)) | 275,000 | 275,000 | 275,000 | 275,000 | 275,000 | 275,000 | 275,000 |
| BLV (£/ha (net)) | 679,525 | 679,525 | 679,525 | 679,525 | 679,525 | 679,525 | 679,525 |
| BLV Total (£) | 135,905 | 254,822 | 509,644 | 764,466 | 1,274,109 | 2,123,516 | 3,397,625 |
| Surplus/Deficit (£/acre) [RLV-BLV] | 1,129,067 | 712,256 | 701,592 | 700,626 | 492,906 | 719,183 | 723,901 |
| Surplus/Deficit (£/ha) | 2,789,925 | 1,759,983 | 1,733,635 | 1,731,246 | 1,217,970 | 1,777,102 | 1,788,759 |
| Surplus/Deficit Total (£) | 557,985 | 659,994 | 1,300,226 | 1,947,652 | 2,283,694 | 5,553,444 | 8,943,795 |
| Plan Viability comments | Viable | Viable | Viable | Viable | Viable | Viable | Viable |

240321_BCC Appraisal_STRATEGIC_v0.1

Appraisal Ref: **STRAT1** (see Typologies Matrix)
 Scheme Typology: **Lower Value Zone**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes: No Units: **450**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|---|---------------------------|-----------------------------|------------------------------------|---|---------------------|----------------|
| Total number of units in scheme | | 450 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % 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 | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 20.0% | 58.5 | 20.0% | 31.5 | 20% | 90.0 | | |
| 3 bed House | 40.0% | 117.0 | 40.0% | 63.0 | 40% | 180.0 | | |
| 4 bed House | 20.0% | 58.5 | 20.0% | 31.5 | 20% | 90.0 | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | 10.0% | 29.3 | 10.0% | 15.8 | 10% | 45.0 | | |
| 2 bed Flat | 10.0% | 29.3 | 10.0% | 15.8 | 10% | 45.0 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | | 100.0% | 292.5 | 100.0% | 157.5 | 100% | 450.0 | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | (sqft) | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | | 667 | | |
| 2 bed House | 79.0 | 850 | | 79.0 | | 850 | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | | 1,023 | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | | 1,292 | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | | 1,507 | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | | 886 | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | | 1,013 | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit | | (sqft) | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | | 667 | | |
| 2 bed House | 79.0 | 850 | | 79.0 | | 850 | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | | 1,023 | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | | 1,292 | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | | 1,507 | | |
| 1 bed Flat | 50.0 | 538 | 85.0% | 58.8 | | 633 | | |
| 2 bed Flat | 70.0 | 753 | 85.0% | 82.4 | | 886 | | |
| 3 bed Flat | 80.0 | 861 | 85.0% | 94.1 | | 1,013 | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | | (sqft) | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | | 0 | |
| 2 bed House | 4,622 | 49,745 | 2,489 | 26,786 | 7,110 | | 76,531 | |
| 3 bed House | 11,115 | 119,641 | 5,985 | 64,422 | 17,100 | | 184,063 | |
| 4 bed House | 7,020 | 75,563 | 3,780 | 40,688 | 10,800 | | 116,250 | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | | 0 | |
| 1 bed Flat | 1,721 | 18,520 | 926 | 9,972 | 2,647 | | 28,493 | |
| 2 bed Flat | 2,409 | 25,928 | 1,297 | 13,961 | 3,706 | | 39,890 | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | | 0 | |
| | 26,886 | 289,398 | 14,477 | 155,829 | 41,363 | | 445,227 | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 0 | 0 | 0 | 0 | | | | |
| 2 bed House | 180,000 | 2,278 | 212 | 16,200,000 | | | | |
| 3 bed House | 285,000 | 3,000 | 279 | 51,300,000 | | | | |
| 4 bed House | 375,000 | 3,125 | 290 | 33,750,000 | | | | |
| 5 bed House | 400,000 | 2,857 | 265 | 0 | | | | |
| 1 bed Flat | 115,000 | 2,300 | 214 | 5,175,000 | | | | |
| 2 bed Flat | 165,000 | 2,357 | 219 | 7,425,000 | | | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | | | | |
| | | | | 113,850,000 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 75% |
| 2 bed House | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 135,000 | 75% |
| 3 bed House | 156,750 | 55% | 128,250 | 45% | 199,500 | 70% | 213,750 | 75% |
| 4 bed House | 206,250 | 55% | 168,750 | 45% | 250,000 | 70% | 281,250 | 75% |
| 5 bed House | 220,000 | 55% | 180,000 | 45% | 250,000 | 70% | 300,000 | 75% |
| 1 bed Flat | 63,250 | 55% | 51,750 | 45% | 80,500 | 70% | 86,250 | 75% |
| 2 bed Flat | 90,750 | 55% | 74,250 | 45% | 115,500 | 70% | 123,750 | 75% |
| 3 bed Flat | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 75% |
| * capped @£250K | | | | | | | | |

240321_BCC Appraisal_STRATEGIC_v0.1

Scheme Typology: **Lower Value Zone** No Units: **450**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 58.5 | @ | 180,000 | 10,530,000 |
| 3 bed House | 117.0 | @ | 285,000 | 33,345,000 |
| 4 bed House | 58.5 | @ | 375,000 | 21,937,500 |
| 5 bed House | 0.0 | @ | 400,000 | - |
| 1 bed Flat | 29.3 | @ | 115,000 | 3,363,750 |
| 2 bed Flat | 29.3 | @ | 165,000 | 4,826,250 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 292.5 | | | 74,002,500 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 18.9 | @ | 99,000 | 1,871,100 |
| 3 bed House | 37.8 | @ | 156,750 | 5,925,150 |
| 4 bed House | 18.9 | @ | 206,250 | 3,898,125 |
| 5 bed House | 0.0 | @ | 220,000 | - |
| 1 bed Flat | 9.5 | @ | 63,250 | 597,713 |
| 2 bed Flat | 9.5 | @ | 90,750 | 857,588 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 94.5 | | | 13,149,675 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 3.2 | @ | 81,000 | 255,150 |
| 3 bed House | 6.3 | @ | 128,250 | 807,975 |
| 4 bed House | 3.2 | @ | 168,750 | 531,563 |
| 5 bed House | 0.0 | @ | 180,000 | - |
| 1 bed Flat | 1.6 | @ | 51,750 | 81,506 |
| 2 bed Flat | 1.6 | @ | 74,250 | 116,944 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 15.8 | | | 1,793,138 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 7.9 | @ | 126,000 | 992,250 |
| 3 bed House | 15.8 | @ | 199,500 | 3,142,125 |
| 4 bed House | 7.9 | @ | 250,000 | 1,968,750 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 3.9 | @ | 80,500 | 316,969 |
| 2 bed Flat | 3.9 | @ | 115,500 | 454,781 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 39.4 | | | 6,874,875 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 1.6 | @ | 135,000 | 212,625 |
| 3 bed House | 3.2 | @ | 213,750 | 673,313 |
| 4 bed House | 1.6 | @ | 281,250 | 442,969 |
| 5 bed House | 0.0 | @ | 300,000 | - |
| 1 bed Flat | 0.8 | @ | 86,250 | 67,922 |
| 2 bed Flat | 0.8 | @ | 123,750 | 97,453 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 7.9 | 157.5 | | 1,494,281 |
| Sub-total GDV Residential | | | | |
| | 450 | | | 97,314,469 |
| AH on-site cost analysis: | | | | |
| | 400 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 16,535,531 |
| | | | 36,746 £ per unit (total units) | |
| Grant | | | | |
| | 158 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 97,314,469 |

240321_BCC Appraisal_STRATEGIC_v0.1

Scheme Typology: **Lower Value Zone** No Units: **450**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|----------------|---|----------------------|---------------------------------|---------------------------------|--------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (78,059) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (230,000) |
| CIL (Mrkt only + garages) | | | | | | - |
| | | 28,729 sqm | | 0.00 £ psm | | |
| | | 0.00% % of GDV | | 0 £ per unit (total units) | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 450 units @ | | 15,000 per unit | | (6,750,000) |
| | | Sub-total | | | | (6,750,000) |
| | | S106 analysis: | 600,000 £ per ha | 6.94% % of GDV | 15,000 £ per unit (total units) | |
| AH Commuted Sum | | | | | | - |
| | | Comm. Sum analysis: | 41,363 sqm (total) | 0.00% % of GDV | 0 £ psm | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | - |
| | | 11.25 ha @ | | 0 £ per ha (if brownfield) | | |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 450 units @ | | 0 per unit | | - |
| | | Sub-total | | | | - |
| | | Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | |
| 1 bed House | | - sqm @ | | 1,260 psm | | - |
| 2 bed House | | 7,110 sqm @ | | 1,260 psm | | (8,958,600) |
| 3 bed House | | 17,100 sqm @ | | 1,260 psm | | (21,546,000) |
| 4 bed House | | 10,800 sqm @ | | 1,260 psm | | (13,608,000) |
| 5 bed House | | - sqm @ | | 1,260 psm | | - |
| 1 bed Flat | | 2,647 sqm @ | | 1,638 psm | | (4,335,882) |
| 2 bed Flat | | 3,706 sqm @ | | 1,638 psm | | (6,070,235) |
| 3 bed Flat | | - sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | 117 | 50% units @ | | 18 sqm @ | 600 psm | (631,800) |
| Garages for 4B House (Mrkt only) | 59 | 75% units @ | | 18 sqm @ | 600 psm | (473,850) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | | 18 sqm @ | 600 psm | - |
| | | 1,843 | | | | |
| External works & Infrastructure | | | | | | (11,124,874) |
| | | Ext. Works analysis: | 55,624,368 @ | 20.0% | 24,722 £ per unit (total units) | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (451,350) |
| M4(2) Category 2 Housing | Aff units | 158 units @ | 450 units @ | 90% @ | 521 £ per unit | (73,852) |
| M4(2) Category 2 Housing | OMS units | 293 units @ | | 90% @ | 521 £ per unit | (137,153) |
| M4(3) Category 3 Housing | Aff units | 158 units @ | | 10% @ | 10,111 £ per unit | (159,248) |
| M4(3) Category 3 Housing | OMS units | 293 units @ | | 10% @ | 10,111 £ per unit | (295,747) |
| Net Zero Cost | | | | | | (4,500,000) |
| Urban Greening | No. of storeys | 2.4 equals | 17,235 sqm footprint | 100 £ sqm | | (1,723,456) |
| EV Charging Points - Houses | | 360 units @ | | 1,000 £ per unit | | (360,000) |
| EV Charging Points - Flats | | 90 units @ | 4 flats per charger | 2,500 £ per 4 units | | (56,250) |
| | | 2 units @ | | 0 £ per unit | | - |
| | | Sub-total | | | | (7,757,056) |
| | | Policy Costs analysis: (design costs only) | | 17,238 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | (2,235,189) |
| | | 74,506,297 @ | | 3.0% | | |

240321_BCC Appraisal_STRATEGIC_v0.1

Scheme Typology: **Lower Value Zone** No Units: **450**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | | |
|--|------------------|------------------|---------------------------|------------------------------------|----------------------|
| Professional Fees | 74,506,297 @ | | 6.5% | | (4,842,909) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 74,002,500 OMS @ | | 3.00% | 4,934 £ per unit | (2,220,075) |
| Residential Sales Agent Costs | 74,002,500 OMS @ | | 1.00% | 1,645 £ per unit | (740,025) |
| Residential Sales Legal Costs | 74,002,500 OMS @ | | 0.35% | 576 £ per unit | (259,009) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 7,131 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | | 8.00% APR | | 0.643% pcm | (3,448,793) |
| Developers Profit - | | | | | |
| Profit on OMS | 74,002,500 | | 20.00% | | (14,800,500) |
| Margin on AH | 23,311,969 | | 6.00% on AH values | | (1,398,718) |
| Profit analysis: | | | | 16.65% blended GDV | (16,199,218) |
| | 97,314,469 | | | 17.00% on costs | (16,199,218) |
| | 95,300,356 | | | | |
| TOTAL COSTS | | | | | (111,499,574) |

| | | | | | |
|----------------------------------|----------------------------|-----------------------------------|-------------------------------------|--|---------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | (14,185,106) |
| SDLT | - @ | | HMRC formula | | - |
| Acquisition Agent fees | - @ | | 1.0% | | - |
| Acquisition Legal fees | - @ | | 0.5% | | - |
| Interest on Land | - @ | | 8.00% | | - |
| Residual Land Value | | | | | (14,185,106) |
| RLV analysis: | (31,522) £ per plot | (1,260,898) £ per ha (net) | (510,279) £ per acre (net) | | |
| | | (630,449) £ per ha (gross) | (255,139) £ per acre (gross) | | |
| | | | -14.58% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 11.25 ha (net) | | 27.80 acres (net) | |
| Net to Gross ratio | | 50% | | | |
| Site Area (gross) | | 22.50 ha (gross) | | 55.60 acres (gross) | |
| Density analysis: | | 3,677 sqm/ha (net) | | 16,016 sqft/ac (net) | |
| | | 20 dph (gross) | | | |
| Benchmark Land Value (net) | 15,444 £ per plot | 617,750 £ per ha (net) | 250,000 £ per acre (net) | | 6,949,688 |
| BLV analysis: | | 308,875 £ per ha (gross) | 125,000 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|-----------------------------------|-----------------------------------|--|---------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (1,878,648) £ per ha (net) | (760,279) £ per acre (net) | | (21,134,793) |

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Scheme Typology: **Lower Value Zone** No Units: **450**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Greenfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| CIL £ psm | 0.00 | (760,279) | (529,359) | (572,820) | (617,271) | (662,991) | (710,433) | (760,279) | (886,516) |
| | 10.00 | | (545,106) | (587,887) | (631,662) | (676,759) | (723,627) | (772,977) | (959,571) |
| | 20.00 | | (560,899) | (602,993) | (646,110) | (690,584) | (736,891) | (785,757) | (1,032,625) |
| | 30.00 | | (576,722) | (618,138) | (660,617) | (704,474) | (750,227) | (798,623) | (1,105,679) |
| | 40.00 | | (592,605) | (633,344) | (675,176) | (718,433) | (763,639) | (811,578) | (1,178,733) |
| | 50.00 | | (608,532) | (648,604) | (689,791) | (732,457) | (777,132) | (824,636) | (1,251,788) |
| | 60.00 | | (624,499) | (663,913) | (704,466) | (746,552) | (790,708) | (863,037) | (1,324,842) |
| | 70.00 | | (640,525) | (679,275) | (719,206) | (760,721) | (804,374) | (842,179) | (1,397,896) |
| | 80.00 | | (656,611) | (694,700) | (734,022) | (774,969) | (818,131) | (1,021,321) | (1,470,950) |
| | 90.00 | | (672,748) | (710,197) | (748,908) | (789,298) | (831,985) | (1,100,464) | (1,544,004) |
| | 100.00 | | (688,939) | (725,757) | (763,868) | (803,715) | (845,939) | (1,179,606) | (1,617,059) |
| | 110.00 | | (705,193) | (741,386) | (778,908) | (818,222) | (860,017) | (1,258,748) | (1,690,113) |
| | 120.00 | | (721,524) | (757,087) | (794,030) | (832,831) | (912,612) | (1,337,890) | (1,763,167) |
| | 130.00 | | (737,922) | (772,867) | (809,240) | (847,548) | (997,842) | (1,417,032) | (1,836,221) |
| | 140.00 | | (754,391) | (788,728) | (824,542) | (862,371) | (1,083,072) | (1,496,174) | (1,909,276) |
| | 150.00 | | (770,936) | (804,676) | (839,950) | (877,306) | (1,168,302) | (1,575,316) | (1,982,330) |
| | 160.00 | | (787,561) | (820,715) | (855,464) | (892,367) | (1,253,532) | (1,654,458) | (2,055,384) |
| | 170.00 | | (804,273) | (836,850) | (871,086) | (943,924) | (1,338,762) | (1,733,600) | (2,128,438) |
| | 180.00 | | (821,075) | (853,087) | (886,822) | (1,035,242) | (1,423,992) | (1,812,742) | (2,201,492) |
| | 190.00 | | (837,972) | (869,429) | (902,685) | (1,126,560) | (1,509,222) | (1,891,884) | (2,274,547) |
| 200.00 | | (854,970) | (885,894) | (918,689) | (1,217,877) | (1,594,452) | (1,971,026) | (2,347,601) | |
| 210.00 | | (872,073) | (902,483) | (938,712) | (1,309,195) | (1,679,682) | (2,050,169) | (2,420,655) | |
| 220.00 | | (889,292) | (919,196) | (1,036,114) | (1,400,513) | (1,764,912) | (2,129,311) | (2,493,709) | |
| 230.00 | | (906,641) | (936,048) | (1,133,520) | (1,491,831) | (1,850,142) | (2,208,453) | (2,566,764) | |
| 240.00 | | (924,115) | (953,055) | (1,230,925) | (1,583,149) | (1,935,372) | (2,287,595) | (2,639,818) | |
| 250.00 | | (941,718) | (982,196) | (1,328,331) | (1,674,466) | (2,020,602) | (2,366,737) | (2,712,872) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Site Specific S106 | 2,000 | (760,279) | (301,635) | (343,018) | (384,863) | (427,293) | (470,457) | (514,589) | (559,973) |
| | 4,000 | | (336,276) | (377,897) | (420,029) | (462,834) | (506,459) | (551,170) | (597,328) |
| | 6,000 | | (371,040) | (412,922) | (455,394) | (498,587) | (542,732) | (588,110) | (635,167) |
| | 8,000 | | (405,939) | (448,116) | (490,947) | (534,595) | (579,314) | (625,452) | (673,543) |
| | 10,000 | | (440,984) | (483,496) | (526,717) | (570,876) | (616,247) | (663,257) | (712,556) |
| | 12,000 | | (476,205) | (519,060) | (562,731) | (607,458) | (653,576) | (701,590) | (752,310) |
| | 14,000 | | (511,598) | (554,847) | (599,019) | (644,385) | (691,347) | (740,539) | (792,930) |
| | 16,000 | | (547,173) | (590,868) | (635,602) | (681,699) | (729,648) | (780,201) | (1,010,483) |
| | 18,000 | | (582,977) | (627,162) | (672,522) | (719,446) | (768,537) | (820,700) | (1,258,416) |
| | 20,000 | | (619,004) | (663,745) | (709,823) | (757,707) | (808,111) | (1,008,018) | (1,506,349) |
| | 22,000 | | (655,306) | (700,659) | (747,549) | (796,535) | (848,490) | (1,255,951) | (1,754,282) |
| | 24,000 | | (691,889) | (737,946) | (785,766) | (836,031) | (1,005,552) | (1,503,884) | (2,002,216) |
| | 26,000 | | (728,796) | (775,652) | (824,535) | (876,300) | (1,253,485) | (1,751,817) | (2,250,149) |
| | 28,000 | | (766,070) | (813,825) | (863,954) | (1,003,087) | (1,501,419) | (1,999,750) | (2,498,082) |
| | 30,000 | | (803,755) | (852,555) | (904,126) | (1,251,020) | (1,749,352) | (2,247,683) | (2,746,015) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Profit | 15.0% | (760,279) | (345,062) | (398,760) | (453,450) | (509,409) | (567,090) | (627,175) | (763,651) |
| | 16.0% | | (381,921) | (433,572) | (486,214) | (540,125) | (595,758) | (653,795) | (788,224) |
| | 17.0% | | (418,781) | (468,384) | (518,979) | (570,842) | (624,427) | (680,416) | (812,797) |
| | 18.0% | | (455,640) | (503,196) | (551,743) | (601,558) | (653,096) | (707,037) | (837,370) |
| | 19.0% | | (492,500) | (538,008) | (584,507) | (632,274) | (681,764) | (733,658) | (861,943) |
| | 20.0% | | (529,359) | (572,820) | (617,271) | (662,991) | (710,433) | (760,279) | (886,516) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| BLV (£ per acre) | 100,000 | (760,279) | (379,359) | (422,820) | (467,271) | (512,991) | (560,433) | (610,279) | (736,516) |
| | 200,000 | | (479,359) | (522,820) | (567,271) | (612,991) | (660,433) | (710,279) | (836,516) |
| | 300,000 | | (579,359) | (622,820) | (667,271) | (712,991) | (760,433) | (810,279) | (936,516) |
| | 400,000 | | (679,359) | (722,820) | (767,271) | (812,991) | (860,433) | (910,279) | (1,036,516) |
| | 500,000 | | (779,359) | (822,820) | (867,271) | (912,991) | (960,433) | (1,010,279) | (1,136,516) |
| | 600,000 | | (879,359) | (922,820) | (967,271) | (1,012,991) | (1,060,433) | (1,110,279) | (1,236,516) |
| | 700,000 | | (979,359) | (1,022,820) | (1,067,271) | (1,112,991) | (1,160,433) | (1,210,279) | (1,336,516) |
| | 800,000 | | (1,079,359) | (1,122,820) | (1,167,271) | (1,212,991) | (1,260,433) | (1,310,279) | (1,436,516) |
| | 900,000 | | (1,179,359) | (1,222,820) | (1,267,271) | (1,312,991) | (1,360,433) | (1,410,279) | (1,536,516) |
| | 1,000,000 | | (1,279,359) | (1,322,820) | (1,367,271) | (1,412,991) | (1,460,433) | (1,510,279) | (1,636,516) |
| | 1,100,000 | | (1,379,359) | (1,422,820) | (1,467,271) | (1,512,991) | (1,560,433) | (1,610,279) | (1,736,516) |
| | 1,200,000 | | (1,479,359) | (1,522,820) | (1,567,271) | (1,612,991) | (1,660,433) | (1,710,279) | (1,836,516) |
| | 1,300,000 | | (1,579,359) | (1,622,820) | (1,667,271) | (1,712,991) | (1,760,433) | (1,810,279) | (1,936,516) |
| | 1,400,000 | | (1,679,359) | (1,722,820) | (1,767,271) | (1,812,991) | (1,860,433) | (1,910,279) | (2,036,516) |
| | 1,500,000 | | (1,779,359) | (1,822,820) | (1,867,271) | (1,912,991) | (1,960,433) | (2,010,279) | (2,136,516) |
| | 1,600,000 | | (1,879,359) | (1,922,820) | (1,967,271) | (2,012,991) | (2,060,433) | (2,110,279) | (2,236,516) |

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Scheme Typology: Lower Value Zone No Units: 450
 Site Typology: Location / Value Zone: Lower Value Greenfield/Brownfield: Greenfield
 Notes:

| TABLE 5 | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (760,279) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 0 | | (336,114) | (377,701) | (419,799) | (462,558) | (506,138) | (550,797) | (596,909) |
| Net Zero | 2,000 | | (374,377) | (416,258) | (458,733) | (501,935) | (546,097) | (591,506) | (638,619) |
| (£ per unit) | 4,000 | | (412,808) | (455,036) | (497,907) | (541,622) | (586,445) | (632,716) | (681,008) |
| 10,000 | 6,000 | | (451,451) | (494,036) | (537,375) | (581,665) | (627,231) | (674,512) | (724,196) |
| | 8,000 | | (490,290) | (533,293) | (577,148) | (622,103) | (668,544) | (716,993) | (768,332) |
| | 10,000 | | (529,359) | (572,820) | (617,271) | (662,991) | (710,433) | (760,279) | (816,516) |
| | 12,000 | | (568,688) | (612,674) | (657,789) | (704,373) | (753,002) | (804,497) | (859,888) |
| | 14,000 | | (608,303) | (652,879) | (698,750) | (746,356) | (796,361) | (849,928) | (906,260) |
| | 16,000 | | (648,229) | (693,476) | (740,231) | (789,010) | (840,662) | (895,300) | (953,831) |
| | 18,000 | | (688,510) | (734,530) | (782,286) | (832,451) | (883,340) | (937,171) | (994,053) |
| | 20,000 | | (729,193) | (776,092) | (825,025) | (876,828) | (930,712) | (986,807) | (1,046,212) |
| | 22,000 | | (770,325) | (818,240) | (868,556) | (921,752) | (978,153) | (1,037,958) | (1,098,275) |
| | 24,000 | | (811,960) | (861,059) | (912,995) | (967,813) | (1,026,655) | (1,089,842) | (1,151,594) |
| | 26,000 | | (854,193) | (904,661) | (958,163) | (1,016,495) | (1,078,827) | (1,144,758) | (1,214,290) |
| | 28,000 | | (897,094) | (949,178) | (1,005,535) | (1,067,867) | (1,134,798) | (1,206,830) | (1,283,161) |
| | 30,000 | | (940,766) | (1,028,575) | (1,086,907) | (1,150,238) | (1,219,169) | (1,293,200) | (1,372,931) |

| TABLE 6 | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (760,279) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 70% | | 212,587 | 179,089 | 145,521 | 111,864 | 78,093 | 44,200 | 10,151 |
| | 75% | | 98,293 | 64,559 | 30,717 | (3,252) | (37,370) | (71,670) | (106,199) |
| Build Cost | 80% | | (16,677) | (50,725) | (84,933) | (119,321) | (153,930) | (188,812) | (224,033) |
| 100% | 85% | | (132,520) | (166,997) | (201,699) | (236,678) | (276,162) | (317,956) | (360,365) |
| (105% = 5% increase) | 90% | | (249,862) | (290,855) | (332,269) | (374,161) | (416,689) | (459,990) | (504,312) |
| | 95% | | (388,403) | (430,409) | (473,014) | (516,403) | (560,791) | (606,504) | (654,024) |
| | 100% | | (529,359) | (572,820) | (617,271) | (662,991) | (710,433) | (760,279) | (816,516) |
| | 105% | | (673,750) | (719,477) | (766,842) | (816,478) | (868,445) | (923,176) | (979,958) |
| | 110% | | (823,270) | (872,711) | (925,139) | (981,370) | (1,039,906) | (1,101,368) | (1,166,260) |
| | 115% | | (981,020) | (1,037,633) | (1,097,965) | (1,161,828) | (1,228,828) | (1,299,599) | (1,374,821) |
| | 120% | | (1,870,893) | (2,369,225) | (2,867,556) | (3,365,888) | (3,864,219) | (4,362,551) | (4,860,883) |
| | 125% | | (2,864,485) | (3,362,816) | (3,861,148) | (4,359,479) | (4,857,811) | (5,356,142) | (5,854,474) |

| TABLE 7 | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (760,279) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 80% | | (2,967,341) | (3,183,961) | (3,400,581) | (3,617,200) | (3,833,820) | (4,050,440) | (4,267,059) |
| | 82% | | (2,460,260) | (2,705,051) | (2,949,841) | (3,194,632) | (3,439,423) | (3,684,214) | (3,929,005) |
| Market Values | 84% | | (1,953,178) | (2,226,140) | (2,499,102) | (2,772,064) | (3,045,027) | (3,317,989) | (3,590,951) |
| 100% | 86% | | (1,446,097) | (1,747,230) | (2,048,363) | (2,349,497) | (2,650,630) | (2,951,763) | (3,252,896) |
| (105% = 5% increase) | 88% | | (939,015) | (1,268,320) | (1,597,624) | (1,926,929) | (2,256,233) | (2,585,538) | (2,914,842) |
| | 90% | | (847,193) | (880,190) | (1,146,885) | (1,504,361) | (1,861,837) | (2,219,312) | (2,576,788) |
| | 92% | | (780,164) | (814,667) | (851,039) | (1,081,793) | (1,467,440) | (1,853,087) | (2,238,733) |
| | 94% | | (715,393) | (751,794) | (789,739) | (829,781) | (1,073,043) | (1,486,861) | (1,900,679) |
| | 96% | | (652,253) | (690,833) | (730,711) | (772,336) | (816,358) | (1,120,636) | (1,562,625) |
| | 98% | | (590,326) | (631,287) | (673,359) | (716,915) | (762,471) | (810,872) | (1,224,571) |
| | 100% | | (529,359) | (572,820) | (617,271) | (662,991) | (710,433) | (760,279) | (816,516) |
| | 102% | | (469,126) | (515,210) | (562,153) | (610,210) | (659,784) | (711,411) | (766,020) |
| | 104% | | (409,488) | (458,253) | (507,801) | (558,345) | (610,212) | (663,888) | (720,140) |
| | 106% | | (350,325) | (401,846) | (454,083) | (507,202) | (561,503) | (617,403) | (675,569) |
| | 108% | | (291,563) | (345,897) | (400,866) | (456,642) | (513,476) | (571,746) | (632,029) |
| | 110% | | (235,204) | (290,313) | (348,060) | (406,563) | (466,023) | (526,780) | (589,328) |
| | 112% | | (185,486) | (236,824) | (295,618) | (356,881) | (419,030) | (482,353) | (547,305) |
| | 114% | | (135,965) | (189,783) | (244,105) | (307,537) | (372,421) | (438,393) | (505,840) |
| | 116% | | (86,619) | (142,947) | (199,667) | (258,486) | (326,158) | (394,825) | (464,843) |
| | 118% | | (37,427) | (96,272) | (155,480) | (215,151) | (280,162) | (351,577) | (424,244) |
| | 120% | | 11,630 | (49,739) | (111,453) | (173,599) | (236,307) | (308,623) | (383,977) |

| TABLE 8 | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | (760,279) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 5,000 | | (520,453) | (559,316) | (598,989) | (639,708) | (681,827) | (725,821) | (772,473) |
| | 10,000 | | (511,568) | (545,828) | (580,781) | (616,580) | (653,495) | (691,874) | (732,256) |
| Grant (£ per unit) | 15,000 | | (502,682) | (532,388) | (562,641) | (593,592) | (625,407) | (658,367) | (692,838) |
| - | 20,000 | | (493,811) | (518,968) | (544,564) | (570,728) | (597,564) | (625,265) | (654,090) |
| | 25,000 | | (484,962) | (505,585) | (526,565) | (547,981) | (569,913) | (592,509) | (615,926) |
| | 30,000 | | (476,113) | (492,228) | (508,623) | (525,345) | (542,467) | (560,062) | (578,270) |
| | 35,000 | | (467,272) | (478,900) | (490,733) | (502,813) | (515,182) | (527,906) | (541,056) |
| | 40,000 | | (458,458) | (465,598) | (472,888) | (480,379) | (488,061) | (496,002) | (504,227) |
| | 45,000 | | (449,644) | (452,324) | (455,117) | (458,036) | (461,095) | (464,313) | (467,742) |
| | 50,000 | | (440,830) | (439,073) | (437,385) | (435,777) | (434,261) | (432,850) | (431,558) |
| | 55,000 | | (432,047) | (425,852) | (419,688) | (413,597) | (407,552) | (401,564) | (395,645) |

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: **STRAT2** (see Typologies Matrix)
 Scheme Typology: **Medium Value Zone**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes: No Units: **450**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|----------------------------------|---------|---|---------|--|------------|--|-------------|
| Total number of units in scheme | | | | 450 Units | | | |
| AH Policy requirement (% Target) | | | | 35% | | | |
| Open Market Sale (OMS) housing | | | | 65% | | | |
| AH tenure split % | | Open Market Sale (OMS) | | Affordable Rent: | | 60.0% | |
| | | | | Social Rent: | | 10.0% 70.0% % Rented | |
| | | | | First Homes: | | 25.0% | |
| | | | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% 10.5% % of total (>10% First Homes PPG 023) | |
| | | | | 100.0% 100.0% | | | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | |
| Unit mix - | | OMS Unit mix% | | MV # units | | AH mix% | |
| | | | | | | AH # units | |
| | | | | | | Overall mix% | |
| | | | | | | Total # units | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0.0% | 0.0 | 0.0 |
| 2 bed House | 20.0% | 58.5 | 20.0% | 31.5 | 20% | 90.0 | |
| 3 bed House | 40.0% | 117.0 | 40.0% | 63.0 | 40% | 180.0 | |
| 4 bed House | 20.0% | 58.5 | 20.0% | 31.5 | 20% | 90.0 | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | |
| 1 bed Flat | 10.0% | 29.3 | 10.0% | 15.8 | 10% | 45.0 | |
| 2 bed Flat | 10.0% | 29.3 | 10.0% | 15.8 | 10% | 45.0 | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | |
| Total number of units | | 100.0% 292.5 | | 100.0% 157.5 | | 100% 450.0 | |
| OMS Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) (sqft) | | % | | (sqm) (sqft) | |
| 1 bed House | 62.0 | 667 | | | 62.0 | 667 | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | |
| AH Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) (sqft) | | % | | (sqm) (sqft) | |
| 1 bed House | 62.0 | 667 | | | 62.0 | 667 | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | 50.0 | 538 | 85.0% | | 58.8 | 633 | |
| 2 bed Flat | 70.0 | 753 | 85.0% | | 82.4 | 886 | |
| 3 bed Flat | 80.0 | 861 | 85.0% | | 94.1 | 1,013 | |
| Total Gross Floor areas - | | OMS Units GIA | | AH units GIA | | Total GIA (all units) | |
| | | (sqm) (sqft) | | (sqm) (sqft) | | (sqm) (sqft) | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 2 bed House | 4,622 | 49,745 | 2,489 | 26,786 | 7,110 | 76,531 | |
| 3 bed House | 11,115 | 119,641 | 5,985 | 64,422 | 17,100 | 184,063 | |
| 4 bed House | 7,020 | 75,563 | 3,780 | 40,688 | 10,800 | 116,250 | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 1 bed Flat | 1,721 | 18,520 | 926 | 9,972 | 2,647 | 28,493 | |
| 2 bed Flat | 2,409 | 25,928 | 1,297 | 13,961 | 3,706 | 39,890 | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | |
| | | 26,886 289,398 | | 14,477 155,829 | | 41,363 445,227 | |
| AH % by floor area: | | 35.00% AH % by floor area (difference due to mix) | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | | £ psm | | £ psf | |
| | | | | | | total MV £ (no AH) | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 2 bed House | 250,000 | 3,165 | 294 | | 22,500,000 | | |
| 3 bed House | 365,000 | 3,842 | 357 | | 65,700,000 | | |
| 4 bed House | 425,000 | 3,542 | 329 | | 38,250,000 | | |
| 5 bed House | 475,000 | 3,393 | 315 | | 0 | | |
| 1 bed Flat | 150,000 | 3,000 | 279 | | 6,750,000 | | |
| 2 bed Flat | 200,000 | 2,857 | 265 | | 9,000,000 | | |
| 3 bed Flat | 0 | 0 | 0 | | 0 | | |
| | | 142,200,000 | | | | | |
| Affordable Housing values (£) - | | Aff. Rent £ | | % of MV | | Social Rent £ | |
| | | | | | | % of MV | |
| | | | | | | First Homes £* | |
| | | | | | | % of MV | |
| | | | | | | Other Int. £ | |
| | | | | | | % of MV | |
| 1 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 75% |
| 2 bed House | 137,500 | 55% | 112,500 | 45% | 175,000 | 70% | 187,500 75% |
| 3 bed House | 200,750 | 55% | 164,250 | 45% | 250,000 | 70% | 273,750 75% |
| 4 bed House | 233,750 | 55% | 191,250 | 45% | 250,000 | 70% | 318,750 75% |
| 5 bed House | 261,250 | 55% | 213,750 | 45% | 250,000 | 70% | 356,250 75% |
| 1 bed Flat | 82,500 | 55% | 67,500 | 45% | 105,000 | 70% | 112,500 75% |
| 2 bed Flat | 110,000 | 55% | 90,000 | 45% | 140,000 | 70% | 150,000 75% |
| 3 bed Flat | 0 | 55% | 0 | 45% | 0 | 70% | 0 75% |

* capped @£250K

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Scheme Typology: **Medium Value Zone** No Units: **450**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------------------------------|-------------------|--|--------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 58.5 | @ | 250,000 | 14,625,000 |
| 3 bed House | 117.0 | @ | 365,000 | 42,705,000 |
| 4 bed House | 58.5 | @ | 425,000 | 24,862,500 |
| 5 bed House | 0.0 | @ | 475,000 | - |
| 1 bed Flat | 29.3 | @ | 150,000 | 4,387,500 |
| 2 bed Flat | 29.3 | @ | 200,000 | 5,850,000 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 292.5 | | | 92,430,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 18.9 | @ | 137,500 | 2,598,750 |
| 3 bed House | 37.8 | @ | 200,750 | 7,588,350 |
| 4 bed House | 18.9 | @ | 233,750 | 4,417,875 |
| 5 bed House | 0.0 | @ | 261,250 | - |
| 1 bed Flat | 9.5 | @ | 82,500 | 779,625 |
| 2 bed Flat | 9.5 | @ | 110,000 | 1,039,500 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 94.5 | | | 16,424,100 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 3.2 | @ | 112,500 | 354,375 |
| 3 bed House | 6.3 | @ | 164,250 | 1,034,775 |
| 4 bed House | 3.2 | @ | 191,250 | 602,438 |
| 5 bed House | 0.0 | @ | 213,750 | - |
| 1 bed Flat | 1.6 | @ | 67,500 | 106,313 |
| 2 bed Flat | 1.6 | @ | 90,000 | 141,750 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 15.8 | | | 2,239,650 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 7.9 | @ | 175,000 | 1,378,125 |
| 3 bed House | 15.8 | @ | 250,000 | 3,937,500 |
| 4 bed House | 7.9 | @ | 250,000 | 1,968,750 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 3.9 | @ | 105,000 | 413,438 |
| 2 bed Flat | 3.9 | @ | 140,000 | 551,250 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 39.4 | | | 8,249,063 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 1.6 | @ | 187,500 | 295,313 |
| 3 bed House | 3.2 | @ | 273,750 | 862,313 |
| 4 bed House | 1.6 | @ | 318,750 | 502,031 |
| 5 bed House | 0.0 | @ | 356,250 | - |
| 1 bed Flat | 0.8 | @ | 112,500 | 88,594 |
| 2 bed Flat | 0.8 | @ | 150,000 | 118,125 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 7.9 | 157.5 | | 1,866,375 |
| Sub-total GDV Residential | | | | |
| | 450 | | | 121,209,188 |
| AH on-site cost analysis: | | | | |
| | 507 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 20,990,813 |
| | | | 46,646 £ per unit (total units) | |
| Grant | | | | |
| | 158 | AH units @ | 0 | per unit |
| Total GDV | | | | |
| | | | | 121,209,188 |

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Scheme Typology: **Medium Value Zone** No Units: **450**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | |
|---|---|-------------------------|-----------------------|--|--------------|
| Initial Payments - | | | | | |
| Statutory Planning Fees (Residential) | | | | | (78,059) |
| Planning Application Professional Fees, Surveys and reports | | | | | (230,000) |
| CIL (Mrkt only + garages) | | 28,729 sqm | | 90.39 £ psm | (2,596,784) |
| | CIL analysis: | 2.14% % of GDV | | 5,771 £ per unit (total units) | |
| Site Specific S106 Contributions | Year 1 | | | 0 | - |
| | Year 2 | | | 0 | - |
| | Year 3 | | | 0 | - |
| | Year 4 | | | 0 | - |
| | Year 5 | | | 0 | - |
| | Year 6 | | | 0 | - |
| | Year 7 | | | 0 | - |
| | Year 8 | | | 0 | - |
| | Year 9 | | | 0 | - |
| | Year 10 | | | 0 | - |
| | Year 11 | | | 0 | - |
| | Year 12 | | | 0 | - |
| | Year 13 | | | 0 | - |
| | Year 14 | | | 0 | - |
| | Year 15 | | | 0 | - |
| | Years 1-15 | 450 units @ | | 15,000 per unit | (6,750,000) |
| | Sub-total | | | | (6,750,000) |
| | S106 analysis: | 600,000 £ per ha | 5.57% % of GDV | 15,000 £ per unit (total units) | |
| AH Commuted Sum | | | 41,363 sqm (total) | 0 £ psm | - |
| | Comm. Sum analysis: | | 0.00% % of GDV | | |
| Construction Costs - | | | | | |
| Site Clearance, Demolition & Remediation | | 11.25 ha @ | | 0 £ per ha (if brownfield) | - |
| Site Infrastructure costs - | Year 1 | | | 0 | - |
| | Year 2 | | | 0 | - |
| | Year 3 | | | 0 | - |
| | Year 4 | | | 0 | - |
| | Year 5 | | | 0 | - |
| | Year 6 | | | 0 | - |
| | Year 7 | | | 0 | - |
| | Year 8 | | | 0 | - |
| | Year 9 | | | 0 | - |
| | Year 10 | | | 0 | - |
| | Year 11 | | | 0 | - |
| | Year 12 | | | 0 | - |
| | Year 13 | | | 0 | - |
| | Year 14 | | | 0 | - |
| | Year 15 | | | 0 | - |
| | Years 1-15 | 450 units @ | | 0 per unit | - |
| | Sub-total | | | | - |
| | Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | |
| 1 bed House | | - sqm @ | | 1,260 psm | - |
| 2 bed House | | 7,110 sqm @ | | 1,260 psm | (8,958,600) |
| 3 bed House | | 17,100 sqm @ | | 1,260 psm | (21,546,000) |
| 4 bed House | | 10,800 sqm @ | | 1,260 psm | (13,608,000) |
| 5 bed House | | - sqm @ | | 1,260 psm | - |
| 1 bed Flat | | 2,647 sqm @ | | 1,638 psm | (4,335,882) |
| 2 bed Flat | | 3,706 sqm @ | | 1,638 psm | (6,070,235) |
| 3 bed Flat | | - sqm @ | | 1,638 psm | - |
| Garages for 3B House (Mrkt only) | 117 | 50% units @ | | 18 sqm @ 600 psm | (631,800) |
| Garages for 4B House (Mrkt only) | 59 | 75% units @ | | 18 sqm @ 600 psm | (473,850) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | | 18 sqm @ 600 psm | - |
| | | 1,843 | | | |
| External works & Infrastructure | | 55,624,368 @ | | 20.0% | (11,124,874) |
| | Ext. Works analysis: | | | 24,722 £ per unit (total units) | |
| Policy Costs on design - | | | | | |
| Net Biodiversity costs | | 450 units @ | | 1,003 £ per unit | (451,350) |
| M4(2) Category 2 Housing | Aff units | 158 units @ | 90% @ | 521 £ per unit | (73,852) |
| M4(2) Category 2 Housing | OMS units | 293 units @ | 90% @ | 521 £ per unit | (137,153) |
| M4(3) Category 3 Housing | Aff units | 158 units @ | 10% @ | 10,111 £ per unit | (159,248) |
| M4(3) Category 3 Housing | OMS units | 293 units @ | 10% @ | 10,111 £ per unit | (295,747) |
| Net Zero Cost | | 450 units @ | | 10,000 £ per unit | (4,500,000) |
| Urban Greening | No. of storeys | 2.4 equals | 17,235 sqm footprint | 100 £ sqm | (1,723,456) |
| EV Charging Points - Houses | | 360 units @ | | 1,000 £ per unit | (360,000) |
| EV Charging Points - Flats | | 90 units @ | 4 flats per charger | 2,500 £ per 4 units | (56,250) |
| | | 2 units @ | | 0 £ per unit | - |
| | Sub-total | | | | (7,757,056) |
| | Policy Costs analysis: (design costs only) | | | 17,238 £ per unit (total units) | |
| Contingency (on construction) | | 74,506,297 @ | | 3.0% | (2,235,189) |

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Scheme Typology: **Medium Value Zone** No Units: **450**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | | |
|--|--------------------|------------------|---------------------------|------------------------------------|----------------------|
| Professional Fees | 74,506,297 @ | | 6.5% | | (4,842,909) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 92,430,000 OMS @ | | 3.00% | 6,162 £ per unit | (2,772,900) |
| Residential Sales Agent Costs | 92,430,000 OMS @ | | 1.00% | 2,054 £ per unit | (924,300) |
| Residential Sales Legal Costs | 92,430,000 OMS @ | | 0.35% | 719 £ per unit | (323,505) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 8,913 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | | 8.00% APR | | 0.643% pcm | (1,892,375) |
| Developers Profit - | | | | | |
| Profit on OMS | 92,430,000 | | 20.00% | | (18,486,000) |
| Margin on AH | 28,779,188 | | 6.00% on AH values | | (1,726,751) |
| Profit analysis: | 121,209,188 | | 16.68% blended GDV | (20,212,751) | |
| | 97,142,318 | | 20.81% on costs | (20,212,751) | |
| TOTAL COSTS | | | | | (117,355,070) |

| | | | | | |
|----------------------------------|-------------------------|---------------------------------|----------------------------------|--|------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 3,854,118 |
| SDLT | 3,854,118 @ | | HMRC formula | | (182,206) |
| Acquisition Agent fees | 3,854,118 @ | | 1.0% | | (38,541) |
| Acquisition Legal fees | 3,854,118 @ | | 0.5% | | (19,271) |
| Interest on Land | 3,854,118 @ | | 8.00% | | (308,329) |
| Residual Land Value | | | | | 3,305,771 |
| RLV analysis: | 7,346 £ per plot | 293,846 £ per ha (net) | 118,918 £ per acre (net) | | |
| | | 146,923 £ per ha (gross) | 59,459 £ per acre (gross) | | |
| | | | 2.73% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 11.25 ha (net) | | 27.80 acres (net) | |
| Net to Gross ratio | | 50% | | | |
| Site Area (gross) | | 22.50 ha (gross) | | 55.60 acres (gross) | |
| Density analysis: | | 3,677 sqm/ha (net) | | 16,016 sqft/ac (net) | |
| | | 20 dph (gross) | | | |
| Benchmark Land Value (net) | 15,444 £ per plot | 617,750 £ per ha (net) | 250,000 £ per acre (net) | | 6,949,688 |
| BLV analysis: | | 308,875 £ per ha (gross) | 125,000 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|---------------------------------|-----------------------------------|--|--------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (323,904) £ per ha (net) | (131,082) £ per acre (net) | | (3,643,917) |

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Scheme Typology: **Medium Value Zone** No Units: **450**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | (131,082) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | | 177,400 | 132,938 | 88,329 | 43,549 | (1,444) | (46,705) | (92,252) |
| | 10.00 | | 164,734 | 120,944 | 77,011 | 32,902 | (11,433) | (56,009) | (100,896) |
| | 20.00 | | 152,035 | 108,934 | 65,674 | 22,231 | (21,423) | (65,314) | (109,540) |
| | 30.00 | | 139,336 | 96,908 | 54,325 | 11,560 | (31,412) | (74,640) | (118,184) |
| | 40.00 | | 126,637 | 84,882 | 42,975 | 889 | (41,402) | (83,974) | (126,834) |
| | 50.00 | | 113,939 | 72,857 | 31,625 | (9,782) | (51,415) | (93,308) | (135,507) |
| | 60.00 | | 101,240 | 60,831 | 20,275 | (20,469) | (61,435) | (102,642) | (144,180) |
| | 70.00 | | 88,509 | 48,785 | 8,900 | (31,172) | (71,455) | (111,988) | (152,853) |
| | 80.00 | | 75,776 | 36,726 | (2,483) | (41,875) | (81,475) | (121,352) | (161,528) |
| | 90.00 | | 63,043 | 24,667 | (13,865) | (52,577) | (91,508) | (130,717) | (170,231) |
| | 100.00 | | 50,310 | 12,608 | (25,248) | (63,282) | (101,560) | (140,081) | (178,934) |
| | 110.00 | | 37,571 | 549 | (36,639) | (74,018) | (111,612) | (149,454) | (187,637) |
| | 120.00 | | 24,802 | (11,545) | (48,056) | (84,754) | (121,663) | (158,850) | (196,344) |
| | 130.00 | | 12,034 | (23,639) | (59,472) | (95,490) | (131,724) | (168,246) | (205,078) |
| | 140.00 | | (735) | (35,733) | (70,889) | (106,225) | (141,809) | (177,642) | (213,812) |
| | 150.00 | | (13,503) | (47,827) | (82,306) | (116,991) | (151,893) | (187,050) | (222,545) |
| | 160.00 | | (26,299) | (59,945) | (93,758) | (127,761) | (161,978) | (196,479) | (231,293) |
| | 170.00 | | (39,105) | (72,075) | (105,210) | (138,531) | (172,075) | (205,907) | (240,058) |
| | 180.00 | | (51,910) | (84,205) | (116,661) | (149,301) | (182,194) | (215,335) | (249,155) |
| | 190.00 | | (64,715) | (96,335) | (128,114) | (160,104) | (192,312) | (224,787) | (259,318) |
| 200.00 | | (77,543) | (108,488) | (139,602) | (170,909) | (202,431) | (234,248) | (269,605) | |
| 210.00 | | (90,387) | (120,655) | (151,090) | (181,714) | (212,573) | (243,772) | (279,895) | |
| 220.00 | | (103,230) | (132,823) | (162,578) | (192,527) | (222,726) | (254,159) | (290,186) | |
| 230.00 | | (116,074) | (144,990) | (174,077) | (203,369) | (232,880) | (265,266) | (300,498) | |
| 240.00 | | (128,944) | (157,188) | (185,602) | (214,210) | (243,079) | (276,372) | (310,827) | |
| 250.00 | | (141,827) | (169,394) | (197,128) | (225,051) | (254,219) | (287,479) | (321,157) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | (131,082) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 15,000 | 2,000 | | 249,146 | 211,201 | 173,167 | 135,021 | 96,738 | 58,292 | 19,660 |
| | 4,000 | | 220,527 | 182,544 | 144,436 | 106,212 | 67,848 | 29,319 | (9,412) |
| | 6,000 | | 191,870 | 153,822 | 115,665 | 77,372 | 38,920 | 285 | (38,560) |
| | 8,000 | | 163,209 | 125,091 | 86,856 | 48,483 | 9,948 | (28,787) | (67,773) |
| | 10,000 | | 134,477 | 96,308 | 58,007 | 19,549 | (19,090) | (57,936) | (97,045) |
| | 12,000 | | 105,746 | 67,499 | 29,117 | (9,424) | (48,163) | (87,146) | (126,385) |
| | 14,000 | | 76,951 | 38,641 | 177 | (38,465) | (77,312) | (116,414) | (155,820) |
| | 16,000 | | 48,142 | 9,752 | (28,795) | (67,539) | (106,520) | (145,570) | (185,338) |
| | 18,000 | | 19,276 | (19,194) | (57,840) | (96,688) | (135,783) | (175,182) | (214,945) |
| | 20,000 | | (9,614) | (48,167) | (86,915) | (125,894) | (165,119) | (204,690) | (244,743) |
| | 22,000 | | (38,566) | (77,215) | (116,063) | (155,152) | (194,543) | (234,283) | (279,045) |
| | 24,000 | | (67,539) | (106,290) | (145,268) | (184,488) | (224,041) | (266,781) | (314,042) |
| | 26,000 | | (96,590) | (135,439) | (174,521) | (213,905) | (254,677) | (301,623) | (349,182) |
| | 28,000 | | (125,666) | (164,642) | (203,857) | (243,443) | (289,380) | (336,594) | (384,477) |
| | 30,000 | | (154,815) | (193,890) | (233,266) | (272,295) | (324,200) | (371,706) | (419,941) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|---------|---------|----------|----------|----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | (131,082) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | | 259,360 | 210,075 | 160,636 | 111,016 | 61,177 | 11,060 | (39,362) |
| | 16.0% | | 219,997 | 172,899 | 125,647 | 78,214 | 30,562 | (17,368) | (65,603) |
| | 17.0% | | 180,634 | 135,724 | 90,658 | 45,411 | (54) | (45,797) | (91,845) |
| | 18.0% | | 141,272 | 98,548 | 55,669 | 12,609 | (30,669) | (74,225) | (118,087) |
| | 19.0% | | 101,909 | 61,372 | 20,680 | (20,193) | (61,284) | (102,654) | (144,328) |
| | 20.0% | | 62,547 | 24,197 | (14,309) | (52,995) | (91,900) | (131,082) | (170,570) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (131,082) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 250,000 | 100,000 | | 212,547 | 174,197 | 135,691 | 97,005 | 58,100 | 18,918 | (20,570) |
| | 200,000 | | 112,547 | 74,197 | 35,691 | (2,995) | (41,900) | (81,082) | (120,570) |
| | 300,000 | | 12,547 | (25,803) | (64,309) | (102,995) | (141,900) | (181,082) | (220,570) |
| | 400,000 | | (87,453) | (125,803) | (164,309) | (202,995) | (241,900) | (281,082) | (320,570) |
| | 500,000 | | (187,453) | (225,803) | (264,309) | (302,995) | (341,900) | (381,082) | (420,570) |
| | 600,000 | | (287,453) | (325,803) | (364,309) | (402,995) | (441,900) | (481,082) | (520,570) |
| | 700,000 | | (387,453) | (425,803) | (464,309) | (502,995) | (541,900) | (581,082) | (620,570) |
| | 800,000 | | (487,453) | (525,803) | (564,309) | (602,995) | (641,900) | (681,082) | (720,570) |
| | 900,000 | | (587,453) | (625,803) | (664,309) | (702,995) | (741,900) | (781,082) | (820,570) |
| | 1,000,000 | | (687,453) | (725,803) | (764,309) | (802,995) | (841,900) | (881,082) | (920,570) |
| | 1,100,000 | | (787,453) | (825,803) | (864,309) | (902,995) | (941,900) | (981,082) | (1,020,570) |
| | 1,200,000 | | (887,453) | (925,803) | (964,309) | (1,002,995) | (1,041,900) | (1,081,082) | (1,120,570) |
| | 1,300,000 | | (987,453) | (1,025,803) | (1,064,309) | (1,102,995) | (1,141,900) | (1,181,082) | (1,220,570) |
| | 1,400,000 | | (1,087,453) | (1,125,803) | (1,164,309) | (1,202,995) | (1,241,900) | (1,281,082) | (1,320,570) |
| | 1,500,000 | | (1,187,453) | (1,225,803) | (1,264,309) | (1,302,995) | (1,341,900) | (1,381,082) | (1,420,570) |
| | 1,600,000 | | (1,287,453) | (1,325,803) | (1,364,309) | (1,402,995) | (1,441,900) | (1,481,082) | (1,520,570) |

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Scheme Typology: **Medium Value Zone** No Units: **450**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Greenfield**
 Notes:

| Balance (RLV - BLV £ per acre (n)) | (131,082) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 0 | | 220,479 | 182,496 | 144,406 | 106,200 | 67,854 | 29,343 | (9,359) |
| Net Zero | 2,000 | 188,966 | 150,925 | 112,774 | 74,488 | 36,042 | (2,588) | (41,429) |
| (£ per unit) | 4,000 | 157,445 | 119,327 | 81,087 | 42,709 | 4,167 | (34,582) | (73,576) |
| 10,000 | 6,000 | 125,846 | 87,661 | 49,342 | 10,867 | (27,792) | (66,657) | (105,809) |
| | 8,000 | 94,234 | 55,973 | 17,563 | (21,022) | (59,811) | (98,828) | (138,138) |
| | 10,000 | 62,547 | 24,197 | (14,309) | (52,995) | (91,900) | (131,082) | (170,570) |
| | 12,000 | 30,830 | (7,610) | (46,225) | (85,040) | (124,080) | (163,429) | (203,116) |
| | 14,000 | (949) | (39,485) | (78,198) | (117,151) | (156,355) | (195,878) | (235,784) |
| | 16,000 | (32,785) | (71,428) | (110,268) | (149,339) | (188,720) | (228,438) | (272,178) |
| | 18,000 | (64,660) | (103,422) | (142,403) | (181,627) | (221,185) | (263,445) | (310,707) |
| | 20,000 | (96,631) | (135,497) | (174,612) | (214,012) | (254,838) | (301,819) | (349,412) |
| | 22,000 | (128,651) | (167,655) | (206,903) | (246,688) | (293,075) | (340,356) | (388,318) |
| | 24,000 | (160,727) | (199,885) | (239,303) | (284,454) | (331,460) | (379,066) | (427,454) |
| | 26,000 | (192,907) | (232,194) | (275,940) | (322,704) | (370,005) | (417,974) | (466,809) |
| | 28,000 | (225,157) | (267,511) | (314,070) | (361,100) | (408,721) | (457,108) | (506,450) |
| | 30,000 | (259,197) | (305,539) | (352,334) | (399,653) | (447,631) | (496,457) | (546,364) |

| Balance (RLV - BLV £ per acre (n)) | (131,082) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 70% | | 745,290 | 707,960 | 670,612 | 633,249 | 595,816 | 558,379 | 520,853 |
| 75% | | 632,400 | 594,967 | 557,534 | 520,029 | 482,503 | 444,890 | 407,240 |
| 80% | | 519,205 | 481,679 | 444,105 | 406,477 | 368,769 | 331,006 | 293,149 |
| 85% | | 405,691 | 368,036 | 330,298 | 292,482 | 254,592 | 216,603 | 178,485 |
| 90% | | 291,814 | 253,958 | 216,021 | 177,991 | 139,843 | 101,554 | 63,098 |
| 95% | | 177,540 | 139,379 | 101,195 | 62,875 | 24,395 | (14,272) | (53,155) |
| 100% | | 62,547 | 24,197 | (14,309) | (52,995) | (91,900) | (131,082) | (170,570) |
| (105% = 5% increase) | | (53,013) | (91,718) | (130,644) | (169,829) | (209,304) | (249,499) | (296,600) |
| | | (169,389) | (208,575) | (248,323) | (294,728) | (341,810) | (389,520) | (438,018) |
| | | (293,449) | (340,013) | (387,039) | (434,644) | (482,984) | (532,250) | (582,721) |
| | | (432,268) | (479,789) | (527,982) | (577,033) | (627,164) | (678,724) | (732,193) |
| | | (573,015) | (621,864) | (671,708) | (722,830) | (775,627) | (830,700) | (888,997) |

| Balance (RLV - BLV £ per acre (n)) | (131,082) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 80% | | (617,972) | (625,371) | (633,039) | (641,031) | (649,403) | (658,212) | (667,542) |
| 82% | | (541,611) | (552,667) | (564,011) | (575,657) | (587,665) | (600,097) | (613,033) |
| 84% | | (466,386) | (481,139) | (496,171) | (511,485) | (527,149) | (543,232) | (559,803) |
| 86% | | (392,021) | (410,515) | (429,235) | (448,255) | (467,599) | (487,342) | (507,561) |
| 88% | | (318,354) | (340,575) | (363,031) | (385,745) | (408,792) | (432,220) | (456,098) |
| 90% | | (245,683) | (271,202) | (297,392) | (323,829) | (350,597) | (377,724) | (405,291) |
| 92% | | (183,411) | (208,822) | (234,411) | (262,404) | (292,886) | (323,732) | (354,999) |
| 94% | | (121,561) | (150,202) | (179,022) | (208,041) | (237,298) | (270,155) | (305,138) |
| 96% | | (59,991) | (91,857) | (123,887) | (156,131) | (188,605) | (221,355) | (255,637) |
| 98% | | 1,367 | (33,738) | (69,004) | (104,454) | (140,151) | (176,104) | (212,398) |
| 100% | | 62,547 | 24,197 | (14,309) | (52,995) | (91,900) | (131,082) | (170,570) |
| 102% | | 123,572 | 81,971 | 40,221 | (1,704) | (43,830) | (86,240) | (128,930) |
| 104% | | 184,469 | 139,609 | 94,609 | 49,441 | 4,078 | (41,560) | (87,468) |
| 106% | | 245,246 | 197,134 | 148,876 | 100,460 | 51,845 | 2,978 | (46,155) |
| 108% | | 305,900 | 254,534 | 203,031 | 151,359 | 99,489 | 47,390 | (4,967) |
| 110% | | 366,482 | 311,839 | 257,070 | 202,144 | 147,030 | 91,697 | 36,097 |
| 112% | | 426,992 | 369,084 | 311,040 | 252,852 | 194,488 | 135,915 | 77,056 |
| 114% | | 487,406 | 426,233 | 364,942 | 303,500 | 241,873 | 180,028 | 117,929 |
| 116% | | 547,795 | 483,328 | 418,750 | 354,036 | 289,153 | 224,063 | 158,733 |
| 118% | | 608,082 | 540,362 | 472,536 | 404,543 | 336,393 | 268,052 | 199,452 |
| 120% | | 668,359 | 597,346 | 526,219 | 454,968 | 383,557 | 311,947 | 240,100 |

| Balance (RLV - BLV £ per acre (n)) | (131,082) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|---------|---------|---------|----------|----------|-----------|-----------|
| 5,000 | | 69,761 | 35,048 | 202 | (34,801) | (69,987) | (105,377) | (141,050) |
| 10,000 | | 76,975 | 45,900 | 14,713 | (16,608) | (48,087) | (79,746) | (111,610) |
| 15,000 | | 84,190 | 56,750 | 29,191 | 1,534 | (26,242) | (54,159) | (82,239) |
| 20,000 | | 91,404 | 67,571 | 43,660 | 19,673 | (4,410) | (28,610) | (52,947) |
| 25,000 | | 98,618 | 78,393 | 58,129 | 37,802 | 17,377 | (3,128) | (23,732) |
| 30,000 | | 105,817 | 89,214 | 72,596 | 55,889 | 39,144 | 22,337 | 5,432 |
| 35,000 | | 113,012 | 100,036 | 87,024 | 73,975 | 60,883 | 47,731 | 34,541 |
| 40,000 | | 120,206 | 110,857 | 101,453 | 92,049 | 82,587 | 73,112 | 63,574 |
| 45,000 | | 127,401 | 121,660 | 115,882 | 110,085 | 104,288 | 98,433 | 92,575 |
| 50,000 | | 134,596 | 132,452 | 130,307 | 128,120 | 125,930 | 123,741 | 121,513 |
| 55,000 | | 141,791 | 143,244 | 144,697 | 146,150 | 147,573 | 148,991 | 150,408 |

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: **STRAT 3** (see Typologies Matrix)
 Scheme Typology: **Higher Value Zone**
 Site Typology: Location / Value Zone: **Higher Value Greenfield/Brownfield: Greenfield**
 Notes: No Units: **450**

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | | |
|--|--|--------------------------------|---|------------------------------------|---|------------------------------------|----------------------|---------------------|----------------|
| Total number of units in scheme | | | 450 Units | | | | | | |
| AH Policy requirement (% Target) | | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | | 65% | | | | | | |
| AH tenure split % | | | | | | | | | |
| Open Market Sale (OMS) | | | | | | | | | |
| Affordable Rent: | | | 60.0% | | | | | | |
| Social Rent: | | | 10.0% | | 70.0% % Rented | | | | |
| First Homes: | | | 25.0% | | | | | | |
| Other Intermediate (LCHO/Sub-Market etc.): | | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | | | | |
| | | | 100.0% | | 100.0% | | | | |
| CIL Rate (£ psm) | | | 90.39 | | £ psm | | | | |
| Unit mix - | | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | | 20.0% | 58.5 | 20.0% | 31.5 | 20% | 90.0 | | |
| 3 bed House | | 40.0% | 117.0 | 40.0% | 63.0 | 40% | 180.0 | | |
| 4 bed House | | 20.0% | 58.5 | 20.0% | 31.5 | 20% | 90.0 | | |
| 5 bed House | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | | 10.0% | 29.3 | 10.0% | 15.8 | 10% | 45.0 | | |
| 2 bed Flat | | 10.0% | 29.3 | 10.0% | 15.8 | 10% | 45.0 | | |
| 3 bed Flat | | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | | 100.0% | 292.5 | 100.0% | 157.5 | 100% | 450.0 | | |
| OMS Unit Floor areas - | | Net area per unit (sqm) | Net to Gross % | | | Gross (GIA) per unit (sqft) | | | |
| 1 bed House | | 62.0 | | | | 62.0 | 667 | | |
| 2 bed House | | 79.0 | | | | 79.0 | 850 | | |
| 3 bed House | | 95.0 | | | | 95.0 | 1,023 | | |
| 4 bed House | | 120.0 | | | | 120.0 | 1,292 | | |
| 5 bed House | | 140.0 | | | | 140.0 | 1,507 | | |
| 1 bed Flat | | 50.0 | 85.0% | | | 58.8 | 633 | | |
| 2 bed Flat | | 70.0 | 85.0% | | | 82.4 | 886 | | |
| 3 bed Flat | | 80.0 | 85.0% | | | 94.1 | 1,013 | | |
| AH Unit Floor areas - | | Net area per unit (sqm) | Net to Gross % | | | Gross (GIA) per unit (sqft) | | | |
| 1 bed House | | 62.0 | | | | 62.0 | 667 | | |
| 2 bed House | | 79.0 | | | | 79.0 | 850 | | |
| 3 bed House | | 95.0 | | | | 95.0 | 1,023 | | |
| 4 bed House | | 120.0 | | | | 120.0 | 1,292 | | |
| 5 bed House | | 140.0 | | | | 140.0 | 1,507 | | |
| 1 bed Flat | | 50.0 | 85.0% | | | 58.8 | 633 | | |
| 2 bed Flat | | 70.0 | 85.0% | | | 82.4 | 886 | | |
| 3 bed Flat | | 80.0 | 85.0% | | | 94.1 | 1,013 | | |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | AH units GIA (sqm) | Total GIA (all units) (sqm) | | | | | |
| 1 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | | 4,622 | 49,745 | 2,489 | 26,786 | 7,110 | 76,531 | | |
| 3 bed House | | 11,115 | 119,641 | 5,985 | 64,422 | 17,100 | 184,063 | | |
| 4 bed House | | 7,020 | 75,563 | 3,780 | 40,688 | 10,800 | 116,250 | | |
| 5 bed House | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | | 1,721 | 18,520 | 926 | 9,972 | 2,647 | 28,493 | | |
| 2 bed Flat | | 2,409 | 25,928 | 1,297 | 13,961 | 3,706 | 39,890 | | |
| 3 bed Flat | | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | | 26,886 | 289,398 | 14,477 | 155,829 | 41,363 | 445,227 | | |
| AH % by floor area: | | | 35.00% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £ psm | £ psf | total MV (£ no AH) | | | | |
| 1 bed House | | 0 | 0 | 0 | 0 | | | | |
| 2 bed House | | 325,000 | 4,114 | 382 | 29,250,000 | | | | |
| 3 bed House | | 415,000 | 4,368 | 406 | 74,700,000 | | | | |
| 4 bed House | | 525,000 | 4,375 | 406 | 47,250,000 | | | | |
| 5 bed House | | 580,000 | 4,143 | 385 | 0 | | | | |
| 1 bed Flat | | 185,000 | 3,700 | 344 | 8,325,000 | | | | |
| 2 bed Flat | | 265,000 | 3,786 | 352 | 11,925,000 | | | | |
| 3 bed Flat | | 0 | 0 | 0 | 0 | | | | |
| | | | | | 171,450,000 | | | | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 75% |
| 2 bed House | | 178,750 | 55% | 146,250 | 45% | 227,500 | 70% | 243,750 | 75% |
| 3 bed House | | 228,250 | 55% | 186,750 | 45% | 250,000 | 70% | 311,250 | 75% |
| 4 bed House | | 288,750 | 55% | 236,250 | 45% | 250,000 | 70% | 393,750 | 75% |
| 5 bed House | | 319,000 | 55% | 261,000 | 45% | 250,000 | 70% | 435,000 | 75% |
| 1 bed Flat | | 101,750 | 55% | 83,250 | 45% | 129,500 | 70% | 138,750 | 75% |
| 2 bed Flat | | 145,750 | 55% | 119,250 | 45% | 185,500 | 70% | 198,750 | 75% |
| 3 bed Flat | | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 75% |
| * capped @£250K | | | | | | | | | |

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Scheme Typology: **Higher Value Zone** No Units: **450**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|----------------------------------|------------|--|--------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 58.5 | @ | 325,000 | 19,012,500 |
| 3 bed House | 117.0 | @ | 415,000 | 48,555,000 |
| 4 bed House | 58.5 | @ | 525,000 | 30,712,500 |
| 5 bed House | 0.0 | @ | 580,000 | - |
| 1 bed Flat | 29.3 | @ | 185,000 | 5,411,250 |
| 2 bed Flat | 29.3 | @ | 265,000 | 7,751,250 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 292.5 | | | 111,442,500 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 18.9 | @ | 178,750 | 3,378,375 |
| 3 bed House | 37.8 | @ | 228,250 | 8,627,850 |
| 4 bed House | 18.9 | @ | 288,750 | 5,457,375 |
| 5 bed House | 0.0 | @ | 319,000 | - |
| 1 bed Flat | 9.5 | @ | 101,750 | 961,538 |
| 2 bed Flat | 9.5 | @ | 145,750 | 1,377,338 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 94.5 | | | 19,802,475 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 3.2 | @ | 146,250 | 460,688 |
| 3 bed House | 6.3 | @ | 186,750 | 1,176,525 |
| 4 bed House | 3.2 | @ | 236,250 | 744,188 |
| 5 bed House | 0.0 | @ | 261,000 | - |
| 1 bed Flat | 1.6 | @ | 83,250 | 131,119 |
| 2 bed Flat | 1.6 | @ | 119,250 | 187,819 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 15.8 | | | 2,700,338 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 7.9 | @ | 227,500 | 1,791,563 |
| 3 bed House | 15.8 | @ | 250,000 | 3,937,500 |
| 4 bed House | 7.9 | @ | 250,000 | 1,968,750 |
| 5 bed House | 0.0 | @ | 250,000 | - |
| 1 bed Flat | 3.9 | @ | 129,500 | 509,906 |
| 2 bed Flat | 3.9 | @ | 185,500 | 730,406 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 39.4 | | | 8,938,125 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 1.6 | @ | 243,750 | 383,906 |
| 3 bed House | 3.2 | @ | 311,250 | 980,438 |
| 4 bed House | 1.6 | @ | 393,750 | 620,156 |
| 5 bed House | 0.0 | @ | 435,000 | - |
| 1 bed Flat | 0.8 | @ | 138,750 | 109,266 |
| 2 bed Flat | 0.8 | @ | 198,750 | 156,516 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 7.9 | 157.5 | | 2,250,281 |
| Sub-total GDV Residential | | | | |
| | 450 | | | 145,133,719 |
| | AH on-site cost analysis: | | £MV (no AH) less £GDV (inc. AH) | 26,316,281 |
| | 636 £ psm (total GIA sqm) | | 58,481 £ per unit (total units) | |
| Grant | | | | |
| | 158 | AH units @ | 0 per unit | - |
| Total GDV | | | | 145,133,719 |

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Scheme Typology: **Higher Value Zone** No Units: **450**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|----------------|------------------|--------------------------------|---------------------------------|---------------------------------|--------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (78,059) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (230,000) |
| CIL (Mrkt only + garages) | | | | | | (2,596,784) |
| CIL analysis: | | 28,729 sqm | 90.39 £ psm | | | |
| | | 1.79% % of GDV | 5,771 £ per unit (total units) | | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 450 units @ | 15,000 per unit | | | (6,750,000) |
| S106 analysis: | | 600,000 £ per ha | 4.65% % of GDV | 15,000 £ per unit (total units) | | (6,750,000) |
| Comm. Sum analysis: | | | 41,363 sqm (total) | 0 £ psm | | - |
| | | | 0.00% % of GDV | | | - |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | - |
| | | 11.25 ha @ | | 0 £ per ha (if brownfield) | | - |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | 0 | | | - |
| Year 2 | | | 0 | | | - |
| Year 3 | | | 0 | | | - |
| Year 4 | | | 0 | | | - |
| Year 5 | | | 0 | | | - |
| Year 6 | | | 0 | | | - |
| Year 7 | | | 0 | | | - |
| Year 8 | | | 0 | | | - |
| Year 9 | | | 0 | | | - |
| Year 10 | | | 0 | | | - |
| Year 11 | | | 0 | | | - |
| Year 12 | | | 0 | | | - |
| Year 13 | | | 0 | | | - |
| Year 14 | | | 0 | | | - |
| Year 15 | | | 0 | | | - |
| Years 1-15 | | 450 units @ | | 0 per unit | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | - |
| 1 bed House | | - sqm @ | 1,260 psm | | | - |
| 2 bed House | | 7,110 sqm @ | 1,260 psm | | | (8,958,600) |
| 3 bed House | | 17,100 sqm @ | 1,260 psm | | | (21,546,000) |
| 4 bed House | | 10,800 sqm @ | 1,260 psm | | | (13,608,000) |
| 5 bed House | | - sqm @ | 1,260 psm | | | - |
| 1 bed Flat | | 2,647 sqm @ | 1,638 psm | | | (4,335,882) |
| 2 bed Flat | | 3,706 sqm @ | 1,638 psm | | | (6,070,235) |
| 3 bed Flat | | - sqm @ | 1,638 psm | | | - |
| Garages for 3B House (Mrkt only) | 117 | 50% units @ | 18 sqm @ | 600 psm | | (631,800) |
| Garages for 4B House (Mrkt only) | 59 | 75% units @ | 18 sqm @ | 600 psm | | (473,850) |
| Garages for 5B House (Mrkt only) | - | 120% units @ | 18 sqm @ | 600 psm | | - |
| | | 1,843 | | | | |
| External works & Infrastructure | | | | | | (11,124,874) |
| Ext. Works analysis: | | 55,624,368 @ | | 20.0% | 24,722 £ per unit (total units) | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (451,350) |
| M4(2) Category 2 Housing | Aff units | 158 units @ | 90% @ | 521 £ per unit | | (73,852) |
| M4(2) Category 2 Housing | OMS units | 293 units @ | 90% @ | 521 £ per unit | | (137,153) |
| M4(3) Category 3 Housing | Aff units | 158 units @ | 10% @ | 10,111 £ per unit | | (159,248) |
| M4(3) Category 3 Housing | OMS units | 293 units @ | 10% @ | 10,111 £ per unit | | (295,747) |
| Net Zero Cost | | | | | | (4,500,000) |
| Urban Greening | No. of storeys | 2.4 equals | 17,235 sqm footprint | 100 £ sqm | | (1,723,456) |
| EV Charging Points - Houses | | 360 units @ | | 1,000 £ per unit | | (360,000) |
| EV Charging Points - Flats | | 90 units @ | 4 flats per charger | 2,500 £ per 4 units | | (56,250) |
| | | 2 units @ | | 0 £ per unit | | - |
| Sub-total | | | | | | (7,757,056) |
| Policy Costs analysis: (design costs only) | | | | 17,238 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | (2,235,189) |
| | | 74,506,297 @ | | 3.0% | | |

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Scheme Typology: **Higher Value Zone** No Units: **450**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

| | | | | | |
|--|--------------------|--|---------------------------|-------------------------------------|----------------------|
| Professional Fees | 74,506,297 @ | | 6.5% | | (4,842,909) |
| Disposal Costs - | | | | | |
| OMS Marketing and Promotion | 111,442,500 OMS @ | | 3.00% | 7,430 £ per unit | (3,343,275) |
| Residential Sales Agent Costs | 111,442,500 OMS @ | | 1.00% | 2,477 £ per unit | (1,114,425) |
| Residential Sales Legal Costs | 111,442,500 OMS @ | | 0.35% | 867 £ per unit | (390,049) |
| Affordable Sale Legal Costs | | | | lump sum | 10,000 |
| Empty Property Costs | | | | | - |
| Disposal Cost analysis: | | | | 10,751 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | | 0.643% pcm | (1,394,181) |
| Developers Profit - | | | | | |
| Profit on OMS | 111,442,500 | | 20.00% | | (22,288,500) |
| Margin on AH | 33,691,219 | | 6.00% on AH values | | (2,021,473) |
| Profit analysis: | 145,133,719 | | 16.75% blended GDV | (24,309,973) | |
| | 97,471,168 | | 24.94% on costs | (24,309,973) | |
| TOTAL COSTS | | | | | (121,781,141) |

| | | | | | |
|----------------------------------|--------------------------|---------------------------------|-----------------------------------|--|-------------------|
| RESIDUAL LAND VALUE (RLV) | | | | | |
| Residual Land Value (gross) | | | | | 23,352,578 |
| SDLT | 23,352,578 @ | | HMRC formula | | (1,157,129) |
| Acquisition Agent fees | 23,352,578 @ | | 1.0% | | (233,526) |
| Acquisition Legal fees | 23,352,578 @ | | 0.5% | | (116,763) |
| Interest on Land | 23,352,578 @ | | 8.00% | | (1,868,206) |
| Residual Land Value | | | | | 19,976,954 |
| RLV analysis: | 44,393 £ per plot | 1,775,729 £ per ha (net) | 718,628 £ per acre (net) | | |
| | | 887,865 £ per ha (gross) | 359,314 £ per acre (gross) | | |
| | | | 13.76% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|-------------------|---------------------------------|-----------------------------------|-----------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Residential Density | | 40.0 dph (net) | | | |
| Site Area (net) | | 11.25 ha (net) | | 27.80 acres (net) | |
| Net to Gross ratio | | 50% | | | |
| Site Area (gross) | | 22.50 ha (gross) | | 55.60 acres (gross) | |
| Density analysis: | | 3,677 sqm/ha (net) | | 16,016 sqft/ac (net) | |
| | | 20 dph (gross) | | | |
| Benchmark Land Value (net) | 15,444 £ per plot | 617,750 £ per ha (net) | 250,000 £ per acre (net) | | 6,949,688 |
| BLV analysis: | | 308,875 £ per ha (gross) | 125,000 £ per acre (gross) | | |

| | | | |
|-------------------|---------------------------------|---------------------------------|-------------------|
| BALANCE | | | |
| Surplus/(Deficit) | 1,157,979 £ per ha (net) | 468,628 £ per acre (net) | 13,027,267 |

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Scheme Typology: **Higher Value Zone** No Units: **450**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|---------|------------------------------------|---------|---------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% | |
| CIL £ psm 90.39 | 468,628 | 0.00 | 724,345 | 666,600 | 608,798 | 550,876 | 492,826 | 434,641 | 376,291 |
| | 10.00 | 713,216 | 656,145 | 599,018 | 541,795 | 484,423 | 426,921 | 369,254 | |
| | 20.00 | 702,069 | 645,689 | 589,238 | 532,701 | 476,021 | 419,200 | 362,217 | |
| | 30.00 | 690,916 | 635,234 | 579,458 | 523,599 | 467,618 | 411,479 | 355,181 | |
| | 40.00 | 679,764 | 624,778 | 569,677 | 514,496 | 459,202 | 403,758 | 348,144 | |
| | 50.00 | 668,611 | 614,323 | 559,897 | 505,393 | 450,779 | 396,023 | 341,092 | |
| | 60.00 | 657,459 | 603,847 | 550,117 | 496,291 | 442,356 | 388,283 | 334,037 | |
| | 70.00 | 646,306 | 593,369 | 540,337 | 487,188 | 433,934 | 380,542 | 326,982 | |
| | 80.00 | 635,154 | 582,890 | 530,557 | 478,085 | 425,511 | 372,802 | 319,928 | |
| | 90.00 | 624,001 | 572,411 | 520,762 | 468,983 | 417,088 | 365,062 | 312,873 | |
| | 100.00 | 612,849 | 561,932 | 510,959 | 459,880 | 408,666 | 357,322 | 305,818 | |
| | 110.00 | 601,691 | 551,454 | 501,156 | 450,773 | 400,243 | 349,582 | 298,763 | |
| | 120.00 | 590,514 | 540,975 | 491,353 | 441,649 | 391,820 | 341,842 | 291,708 | |
| | 130.00 | 579,336 | 530,496 | 481,550 | 432,524 | 383,387 | 334,101 | 284,653 | |
| | 140.00 | 568,159 | 520,017 | 471,748 | 423,400 | 374,943 | 326,348 | 277,584 | |
| | 150.00 | 556,981 | 509,523 | 461,945 | 414,275 | 366,499 | 318,588 | 270,511 | |
| | 160.00 | 545,804 | 499,019 | 452,142 | 405,150 | 358,056 | 310,828 | 263,437 | |
| | 170.00 | 534,627 | 488,516 | 442,339 | 396,026 | 349,612 | 303,067 | 256,363 | |
| | 180.00 | 523,449 | 478,013 | 432,518 | 386,901 | 341,168 | 295,307 | 249,289 | |
| | 190.00 | 512,272 | 467,510 | 422,692 | 377,777 | 332,724 | 287,547 | 242,215 | |
| 200.00 | 501,084 | 457,007 | 412,865 | 368,640 | 324,280 | 279,786 | 235,141 | | |
| 210.00 | 489,881 | 446,504 | 403,039 | 359,493 | 315,836 | 272,026 | 228,067 | | |
| 220.00 | 478,678 | 436,001 | 393,212 | 350,345 | 307,372 | 264,262 | 220,989 | | |
| 230.00 | 467,474 | 425,494 | 383,386 | 341,198 | 298,906 | 256,481 | 213,895 | | |
| 240.00 | 456,271 | 414,965 | 373,559 | 332,050 | 290,440 | 248,700 | 206,802 | | |
| 250.00 | 445,068 | 404,437 | 363,733 | 322,903 | 281,974 | 240,919 | 199,708 | | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|---------|------------------------------------|---------|---------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% | |
| Site Specific S106 15,000 | 468,628 | 2,000 | 807,877 | 756,527 | 705,137 | 653,664 | 602,109 | 550,481 | 498,729 |
| | 4,000 | 779,550 | 728,200 | 676,750 | 625,265 | 573,658 | 521,965 | 470,165 | |
| | 6,000 | 751,223 | 699,836 | 648,362 | 596,815 | 545,200 | 493,448 | 441,579 | |
| | 8,000 | 722,896 | 671,448 | 619,972 | 568,364 | 516,683 | 464,901 | 412,986 | |
| | 10,000 | 694,535 | 643,061 | 591,521 | 539,914 | 488,167 | 436,316 | 384,330 | |
| | 12,000 | 666,147 | 614,674 | 563,071 | 511,402 | 459,638 | 407,731 | 355,673 | |
| | 14,000 | 637,760 | 586,228 | 534,620 | 482,886 | 431,052 | 379,089 | 326,963 | |
| | 16,000 | 609,372 | 557,777 | 506,121 | 454,370 | 402,467 | 350,432 | 298,232 | |
| | 18,000 | 580,934 | 529,327 | 477,605 | 425,789 | 373,848 | 321,750 | 269,464 | |
| | 20,000 | 552,484 | 500,840 | 449,089 | 397,204 | 345,191 | 293,019 | 240,655 | |
| | 22,000 | 524,033 | 472,324 | 420,525 | 368,607 | 316,534 | 264,284 | 211,816 | |
| | 24,000 | 495,559 | 443,807 | 391,940 | 339,950 | 287,805 | 235,475 | 182,927 | |
| | 26,000 | 467,043 | 415,262 | 363,355 | 311,293 | 259,074 | 206,666 | 154,003 | |
| | 28,000 | 438,526 | 386,677 | 334,709 | 282,592 | 230,294 | 177,784 | 125,030 | |
| | 30,000 | 409,998 | 358,091 | 306,052 | 253,861 | 201,486 | 148,895 | 96,006 | |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------|------------------------------------|---------|---------|---------|---------|---------|---------|
| Balance (RLV - BLV £ per acre (n)) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| Profit 20.0% | 15.0% | 834,496 | 769,749 | 704,943 | 640,008 | 574,957 | 509,775 | 444,429 |
| | 16.0% | 792,310 | 730,200 | 668,030 | 605,732 | 543,318 | 480,772 | 418,063 |
| | 17.0% | 750,124 | 690,651 | 631,118 | 571,456 | 511,678 | 451,769 | 391,696 |
| | 18.0% | 707,938 | 651,101 | 594,205 | 537,180 | 480,039 | 422,766 | 365,330 |
| | 19.0% | 665,752 | 611,552 | 557,292 | 502,904 | 448,399 | 393,763 | 338,964 |
| | 20.0% | 623,566 | 572,002 | 520,379 | 468,628 | 416,760 | 364,760 | 312,598 |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-------------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| BLV (£ per acre) 250,000 | 100,000 | 773,566 | 722,002 | 670,379 | 618,628 | 566,760 | 514,760 | 462,598 |
| | 200,000 | 673,566 | 622,002 | 570,379 | 518,628 | 466,760 | 414,760 | 362,598 |
| | 300,000 | 573,566 | 522,002 | 470,379 | 418,628 | 366,760 | 314,760 | 262,598 |
| | 400,000 | 473,566 | 422,002 | 370,379 | 318,628 | 266,760 | 214,760 | 162,598 |
| | 500,000 | 373,566 | 322,002 | 270,379 | 218,628 | 166,760 | 114,760 | 62,598 |
| | 600,000 | 273,566 | 222,002 | 170,379 | 118,628 | 66,760 | 14,760 | (37,402) |
| | 700,000 | 173,566 | 122,002 | 70,379 | 18,628 | (33,240) | (85,240) | (137,402) |
| | 800,000 | 73,566 | 22,002 | (29,621) | (81,372) | (133,240) | (185,240) | (237,402) |
| | 900,000 | (26,434) | (77,998) | (129,621) | (181,372) | (233,240) | (285,240) | (337,402) |
| | 1,000,000 | (126,434) | (177,998) | (229,621) | (281,372) | (333,240) | (385,240) | (437,402) |
| | 1,100,000 | (226,434) | (277,998) | (329,621) | (381,372) | (433,240) | (485,240) | (537,402) |
| | 1,200,000 | (326,434) | (377,998) | (429,621) | (481,372) | (533,240) | (585,240) | (637,402) |
| | 1,300,000 | (426,434) | (477,998) | (529,621) | (581,372) | (633,240) | (685,240) | (737,402) |
| | 1,400,000 | (526,434) | (577,998) | (629,621) | (681,372) | (733,240) | (785,240) | (837,402) |
| | 1,500,000 | (626,434) | (677,998) | (729,621) | (781,372) | (833,240) | (885,240) | (937,402) |
| 1,600,000 | (726,434) | (777,998) | (829,621) | (881,372) | (933,240) | (985,240) | (1,037,402) | |

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Scheme Typology: **Higher Value Zone** No Units: **450**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Greenfield**
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|---------|------------------------------------|---------|---------|---------|---------|---------|---------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| Balance (RLV - BLV £ per acre (n)) | 468,628 | 779,405 | 728,055 | 676,624 | 625,151 | 573,553 | 521,878 | 470,098 |
| | 0 | 779,405 | 728,055 | 676,624 | 625,151 | 573,553 | 521,878 | 470,098 |
| Net Zero | 2,000 | 748,274 | 696,897 | 645,423 | 593,885 | 542,278 | 490,528 | 438,667 |
| (£ per unit) | 4,000 | 717,143 | 665,696 | 614,218 | 562,611 | 510,928 | 459,144 | 407,226 |
| 10,000 | 6,000 | 685,968 | 634,495 | 582,944 | 531,329 | 479,578 | 427,714 | 375,713 |
| | 8,000 | 654,767 | 603,277 | 551,670 | 499,979 | 448,190 | 396,273 | 344,196 |
| | 10,000 | 623,566 | 572,002 | 520,379 | 468,628 | 416,760 | 364,760 | 312,598 |
| | 12,000 | 592,335 | 540,728 | 489,029 | 437,236 | 385,320 | 333,247 | 280,990 |
| | 14,000 | 561,061 | 509,430 | 457,678 | 405,806 | 353,807 | 301,650 | 249,303 |
| | 16,000 | 529,786 | 478,079 | 426,283 | 374,367 | 322,294 | 270,051 | 217,591 |
| | 18,000 | 498,480 | 446,728 | 394,852 | 342,854 | 290,702 | 238,365 | 185,811 |
| | 20,000 | 467,129 | 415,329 | 363,414 | 311,341 | 259,104 | 206,668 | 153,979 |
| | 22,000 | 435,778 | 383,899 | 331,901 | 279,755 | 227,428 | 174,888 | 122,104 |
| | 24,000 | 404,375 | 352,461 | 300,388 | 248,156 | 195,740 | 143,075 | 90,137 |
| | 26,000 | 372,945 | 320,948 | 268,807 | 216,490 | 163,965 | 111,200 | 58,122 |
| | 28,000 | 341,508 | 289,435 | 237,209 | 184,803 | 132,172 | 79,257 | 26,047 |
| | 30,000 | 309,995 | 257,860 | 205,552 | 153,042 | 100,297 | 47,271 | (6,131) |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|---------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| Balance (RLV - BLV £ per acre (n)) | 468,628 | 1,300,154 | 1,249,192 | 1,198,230 | 1,147,211 | 1,096,167 | 1,045,123 | 994,004 |
| | 70% | 1,300,154 | 1,249,192 | 1,198,230 | 1,147,211 | 1,096,167 | 1,045,123 | 994,004 |
| | 75% | 1,187,894 | 1,136,851 | 1,085,807 | 1,034,740 | 983,605 | 932,470 | 881,251 |
| Build Cost | 80% | 1,075,448 | 1,024,342 | 973,206 | 922,061 | 870,824 | 819,586 | 768,239 |
| 100% | 85% | 962,808 | 911,634 | 860,396 | 809,142 | 757,792 | 706,407 | 654,934 |
| (105% = 5% increase) | 90% | 849,968 | 798,695 | 747,345 | 695,951 | 644,478 | 592,912 | 541,267 |
| | 95% | 736,898 | 685,495 | 634,022 | 582,457 | 530,823 | 479,071 | 427,182 |
| | 100% | 623,566 | 572,002 | 520,379 | 468,628 | 416,760 | 364,760 | 312,598 |
| | 105% | 509,936 | 458,184 | 406,338 | 354,370 | 302,249 | 249,944 | 197,424 |
| | 110% | 395,915 | 343,979 | 291,901 | 239,648 | 187,191 | 134,496 | 81,531 |
| | 115% | 281,516 | 229,303 | 176,915 | 124,322 | 71,456 | 18,283 | (35,270) |
| | 120% | 166,619 | 114,089 | 61,331 | 8,303 | (45,088) | (98,879) | (153,189) |
| | 125% | 51,171 | (1,762) | (54,977) | (108,584) | (162,625) | (217,230) | (276,796) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|---------|------------------------------------|-----------|-----------|----------|----------|----------|----------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| Balance (RLV - BLV £ per acre (n)) | 468,628 | (27,796) | (39,604) | (51,495) | (63,464) | (75,526) | (87,696) | (99,990) |
| | 80% | (27,796) | (39,604) | (51,495) | (63,464) | (75,526) | (87,696) | (99,990) |
| | 82% | 38,026 | 22,223 | 6,351 | (9,605) | (25,663) | (41,839) | (58,150) |
| Market Values | 84% | 103,622 | 83,843 | 63,994 | 44,055 | 23,995 | 3,818 | (16,492) |
| 100% | 86% | 169,039 | 145,284 | 121,456 | 97,536 | 73,487 | 49,320 | 25,015 |
| (105% = 5% increase) | 88% | 234,304 | 206,568 | 178,762 | 150,864 | 122,842 | 94,689 | 66,394 |
| | 90% | 299,440 | 267,723 | 235,936 | 204,059 | 172,068 | 139,941 | 107,654 |
| | 92% | 364,431 | 328,772 | 293,000 | 257,142 | 221,173 | 185,068 | 148,802 |
| | 94% | 429,332 | 389,699 | 349,977 | 310,135 | 270,186 | 230,104 | 189,863 |
| | 96% | 494,168 | 450,537 | 406,843 | 363,059 | 319,128 | 275,068 | 230,853 |
| | 98% | 558,889 | 511,327 | 463,635 | 415,863 | 367,980 | 319,958 | 271,765 |
| | 100% | 623,566 | 572,002 | 520,379 | 468,628 | 416,760 | 364,760 | 312,598 |
| | 102% | 688,166 | 632,655 | 577,026 | 521,319 | 465,502 | 409,533 | 353,398 |
| | 104% | 752,728 | 693,218 | 633,656 | 573,959 | 514,152 | 454,213 | 394,108 |
| | 106% | 817,216 | 753,774 | 690,194 | 626,545 | 562,789 | 498,878 | 434,800 |
| | 108% | 881,705 | 814,232 | 746,720 | 679,096 | 611,343 | 543,463 | 475,419 |
| | 110% | 946,091 | 874,690 | 803,187 | 731,584 | 659,883 | 588,047 | 516,030 |
| | 112% | 1,010,477 | 935,095 | 859,615 | 784,071 | 708,373 | 632,546 | 556,561 |
| | 114% | 1,074,842 | 995,456 | 916,042 | 836,478 | 756,823 | 677,042 | 597,093 |
| | 116% | 1,139,134 | 1,055,818 | 972,387 | 888,875 | 805,273 | 721,499 | 637,570 |
| | 118% | 1,203,426 | 1,116,127 | 1,028,725 | 941,270 | 853,647 | 765,912 | 678,020 |
| | 120% | 1,267,718 | 1,176,400 | 1,085,063 | 993,584 | 902,013 | 810,325 | 718,470 |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|---------|------------------------------------|---------|---------|---------|---------|---------|---------|
| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| Balance (RLV - BLV £ per acre (n)) | 468,628 | 637,781 | 589,811 | 541,766 | 493,619 | 445,391 | 397,052 | 348,567 |
| | 5,000 | 637,781 | 589,811 | 541,766 | 493,619 | 445,391 | 397,052 | 348,567 |
| | 10,000 | 651,996 | 607,620 | 563,136 | 518,610 | 473,998 | 429,272 | 384,446 |
| Grant (£ per unit) | 15,000 | 666,211 | 625,399 | 584,507 | 543,585 | 502,559 | 461,482 | 420,312 |
| - | 20,000 | 680,426 | 643,168 | 605,877 | 568,517 | 531,120 | 493,649 | 456,100 |
| | 25,000 | 694,641 | 660,936 | 627,231 | 593,450 | 559,651 | 525,781 | 491,880 |
| | 30,000 | 708,856 | 678,705 | 648,554 | 618,382 | 588,145 | 557,909 | 527,581 |
| | 35,000 | 723,041 | 696,474 | 669,876 | 643,279 | 616,639 | 589,965 | 563,282 |
| | 40,000 | 737,225 | 714,242 | 691,199 | 668,155 | 645,112 | 622,020 | 598,907 |
| | 45,000 | 751,409 | 731,974 | 712,521 | 693,031 | 673,542 | 654,052 | 634,525 |
| | 50,000 | 765,593 | 749,704 | 733,814 | 717,908 | 701,972 | 686,036 | 670,099 |
| | 55,000 | 779,778 | 767,434 | 755,091 | 742,747 | 730,402 | 718,019 | 705,637 |

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

240321_BCC Appraisal_STRATEGIC_v0.1 - Summary Table

| Appraisal Ref: | STRAT1 | STRAT2 | STRAT 3 |
|--|------------------|-------------------|-------------------|
| Scheme Typology: | Lower Value Zone | Medium Value Zone | Higher Value Zone |
| No Units: | 450 | 450 | 450 |
| Location / Value Zone: | Lower Value | Medium Value | Higher Value |
| Greenfield/Brownfield: | Greenfield | Greenfield | Greenfield |
| Notes: | 0 | 0 | 0 |
| Total GDV (£) | 97,314,469 | 121,209,188 | 145,133,719 |
| Policy Assumptions | - | - | - |
| AH Target % (& mix): | 35% | 35% | 35% |
| Affordable Rent: | 60% | 60% | 60% |
| Social Rent: | 10% | 10% | 10% |
| First Homes: | 25% | 25% | 25% |
| Other Intermediate (LCHO/Sub-Market etc.): | 5% | 5% | 5% |
| CIL (£ psm) | - | 90.39 | 90.39 |
| CIL (£ per unit) | - | 5,771 | 5,771 |
| Site Specific S106 (£ per unit) | 15,000 | 15,000 | 15,000 |
| Sub-total CIL+S106 (£ per unit) | 15,000 | 20,771 | 20,771 |
| Site Infrastructure (£ per unit)* | - | - | - |
| Sub-total CIL+S106+Infrastructure (£ per unit) | 15,000 | 20,771 | 20,771 |
| Profit KPIs | - | - | - |
| Developers Profit (% on OMS) | 20.0% | 20.0% | 20.0% |
| Developers Profit (% on AH) | 6.0% | 6.0% | 6.0% |
| Developers Profit (% blended) | 16.65% | 16.68% | 16.75% |
| Developers Profit (% on costs) | 17.00% | 20.81% | 24.94% |
| Developers Profit Total (£) | 16,199,218 | 20,212,751 | 24,309,973 |
| Land Value KPIs | - | - | - |
| RLV (£/acre (net)) | (510,279) | 118,918 | 718,628 |
| RLV (£/ha (net)) | (1,260,898) | 293,846 | 1,775,729 |
| RLV (% of GDV) | -14.58% | 2.73% | 13.76% |
| RLV Total (£) | (14,185,106) | 3,305,771 | 19,976,954 |
| BLV (£/acre (net)) | 250,000 | 250,000 | 250,000 |
| BLV (£/ha (net)) | 617,750 | 617,750 | 617,750 |
| BLV Total (£) | 6,949,688 | 6,949,688 | 6,949,688 |
| Surplus/Deficit (£/acre) [RLV-BLV] | (760,279) | (131,082) | 468,628 |
| Surplus/Deficit (£/ha) | (1,878,648) | (323,904) | 1,157,979 |
| Surplus/Deficit Total (£) | (21,134,793) | (3,643,917) | 13,027,267 |
| Plan Viability comments | Not Viable | Marginal | Viable |

*Note, External Works increased to 20% to reflect additional infrastructure on Strategic Sites

240404_BCC Older Persons Appraisal_v0.4

Appraisal Ref: **OP1** (see Typologies Matrix)
 Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|--|---------|--|--------|-----------------------|---------|---|------------|
| Total number of units in scheme | | 60 Units | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | |
| | | Social Rent: | | 10.0% | | | |
| | | First Homes: | | 25.0% | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % 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 | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0.0 | 0% | 0.0 |
| 2 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0.0 | 0% | 0.0 |
| 3 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0.0 | 0% | 0.0 |
| 4 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0.0 | 0% | 0.0 |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0.0 | 0% | 0.0 |
| 1 bed Flat | 60.0% | 23.4 | 50.0% | 10.5 | 57% | | 33.9 |
| 2 bed Flat | 40.0% | 15.6 | 50.0% | 10.5 | 44% | | 26.1 |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | | 0.0 |
| Total number of units | 100.0% | 39.0 | 100.0% | 21.0 | 100% | | 60.0 |
| OMS Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) | | (sqft) | | (sqm) | |
| | | | | | | (sqft) | |
| 1 bed House | 62.0 | 667 | | | 62.0 | | 667 |
| 2 bed House | 79.0 | 850 | | | 79.0 | | 850 |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | | 1,023 |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | | 1,292 |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | | 1,507 |
| 1 bed Flat | 55.0 | 592 | 75.0% | | 73.3 | | 789 |
| 2 bed Flat | 75.0 | 807 | 75.0% | | 100.0 | | 1,076 |
| 3 bed Flat | 80.0 | 861 | 75.0% | | 106.7 | | 1,148 |
| AH Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) | | (sqft) | | (sqm) | |
| | | | | | | (sqft) | |
| 1 bed House | 62.0 | 667 | | | 62.0 | | 667 |
| 2 bed House | 79.0 | 850 | | | 79.0 | | 850 |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | | 1,023 |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | | 1,292 |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | | 1,507 |
| 1 bed Flat | 55.0 | 592 | 75.0% | | 73.3 | | 789 |
| 2 bed Flat | 75.0 | 807 | 75.0% | | 100.0 | | 1,076 |
| 3 bed Flat | 80.0 | 861 | 75.0% | | 106.7 | | 1,148 |
| Total Gross Floor areas - | | OMS Units GIA | | AH units GIA | | Total GIA (all units) | |
| | | (sqm) | | (sqm) | | (sqm) | |
| | | | | | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 1 bed Flat | 1,716 | 18,471 | 770 | 8,288 | 2,486 | | 26,759 |
| 2 bed Flat | 1,560 | 16,792 | 1,050 | 11,302 | 2,610 | | 28,094 |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | | 0 |
| | 3,276 | 35,263 | 1,820 | 19,590 | 5,096 | | 54,853 |
| AH % by floor area: | | 35.71% AH % by floor area (difference due to mix) | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | | £ psm | | £ psf | |
| | | | | | | total MV £ (no AH) | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 1 bed Flat | 144,000 | 2,618 | 243 | | | | 4,881,600 |
| 2 bed Flat | 208,000 | 2,773 | 258 | | | | 5,428,800 |
| 3 bed Flat | 0 | 0 | 0 | | | | 0 |
| | | | | | | | 10,310,400 |
| Affordable Housing values (£) - | | Aff. Rent £ | | % of MV | | Social Rent £ | |
| | | | | | | % of MV | |
| | | | | | | First Homes £* | |
| | | | | | | % of MV | |
| | | | | | | Other Int. £ | |
| | | | | | | % of MV | |
| 1 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 |
| 2 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 |
| 3 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 |
| 4 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 |
| 5 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 |
| 1 bed Flat | 79,200 | 55% | 64,800 | 45% | 100,800 | 70% | 100,800 |
| 2 bed Flat | 114,400 | 55% | 93,600 | 45% | 145,600 | 70% | 145,600 |
| 3 bed Flat | 0 | 55% | 0 | 45% | 0 | 70% | 0 |

* capped @£250K

240404_BCC Older Persons Appraisal_v0.4

Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value** ; Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|-------------|---------------------------|---------------------------------|------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 23.4 | @ | 144,000 | 3,369,600 |
| 2 bed Flat | 15.6 | @ | 208,000 | 3,244,800 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 39.0 | | | 6,614,400 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 6.3 | @ | 79,200 | 498,960 |
| 2 bed Flat | 6.3 | @ | 114,400 | 720,720 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 12.6 | | | 1,219,680 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 1.1 | @ | 64,800 | 68,040 |
| 2 bed Flat | 1.1 | @ | 93,600 | 98,280 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 2.1 | | | 166,320 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 2.6 | @ | 100,800 | 264,600 |
| 2 bed Flat | 2.6 | @ | 145,600 | 382,200 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 5.3 | | | 646,800 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 0.5 | @ | 100,800 | 52,920 |
| 2 bed Flat | 0.5 | @ | 145,600 | 76,440 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 1.1 | 21.0 | | 129,360 |
| Sub-total GDV Residential | | | | 8,776,560 |
| AH on-site cost analysis: | | | | |
| | | 301 £ psm (total GIA sqm) | £MV (no AH) less £GDV (inc. AH) | 1,533,840 |
| | | | 25,564 £ per unit (total units) | |
| Grant | | | | |
| | 21 | AH units @ | 0 per unit | - |
| Total GDV | | | | 8,776,560 |

240404_BCC Older Persons Appraisal_v0.4

Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value** ; Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|----------------|------------------|---------------------|----------------------------------|---------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (24,239) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (70,000) |
| CIL (Mrkt only + garages) | | | | | | - |
| | | 3,276 sqm | | 0.00 £ psm | | |
| CIL analysis: | | 0.00% % of GDV | | 0 £ per unit (total units) | | |
| Site Specific S106 Contributions | | | | | | |
| | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 60 units @ | | 4,300 per unit | | (258,000) |
| | Sub-total | | | | | (258,000) |
| S106 analysis: | | 430,000 £ per ha | 2.94% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | | | | - |
| Comm. Sum analysis: | | | 5,096 sqm (total) | 0 £ psm | | |
| | | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | (74,130) |
| | | 0.60 ha @ | | 123,550 £ per ha (if brownfield) | | |
| Site Infrastructure costs - | | | | | | |
| | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 60 units @ | | 0 per unit | | - |
| | Sub-total | | | | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | | | | | |
| | | - sqm @ | | 1,295 psm | | - |
| 2 bed House | | | | | | |
| | | - sqm @ | | 1,295 psm | | - |
| 3 bed House | | | | | | |
| | | - sqm @ | | 1,295 psm | | - |
| 4 bed House | | | | | | |
| | | - sqm @ | | 1,295 psm | | - |
| 5 bed House | | | | | | |
| | | - sqm @ | | 1,295 psm | | - |
| 1 bed Flat | | | | | | |
| | | 2,486 sqm @ | | 1,638 psm | | (4,072,068) |
| 2 bed Flat | | | | | | |
| | | 2,610 sqm @ | | 1,638 psm | | (4,275,180) |
| 3 bed Flat | | | | | | |
| | | 5,096 sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | | | | | | - |
| | | 50% units @ | | 18 sqm @ | 600 psm | - |
| Garages for 4B House (Mrkt only) | | | | | | - |
| | | 75% units @ | | 18 sqm @ | 600 psm | - |
| Garages for 5B House (Mrkt only) | | | | | | - |
| | | 120% units @ | | 18 sqm @ | 600 psm | - |
| External works | | | | | | |
| | | 8,347,248 @ | | 15.0% | | (1,252,087) |
| Ext. Works analysis: | | | | 20,868 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (17,220) |
| | | 60 units @ | | 287 £ per unit | | |
| M4(2) Category 2 Housing | | | | | | |
| | Aff units | 21 units @ | 0% @ | 521 £ per unit | | - |
| M4(2) Category 2 Housing | | | | | | |
| | OMS units | 39 units @ | 0% @ | 521 £ per unit | | - |
| M4(3) Category 3 Housing | | | | | | |
| | Aff units | 21 units @ | 100% @ | 10,111 £ per unit | | (212,331) |
| M4(3) Category 3 Housing | | | | | | |
| | OMS units | 39 units @ | 100% @ | 10,111 £ per unit | | (394,329) |
| Net Zero Cost | | | | | | (600,000) |
| | | 60 units @ | | 10,000 £ per unit | | |
| Urban Greening | | | | | | |
| | No. of storeys | 4.0 equals | 1,274 sqm footprint | 100 £ sqm | | (127,400) |
| EV Charging Points - Houses | | | | | | |
| | | - units @ | | 1,000 £ per unit | | - |
| EV Charging Points - Flats | | | | | | |
| | | 60 units @ | 4 flats per charger | 2,500 £ per 4 units | | (37,500) |
| | | 4 units @ | | 0 £ per unit | | - |
| | Sub-total | | | | | (1,388,780) |
| Policy Costs analysis: (design costs only) | | | | 23,146 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | (553,112) |
| | | 11,062,245 @ | | 5.0% | | |

240404_BCC Older Persons Appraisal_v0.4

Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|-------------------|---------------------------|------------------------------------|---------------------|
| Professional Fees | 11,062,245 @ | 6.5% | | (719,046) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 6,614,400 OMS @ | 4.50% | 4,961 £ per unit | (297,648) |
| Residential Sales Agent Costs | 6,614,400 OMS @ | 1.00% | 1,102 £ per unit | (66,144) |
| Residential Sales Legal Costs | 6,614,400 OMS @ | 0.25% | 276 £ per unit | (16,536) |
| Affordable Sale Legal Costs | | | lump sum | (10,000) |
| Empty Property Costs | | | 5,000 £ per unit | (300,000) |
| Disposal Cost analysis: | | | 6,505 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (2,284,171) |
| Developers Profit - | | | | |
| Profit on OMS | 6,614,400 | 20.00% | | (1,322,880) |
| Margin on AH | 2,162,160 | 6.00% on AH values | | (129,730) |
| Profit analysis: | 8,776,560 | 16.55% blended GDV | (1,452,610) | |
| | 15,661,142 | 9.28% on costs | (1,452,610) | |
| TOTAL COSTS | | | | (17,113,751) |

| | | | | |
|----------------------------------|-----------------------------|--------------------------------------|---------------------------------------|--------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | (8,337,191) |
| SDLT | - @ | HMRC formula | | - |
| Acquisition Agent fees | - @ | 1.0% | | - |
| Acquisition Legal fees | - @ | 0.5% | | - |
| Interest on Land | - @ | 8.00% | | - |
| Residual Land Value | | | | (8,337,191) |
| RLV analysis: | (138,953) £ per plot | (13,895,319) £ per ha (net) | (5,623,359) £ per acre (net) | |
| | | (13,895,319) £ per ha (gross) | (5,623,359) £ per acre (gross) | |
| | | | -94.99% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|-----------------------------------|-----------------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 100.0 dph (net) | | | |
| Site Area (net) | 0.60 ha (net) | | 1.48 acres (net) | |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 0.60 ha (gross) | | 1.48 acres (gross) | |
| Density analysis: | 8,493 sqm/ha (net) | 36,998 sqft/ac (net) | | |
| | 100 dph (gross) | | | |
| Benchmark Land Value (net) | 21,065 £ per plot | 2,106,528 £ per ha (net) | 852,500 £ per acre (net) | 1,263,917 |
| BLV analysis: | | 2,106,528 £ per ha (gross) | 852,500 £ per acre (gross) | |

| | | | | |
|-------------------|--|------------------------------------|-------------------------------------|--------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (16,001,846) £ per ha (net) | (6,475,859) £ per acre (net) | (9,601,108) |

240404_BCC Older Persons Appraisal_v0.4

Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value** ; Greenfield/Brownfield: **Brownfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (6,475,859) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm | 0.00 | 0.00 | (6,052,764) | (6,137,383) | (6,222,002) | (6,306,621) | (6,391,240) | (6,475,859) | (6,560,477) |
| | | 10.00 | (6,090,459) | (6,172,983) | (6,255,508) | (6,338,033) | (6,420,558) | (6,503,082) | (6,585,607) |
| | | 20.00 | (6,128,153) | (6,208,584) | (6,289,014) | (6,369,445) | (6,449,876) | (6,530,306) | (6,610,737) |
| | | 30.00 | (6,165,848) | (6,244,184) | (6,322,521) | (6,400,857) | (6,479,194) | (6,557,530) | (6,635,866) |
| | | 40.00 | (6,203,542) | (6,279,785) | (6,356,027) | (6,432,269) | (6,508,511) | (6,584,754) | (6,660,996) |
| | | 50.00 | (6,241,237) | (6,315,385) | (6,389,533) | (6,463,681) | (6,537,829) | (6,611,978) | (6,686,126) |
| | | 60.00 | (6,278,931) | (6,350,985) | (6,423,039) | (6,495,093) | (6,567,147) | (6,639,201) | (6,711,255) |
| | | 70.00 | (6,316,626) | (6,386,586) | (6,456,546) | (6,526,505) | (6,596,465) | (6,666,425) | (6,736,385) |
| | | 80.00 | (6,354,320) | (6,422,186) | (6,490,052) | (6,557,918) | (6,625,783) | (6,693,649) | (6,761,515) |
| | | 90.00 | (6,392,015) | (6,457,786) | (6,523,558) | (6,589,330) | (6,655,101) | (6,720,873) | (6,786,645) |
| | | 100.00 | (6,429,709) | (6,493,387) | (6,557,064) | (6,620,742) | (6,684,419) | (6,748,097) | (6,811,774) |
| | | 110.00 | (6,467,404) | (6,528,987) | (6,590,570) | (6,652,154) | (6,713,737) | (6,775,321) | (6,836,904) |
| | | 120.00 | (6,505,098) | (6,564,588) | (6,624,077) | (6,683,566) | (6,743,055) | (6,802,544) | (6,862,034) |
| | | 130.00 | (6,542,793) | (6,600,188) | (6,657,583) | (6,714,978) | (6,772,373) | (6,829,768) | (6,887,163) |
| | | 140.00 | (6,580,487) | (6,635,788) | (6,691,089) | (6,746,390) | (6,801,691) | (6,856,992) | (6,912,293) |
| | | 150.00 | (6,618,182) | (6,671,389) | (6,724,595) | (6,777,802) | (6,831,009) | (6,884,216) | (6,937,423) |
| | | 160.00 | (6,655,876) | (6,706,989) | (6,758,102) | (6,809,214) | (6,860,327) | (6,911,440) | (6,962,552) |
| | | 170.00 | (6,693,571) | (6,742,589) | (6,791,608) | (6,840,626) | (6,889,645) | (6,938,663) | (6,987,682) |
| | | 180.00 | (6,731,265) | (6,778,190) | (6,825,114) | (6,872,039) | (6,918,963) | (6,965,887) | (7,012,812) |
| | | 190.00 | (6,768,960) | (6,813,790) | (6,858,620) | (6,903,451) | (6,948,281) | (6,993,111) | (7,037,941) |
| 200.00 | (6,806,654) | (6,849,391) | (6,892,127) | (6,934,863) | (6,977,599) | (7,020,335) | (7,063,071) | | |
| 210.00 | (6,844,349) | (6,884,991) | (6,925,633) | (6,966,275) | (7,006,917) | (7,047,559) | (7,088,201) | | |
| 220.00 | (6,882,043) | (6,920,591) | (6,959,139) | (6,997,687) | (7,036,235) | (7,074,782) | (7,113,330) | | |
| 230.00 | (6,919,738) | (6,956,192) | (6,992,645) | (7,029,099) | (7,065,553) | (7,102,006) | (7,138,460) | | |
| 240.00 | (6,957,433) | (6,991,792) | (7,026,152) | (7,060,511) | (7,094,871) | (7,129,230) | (7,163,590) | | |
| 250.00 | (6,995,127) | (7,027,392) | (7,059,658) | (7,091,923) | (7,124,189) | (7,156,454) | (7,188,719) | | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (6,475,859) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 | 4,300 | 1,000 | (5,888,225) | (5,972,843) | (6,057,462) | (6,142,081) | (6,226,700) | (6,311,319) | (6,395,938) |
| | | 2,000 | (5,938,085) | (6,022,704) | (6,107,323) | (6,191,942) | (6,276,561) | (6,361,179) | (6,445,798) |
| | | 3,000 | (5,987,946) | (6,072,564) | (6,157,183) | (6,241,802) | (6,326,421) | (6,411,040) | (6,495,659) |
| | | 4,000 | (6,037,806) | (6,122,425) | (6,207,044) | (6,291,663) | (6,376,282) | (6,460,900) | (6,545,519) |
| | | 5,000 | (6,087,666) | (6,172,285) | (6,256,904) | (6,341,523) | (6,426,142) | (6,510,761) | (6,595,380) |
| | | 6,000 | (6,137,527) | (6,222,146) | (6,306,765) | (6,391,384) | (6,476,002) | (6,560,621) | (6,645,240) |
| | | 7,000 | (6,187,387) | (6,272,006) | (6,356,625) | (6,441,244) | (6,525,863) | (6,610,482) | (6,695,101) |
| | | 8,000 | (6,237,248) | (6,321,867) | (6,406,486) | (6,491,105) | (6,575,723) | (6,660,342) | (6,744,961) |
| | | 9,000 | (6,287,108) | (6,371,727) | (6,456,346) | (6,540,965) | (6,625,584) | (6,710,203) | (6,794,822) |
| | | 10,000 | (6,336,969) | (6,421,588) | (6,506,207) | (6,590,825) | (6,675,444) | (6,760,063) | (6,844,682) |
| | | 11,000 | (6,386,829) | (6,471,448) | (6,556,067) | (6,640,686) | (6,725,305) | (6,809,924) | (6,894,543) |
| | | 12,000 | (6,436,690) | (6,521,309) | (6,605,928) | (6,690,546) | (6,775,165) | (6,859,784) | (6,944,403) |
| | | 13,000 | (6,486,550) | (6,571,169) | (6,655,788) | (6,740,407) | (6,825,026) | (6,909,645) | (6,994,263) |
| | | 14,000 | (6,536,411) | (6,621,030) | (6,705,648) | (6,790,267) | (6,874,886) | (6,959,505) | (7,044,124) |
| | | 15,000 | (6,586,271) | (6,670,890) | (6,755,509) | (6,840,128) | (6,924,747) | (7,009,366) | (7,093,984) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (6,475,859) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit | 20.0% | 15.0% | (5,743,901) | (5,845,679) | (5,947,457) | (6,049,235) | (6,151,013) | (6,252,791) | (6,354,569) |
| | | 16.0% | (5,805,674) | (5,904,020) | (6,002,366) | (6,100,712) | (6,199,058) | (6,297,404) | (6,395,751) |
| | | 17.0% | (5,867,446) | (5,962,361) | (6,057,275) | (6,152,189) | (6,247,104) | (6,342,018) | (6,436,932) |
| | | 18.0% | (5,929,219) | (6,020,702) | (6,112,184) | (6,203,667) | (6,295,149) | (6,386,632) | (6,478,114) |
| | | 19.0% | (5,990,992) | (6,079,042) | (6,167,093) | (6,255,144) | (6,343,194) | (6,431,245) | (6,519,296) |
| | | 20.0% | (6,052,764) | (6,137,383) | (6,222,002) | (6,306,621) | (6,391,240) | (6,475,859) | (6,560,477) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|---------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (6,475,859) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) | 852,500 | 1,500,000 | (6,700,264) | (6,784,883) | (6,869,502) | (6,954,121) | (7,038,740) | (7,123,359) | (7,207,977) |
| | | 1,600,000 | (6,800,264) | (6,884,883) | (6,969,502) | (7,054,121) | (7,138,740) | (7,223,359) | (7,307,977) |
| | | 1,700,000 | (6,900,264) | (6,984,883) | (7,069,502) | (7,154,121) | (7,238,740) | (7,323,359) | (7,407,977) |
| | | 1,800,000 | (7,000,264) | (7,084,883) | (7,169,502) | (7,254,121) | (7,338,740) | (7,423,359) | (7,507,977) |
| | | 1,900,000 | (7,100,264) | (7,184,883) | (7,269,502) | (7,354,121) | (7,438,740) | (7,523,359) | (7,607,977) |
| | | 2,000,000 | (7,200,264) | (7,284,883) | (7,369,502) | (7,454,121) | (7,538,740) | (7,623,359) | (7,707,977) |
| | | 2,100,000 | (7,300,264) | (7,384,883) | (7,469,502) | (7,554,121) | (7,638,740) | (7,723,359) | (7,807,977) |
| | | 2,200,000 | (7,400,264) | (7,484,883) | (7,569,502) | (7,654,121) | (7,738,740) | (7,823,359) | (7,907,977) |
| | | 2,300,000 | (7,500,264) | (7,584,883) | (7,669,502) | (7,754,121) | (7,838,740) | (7,923,359) | (8,007,977) |
| | | 2,400,000 | (7,600,264) | (7,684,883) | (7,769,502) | (7,854,121) | (7,938,740) | (8,023,359) | (8,107,977) |
| | | 2,500,000 | (7,700,264) | (7,784,883) | (7,869,502) | (7,954,121) | (8,038,740) | (8,123,359) | (8,207,977) |
| | | 2,600,000 | (7,800,264) | (7,884,883) | (7,969,502) | (8,054,121) | (8,138,740) | (8,223,359) | (8,307,977) |
| | | 2,700,000 | (7,900,264) | (7,984,883) | (8,069,502) | (8,154,121) | (8,238,740) | (8,323,359) | (8,407,977) |
| | | 2,800,000 | (8,000,264) | (8,084,883) | (8,169,502) | (8,254,121) | (8,338,740) | (8,423,359) | (8,507,977) |
| | | 2,900,000 | (8,100,264) | (8,184,883) | (8,269,502) | (8,354,121) | (8,438,740) | (8,523,359) | (8,607,977) |
| | | 3,000,000 | (8,200,264) | (8,284,883) | (8,369,502) | (8,454,121) | (8,538,740) | (8,623,359) | (8,707,977) |

240404_BCC Older Persons Appraisal_v0.4

Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value ; Greenfield/Brownfield: Brownfield**
 Notes:

TABLE 5 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (6,475,859) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 0 | | (5,493,193) | (5,577,812) | (5,662,431) | (5,747,050) | (5,831,669) | (5,916,287) | (6,000,906) |
| Net Zero | 2,000 | (5,605,107) | (5,689,726) | (5,774,345) | (5,858,964) | (5,943,583) | (6,028,202) | (6,112,821) |
| (£ per unit) | 4,000 | (5,717,022) | (5,801,640) | (5,886,259) | (5,970,878) | (6,055,497) | (6,140,116) | (6,224,735) |
| 10,000 | 6,000 | (5,828,936) | (5,913,555) | (5,998,173) | (6,082,792) | (6,167,411) | (6,252,030) | (6,336,649) |
| | 8,000 | (5,940,850) | (6,025,469) | (6,110,088) | (6,194,707) | (6,279,325) | (6,363,944) | (6,448,563) |
| | 10,000 | (6,052,764) | (6,137,383) | (6,222,002) | (6,306,621) | (6,391,240) | (6,475,859) | (6,560,477) |
| | 12,000 | (6,164,678) | (6,249,297) | (6,333,916) | (6,418,535) | (6,503,154) | (6,587,773) | (6,672,392) |
| | 14,000 | (6,276,593) | (6,361,211) | (6,445,830) | (6,530,449) | (6,615,068) | (6,699,687) | (6,784,306) |
| | 16,000 | (6,388,507) | (6,473,126) | (6,557,745) | (6,642,363) | (6,726,982) | (6,811,601) | (6,896,220) |
| | 18,000 | (6,500,421) | (6,585,040) | (6,669,659) | (6,754,278) | (6,838,897) | (6,923,515) | (7,008,134) |
| | 20,000 | (6,612,335) | (6,696,954) | (6,781,573) | (6,866,192) | (6,950,811) | (7,035,430) | (7,120,048) |
| | 22,000 | (6,724,249) | (6,808,868) | (6,893,487) | (6,978,106) | (7,062,725) | (7,147,344) | (7,231,963) |
| | 24,000 | (6,836,164) | (6,920,783) | (7,005,401) | (7,090,020) | (7,174,639) | (7,259,258) | (7,343,877) |
| | 26,000 | (6,948,078) | (7,032,697) | (7,117,316) | (7,201,934) | (7,286,553) | (7,371,172) | (7,455,791) |
| | 28,000 | (7,059,992) | (7,144,611) | (7,229,230) | (7,313,849) | (7,398,468) | (7,483,086) | (7,567,705) |
| | 30,000 | (7,171,906) | (7,256,525) | (7,341,144) | (7,425,763) | (7,510,382) | (7,595,001) | (7,679,620) |

TABLE 6 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (6,475,859) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 70% | | (3,388,090) | (3,468,493) | (3,548,896) | (3,629,298) | (3,709,701) | (3,790,104) | (3,870,506) |
| 75% | | (3,832,203) | (3,913,308) | (3,994,413) | (4,075,519) | (4,156,624) | (4,237,729) | (4,318,835) |
| 80% | | (4,276,315) | (4,358,123) | (4,439,931) | (4,521,739) | (4,603,547) | (4,685,355) | (4,767,163) |
| 85% | | (4,720,427) | (4,802,938) | (4,885,449) | (4,967,960) | (5,050,470) | (5,132,981) | (5,215,492) |
| 90% | | (5,164,540) | (5,247,753) | (5,330,966) | (5,414,180) | (5,497,393) | (5,580,607) | (5,663,820) |
| 95% | | (5,608,652) | (5,692,568) | (5,776,484) | (5,860,400) | (5,944,317) | (6,028,233) | (6,112,149) |
| 100% | | (6,052,764) | (6,137,383) | (6,222,002) | (6,306,621) | (6,391,240) | (6,475,859) | (6,560,477) |
| 105% | | (6,496,876) | (6,582,198) | (6,667,520) | (6,752,841) | (6,838,163) | (6,923,484) | (7,008,806) |
| 110% | | (6,940,989) | (7,027,013) | (7,113,037) | (7,199,062) | (7,285,086) | (7,371,110) | (7,457,135) |
| 115% | | (7,385,101) | (7,471,828) | (7,558,555) | (7,645,282) | (7,732,009) | (7,818,736) | (7,905,463) |
| 120% | | (7,829,213) | (7,916,643) | (8,004,073) | (8,091,502) | (8,178,932) | (8,266,362) | (8,353,792) |
| 125% | | (8,273,326) | (8,361,458) | (8,449,590) | (8,537,723) | (8,625,855) | (8,713,988) | (8,802,120) |

TABLE 7 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (6,475,859) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 80% | | (7,085,041) | (7,112,312) | (7,139,582) | (7,166,852) | (7,194,122) | (7,221,392) | (7,248,662) |
| 82% | | (6,981,814) | (7,014,819) | (7,047,824) | (7,080,829) | (7,113,834) | (7,146,839) | (7,179,844) |
| 84% | | (6,878,586) | (6,917,326) | (6,956,066) | (6,994,806) | (7,033,545) | (7,072,285) | (7,111,025) |
| 86% | | (6,775,358) | (6,819,833) | (6,864,308) | (6,908,782) | (6,953,257) | (6,997,732) | (7,042,207) |
| 88% | | (6,672,130) | (6,722,340) | (6,772,550) | (6,822,759) | (6,872,969) | (6,923,179) | (6,973,388) |
| 90% | | (6,568,903) | (6,624,847) | (6,680,792) | (6,736,736) | (6,792,681) | (6,848,625) | (6,904,569) |
| 92% | | (6,465,675) | (6,527,354) | (6,589,034) | (6,650,713) | (6,712,393) | (6,774,072) | (6,835,751) |
| 94% | | (6,362,447) | (6,429,862) | (6,497,276) | (6,564,690) | (6,632,104) | (6,699,519) | (6,766,933) |
| 96% | | (6,259,220) | (6,332,369) | (6,405,518) | (6,478,667) | (6,551,816) | (6,624,965) | (6,698,114) |
| 98% | | (6,155,992) | (6,234,876) | (6,313,760) | (6,392,644) | (6,471,528) | (6,550,412) | (6,629,296) |
| 100% | | (6,052,764) | (6,137,383) | (6,222,002) | (6,306,621) | (6,391,240) | (6,475,859) | (6,560,477) |
| 102% | | (5,949,536) | (6,039,890) | (6,130,244) | (6,220,598) | (6,310,951) | (6,401,305) | (6,491,659) |
| 104% | | (5,846,309) | (5,942,397) | (6,038,486) | (6,134,575) | (6,230,663) | (6,326,752) | (6,422,840) |
| 106% | | (5,743,081) | (5,844,904) | (5,946,728) | (6,048,551) | (6,150,375) | (6,252,198) | (6,354,022) |
| 108% | | (5,639,853) | (5,747,412) | (5,854,970) | (5,962,528) | (6,070,087) | (6,177,645) | (6,285,203) |
| 110% | | (5,536,626) | (5,649,919) | (5,763,212) | (5,876,505) | (5,989,799) | (6,103,092) | (6,216,385) |
| 112% | | (5,433,398) | (5,552,426) | (5,671,454) | (5,790,482) | (5,909,510) | (6,028,538) | (6,147,567) |
| 114% | | (5,330,170) | (5,454,933) | (5,579,696) | (5,704,459) | (5,829,222) | (5,953,985) | (6,078,748) |
| 116% | | (5,226,942) | (5,357,440) | (5,487,938) | (5,618,436) | (5,748,934) | (5,879,432) | (6,009,930) |
| 118% | | (5,123,715) | (5,259,947) | (5,396,180) | (5,532,413) | (5,668,646) | (5,804,878) | (5,941,111) |
| 120% | | (5,020,487) | (5,162,455) | (5,304,422) | (5,446,390) | (5,588,357) | (5,730,325) | (5,872,293) |

TABLE 8 Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (6,475,859) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 5,000 | | (6,027,832) | (6,099,984) | (6,172,137) | (6,244,290) | (6,316,442) | (6,388,595) | (6,460,748) |
| 10,000 | | (6,002,899) | (6,062,586) | (6,122,272) | (6,181,959) | (6,241,645) | (6,301,331) | (6,361,018) |
| 15,000 | | (5,977,967) | (6,025,187) | (6,072,407) | (6,119,627) | (6,166,848) | (6,214,068) | (6,261,288) |
| 20,000 | | (5,953,034) | (5,987,788) | (6,022,542) | (6,057,296) | (6,092,050) | (6,126,804) | (6,161,558) |
| 25,000 | | (5,928,102) | (5,950,390) | (5,972,677) | (5,994,965) | (6,017,253) | (6,039,541) | (6,061,828) |
| 30,000 | | (5,903,169) | (5,912,991) | (5,922,812) | (5,932,634) | (5,942,455) | (5,952,277) | (5,962,098) |
| 35,000 | | (5,878,237) | (5,875,592) | (5,872,948) | (5,870,303) | (5,867,658) | (5,865,013) | (5,862,369) |
| 40,000 | | (5,853,305) | (5,838,194) | (5,823,083) | (5,807,972) | (5,792,861) | (5,777,750) | (5,762,639) |
| 45,000 | | (5,828,372) | (5,800,795) | (5,773,218) | (5,745,641) | (5,718,063) | (5,690,486) | (5,662,909) |
| 50,000 | | (5,803,440) | (5,763,396) | (5,723,353) | (5,683,309) | (5,643,266) | (5,603,223) | (5,563,179) |
| 55,000 | | (5,778,507) | (5,725,998) | (5,673,488) | (5,620,978) | (5,568,469) | (5,515,959) | (5,463,449) |

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

240404_BCC Older Persons Appraisal_v0.4

Appraisal Ref: **OP2** (see Typologies Matrix)
 Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|--|---------|--|---------|-----------------------|---------|---|------------|
| Total number of units in scheme | | 60 Units | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | |
| | | Social Rent: | | 10.0% | | | |
| | | First Homes: | | 25.0% | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | |
| | | | | 100% | | 100.0% | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | |
| Unit mix - | | OMS Unit mix% | | MV # units | | AH mix% | |
| | | | | | | AH # units | |
| | | | | | | Overall mix% | |
| | | | | | | Total # units | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0.0 | 0% | 0.0 |
| 2 bed House | 0.0% | 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% | 0.0 |
| 4 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0.0 | 0% | 0.0 |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0.0 | 0% | 0.0 |
| 1 bed Flat | 60.0% | 23.4 | 50.0% | 10.5 | 57% | | 33.9 |
| 2 bed Flat | 40.0% | 15.6 | 50.0% | 10.5 | 44% | | 26.1 |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | | 0.0 |
| Total number of units | 100.0% | 39.0 | 100.0% | 21.0 | 100% | | 60.0 |
| OMS Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) | | (sqft) | | (sqm) | |
| | | | | | | (sqft) | |
| 1 bed House | 62.0 | 667 | | | 62.0 | | 667 |
| 2 bed House | 79.0 | 850 | | | 79.0 | | 850 |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | | 1,023 |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | | 1,292 |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | | 1,507 |
| 1 bed Flat | 55.0 | 592 | 75.0% | | 73.3 | | 789 |
| 2 bed Flat | 75.0 | 807 | 75.0% | | 100.0 | | 1,076 |
| 3 bed Flat | 80.0 | 861 | 75.0% | | 106.7 | | 1,148 |
| AH Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) | | (sqft) | | (sqm) | |
| | | | | | | (sqft) | |
| 1 bed House | 62.0 | 667 | | | 62.0 | | 667 |
| 2 bed House | 79.0 | 850 | | | 79.0 | | 850 |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | | 1,023 |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | | 1,292 |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | | 1,507 |
| 1 bed Flat | 55.0 | 592 | 75.0% | | 73.3 | | 789 |
| 2 bed Flat | 75.0 | 807 | 75.0% | | 100.0 | | 1,076 |
| 3 bed Flat | 80.0 | 861 | 75.0% | | 106.7 | | 1,148 |
| Total Gross Floor areas - | | OMS Units GIA | | AH units GIA | | Total GIA (all units) | |
| | | (sqm) | | (sqm) | | (sqm) | |
| | | | | | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 1 bed Flat | 1,716 | 18,471 | 770 | 8,288 | 2,486 | | 26,759 |
| 2 bed Flat | 1,560 | 16,792 | 1,050 | 11,302 | 2,610 | | 28,094 |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | | 0 |
| | 3,276 | 35,263 | 1,820 | 19,590 | 5,096 | | 54,853 |
| AH % by floor area: | | 35.71% AH % by floor area (difference due to mix) | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | | £ psm | | £ psf | |
| | | | | | | total MV £ (no AH) | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 1 bed Flat | 168,000 | 3,055 | 284 | | | | 5,695,200 |
| 2 bed Flat | 240,000 | 3,200 | 297 | | | | 6,264,000 |
| 3 bed Flat | 0 | 0 | 0 | | | | 0 |
| | | | | | | | 11,959,200 |
| Affordable Housing values (£) - | | Aff. Rent £ | | % of MV | | Social Rent £ | |
| | | | | | | % of MV | |
| | | | | | | First Homes £* | |
| | | | | | | % of MV | |
| | | | | | | Other Int. £ | |
| | | | | | | % of MV | |
| 1 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 |
| 2 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 |
| 3 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 |
| 4 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 |
| 5 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 |
| 1 bed Flat | 92,400 | 55% | 75,600 | 45% | 117,600 | 70% | 117,600 |
| 2 bed Flat | 132,000 | 55% | 108,000 | 45% | 168,000 | 70% | 168,000 |
| 3 bed Flat | 0 | 55% | 0 | 45% | 0 | 70% | 0 |

* capped @£250K

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Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|-------------|----------------------------------|--|-------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 23.4 | @ | 168,000 | 3,931,200 |
| 2 bed Flat | 15.6 | @ | 240,000 | 3,744,000 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 39.0 | | | 7,675,200 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 6.3 | @ | 92,400 | 582,120 |
| 2 bed Flat | 6.3 | @ | 132,000 | 831,600 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 12.6 | | | 1,413,720 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 1.1 | @ | 75,600 | 79,380 |
| 2 bed Flat | 1.1 | @ | 108,000 | 113,400 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 2.1 | | | 192,780 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 2.6 | @ | 117,600 | 308,700 |
| 2 bed Flat | 2.6 | @ | 168,000 | 441,000 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 5.3 | | | 749,700 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 0.5 | @ | 117,600 | 61,740 |
| 2 bed Flat | 0.5 | @ | 168,000 | 88,200 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 1.1 | 21.0 | | 149,940 |
| Sub-total GDV Residential | | | | 10,181,340 |
| AH on-site cost analysis: | | | | |
| | | 349 £ psm (total GIA sqm) | £MV (no AH) less £GDV (inc. AH) | 1,777,860 |
| | | | 29,631 £ per unit (total units) | |
| Grant | | | | |
| | 21 | AH units @ | 0 per unit | - |
| Total GDV | | | | 10,181,340 |

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Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|---|-------------------------|-----------------------|--|--|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (24,239) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (70,000) |
| CIL (Mrkt only + garages) | | 3,276 sqm | | 90.39 £ psm | | (296,118) |
| | CIL analysis: | 2.91% % of GDV | | 4,935 £ per unit (total units) | | |
| Site Specific S106 Contributions | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 60 units @ | | 4,300 per unit | | (258,000) |
| | Sub-total | | | | | (258,000) |
| | S106 analysis: | 430,000 £ per ha | 2.53% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | 5,096 sqm (total) | 0 £ psm | | - |
| | Comm. Sum analysis: | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | 0.60 ha @ | | 123,550 £ per ha (if brownfield) | | (74,130) |
| Site Infrastructure costs - | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 60 units @ | | 0 per unit | | - |
| | Sub-total | | | | | - |
| | Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | - sqm @ | | 1,295 psm | | - |
| 2 bed House | | - sqm @ | | 1,295 psm | | - |
| 3 bed House | | - sqm @ | | 1,295 psm | | - |
| 4 bed House | | - sqm @ | | 1,295 psm | | - |
| 5 bed House | | - sqm @ | | 1,295 psm | | - |
| 1 bed Flat | | 2,486 sqm @ | | 1,638 psm | | (4,072,068) |
| 2 bed Flat | | 2,610 sqm @ | | 1,638 psm | | (4,275,180) |
| 3 bed Flat | | 5,096 sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | | - 50% units @ | | 18 sqm @ 600 psm | | - |
| Garages for 4B House (Mrkt only) | | - 75% units @ | | 18 sqm @ 600 psm | | - |
| Garages for 5B House (Mrkt only) | | - 120% units @ | | 18 sqm @ 600 psm | | - |
| External works | | 8,347,248 @ | | 15.0% | | (1,252,087) |
| | Ext. Works analysis: | | | 20,868 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | 60 units @ | | 287 £ per unit | | (17,220) |
| M4(2) Category 2 Housing | Aff units | 21 units @ | 0% @ | 521 £ per unit | | - |
| M4(2) Category 2 Housing | OMS units | 39 units @ | 0% @ | 521 £ per unit | | - |
| M4(3) Category 3 Housing | Aff units | 21 units @ | 100% @ | 10,111 £ per unit | | (212,331) |
| M4(3) Category 3 Housing | OMS units | 39 units @ | 100% @ | 10,111 £ per unit | | (394,329) |
| Net Zero Cost | | 60 units @ | | 10,000 £ per unit | | (600,000) |
| Urban Greening | No. of storeys | 4.0 equals | 1,274 sqm footprint | 100 £ sqm | | (127,400) |
| EV Charging Points - Houses | | - units @ | | 1,000 £ per unit | | - |
| EV Charging Points - Flats | | 60 units @ | 4 flats per charger | 2,500 £ per 4 units | | (37,500) |
| | | 4 units @ | | 0 £ per unit | | - |
| | Sub-total | | | | | (1,388,780) |
| | Policy Costs analysis: (design costs only) | | | 23,146 £ per unit (total units) | | |
| Contingency (on construction) | | 11,062,245 @ | | 5.0% | | (553,112) |

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Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|-------------------|---------------------------|------------------------------------|---------------------|
| Professional Fees | 11,062,245 @ | 6.5% | | (719,046) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 7,675,200 OMS @ | 4.50% | 5,756 £ per unit | (345,384) |
| Residential Sales Agent Costs | 7,675,200 OMS @ | 1.00% | 1,279 £ per unit | (76,752) |
| Residential Sales Legal Costs | 7,675,200 OMS @ | 0.25% | 320 £ per unit | (19,188) |
| Affordable Sale Legal Costs | | | lump sum | (10,000) |
| Empty Property Costs | | | 5,000 £ per unit | (300,000) |
| Disposal Cost analysis: | | | 7,522 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (2,220,287) |
| Developers Profit - | | | | |
| Profit on OMS | 7,675,200 | 20.00% | | (1,535,040) |
| Margin on AH | 2,506,140 | 6.00% on AH values | | (150,368) |
| Profit analysis: | 10,181,340 | 16.55% blended GDV | (1,685,408) | |
| | 15,954,371 | 10.56% on costs | (1,685,408) | |
| TOTAL COSTS | | | | (17,639,780) |

| | | | | |
|----------------------------------|-----------------------------|--------------------------------------|---------------------------------------|--------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | (7,458,440) |
| SDLT | - @ | HMRC formula | | - |
| Acquisition Agent fees | - @ | 1.0% | | - |
| Acquisition Legal fees | - @ | 0.5% | | - |
| Interest on Land | - @ | 8.00% | | - |
| Residual Land Value | | | | (7,458,440) |
| RLV analysis: | (124,307) £ per plot | (12,430,733) £ per ha (net) | (5,030,649) £ per acre (net) | |
| | | (12,430,733) £ per ha (gross) | (5,030,649) £ per acre (gross) | |
| | | | -73.26% % RLV / GDV | |

| | | | | |
|-----------------------------------|-------------------|-----------------------------------|-------------------------------------|----------------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 100.0 | dph (net) | | |
| Site Area (net) | 0.60 | ha (net) | 1.48 | acres (net) |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 0.60 | ha (gross) | 1.48 | acres (gross) |
| Density analysis: | 8,493 | sqm/ha (net) | 36,998 | sqft/ac (net) |
| | 100 | dph (gross) | | |
| Benchmark Land Value (net) | 31,258 £ per plot | 3,125,815 £ per ha (net) | 1,265,000 £ per acre (net) | 1,875,489 |
| BLV analysis: | | 3,125,815 £ per ha (gross) | 1,265,000 £ per acre (gross) | |

| | | | | |
|-------------------|--|------------------------------------|-------------------------------------|--------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (15,556,548) £ per ha (net) | (6,295,649) £ per acre (net) | (9,333,929) |

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Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

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 35%

| Balance (RLV - BLV £ per acre (n)) | (6,295,649) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 0.00 | (5,568,651) | (5,664,835) | (5,761,020) | (5,857,204) | (5,953,388) | (6,049,573) | (6,145,757) |
| | 10.00 | (5,606,346) | (5,700,436) | (5,794,526) | (5,888,616) | (5,982,706) | (6,076,796) | (6,170,887) |
| | 20.00 | (5,644,040) | (5,736,036) | (5,828,032) | (5,920,028) | (6,012,024) | (6,104,020) | (6,196,016) |
| CL £ psm | 30.00 | (5,681,735) | (5,771,637) | (5,861,538) | (5,951,440) | (6,041,342) | (6,131,244) | (6,221,146) |
| 90.39 | 40.00 | (5,719,429) | (5,807,237) | (5,895,045) | (5,982,852) | (6,070,660) | (6,158,468) | (6,246,276) |
| | 50.00 | (5,757,124) | (5,842,837) | (5,928,551) | (6,014,264) | (6,099,978) | (6,185,692) | (6,271,405) |
| | 60.00 | (5,794,818) | (5,878,438) | (5,962,057) | (6,045,677) | (6,129,296) | (6,212,915) | (6,296,535) |
| | 70.00 | (5,832,513) | (5,914,038) | (5,995,563) | (6,077,089) | (6,158,614) | (6,240,139) | (6,321,665) |
| | 80.00 | (5,870,207) | (5,949,638) | (6,029,070) | (6,108,501) | (6,187,932) | (6,267,363) | (6,346,794) |
| | 90.00 | (5,907,902) | (5,985,239) | (6,062,576) | (6,139,913) | (6,217,250) | (6,294,587) | (6,371,924) |
| | 100.00 | (5,945,596) | (6,020,839) | (6,096,082) | (6,171,325) | (6,246,568) | (6,321,811) | (6,397,054) |
| | 110.00 | (5,983,291) | (6,056,440) | (6,129,588) | (6,202,737) | (6,275,886) | (6,349,035) | (6,422,183) |
| | 120.00 | (6,020,985) | (6,092,040) | (6,163,095) | (6,234,149) | (6,305,204) | (6,376,258) | (6,447,313) |
| | 130.00 | (6,058,680) | (6,127,640) | (6,196,601) | (6,265,561) | (6,334,522) | (6,403,482) | (6,472,443) |
| | 140.00 | (6,096,374) | (6,163,214) | (6,230,107) | (6,296,973) | (6,363,840) | (6,430,706) | (6,497,572) |
| | 150.00 | (6,134,069) | (6,198,841) | (6,263,613) | (6,328,385) | (6,393,158) | (6,457,930) | (6,522,702) |
| | 160.00 | (6,171,763) | (6,234,441) | (6,297,119) | (6,359,798) | (6,422,476) | (6,485,154) | (6,547,832) |
| | 170.00 | (6,209,458) | (6,270,042) | (6,330,626) | (6,391,210) | (6,451,794) | (6,512,377) | (6,572,961) |
| | 180.00 | (6,247,152) | (6,305,642) | (6,364,132) | (6,422,622) | (6,481,111) | (6,539,601) | (6,598,091) |
| | 190.00 | (6,284,847) | (6,341,243) | (6,397,638) | (6,454,034) | (6,510,429) | (6,566,825) | (6,623,221) |
| | 200.00 | (6,322,541) | (6,376,843) | (6,431,144) | (6,485,446) | (6,539,747) | (6,594,049) | (6,648,350) |
| | 210.00 | (6,360,236) | (6,412,443) | (6,464,651) | (6,516,858) | (6,569,065) | (6,621,273) | (6,673,480) |
| | 220.00 | (6,397,930) | (6,448,044) | (6,498,157) | (6,548,270) | (6,598,383) | (6,648,496) | (6,698,610) |
| | 230.00 | (6,435,625) | (6,483,644) | (6,531,663) | (6,579,682) | (6,627,701) | (6,675,720) | (6,723,739) |
| | 240.00 | (6,473,319) | (6,519,244) | (6,565,169) | (6,611,094) | (6,657,019) | (6,702,944) | (6,748,869) |
| | 250.00 | (6,511,014) | (6,554,845) | (6,598,676) | (6,642,506) | (6,686,337) | (6,730,168) | (6,773,999) |

TABLE 2

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (6,295,649) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 1,000 | (5,744,832) | (5,822,088) | (5,899,343) | (5,976,598) | (6,053,854) | (6,131,109) | (6,208,364) |
| | 2,000 | (5,794,693) | (5,871,948) | (5,949,203) | (6,026,459) | (6,103,714) | (6,180,970) | (6,258,225) |
| Site Specific S106 | 3,000 | (5,844,553) | (5,921,809) | (5,999,064) | (6,076,319) | (6,153,575) | (6,230,830) | (6,308,085) |
| 4,300 | 4,000 | (5,894,414) | (5,971,669) | (6,048,924) | (6,126,180) | (6,203,435) | (6,280,690) | (6,357,946) |
| | 5,000 | (5,944,274) | (6,021,530) | (6,098,785) | (6,176,040) | (6,253,296) | (6,330,551) | (6,407,806) |
| | 6,000 | (5,994,135) | (6,071,390) | (6,148,645) | (6,225,901) | (6,303,156) | (6,380,411) | (6,457,667) |
| | 7,000 | (6,043,995) | (6,121,250) | (6,198,506) | (6,275,761) | (6,353,017) | (6,430,272) | (6,507,527) |
| | 8,000 | (6,093,856) | (6,171,111) | (6,248,366) | (6,325,622) | (6,402,877) | (6,480,132) | (6,557,388) |
| | 9,000 | (6,143,716) | (6,220,971) | (6,298,227) | (6,375,482) | (6,452,737) | (6,529,993) | (6,607,248) |
| | 10,000 | (6,193,577) | (6,270,832) | (6,348,087) | (6,425,343) | (6,502,598) | (6,579,853) | (6,657,109) |
| | 11,000 | (6,243,437) | (6,320,692) | (6,397,948) | (6,475,203) | (6,552,458) | (6,629,714) | (6,706,969) |
| | 12,000 | (6,293,297) | (6,370,553) | (6,447,808) | (6,525,064) | (6,602,319) | (6,679,574) | (6,756,830) |
| | 13,000 | (6,343,158) | (6,420,413) | (6,497,669) | (6,574,924) | (6,652,179) | (6,729,435) | (6,806,690) |
| | 14,000 | (6,393,018) | (6,470,274) | (6,547,529) | (6,624,784) | (6,702,040) | (6,779,295) | (6,856,551) |
| | 15,000 | (6,442,879) | (6,520,134) | (6,597,390) | (6,674,645) | (6,751,900) | (6,829,156) | (6,906,411) |

TABLE 3

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (6,295,649) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 15.0% | (5,550,974) | (5,648,141) | (5,745,307) | (5,842,473) | (5,939,640) | (6,036,806) | (6,133,972) |
| | 16.0% | (5,622,654) | (5,715,838) | (5,809,022) | (5,902,206) | (5,995,390) | (6,088,575) | (6,181,759) |
| Profit | 17.0% | (5,694,333) | (5,783,535) | (5,872,737) | (5,961,939) | (6,051,141) | (6,140,343) | (6,229,545) |
| 20.0% | 18.0% | (5,766,013) | (5,851,233) | (5,936,452) | (6,021,672) | (6,106,892) | (6,192,112) | (6,277,331) |
| | 19.0% | (5,837,692) | (5,918,930) | (6,000,167) | (6,081,405) | (6,162,643) | (6,243,880) | (6,325,118) |
| | 20.0% | (5,909,372) | (5,986,627) | (6,063,883) | (6,141,138) | (6,218,393) | (6,295,649) | (6,372,904) |

TABLE 4

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (6,295,649) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 1,500,000 | (6,144,372) | (6,221,627) | (6,298,883) | (6,376,138) | (6,453,393) | (6,530,649) | (6,607,904) |
| | 1,600,000 | (6,244,372) | (6,321,627) | (6,398,883) | (6,476,138) | (6,553,393) | (6,630,649) | (6,707,904) |
| BLV (£ per acre) | 1,700,000 | (6,344,372) | (6,421,627) | (6,498,883) | (6,576,138) | (6,653,393) | (6,730,649) | (6,807,904) |
| 1,265,000 | 1,800,000 | (6,444,372) | (6,521,627) | (6,598,883) | (6,676,138) | (6,753,393) | (6,830,649) | (6,907,904) |
| | 1,900,000 | (6,544,372) | (6,621,627) | (6,698,883) | (6,776,138) | (6,853,393) | (6,930,649) | (7,007,904) |
| | 2,000,000 | (6,644,372) | (6,721,627) | (6,798,883) | (6,876,138) | (6,953,393) | (7,030,649) | (7,107,904) |
| | 2,100,000 | (6,744,372) | (6,821,627) | (6,898,883) | (6,976,138) | (7,053,393) | (7,130,649) | (7,207,904) |
| | 2,200,000 | (6,844,372) | (6,921,627) | (6,998,883) | (7,076,138) | (7,153,393) | (7,230,649) | (7,307,904) |
| | 2,300,000 | (6,944,372) | (7,021,627) | (7,098,883) | (7,176,138) | (7,253,393) | (7,330,649) | (7,407,904) |
| | 2,400,000 | (7,044,372) | (7,121,627) | (7,198,883) | (7,276,138) | (7,353,393) | (7,430,649) | (7,507,904) |
| | 2,500,000 | (7,144,372) | (7,221,627) | (7,298,883) | (7,376,138) | (7,453,393) | (7,530,649) | (7,607,904) |
| | 2,600,000 | (7,244,372) | (7,321,627) | (7,398,883) | (7,476,138) | (7,553,393) | (7,630,649) | (7,707,904) |
| | 2,700,000 | (7,344,372) | (7,421,627) | (7,498,883) | (7,576,138) | (7,653,393) | (7,730,649) | (7,807,904) |
| | 2,800,000 | (7,444,372) | (7,521,627) | (7,598,883) | (7,676,138) | (7,753,393) | (7,830,649) | (7,907,904) |
| | 2,900,000 | (7,544,372) | (7,621,627) | (7,698,883) | (7,776,138) | (7,853,393) | (7,930,649) | (8,007,904) |
| | 3,000,000 | (7,644,372) | (7,721,627) | (7,798,883) | (7,876,138) | (7,953,393) | (8,030,649) | (8,107,904) |

240404_BCC Older Persons Appraisal_v0.4

Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (6,295,649) | 0 | (5,349,801) | (5,427,056) | (5,504,312) | (5,581,567) | (5,658,822) | (5,736,078) | (5,813,333) |
| Net Zero | 2,000 | (5,461,715) | (5,538,970) | (5,616,226) | (5,693,481) | (5,770,736) | (5,847,992) | (5,925,247) | (6,002,502) |
| (£ per unit) | 4,000 | (5,573,629) | (5,650,885) | (5,728,140) | (5,805,395) | (5,882,651) | (5,959,906) | (6,037,161) | (6,114,416) |
| 10,000 | 6,000 | (5,685,543) | (5,762,799) | (5,840,054) | (5,917,309) | (5,994,565) | (6,071,820) | (6,149,076) | (6,226,331) |
| | 8,000 | (5,797,458) | (5,874,713) | (5,951,968) | (6,029,224) | (6,106,479) | (6,183,734) | (6,260,990) | (6,338,245) |
| | 10,000 | (5,909,372) | (5,986,627) | (6,063,883) | (6,141,138) | (6,218,393) | (6,295,649) | (6,372,904) | (6,450,159) |
| | 12,000 | (6,021,286) | (6,098,541) | (6,175,797) | (6,253,052) | (6,330,307) | (6,407,563) | (6,484,818) | (6,562,073) |
| | 14,000 | (6,133,200) | (6,210,456) | (6,287,711) | (6,364,966) | (6,442,222) | (6,519,477) | (6,596,732) | (6,673,987) |
| | 16,000 | (6,245,114) | (6,322,370) | (6,399,625) | (6,476,881) | (6,554,136) | (6,631,391) | (6,708,647) | (6,785,902) |
| | 18,000 | (6,357,029) | (6,434,284) | (6,511,539) | (6,588,795) | (6,666,050) | (6,743,305) | (6,820,561) | (6,897,816) |
| | 20,000 | (6,468,943) | (6,546,198) | (6,623,454) | (6,700,709) | (6,777,964) | (6,855,220) | (6,932,475) | (7,009,730) |
| | 22,000 | (6,580,857) | (6,658,112) | (6,735,368) | (6,812,623) | (6,889,879) | (6,967,134) | (7,044,389) | (7,121,644) |
| | 24,000 | (6,692,771) | (6,770,027) | (6,847,282) | (6,924,537) | (7,001,793) | (7,079,048) | (7,156,303) | (7,233,558) |
| | 26,000 | (6,804,686) | (6,881,941) | (6,959,196) | (7,036,452) | (7,113,707) | (7,190,962) | (7,268,217) | (7,345,472) |
| | 28,000 | (6,916,600) | (6,993,855) | (7,071,110) | (7,148,366) | (7,225,621) | (7,302,877) | (7,380,132) | (7,457,387) |
| | 30,000 | (7,028,514) | (7,105,769) | (7,183,025) | (7,260,280) | (7,337,535) | (7,414,791) | (7,492,046) | (7,569,301) |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (6,295,649) | 70% | (3,244,698) | (3,317,737) | (3,390,776) | (3,463,815) | (3,536,854) | (3,609,894) | (3,682,933) |
| | | 75% | (3,688,810) | (3,762,552) | (3,836,294) | (3,910,036) | (3,983,778) | (4,057,519) | (4,131,261) |
| Build Cost | 80% | (4,132,923) | (4,207,367) | (4,281,812) | (4,356,256) | (4,430,701) | (4,505,145) | (4,579,590) | (4,654,034) |
| 100% | 85% | (4,577,035) | (4,652,182) | (4,727,329) | (4,802,477) | (4,877,624) | (4,952,771) | (5,027,918) | (5,103,065) |
| (105% = 5% increase) | 90% | (5,021,147) | (5,096,997) | (5,172,847) | (5,248,697) | (5,324,547) | (5,400,397) | (5,476,247) | (5,552,097) |
| | 95% | (5,465,260) | (5,541,812) | (5,618,365) | (5,694,917) | (5,771,470) | (5,848,023) | (5,924,575) | (6,001,128) |
| | 100% | (5,909,372) | (5,986,627) | (6,063,883) | (6,141,138) | (6,218,393) | (6,295,649) | (6,372,904) | (6,450,159) |
| | 105% | (6,353,484) | (6,431,442) | (6,509,400) | (6,587,358) | (6,665,316) | (6,743,274) | (6,821,233) | (6,899,191) |
| | 110% | (6,797,596) | (6,876,257) | (6,954,918) | (7,033,579) | (7,112,240) | (7,190,900) | (7,269,561) | (7,348,221) |
| | 115% | (7,241,709) | (7,321,072) | (7,400,436) | (7,479,799) | (7,559,163) | (7,638,526) | (7,717,890) | (7,797,253) |
| | 120% | (7,685,821) | (7,765,887) | (7,845,953) | (7,926,020) | (8,006,086) | (8,086,152) | (8,166,218) | (8,246,284) |
| | 125% | (8,129,933) | (8,210,702) | (8,291,471) | (8,372,240) | (8,453,009) | (8,533,778) | (8,614,547) | (8,695,316) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (6,295,649) | 80% | (7,107,203) | (7,117,912) | (7,128,621) | (7,139,330) | (7,150,040) | (7,160,749) | (7,171,458) |
| | | 82% | (6,987,420) | (7,004,784) | (7,022,147) | (7,039,511) | (7,056,875) | (7,074,239) | (7,091,603) |
| Market Values | | 84% | (6,867,637) | (6,891,655) | (6,915,674) | (6,939,692) | (6,963,710) | (6,987,729) | (7,011,747) |
| 100% | | 86% | (6,747,854) | (6,778,527) | (6,809,200) | (6,839,873) | (6,870,546) | (6,901,219) | (6,931,892) |
| (105% = 5% increase) | | 88% | (6,628,071) | (6,665,398) | (6,702,726) | (6,740,053) | (6,777,381) | (6,814,709) | (6,852,036) |
| | | 90% | (6,508,287) | (6,552,270) | (6,596,252) | (6,640,234) | (6,684,216) | (6,728,199) | (6,772,181) |
| | | 92% | (6,388,504) | (6,439,141) | (6,489,778) | (6,540,415) | (6,591,052) | (6,641,689) | (6,692,326) |
| | | 94% | (6,268,721) | (6,326,013) | (6,383,304) | (6,440,596) | (6,497,887) | (6,555,179) | (6,612,470) |
| | | 96% | (6,148,938) | (6,212,884) | (6,276,830) | (6,340,776) | (6,404,723) | (6,468,669) | (6,532,615) |
| | | 98% | (6,029,155) | (6,099,756) | (6,170,356) | (6,240,957) | (6,311,558) | (6,382,159) | (6,452,759) |
| | | 100% | (5,909,372) | (5,986,627) | (6,063,883) | (6,141,138) | (6,218,393) | (6,295,649) | (6,372,904) |
| | | 102% | (5,789,589) | (5,873,499) | (5,957,409) | (6,041,319) | (6,125,229) | (6,209,139) | (6,293,049) |
| | | 104% | (5,669,806) | (5,760,370) | (5,850,935) | (5,941,499) | (6,032,064) | (6,122,629) | (6,213,193) |
| | | 106% | (5,550,023) | (5,647,242) | (5,744,461) | (5,841,680) | (5,938,899) | (6,036,119) | (6,133,338) |
| | | 108% | (5,430,239) | (5,534,113) | (5,637,987) | (5,741,861) | (5,845,735) | (5,949,609) | (6,053,482) |
| | | 110% | (5,310,456) | (5,420,985) | (5,531,513) | (5,642,042) | (5,752,570) | (5,863,098) | (5,973,627) |
| | | 112% | (5,190,673) | (5,307,856) | (5,425,039) | (5,542,222) | (5,659,405) | (5,776,588) | (5,893,771) |
| | | 114% | (5,070,890) | (5,194,728) | (5,318,565) | (5,442,403) | (5,566,241) | (5,690,078) | (5,813,916) |
| | | 116% | (4,951,107) | (5,081,599) | (5,212,092) | (5,342,584) | (5,473,076) | (5,603,568) | (5,734,061) |
| | | 118% | (4,831,324) | (4,968,471) | (5,105,618) | (5,242,765) | (5,379,911) | (5,517,058) | (5,654,205) |
| | | 120% | (4,711,541) | (4,855,342) | (4,999,144) | (5,142,945) | (5,286,747) | (5,430,548) | (5,574,350) |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Balance (RLV - BLV £ per acre (n)) | (6,295,649) | 5,000 | (5,884,439) | (5,949,229) | (6,014,018) | (6,078,807) | (6,143,596) | (6,208,385) | (6,273,174) |
| | | 10,000 | (5,859,507) | (5,911,830) | (5,964,153) | (6,016,476) | (6,068,799) | (6,121,121) | (6,173,444) |
| Grant (£ per unit) | 15,000 | (5,834,574) | (5,874,431) | (5,914,288) | (5,954,144) | (5,994,001) | (6,033,858) | (6,073,715) | (6,113,572) |
| - | 20,000 | (5,809,642) | (5,837,032) | (5,864,423) | (5,891,813) | (5,919,204) | (5,946,594) | (5,973,985) | (6,001,375) |
| | 25,000 | (5,784,710) | (5,799,634) | (5,814,558) | (5,829,482) | (5,844,406) | (5,859,331) | (5,874,255) | (5,889,179) |
| | 30,000 | (5,759,777) | (5,762,235) | (5,764,693) | (5,767,151) | (5,769,609) | (5,772,067) | (5,774,525) | (5,776,983) |
| | 35,000 | (5,734,845) | (5,724,836) | (5,714,828) | (5,704,820) | (5,694,812) | (5,684,803) | (5,674,795) | (5,664,787) |
| | 40,000 | (5,709,912) | (5,687,438) | (5,664,963) | (5,642,489) | (5,620,014) | (5,597,540) | (5,575,065) | (5,552,591) |
| | 45,000 | (5,684,980) | (5,650,039) | (5,615,098) | (5,580,158) | (5,545,217) | (5,510,276) | (5,475,335) | (5,440,394) |
| | 50,000 | (5,660,047) | (5,612,640) | (5,565,233) | (5,517,827) | (5,470,420) | (5,423,013) | (5,375,606) | (5,328,199) |
| | 55,000 | (5,635,115) | (5,575,242) | (5,515,369) | (5,455,495) | (5,395,622) | (5,335,749) | (5,275,876) | (5,215,999) |

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

240404_BCC Older Persons Appraisal_v0.4

Appraisal Ref: **OP3** (see Typologies Matrix)
 Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | |
|--|---------|--|---------|-----------------------|---------|---|---------|
| Total number of units in scheme | | 60 Units | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | |
| | | Social Rent: | | 10.0% | | | |
| | | First Homes: | | 25.0% | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | |
| | | | | 100% | | 100.0% | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | |
| Unit mix - | | OMS Unit mix% | | MV # units | | AH mix% | |
| | | | | | | AH # units | |
| | | | | | | Overall mix% | |
| | | | | | | Total # units | |
| 1 bed House | 0.0% | 0.0 | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 2 bed House | 0.0% | 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% | 0.0 |
| 4 bed House | 0.0% | 0.0 | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 5 bed House | 0.0% | 0.0 | 0.0 | 0.0% | 0.0 | 0% | 0.0 |
| 1 bed Flat | 60.0% | 23.4 | 50.0% | 10.5 | 57% | 33.9 | |
| 2 bed Flat | 40.0% | 15.6 | 50.0% | 10.5 | 44% | 26.1 | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | |
| Total number of units | 100.0% | 39.0 | 100.0% | 21.0 | 100% | 60.0 | |
| OMS Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) | | (sqft) | | (sqm) | |
| | | (sqft) | | % | | (sqft) | |
| 1 bed House | 62.0 | 667 | | | 62.0 | 667 | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | 55.0 | 592 | 75.0% | | 73.3 | 789 | |
| 2 bed Flat | 75.0 | 807 | 75.0% | | 100.0 | 1,076 | |
| 3 bed Flat | 80.0 | 861 | 75.0% | | 106.7 | 1,148 | |
| AH Unit Floor areas - | | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | | (sqm) | | (sqft) | | (sqm) | |
| | | (sqft) | | % | | (sqft) | |
| 1 bed House | 62.0 | 667 | | | 62.0 | 667 | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | |
| 1 bed Flat | 55.0 | 592 | 75.0% | | 73.3 | 789 | |
| 2 bed Flat | 75.0 | 807 | 75.0% | | 100.0 | 1,076 | |
| 3 bed Flat | 80.0 | 861 | 75.0% | | 106.7 | 1,148 | |
| Total Gross Floor areas - | | OMS Units GIA | | AH units GIA | | Total GIA (all units) | |
| | | (sqm) | | (sqm) | | (sqm) | |
| | | (sqft) | | (sqft) | | (sqft) | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 4 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 1 bed Flat | 1,716 | 18,471 | 770 | 8,288 | 2,486 | 26,759 | |
| 2 bed Flat | 1,560 | 16,792 | 1,050 | 11,302 | 2,610 | 28,094 | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | |
| | 3,276 | 35,263 | 1,820 | 19,590 | 5,096 | 54,853 | |
| AH % by floor area: | | 35.71% AH % by floor area (difference due to mix) | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | | £ psm | | £ psf | |
| | | | | | | total MV £ (no AH) | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 4 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | |
| 1 bed Flat | 196,000 | 3,564 | 331 | | | 6,644,400 | |
| 2 bed Flat | 278,000 | 3,707 | 344 | | | 7,255,800 | |
| 3 bed Flat | 0 | 0 | 0 | | | 0 | |
| | | | | | | 13,900,200 | |
| Affordable Housing values (£) - | | Aff. Rent £ | | % of MV | | Social Rent £ | |
| | | | | | | % of MV | |
| | | | | | | First Homes £* | |
| | | | | | | % of MV | |
| | | | | | | Other Int. £ | |
| | | | | | | % of MV | |
| 1 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 |
| 2 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 |
| 3 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 |
| 4 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 |
| 5 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 |
| 1 bed Flat | 107,800 | 55% | 88,200 | 45% | 137,200 | 70% | 137,200 |
| 2 bed Flat | 152,900 | 55% | 125,100 | 45% | 194,600 | 70% | 194,600 |
| 3 bed Flat | 0 | 55% | 0 | 45% | 0 | 70% | 0 |

* capped @£250K

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Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|---------------------------|------------|---------------------------------|------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 23.4 | @ | 196,000 | 4,586,400 |
| 2 bed Flat | 15.6 | @ | 278,000 | 4,336,800 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 39.0 | | | 8,923,200 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 6.3 | @ | 107,800 | 679,140 |
| 2 bed Flat | 6.3 | @ | 152,900 | 963,270 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 12.6 | | | 1,642,410 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 1.1 | @ | 88,200 | 92,610 |
| 2 bed Flat | 1.1 | @ | 125,100 | 131,355 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 2.1 | | | 223,965 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 2.6 | @ | 137,200 | 360,150 |
| 2 bed Flat | 2.6 | @ | 194,600 | 510,825 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 5.3 | | | 870,975 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 0.5 | @ | 137,200 | 72,030 |
| 2 bed Flat | 0.5 | @ | 194,600 | 102,165 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 1.1 | 21.0 | | 174,195 |
| Sub-total GDV Residential | | | | |
| | 60 | | | 11,834,745 |
| AH on-site cost analysis: | | | | |
| | 405 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | 2,065,455 |
| | | | 34.424 £ per unit (total units) | |
| Grant | | | | |
| | 21 | AH units @ | 0 per unit | - |
| Total GDV | | | | |
| | | | | 11,834,745 |

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Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|-----------|----------------|---------------------|----------------------------------|-----------|---------------------------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (24,239) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (70,000) |
| CIL (Mrkt only + garages) | | | | | | (296,118) |
| | | 3,276 sqm | | 90.39 £ psm | | |
| | | 2.50% % of GDV | | 4,935 £ per unit (total units) | | |
| CIL analysis: | | | | | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 60 units @ | | 4,300 per unit | | (258,000) |
| S106 analysis: 430,000 £ per ha | | | | | | |
| | | | | | | 2.18% % of GDV |
| | | | | | | 4,300 £ per unit (total units) |
| AH Commuted Sum | | | | | | 5,096 sqm (total) |
| Comm. Sum analysis: | | | | | | 0 £ psm |
| | | | | | | 0.00% % of GDV |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | |
| | | 0.60 ha @ | | 123,550 £ per ha (if brownfield) | | (74,130) |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 60 units @ | | 0 per unit | | - |
| Infra. Costs analysis: | | | | | | 0 £ per unit (total units) |
| | | | | | | 0.00% % of GDV |
| | | | | | | 0 £ per unit (total units) |
| 1 bed House | | - sqm @ | | 1,295 psm | | - |
| 2 bed House | | - sqm @ | | 1,295 psm | | - |
| 3 bed House | | - sqm @ | | 1,295 psm | | - |
| 4 bed House | | - sqm @ | | 1,295 psm | | - |
| 5 bed House | | - sqm @ | | 1,295 psm | | - |
| 1 bed Flat | | 2,486 sqm @ | | 1,638 psm | | (4,072,068) |
| 2 bed Flat | | 2,610 sqm @ | | 1,638 psm | | (4,275,180) |
| 3 bed Flat | | 5,096 sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | | 50% units @ | | 18 sqm @ 600 psm | | - |
| Garages for 4B House (Mrkt only) | | 75% units @ | | 18 sqm @ 600 psm | | - |
| Garages for 5B House (Mrkt only) | | 120% units @ | | 18 sqm @ 600 psm | | - |
| External works | | | | | | 8,347,248 @ |
| Ext. Works analysis: | | | | | | 15.0% |
| | | | | | | 20,868 £ per unit (total units) |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | |
| | | 60 units @ | | 287 £ per unit | | (17,220) |
| M4(2) Category 2 Housing | Aff units | 21 units @ | 0% @ | 521 £ per unit | | - |
| M4(2) Category 2 Housing | OMS units | 39 units @ | 0% @ | 521 £ per unit | | - |
| M4(3) Category 3 Housing | Aff units | 21 units @ | 100% @ | 10,111 £ per unit | | (212,331) |
| M4(3) Category 3 Housing | OMS units | 39 units @ | 100% @ | 10,111 £ per unit | | (394,329) |
| Net Zero Cost | | 60 units @ | | 10,000 £ per unit | | (600,000) |
| Urban Greening | | No. of storeys | 4.0 equals | 1,274 sqm footprint | 100 £ sqm | (127,400) |
| EV Charging Points - Houses | | - units @ | | 1,000 £ per unit | | - |
| EV Charging Points - Flats | | 60 units @ | 4 flats per charger | 2,500 £ per 4 units | | (37,500) |
| | | 4 units @ | | 0 £ per unit | | - |
| Policy Costs analysis: (design costs only) | | | | | | 23,146 £ per unit (total units) |
| Contingency (on construction) | | | | | | 11,062,245 @ |
| | | | | | | 5.0% |
| | | | | | | (553,112) |

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Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|-------------------|---------------------------|------------------------------------|---------------------|
| Professional Fees | 11,062,245 @ | 6.5% | | (719,046) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 8,923,200 OMS @ | 4.50% | 6,692 £ per unit | (401,544) |
| Residential Sales Agent Costs | 8,923,200 OMS @ | 1.00% | 1,487 £ per unit | (89,232) |
| Residential Sales Legal Costs | 8,923,200 OMS @ | 0.25% | 372 £ per unit | (22,308) |
| Affordable Sale Legal Costs | | | lump sum | (10,000) |
| Empty Property Costs | | | 5,000 £ per unit | (300,000) |
| Disposal Cost analysis: | | | 8,718 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (2,064,217) |
| Developers Profit - | | | | |
| Profit on OMS | 8,923,200 | 20.00% | | (1,784,640) |
| Margin on AH | 2,911,545 | 6.00% on AH values | | (174,693) |
| Profit analysis: | 11,834,745 | 16.56% blended GDV | (1,959,333) | |
| | 15,870,061 | 12.35% on costs | (1,959,333) | |
| TOTAL COSTS | | | | (17,829,394) |

| | | | | |
|----------------------------------|----------------------------|-------------------------------------|---------------------------------------|--------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | (5,994,649) |
| SDLT | - @ | HMRC formula | | - |
| Acquisition Agent fees | - @ | 1.0% | | - |
| Acquisition Legal fees | - @ | 0.5% | | - |
| Interest on Land | - @ | 8.00% | | - |
| Residual Land Value | | | | (5,994,649) |
| RLV analysis: | (99,911) £ per plot | (9,991,082) £ per ha (net) | (4,043,335) £ per acre (net) | |
| | | (9,991,082) £ per ha (gross) | (4,043,335) £ per acre (gross) | |
| | | | -50.65% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|-----------------------------------|-------------------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 100.0 dph (net) | | | |
| Site Area (net) | 0.60 ha (net) | | 1.48 acres (net) | |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 0.60 ha (gross) | | 1.48 acres (gross) | |
| Density analysis: | 8,493 sqm/ha (net) | 36,998 sqft/ac (net) | | |
| | 100 dph (gross) | | | |
| Benchmark Land Value (net) | 45,219 £ per plot | 4,521,930 £ per ha (net) | 1,830,000 £ per acre (net) | 2,713,158 |
| BLV analysis: | | 4,521,930 £ per ha (gross) | 1,830,000 £ per acre (gross) | |

| | | | | |
|-------------------|--|------------------------------------|-------------------------------------|--------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (14,513,012) £ per ha (net) | (5,873,335) £ per acre (net) | (8,707,807) |

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Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

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 35%

| Balance (RLV - BLV £ per acre (n)) | (5,873,335) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| CIL £ psm 90.39 | 0.00 | (5,078,668) | (5,188,386) | (5,298,104) | (5,407,823) | (5,517,541) | (5,627,259) | (5,736,978) |
| | 10.00 | (5,116,362) | (5,223,986) | (5,331,611) | (5,439,235) | (5,546,859) | (5,654,483) | (5,762,107) |
| | 20.00 | (5,154,057) | (5,259,587) | (5,365,117) | (5,470,647) | (5,576,177) | (5,681,707) | (5,787,237) |
| | 30.00 | (5,191,751) | (5,295,187) | (5,398,623) | (5,502,059) | (5,605,495) | (5,708,931) | (5,812,367) |
| | 40.00 | (5,229,446) | (5,330,787) | (5,432,129) | (5,533,471) | (5,634,813) | (5,736,155) | (5,837,496) |
| | 50.00 | (5,267,140) | (5,366,388) | (5,465,635) | (5,564,883) | (5,664,131) | (5,763,378) | (5,862,626) |
| | 60.00 | (5,304,835) | (5,401,988) | (5,499,142) | (5,596,295) | (5,693,449) | (5,790,602) | (5,887,756) |
| | 70.00 | (5,342,529) | (5,437,589) | (5,532,648) | (5,627,707) | (5,722,767) | (5,817,826) | (5,912,885) |
| | 80.00 | (5,380,224) | (5,473,189) | (5,566,154) | (5,659,119) | (5,752,085) | (5,845,050) | (5,938,015) |
| | 90.00 | (5,417,918) | (5,508,789) | (5,599,660) | (5,690,531) | (5,781,403) | (5,872,274) | (5,963,145) |
| | 100.00 | (5,455,613) | (5,544,390) | (5,633,167) | (5,721,944) | (5,810,721) | (5,899,497) | (5,988,274) |
| | 110.00 | (5,493,307) | (5,579,990) | (5,666,673) | (5,753,356) | (5,840,038) | (5,926,721) | (6,013,404) |
| | 120.00 | (5,531,002) | (5,615,590) | (5,700,179) | (5,784,768) | (5,869,356) | (5,953,945) | (6,038,534) |
| | 130.00 | (5,568,696) | (5,651,191) | (5,733,685) | (5,816,180) | (5,898,674) | (5,981,169) | (6,063,663) |
| | 140.00 | (5,606,391) | (5,686,791) | (5,767,192) | (5,847,592) | (5,927,992) | (6,008,393) | (6,088,793) |
| | 150.00 | (5,644,085) | (5,722,392) | (5,800,698) | (5,879,004) | (5,957,310) | (6,035,617) | (6,113,923) |
| | 160.00 | (5,681,780) | (5,757,992) | (5,834,204) | (5,910,416) | (5,986,628) | (6,062,840) | (6,139,052) |
| | 170.00 | (5,719,474) | (5,793,592) | (5,867,710) | (5,941,828) | (6,015,946) | (6,090,064) | (6,164,182) |
| | 180.00 | (5,757,169) | (5,829,193) | (5,901,217) | (5,973,240) | (6,045,264) | (6,117,288) | (6,189,312) |
| | 190.00 | (5,794,863) | (5,864,793) | (5,934,723) | (6,004,652) | (6,074,582) | (6,144,512) | (6,214,441) |
| 200.00 | (5,832,558) | (5,900,393) | (5,968,229) | (6,036,065) | (6,103,900) | (6,171,736) | (6,239,571) | |
| 210.00 | (5,870,252) | (5,935,994) | (6,001,735) | (6,067,477) | (6,133,218) | (6,198,959) | (6,264,701) | |
| 220.00 | (5,907,947) | (5,971,594) | (6,035,241) | (6,098,889) | (6,162,536) | (6,226,183) | (6,289,830) | |
| 230.00 | (5,945,641) | (6,007,195) | (6,068,748) | (6,130,301) | (6,191,854) | (6,253,407) | (6,314,960) | |
| 240.00 | (5,983,336) | (6,042,795) | (6,102,254) | (6,161,713) | (6,221,172) | (6,280,631) | (6,340,090) | |
| 250.00 | (6,021,031) | (6,078,395) | (6,135,760) | (6,193,125) | (6,250,490) | (6,307,855) | (6,365,220) | |

TABLE 2

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (5,873,335) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Site Specific S106 4,300 | 1,000 | (5,254,849) | (5,345,638) | (5,436,428) | (5,527,217) | (5,618,006) | (5,708,796) | (5,799,585) |
| | 2,000 | (5,304,709) | (5,395,499) | (5,486,288) | (5,577,077) | (5,667,867) | (5,758,656) | (5,849,446) |
| | 3,000 | (5,354,570) | (5,445,359) | (5,536,149) | (5,626,938) | (5,717,727) | (5,808,517) | (5,899,306) |
| | 4,000 | (5,404,430) | (5,495,220) | (5,586,009) | (5,676,798) | (5,767,588) | (5,858,377) | (5,949,167) |
| | 5,000 | (5,454,291) | (5,545,080) | (5,635,869) | (5,726,659) | (5,817,448) | (5,908,238) | (5,999,027) |
| | 6,000 | (5,504,151) | (5,594,941) | (5,685,730) | (5,776,519) | (5,867,309) | (5,958,098) | (6,048,888) |
| | 7,000 | (5,554,012) | (5,644,801) | (5,735,590) | (5,826,380) | (5,917,169) | (6,007,959) | (6,098,748) |
| | 8,000 | (5,603,872) | (5,694,661) | (5,785,451) | (5,876,240) | (5,967,030) | (6,057,819) | (6,148,609) |
| | 9,000 | (5,653,733) | (5,744,522) | (5,835,311) | (5,926,101) | (6,016,890) | (6,107,680) | (6,198,469) |
| | 10,000 | (5,703,593) | (5,794,382) | (5,885,172) | (5,975,961) | (6,066,751) | (6,157,540) | (6,248,329) |
| | 11,000 | (5,753,453) | (5,844,243) | (5,935,032) | (6,025,822) | (6,116,611) | (6,207,401) | (6,298,190) |
| | 12,000 | (5,803,314) | (5,894,103) | (5,984,893) | (6,075,682) | (6,166,472) | (6,257,261) | (6,348,050) |
| | 13,000 | (5,853,174) | (5,943,964) | (6,034,753) | (6,125,543) | (6,216,332) | (6,307,121) | (6,397,911) |
| | 14,000 | (5,903,035) | (5,993,824) | (6,084,614) | (6,175,403) | (6,266,193) | (6,356,982) | (6,447,771) |
| | 15,000 | (5,952,895) | (6,043,685) | (6,134,474) | (6,225,264) | (6,316,053) | (6,406,842) | (6,497,632) |

TABLE 3

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (5,873,335) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Profit 20.0% | 15.0% | (5,002,715) | (5,116,653) | (5,230,591) | (5,344,529) | (5,458,467) | (5,572,405) | (5,686,342) |
| | 16.0% | (5,086,050) | (5,195,358) | (5,304,666) | (5,413,974) | (5,523,283) | (5,632,591) | (5,741,899) |
| | 17.0% | (5,169,384) | (5,274,063) | (5,378,741) | (5,483,420) | (5,588,098) | (5,692,777) | (5,797,455) |
| | 18.0% | (5,252,719) | (5,352,768) | (5,452,817) | (5,552,865) | (5,652,914) | (5,752,963) | (5,853,012) |
| | 19.0% | (5,336,054) | (5,431,473) | (5,526,892) | (5,622,311) | (5,717,730) | (5,813,149) | (5,908,568) |
| | 20.0% | (5,419,388) | (5,510,178) | (5,600,967) | (5,691,757) | (5,782,546) | (5,873,335) | (5,964,125) |

TABLE 4

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (5,873,335) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| BLV (£ per acre) 1,830,000 | 1,500,000 | (5,089,388) | (5,180,178) | (5,270,967) | (5,361,757) | (5,452,546) | (5,543,335) | (5,634,125) |
| | 1,600,000 | (5,189,388) | (5,280,178) | (5,370,967) | (5,461,757) | (5,552,546) | (5,643,335) | (5,734,125) |
| | 1,700,000 | (5,289,388) | (5,380,178) | (5,470,967) | (5,561,757) | (5,652,546) | (5,743,335) | (5,834,125) |
| | 1,800,000 | (5,389,388) | (5,480,178) | (5,570,967) | (5,661,757) | (5,752,546) | (5,843,335) | (5,934,125) |
| | 1,900,000 | (5,489,388) | (5,580,178) | (5,670,967) | (5,761,757) | (5,852,546) | (5,943,335) | (6,034,125) |
| | 2,000,000 | (5,589,388) | (5,680,178) | (5,770,967) | (5,861,757) | (5,952,546) | (6,043,335) | (6,134,125) |
| | 2,100,000 | (5,689,388) | (5,780,178) | (5,870,967) | (5,961,757) | (6,052,546) | (6,143,335) | (6,234,125) |
| | 2,200,000 | (5,789,388) | (5,880,178) | (5,970,967) | (6,061,757) | (6,152,546) | (6,243,335) | (6,334,125) |
| | 2,300,000 | (5,889,388) | (5,980,178) | (6,070,967) | (6,161,757) | (6,252,546) | (6,343,335) | (6,434,125) |
| | 2,400,000 | (5,989,388) | (6,080,178) | (6,170,967) | (6,261,757) | (6,352,546) | (6,443,335) | (6,534,125) |
| | 2,500,000 | (6,089,388) | (6,180,178) | (6,270,967) | (6,361,757) | (6,452,546) | (6,543,335) | (6,634,125) |
| | 2,600,000 | (6,189,388) | (6,280,178) | (6,370,967) | (6,461,757) | (6,552,546) | (6,643,335) | (6,734,125) |
| | 2,700,000 | (6,289,388) | (6,380,178) | (6,470,967) | (6,561,757) | (6,652,546) | (6,743,335) | (6,834,125) |
| | 2,800,000 | (6,389,388) | (6,480,178) | (6,570,967) | (6,661,757) | (6,752,546) | (6,843,335) | (6,934,125) |
| | 2,900,000 | (6,489,388) | (6,580,178) | (6,670,967) | (6,761,757) | (6,852,546) | (6,943,335) | (7,034,125) |
| | 3,000,000 | (6,589,388) | (6,680,178) | (6,770,967) | (6,861,757) | (6,952,546) | (7,043,335) | (7,134,125) |

240404_BCC Older Persons Appraisal_v0.4

Scheme Typology: **Retirement Living** No Units: **60**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (5,873,335) | | | | | | | |
| | 0 | (4,859,817) | (4,950,607) | (5,041,396) | (5,132,186) | (5,222,975) | (5,313,764) | (5,404,554) |
| Net Zero | 2,000 | (4,971,732) | (5,062,521) | (5,153,310) | (5,244,100) | (5,334,889) | (5,425,679) | (5,516,468) |
| (£ per unit) | 4,000 | (5,083,646) | (5,174,435) | (5,265,225) | (5,356,014) | (5,446,803) | (5,537,593) | (5,628,382) |
| 10,000 | 6,000 | (5,195,560) | (5,286,349) | (5,377,139) | (5,467,928) | (5,558,718) | (5,649,507) | (5,740,296) |
| | 8,000 | (5,307,474) | (5,398,264) | (5,489,053) | (5,579,842) | (5,670,632) | (5,761,421) | (5,852,211) |
| | 10,000 | (5,419,388) | (5,510,178) | (5,600,967) | (5,691,757) | (5,782,546) | (5,873,335) | (5,964,125) |
| | 12,000 | (5,531,303) | (5,622,092) | (5,712,881) | (5,803,671) | (5,894,460) | (5,985,250) | (6,076,039) |
| | 14,000 | (5,643,217) | (5,734,006) | (5,824,796) | (5,915,585) | (6,006,374) | (6,097,164) | (6,187,953) |
| | 16,000 | (5,755,131) | (5,845,920) | (5,936,710) | (6,027,499) | (6,118,289) | (6,209,078) | (6,299,867) |
| | 18,000 | (5,867,045) | (5,957,835) | (6,048,624) | (6,139,413) | (6,230,203) | (6,320,992) | (6,411,782) |
| | 20,000 | (5,978,959) | (6,069,749) | (6,160,538) | (6,251,328) | (6,342,117) | (6,432,906) | (6,523,696) |
| | 22,000 | (6,090,874) | (6,181,663) | (6,272,452) | (6,363,242) | (6,454,031) | (6,544,821) | (6,635,610) |
| | 24,000 | (6,202,788) | (6,293,577) | (6,384,367) | (6,475,156) | (6,565,945) | (6,656,735) | (6,747,524) |
| | 26,000 | (6,314,702) | (6,405,491) | (6,496,281) | (6,587,070) | (6,677,860) | (6,768,649) | (6,859,438) |
| | 28,000 | (6,426,616) | (6,517,406) | (6,608,195) | (6,698,984) | (6,789,774) | (6,880,563) | (6,971,353) |
| | 30,000 | (6,538,530) | (6,629,320) | (6,720,109) | (6,810,899) | (6,901,688) | (6,992,477) | (7,083,267) |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (5,873,335) | | | | | | | |
| | 70% | (2,772,675) | (2,854,752) | (2,937,247) | (3,020,004) | (3,103,479) | (3,187,580) | (3,274,153) |
| | 75% | (3,205,228) | (3,289,392) | (3,373,556) | (3,460,654) | (3,547,930) | (3,635,206) | (3,722,482) |
| Build Cost | 80% | (3,642,939) | (3,730,918) | (3,818,896) | (3,906,875) | (3,994,853) | (4,082,832) | (4,170,811) |
| 100% | 85% | (4,087,051) | (4,175,733) | (4,264,414) | (4,353,095) | (4,441,777) | (4,530,458) | (4,619,139) |
| (105% = 5% increase) | 90% | (4,531,164) | (4,620,548) | (4,709,932) | (4,799,316) | (4,888,700) | (4,978,084) | (5,067,468) |
| | 95% | (4,975,276) | (5,065,363) | (5,155,449) | (5,245,536) | (5,335,623) | (5,425,710) | (5,515,796) |
| | 100% | (5,419,388) | (5,510,178) | (5,600,967) | (5,691,757) | (5,782,546) | (5,873,335) | (5,964,125) |
| | 105% | (5,863,501) | (5,954,993) | (6,046,485) | (6,137,977) | (6,229,469) | (6,320,961) | (6,412,453) |
| | 110% | (6,307,613) | (6,399,808) | (6,492,003) | (6,584,197) | (6,676,392) | (6,768,587) | (6,860,782) |
| | 115% | (6,751,725) | (6,844,623) | (6,937,520) | (7,030,418) | (7,123,315) | (7,216,213) | (7,309,110) |
| | 120% | (7,195,838) | (7,289,438) | (7,383,038) | (7,476,638) | (7,570,238) | (7,663,839) | (7,757,439) |
| | 125% | (7,639,950) | (7,734,253) | (7,828,556) | (7,922,859) | (8,017,162) | (8,111,465) | (8,205,768) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (5,873,335) | | | | | | | |
| | 80% | (6,811,989) | (6,825,411) | (6,838,834) | (6,852,257) | (6,865,680) | (6,879,102) | (6,892,525) |
| | 82% | (6,672,729) | (6,693,888) | (6,715,047) | (6,736,207) | (6,757,366) | (6,778,526) | (6,799,685) |
| Market Values | 84% | (6,533,469) | (6,562,365) | (6,591,261) | (6,620,157) | (6,649,053) | (6,677,949) | (6,706,845) |
| 100% | 86% | (6,394,209) | (6,430,841) | (6,467,474) | (6,504,107) | (6,540,740) | (6,577,372) | (6,614,005) |
| (105% = 5% increase) | 88% | (6,254,949) | (6,299,318) | (6,343,687) | (6,388,057) | (6,432,426) | (6,476,796) | (6,521,165) |
| | 90% | (6,115,689) | (6,167,795) | (6,219,901) | (6,272,007) | (6,324,113) | (6,376,219) | (6,428,325) |
| | 92% | (5,976,429) | (6,036,271) | (6,096,114) | (6,155,957) | (6,215,799) | (6,275,642) | (6,335,485) |
| | 94% | (5,837,168) | (5,904,748) | (5,972,327) | (6,039,907) | (6,107,486) | (6,175,065) | (6,242,645) |
| | 96% | (5,697,908) | (5,773,225) | (5,848,541) | (5,923,857) | (5,999,173) | (6,074,489) | (6,149,805) |
| | 98% | (5,558,648) | (5,641,701) | (5,724,754) | (5,807,807) | (5,890,859) | (5,973,912) | (6,056,965) |
| | 100% | (5,419,388) | (5,510,178) | (5,600,967) | (5,691,757) | (5,782,546) | (5,873,335) | (5,964,125) |
| | 102% | (5,280,128) | (5,378,654) | (5,477,180) | (5,575,707) | (5,674,233) | (5,772,759) | (5,871,285) |
| | 104% | (5,140,868) | (5,247,131) | (5,353,394) | (5,459,656) | (5,565,919) | (5,672,182) | (5,778,445) |
| | 106% | (5,001,608) | (5,115,608) | (5,229,607) | (5,343,606) | (5,457,606) | (5,571,605) | (5,685,605) |
| | 108% | (4,862,348) | (4,984,084) | (5,105,820) | (5,227,556) | (5,349,293) | (5,471,029) | (5,592,765) |
| | 110% | (4,723,088) | (4,852,561) | (4,982,034) | (5,111,506) | (5,240,979) | (5,370,452) | (5,499,925) |
| | 112% | (4,583,828) | (4,721,038) | (4,858,247) | (4,995,456) | (5,132,666) | (5,269,875) | (5,407,085) |
| | 114% | (4,444,568) | (4,589,514) | (4,734,460) | (4,879,406) | (5,024,352) | (5,169,299) | (5,314,245) |
| | 116% | (4,305,308) | (4,457,991) | (4,610,674) | (4,763,356) | (4,916,039) | (5,068,722) | (5,221,405) |
| | 118% | (4,166,048) | (4,326,467) | (4,486,887) | (4,647,306) | (4,807,726) | (4,968,145) | (5,128,565) |
| | 120% | (4,026,788) | (4,194,944) | (4,363,100) | (4,531,256) | (4,699,412) | (4,867,568) | (5,035,725) |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Balance (RLV - BLV £ per acre (n)) | (5,873,335) | | | | | | | |
| | 5,000 | (5,394,456) | (5,472,779) | (5,551,102) | (5,629,425) | (5,707,749) | (5,786,072) | (5,864,395) |
| | 10,000 | (5,369,523) | (5,435,380) | (5,501,237) | (5,567,094) | (5,632,951) | (5,698,808) | (5,764,665) |
| Grant (£ per unit) | 15,000 | (5,344,591) | (5,397,982) | (5,451,372) | (5,504,763) | (5,558,154) | (5,611,545) | (5,664,935) |
| - | 20,000 | (5,319,659) | (5,360,583) | (5,401,508) | (5,442,432) | (5,483,356) | (5,524,281) | (5,565,205) |
| | 25,000 | (5,294,726) | (5,323,184) | (5,351,643) | (5,380,101) | (5,408,559) | (5,437,017) | (5,465,476) |
| | 30,000 | (5,269,794) | (5,285,786) | (5,301,778) | (5,317,770) | (5,333,762) | (5,349,754) | (5,365,746) |
| | 35,000 | (5,244,861) | (5,248,387) | (5,251,913) | (5,255,439) | (5,258,964) | (5,262,490) | (5,266,016) |
| | 40,000 | (5,219,929) | (5,210,988) | (5,202,048) | (5,193,107) | (5,184,167) | (5,175,227) | (5,166,286) |
| | 45,000 | (5,194,996) | (5,173,590) | (5,152,183) | (5,130,776) | (5,109,370) | (5,087,963) | (5,066,556) |
| | 50,000 | (5,170,064) | (5,136,191) | (5,102,318) | (5,068,445) | (5,034,572) | (5,000,699) | (4,966,827) |
| | 55,000 | (5,145,131) | (5,098,792) | (5,052,453) | (5,006,114) | (4,959,775) | (4,913,436) | (4,867,097) |

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

240404_BCC Older Persons Appraisal_v0.4

Appraisal Ref: **OP4** (see Typologies Matrix)
 Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | | |
|---|---------------|--|--------------------|------------------------------|--------------------|---|---------|--------------|---------|
| Total number of units in scheme | | 60 Units | | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | | |
| | | Social Rent: | | 10.0% | | | | | |
| | | First Homes: | | 25.0% | | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % 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 | | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | | |
| 2 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | | |
| 3 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | | |
| 4 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | | |
| 1 bed Flat | 60.0% | 23.4 | 50.0% | 10.5 | 57% | 33.9 | | | |
| 2 bed Flat | 40.0% | 15.6 | 50.0% | 10.5 | 44% | 26.1 | | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | | |
| Total number of units | | 100.0% | 39.0 | 100.0% | 21.0 | 100% | 60.0 | | |
| OMS Unit Floor areas - | | Net area per unit (sqm) | Net to Gross % | Gross (GIA) per unit (sqft) | | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | | |
| 1 bed Flat | 60.0 | 646 | 65.0% | 92.3 | 994 | | | | |
| 2 bed Flat | 80.0 | 861 | 65.0% | 123.1 | 1,325 | | | | |
| 3 bed Flat | 80.0 | 861 | 65.0% | 123.1 | 1,325 | | | | |
| AH Unit Floor areas - | | Net area per unit (sqm) | Net to Gross % | Gross (GIA) per unit (sqft) | | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | | |
| 1 bed Flat | 60.0 | 646 | 65.0% | 92.3 | 994 | | | | |
| 2 bed Flat | 80.0 | 861 | 65.0% | 123.1 | 1,325 | | | | |
| 3 bed Flat | 80.0 | 861 | 65.0% | 123.1 | 1,325 | | | | |
| Total Gross Floor areas - | | OMS Units GIA (sqm) | AH units GIA (sqm) | Total GIA (all units) (sqft) | | | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | | | | |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | | | | |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | | | | |
| 4 bed House | 0 | 0 | 0 | 0 | 0 | | | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | | | | |
| 1 bed Flat | 2,160 | 23,250 | 969 | 10,433 | 3,129 | 33,683 | | | |
| 2 bed Flat | 1,920 | 20,667 | 1,292 | 13,910 | 3,212 | 34,577 | | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| AH % by floor area: | | 4,080 | 43,917 | 2,262 | 24,343 | 6,342 | 68,260 | | |
| 35.66% AH % by floor area (difference due to mix) | | | | | | | | | |
| Open Market Sales values (£) - | | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 0 | 0 | 0 | 0 | | | | | |
| 2 bed House | 0 | 0 | 0 | 0 | | | | | |
| 3 bed House | 0 | 0 | 0 | 0 | | | | | |
| 4 bed House | 0 | 0 | 0 | 0 | | | | | |
| 5 bed House | 0 | 0 | 0 | 0 | | | | | |
| 1 bed Flat | 180,000 | 3,000 | 279 | | | 6,102,000 | | | |
| 2 bed Flat | 260,000 | 3,250 | 302 | | | 6,786,000 | | | |
| 3 bed Flat | 0 | 0 | 0 | | | 0 | | | |
| 12,888,000 | | | | | | | | | |
| Affordable Housing values (£) - | | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% | |
| 2 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% | |
| 3 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% | |
| 4 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% | |
| 5 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% | |
| 1 bed Flat | 99,000 | 55% | 81,000 | 45% | 126,000 | 70% | 126,000 | 70% | |
| 2 bed Flat | 143,000 | 55% | 117,000 | 45% | 182,000 | 70% | 182,000 | 70% | |
| 3 bed Flat | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% | |
| * capped @£250K | | | | | | | | | |

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value** ; Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | |
|---|-------------|-------------|----------------------------------|--|-------------------|
| OMS GDV - (part houses due to % mix) | | | | | |
| 1 bed House | 0.0 | @ | 0 | | - |
| 2 bed House | 0.0 | @ | 0 | | - |
| 3 bed House | 0.0 | @ | 0 | | - |
| 4 bed House | 0.0 | @ | 0 | | - |
| 5 bed House | 0.0 | @ | 0 | | - |
| 1 bed Flat | 23.4 | @ | 180,000 | | 4,212,000 |
| 2 bed Flat | 15.6 | @ | 260,000 | | 4,056,000 |
| 3 bed Flat | 0.0 | @ | 0 | | - |
| | 39.0 | | | | 8,268,000 |
| Affordable Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 0 | | - |
| 2 bed House | 0.0 | @ | 0 | | - |
| 3 bed House | 0.0 | @ | 0 | | - |
| 4 bed House | 0.0 | @ | 0 | | - |
| 5 bed House | 0.0 | @ | 0 | | - |
| 1 bed Flat | 6.3 | @ | 99,000 | | 623,700 |
| 2 bed Flat | 6.3 | @ | 143,000 | | 900,900 |
| 3 bed Flat | 0.0 | @ | 0 | | - |
| | 12.6 | | | | 1,524,600 |
| Social Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 0 | | - |
| 2 bed House | 0.0 | @ | 0 | | - |
| 3 bed House | 0.0 | @ | 0 | | - |
| 4 bed House | 0.0 | @ | 0 | | - |
| 5 bed House | 0.0 | @ | 0 | | - |
| 1 bed Flat | 1.1 | @ | 81,000 | | 85,050 |
| 2 bed Flat | 1.1 | @ | 117,000 | | 122,850 |
| 3 bed Flat | 0.0 | @ | 0 | | - |
| | 2.1 | | | | 207,900 |
| First Homes GDV - | | | | | |
| 1 bed House | 0.0 | @ | 0 | | - |
| 2 bed House | 0.0 | @ | 0 | | - |
| 3 bed House | 0.0 | @ | 0 | | - |
| 4 bed House | 0.0 | @ | 0 | | - |
| 5 bed House | 0.0 | @ | 0 | | - |
| 1 bed Flat | 2.6 | @ | 126,000 | | 330,750 |
| 2 bed Flat | 2.6 | @ | 182,000 | | 477,750 |
| 3 bed Flat | 0.0 | @ | 0 | | - |
| | 5.3 | | | | 808,500 |
| Other Intermediate GDV - | | | | | |
| 1 bed House | 0.0 | @ | 0 | | - |
| 2 bed House | 0.0 | @ | 0 | | - |
| 3 bed House | 0.0 | @ | 0 | | - |
| 4 bed House | 0.0 | @ | 0 | | - |
| 5 bed House | 0.0 | @ | 0 | | - |
| 1 bed Flat | 0.5 | @ | 126,000 | | 66,150 |
| 2 bed Flat | 0.5 | @ | 182,000 | | 95,550 |
| 3 bed Flat | 0.0 | @ | 0 | | - |
| | 1.1 | 21.0 | | | 161,700 |
| Sub-total GDV Residential | | | | | |
| | 60 | | | | 10,970,700 |
| AH on-site cost analysis: | | | | | |
| | | | 302 £ psm (total GIA sqm) | £MV (no AH) less £GDV (inc. AH) | 1,917,300 |
| | | | | 31,955 £ per unit (total units) | |
| Grant | | | | | |
| | 21 | AH units @ | | 0 per unit | - |
| Total GDV | | | | | |
| | | | | | 10,970,700 |

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|---|------------------|---------------------|----------------------------------|--|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (24,239) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (70,000) |
| CIL (Mrkt only + garages) | | 4,080 sqm | | 0.00 £ psm | | - |
| | CIL analysis: | 0.00% % of GDV | | 0 £ per unit (total units) | | |
| Site Specific S106 Contributions | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 60 units @ | | 4,300 per unit | | (258,000) |
| | Sub-total | | | | | (258,000) |
| | S106 analysis: | 344,000 £ per ha | 2.35% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | 6,342 sqm (total) | 0 £ psm | | - |
| | Comm. Sum analysis: | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | 0.75 ha @ | | 123,550 £ per ha (if brownfield) | | (92,663) |
| Site Infrastructure costs - | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 60 units @ | | 0 per unit | | - |
| | Sub-total | | | | | - |
| | Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | - | sqm @ | 1,295 psm | | - |
| 2 bed House | | - | sqm @ | 1,295 psm | | - |
| 3 bed House | | - | sqm @ | 1,295 psm | | - |
| 4 bed House | | - | sqm @ | 1,295 psm | | - |
| 5 bed House | | - | sqm @ | 1,295 psm | | - |
| 1 bed Flat | | 3,129 | sqm @ | 1,638 psm | | (5,125,680) |
| 2 bed Flat | | 3,212 | sqm @ | 1,638 psm | | (5,261,760) |
| 3 bed Flat | | 6,342 | sqm @ | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | | 50% units @ | | 18 sqm @ 600 psm | | - |
| Garages for 4B House (Mrkt only) | | 75% units @ | | 18 sqm @ 600 psm | | - |
| Garages for 5B House (Mrkt only) | | 120% units @ | | 18 sqm @ 600 psm | | - |
| External works | | 10,387,440 @ | | 15.0% | | (1,558,116) |
| | Ext. Works analysis: | | | 25,969 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | 60 units @ | | 287 £ per unit | | (17,220) |
| M4(2) Category 2 Housing | Aff units | 21 units @ | 0% @ | 521 £ per unit | | - |
| M4(2) Category 2 Housing | OMS units | 39 units @ | 0% @ | 521 £ per unit | | - |
| M4(3) Category 3 Housing | Aff units | 21 units @ | 100% @ | 10,111 £ per unit | | (212,331) |
| M4(3) Category 3 Housing | OMS units | 39 units @ | 100% @ | 10,111 £ per unit | | (394,329) |
| Net Zero Cost | | 60 units @ | | 10,000 £ per unit | | (600,000) |
| Urban Greening | No. of storeys | 4.0 equals | 1,585 sqm footprint | 100 £ sqm | | (158,538) |
| EV Charging Points - Houses | | - units @ | | 1,000 £ per unit | | - |
| EV Charging Points - Flats | | 60 units @ | 4 flats per charger | 2,500 £ per 4 units | | (37,500) |
| | | 4 units @ | | 0 £ per unit | | - |
| | Sub-total | | | | | (1,419,918) |
| | Policy Costs analysis: (design costs only) | | | 23,665 £ per unit (total units) | | |
| Contingency (on construction) | | 13,458,137 @ | | 5.0% | | (672,907) |

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value** ; Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|-------------------|---------------------------|------------------------------------|---------------------|
| Professional Fees | 13,458,137 @ | 6.5% | | (874,779) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 8,268,000 OMS @ | 4.50% | 6,201 £ per unit | (372,060) |
| Residential Sales Agent Costs | 8,268,000 OMS @ | 1.00% | 1,378 £ per unit | (82,680) |
| Residential Sales Legal Costs | 8,268,000 OMS @ | 0.25% | 345 £ per unit | (20,670) |
| Affordable Sale Legal Costs | | | lump sum | (10,000) |
| Empty Property Costs | | | 10,000 £ per unit | (600,000) |
| Disposal Cost analysis: | | | 8,090 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (2,761,943) |
| Developers Profit - | | | | |
| Profit on OMS | 8,268,000 | 20.00% | | (1,653,600) |
| Margin on AH | 2,702,700 | 6.00% on AH values | | (162,162) |
| Profit analysis: | 10,970,700 | 16.55% blended GDV | (1,815,762) | |
| | 19,205,414 | 9.45% on costs | (1,815,762) | |
| TOTAL COSTS | | | | (21,021,176) |

| | | | | |
|----------------------------------|-----------------------------|--------------------------------------|---------------------------------------|---------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | (10,050,476) |
| SDLT | - @ | HMRC formula | | - |
| Acquisition Agent fees | - @ | 1.0% | | - |
| Acquisition Legal fees | - @ | 0.5% | | - |
| Interest on Land | - @ | 8.00% | | - |
| Residual Land Value | | | | (10,050,476) |
| RLV analysis: | (167,508) £ per plot | (13,400,635) £ per ha (net) | (5,423,163) £ per acre (net) | |
| | | (13,400,635) £ per ha (gross) | (5,423,163) £ per acre (gross) | |
| | | | -91.61% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|-----------------------------------|-----------------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 80.0 dph (net) | | | |
| Site Area (net) | 0.75 ha (net) | | 1.85 acres (net) | |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 0.75 ha (gross) | | 1.85 acres (gross) | |
| Density analysis: | 8,455 sqm/ha (net) | 36,832 sqft/ac (net) | | |
| | 80 dph (gross) | | | |
| Benchmark Land Value (net) | 26,332 £ per plot | 2,106,528 £ per ha (net) | 852,500 £ per acre (net) | 1,579,896 |
| BLV analysis: | | 2,106,528 £ per ha (gross) | 852,500 £ per acre (gross) | |

| | | | | |
|-------------------|--|------------------------------------|-------------------------------------|---------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (15,507,163) £ per ha (net) | (6,275,663) £ per acre (net) | (11,630,372) |

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value ; Greenfield/Brownfield: Brownfield**
 Notes:

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.

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (6,275,663) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm | 0.00 | | (5,858,046) | (5,941,569) | (6,025,092) | (6,108,616) | (6,192,139) | (6,275,663) | (6,359,186) |
| | 10.00 | | (5,895,602) | (5,977,039) | (6,058,476) | (6,139,913) | (6,221,350) | (6,302,787) | (6,384,224) |
| | 20.00 | | (5,933,158) | (6,012,509) | (6,091,859) | (6,171,210) | (6,250,560) | (6,329,911) | (6,409,261) |
| | 30.00 | | (5,970,715) | (6,047,979) | (6,125,243) | (6,202,507) | (6,279,771) | (6,357,035) | (6,434,299) |
| | 40.00 | | (6,008,271) | (6,083,449) | (6,158,626) | (6,233,804) | (6,308,982) | (6,384,159) | (6,459,337) |
| | 50.00 | | (6,045,828) | (6,118,919) | (6,192,010) | (6,265,101) | (6,338,192) | (6,411,283) | (6,484,374) |
| | 60.00 | | (6,083,384) | (6,154,389) | (6,225,394) | (6,296,398) | (6,367,403) | (6,438,407) | (6,509,412) |
| | 70.00 | | (6,120,941) | (6,189,859) | (6,258,777) | (6,327,695) | (6,396,613) | (6,465,531) | (6,534,450) |
| | 80.00 | | (6,158,497) | (6,225,329) | (6,292,161) | (6,358,992) | (6,425,824) | (6,492,656) | (6,559,487) |
| | 90.00 | | (6,196,054) | (6,260,799) | (6,325,544) | (6,390,289) | (6,455,034) | (6,519,780) | (6,584,525) |
| | 100.00 | | (6,233,610) | (6,296,269) | (6,358,928) | (6,421,586) | (6,484,245) | (6,546,904) | (6,609,562) |
| | 110.00 | | (6,271,166) | (6,331,739) | (6,392,311) | (6,452,883) | (6,513,456) | (6,574,028) | (6,634,600) |
| | 120.00 | | (6,308,723) | (6,367,209) | (6,425,695) | (6,484,180) | (6,542,666) | (6,601,152) | (6,659,638) |
| | 130.00 | | (6,346,279) | (6,402,679) | (6,459,078) | (6,515,477) | (6,571,877) | (6,628,276) | (6,684,675) |
| | 140.00 | | (6,383,836) | (6,438,149) | (6,492,462) | (6,546,774) | (6,601,087) | (6,655,400) | (6,709,713) |
| | 150.00 | | (6,421,392) | (6,473,619) | (6,525,845) | (6,578,071) | (6,630,298) | (6,682,524) | (6,734,751) |
| | 160.00 | | (6,458,949) | (6,509,089) | (6,559,229) | (6,609,368) | (6,659,508) | (6,709,648) | (6,759,788) |
| | 170.00 | | (6,496,505) | (6,544,559) | (6,592,612) | (6,640,665) | (6,688,719) | (6,736,772) | (6,784,826) |
| | 180.00 | | (6,534,062) | (6,580,029) | (6,625,996) | (6,671,963) | (6,717,930) | (6,763,897) | (6,809,864) |
| | 190.00 | | (6,571,618) | (6,615,498) | (6,659,379) | (6,703,260) | (6,747,140) | (6,791,021) | (6,834,901) |
| 200.00 | | (6,609,174) | (6,650,968) | (6,692,763) | (6,734,557) | (6,776,351) | (6,818,145) | (6,859,939) | |
| 210.00 | | (6,646,731) | (6,686,438) | (6,726,146) | (6,765,854) | (6,805,561) | (6,845,269) | (6,884,976) | |
| 220.00 | | (6,684,287) | (6,721,908) | (6,759,530) | (6,797,151) | (6,834,772) | (6,872,393) | (6,910,014) | |
| 230.00 | | (6,721,844) | (6,757,378) | (6,792,913) | (6,828,448) | (6,863,982) | (6,899,517) | (6,935,052) | |
| 240.00 | | (6,759,400) | (6,792,848) | (6,826,297) | (6,859,745) | (6,893,193) | (6,926,641) | (6,960,089) | |
| 250.00 | | (6,796,957) | (6,828,318) | (6,859,680) | (6,891,042) | (6,922,403) | (6,953,765) | (6,985,127) | |

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (6,275,663) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 | 1,000 | | (5,726,414) | (5,809,937) | (5,893,461) | (5,976,984) | (6,060,508) | (6,144,031) | (6,227,555) |
| | 2,000 | | (5,766,302) | (5,849,826) | (5,933,349) | (6,016,873) | (6,100,396) | (6,183,920) | (6,267,443) |
| | 3,000 | | (5,806,191) | (5,889,714) | (5,973,238) | (6,056,761) | (6,140,284) | (6,223,808) | (6,307,331) |
| | 4,000 | | (5,846,079) | (5,929,603) | (6,013,126) | (6,096,649) | (6,180,173) | (6,263,696) | (6,347,220) |
| | 5,000 | | (5,885,967) | (5,969,491) | (6,053,014) | (6,136,538) | (6,220,061) | (6,303,585) | (6,387,108) |
| | 6,000 | | (5,925,855) | (6,009,379) | (6,092,903) | (6,176,426) | (6,259,950) | (6,343,473) | (6,426,996) |
| | 7,000 | | (5,965,744) | (6,049,268) | (6,132,791) | (6,216,315) | (6,299,838) | (6,383,361) | (6,466,885) |
| | 8,000 | | (6,005,633) | (6,089,156) | (6,172,679) | (6,256,203) | (6,339,726) | (6,423,250) | (6,506,773) |
| | 9,000 | | (6,045,521) | (6,129,044) | (6,212,568) | (6,296,091) | (6,379,615) | (6,463,138) | (6,546,662) |
| | 10,000 | | (6,085,409) | (6,168,933) | (6,252,456) | (6,335,980) | (6,419,503) | (6,503,027) | (6,586,550) |
| | 11,000 | | (6,125,298) | (6,208,821) | (6,292,345) | (6,375,868) | (6,459,391) | (6,542,915) | (6,626,438) |
| | 12,000 | | (6,165,186) | (6,248,710) | (6,332,233) | (6,415,756) | (6,499,280) | (6,582,803) | (6,666,327) |
| | 13,000 | | (6,205,074) | (6,288,598) | (6,372,121) | (6,455,645) | (6,539,168) | (6,622,692) | (6,706,215) |
| | 14,000 | | (6,244,963) | (6,328,486) | (6,412,010) | (6,495,533) | (6,579,057) | (6,662,580) | (6,746,103) |
| | 15,000 | | (6,284,851) | (6,368,375) | (6,451,898) | (6,535,422) | (6,618,945) | (6,702,468) | (6,785,992) |

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (6,275,663) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit | 15.0% | | (5,549,183) | (5,649,865) | (5,750,548) | (5,851,230) | (5,951,913) | (6,052,595) | (6,153,278) |
| | 16.0% | | (5,610,955) | (5,708,206) | (5,805,457) | (5,902,707) | (5,999,958) | (6,097,209) | (6,194,459) |
| | 17.0% | | (5,672,728) | (5,766,547) | (5,860,366) | (5,954,185) | (6,048,003) | (6,141,822) | (6,235,641) |
| | 18.0% | | (5,734,500) | (5,824,888) | (5,915,275) | (6,005,662) | (6,096,049) | (6,186,436) | (6,276,823) |
| | 19.0% | | (5,796,273) | (5,883,228) | (5,970,184) | (6,057,139) | (6,144,094) | (6,231,049) | (6,318,005) |
| | 20.0% | | (5,858,046) | (5,941,569) | (6,025,092) | (6,108,616) | (6,192,139) | (6,275,663) | (6,359,186) |

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (6,275,663) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) | 1,500,000 | | (6,505,546) | (6,589,069) | (6,672,592) | (6,756,116) | (6,839,639) | (6,923,163) | (7,006,686) |
| | 1,600,000 | | (6,605,546) | (6,689,069) | (6,772,592) | (6,856,116) | (6,939,639) | (7,023,163) | (7,106,686) |
| | 1,700,000 | | (6,705,546) | (6,789,069) | (6,872,592) | (6,956,116) | (7,039,639) | (7,123,163) | (7,206,686) |
| | 1,800,000 | | (6,805,546) | (6,889,069) | (6,972,592) | (7,056,116) | (7,139,639) | (7,223,163) | (7,306,686) |
| | 1,900,000 | | (6,905,546) | (6,989,069) | (7,072,592) | (7,156,116) | (7,239,639) | (7,323,163) | (7,406,686) |
| | 2,000,000 | | (7,005,546) | (7,089,069) | (7,172,592) | (7,256,116) | (7,339,639) | (7,423,163) | (7,506,686) |
| | 2,100,000 | | (7,105,546) | (7,189,069) | (7,272,592) | (7,356,116) | (7,439,639) | (7,523,163) | (7,606,686) |
| | 2,200,000 | | (7,205,546) | (7,289,069) | (7,372,592) | (7,456,116) | (7,539,639) | (7,623,163) | (7,706,686) |
| | 2,300,000 | | (7,305,546) | (7,389,069) | (7,472,592) | (7,556,116) | (7,639,639) | (7,723,163) | (7,806,686) |
| | 2,400,000 | | (7,405,546) | (7,489,069) | (7,572,592) | (7,656,116) | (7,739,639) | (7,823,163) | (7,906,686) |
| | 2,500,000 | | (7,505,546) | (7,589,069) | (7,672,592) | (7,756,116) | (7,839,639) | (7,923,163) | (8,006,686) |
| | 2,600,000 | | (7,605,546) | (7,689,069) | (7,772,592) | (7,856,116) | (7,939,639) | (8,023,163) | (8,106,686) |
| | 2,700,000 | | (7,705,546) | (7,789,069) | (7,872,592) | (7,956,116) | (8,039,639) | (8,123,163) | (8,206,686) |
| | 2,800,000 | | (7,805,546) | (7,889,069) | (7,972,592) | (8,056,116) | (8,139,639) | (8,223,163) | (8,306,686) |
| | 2,900,000 | | (7,905,546) | (7,989,069) | (8,072,592) | (8,156,116) | (8,239,639) | (8,323,163) | (8,406,686) |
| | 3,000,000 | | (8,005,546) | (8,089,069) | (8,172,592) | (8,256,116) | (8,339,639) | (8,423,163) | (8,506,686) |

240404_BCC Older Persons Appraisal_v0.4

Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value** ; Greenfield/Brownfield: **Brownfield**
 Notes:

| Balance (RLV - BLV £ per acre (n)) | (6,275,663) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 0 | (6,275,663) | (5,410,389) | (5,493,912) | (5,577,436) | (5,660,959) | (5,744,483) | (5,828,006) | (5,911,529) |
| Net Zero | 2,000 | (5,499,920) | (5,583,444) | (5,666,967) | (5,750,490) | (5,834,014) | (5,917,537) | (6,001,061) |
| (£ per unit) | 4,000 | (5,589,452) | (5,672,975) | (5,756,498) | (5,840,022) | (5,923,545) | (6,007,069) | (6,090,592) |
| 10,000 | 6,000 | (5,678,983) | (5,762,506) | (5,846,030) | (5,929,553) | (6,013,077) | (6,096,600) | (6,180,124) |
| | 8,000 | (5,768,514) | (5,852,038) | (5,935,561) | (6,019,085) | (6,102,608) | (6,186,131) | (6,269,655) |
| | 10,000 | (5,858,046) | (5,941,569) | (6,025,092) | (6,108,616) | (6,192,139) | (6,275,663) | (6,359,186) |
| | 12,000 | (5,947,577) | (6,031,100) | (6,114,624) | (6,198,147) | (6,281,671) | (6,365,194) | (6,448,718) |
| | 14,000 | (6,037,108) | (6,120,632) | (6,204,155) | (6,287,679) | (6,371,202) | (6,454,726) | (6,538,249) |
| | 16,000 | (6,126,640) | (6,210,163) | (6,293,687) | (6,377,210) | (6,460,733) | (6,544,257) | (6,627,780) |
| | 18,000 | (6,216,171) | (6,299,695) | (6,383,218) | (6,466,741) | (6,550,265) | (6,633,788) | (6,717,312) |
| | 20,000 | (6,305,702) | (6,389,226) | (6,472,749) | (6,556,273) | (6,639,796) | (6,723,320) | (6,806,843) |
| | 22,000 | (6,395,234) | (6,478,757) | (6,562,281) | (6,645,804) | (6,729,328) | (6,812,851) | (6,896,374) |
| | 24,000 | (6,484,765) | (6,568,289) | (6,651,812) | (6,735,336) | (6,818,859) | (6,902,382) | (6,985,906) |
| | 26,000 | (6,574,297) | (6,657,820) | (6,741,343) | (6,824,867) | (6,908,390) | (6,991,914) | (7,075,437) |
| | 28,000 | (6,663,828) | (6,747,351) | (6,830,875) | (6,914,398) | (6,997,922) | (7,081,445) | (7,164,969) |
| | 30,000 | (6,753,359) | (6,836,883) | (6,920,406) | (7,003,930) | (7,087,453) | (7,170,976) | (7,254,500) |

| Balance (RLV - BLV £ per acre (n)) | (6,275,663) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 70% | (6,275,663) | (3,203,750) | (3,283,382) | (3,363,013) | (3,442,645) | (3,522,276) | (3,601,908) | (3,681,539) |
| 75% | | (3,646,133) | (3,726,413) | (3,806,693) | (3,886,973) | (3,967,254) | (4,047,534) | (4,127,814) |
| 80% | | (4,088,515) | (4,169,444) | (4,250,373) | (4,331,302) | (4,412,231) | (4,493,160) | (4,574,089) |
| 85% | | (4,530,898) | (4,612,475) | (4,694,053) | (4,775,630) | (4,857,208) | (4,938,785) | (5,020,363) |
| 90% | | (4,973,281) | (5,055,507) | (5,137,733) | (5,219,959) | (5,302,185) | (5,384,411) | (5,466,637) |
| 95% | | (5,415,663) | (5,498,538) | (5,581,413) | (5,664,287) | (5,747,162) | (5,830,037) | (5,912,912) |
| 100% | | (5,858,046) | (5,941,569) | (6,025,092) | (6,108,616) | (6,192,139) | (6,275,663) | (6,359,186) |
| 105% | | (6,300,428) | (6,384,600) | (6,468,772) | (6,552,944) | (6,637,117) | (6,721,289) | (6,805,461) |
| 110% | | (6,742,811) | (6,827,631) | (6,912,452) | (6,997,273) | (7,082,094) | (7,166,914) | (7,251,735) |
| 115% | | (7,185,193) | (7,270,663) | (7,356,132) | (7,441,601) | (7,527,071) | (7,612,540) | (7,698,010) |
| 120% | | (7,627,576) | (7,713,694) | (7,799,812) | (7,885,930) | (7,972,048) | (8,058,166) | (8,144,284) |
| 125% | | (8,069,958) | (8,156,725) | (8,243,492) | (8,330,258) | (8,417,025) | (8,503,792) | (8,590,559) |

| Balance (RLV - BLV £ per acre (n)) | (6,275,663) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 80% | (6,275,663) | (6,890,323) | (6,916,498) | (6,942,672) | (6,968,847) | (6,995,022) | (7,021,196) | (7,047,371) |
| 82% | | (6,787,095) | (6,819,005) | (6,850,914) | (6,882,824) | (6,914,733) | (6,946,643) | (6,978,553) |
| 84% | | (6,683,867) | (6,721,512) | (6,759,156) | (6,796,801) | (6,834,445) | (6,872,090) | (6,909,734) |
| 86% | | (6,580,640) | (6,624,019) | (6,667,398) | (6,710,778) | (6,754,157) | (6,797,536) | (6,840,916) |
| 88% | | (6,477,412) | (6,526,526) | (6,575,640) | (6,624,755) | (6,673,869) | (6,722,983) | (6,772,097) |
| 90% | | (6,374,184) | (6,429,033) | (6,483,882) | (6,538,731) | (6,593,581) | (6,648,430) | (6,703,279) |
| 92% | | (6,270,957) | (6,331,540) | (6,392,124) | (6,452,708) | (6,513,292) | (6,573,876) | (6,634,460) |
| 94% | | (6,167,729) | (6,234,048) | (6,300,366) | (6,366,685) | (6,433,004) | (6,499,323) | (6,565,642) |
| 96% | | (6,064,501) | (6,136,555) | (6,208,608) | (6,280,662) | (6,352,716) | (6,424,770) | (6,496,823) |
| 98% | | (5,961,273) | (6,039,062) | (6,116,850) | (6,194,639) | (6,272,428) | (6,350,216) | (6,428,005) |
| 100% | | (5,858,046) | (5,941,569) | (6,025,092) | (6,108,616) | (6,192,139) | (6,275,663) | (6,359,186) |
| 102% | | (5,754,818) | (5,844,076) | (5,933,335) | (6,022,593) | (6,111,851) | (6,201,109) | (6,290,368) |
| 104% | | (5,651,590) | (5,746,583) | (5,841,577) | (5,936,570) | (6,031,563) | (6,126,556) | (6,221,549) |
| 106% | | (5,548,362) | (5,649,091) | (5,749,819) | (5,850,547) | (5,951,275) | (6,052,003) | (6,152,731) |
| 108% | | (5,445,135) | (5,551,598) | (5,658,061) | (5,764,524) | (5,870,986) | (5,977,449) | (6,083,912) |
| 110% | | (5,341,907) | (5,454,105) | (5,566,303) | (5,678,500) | (5,790,698) | (5,902,896) | (6,015,094) |
| 112% | | (5,238,679) | (5,356,612) | (5,474,545) | (5,592,477) | (5,710,410) | (5,828,343) | (5,946,275) |
| 114% | | (5,135,452) | (5,259,119) | (5,382,787) | (5,506,454) | (5,630,122) | (5,753,789) | (5,877,457) |
| 116% | | (5,032,224) | (5,161,626) | (5,291,029) | (5,420,431) | (5,549,834) | (5,679,236) | (5,808,638) |
| 118% | | (4,928,996) | (5,064,133) | (5,199,271) | (5,334,408) | (5,469,545) | (5,604,683) | (5,739,820) |
| 120% | | (4,825,768) | (4,966,641) | (5,107,513) | (5,248,385) | (5,389,257) | (5,530,129) | (5,671,001) |

| Balance (RLV - BLV £ per acre (n)) | (6,275,663) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 5,000 | (6,275,663) | (5,838,100) | (5,911,650) | (5,985,201) | (6,058,751) | (6,132,301) | (6,205,852) | (6,279,402) |
| 10,000 | | (5,818,154) | (5,881,731) | (5,945,309) | (6,008,886) | (6,072,464) | (6,136,041) | (6,199,619) |
| 15,000 | | (5,798,208) | (5,851,812) | (5,905,417) | (5,959,021) | (6,012,626) | (6,066,230) | (6,119,835) |
| 20,000 | | (5,778,262) | (5,821,893) | (5,865,525) | (5,909,156) | (5,952,788) | (5,996,419) | (6,040,051) |
| 25,000 | | (5,758,316) | (5,791,974) | (5,825,633) | (5,859,291) | (5,892,950) | (5,926,608) | (5,960,267) |
| 30,000 | | (5,738,370) | (5,762,055) | (5,785,741) | (5,809,426) | (5,833,112) | (5,856,798) | (5,880,483) |
| 35,000 | | (5,718,424) | (5,732,136) | (5,745,849) | (5,759,562) | (5,773,274) | (5,786,987) | (5,800,699) |
| 40,000 | | (5,698,478) | (5,702,217) | (5,705,957) | (5,709,697) | (5,713,436) | (5,717,176) | (5,720,915) |
| 45,000 | | (5,678,532) | (5,672,299) | (5,666,065) | (5,659,832) | (5,653,598) | (5,647,365) | (5,641,132) |
| 50,000 | | (5,658,586) | (5,642,380) | (5,626,173) | (5,609,967) | (5,593,760) | (5,577,554) | (5,561,348) |
| 55,000 | | (5,638,640) | (5,612,461) | (5,586,281) | (5,560,102) | (5,533,923) | (5,507,743) | (5,481,564) |

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

240404_BCC Older Persons Appraisal_v0.4

Appraisal Ref: **OP5** (see Typologies Matrix)
 Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Valur** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|---|-------------------------|------------|--------------------|---|-----------------------------|---------------|--------------|---------|
| Total number of units in scheme | | | | 60 Units | | | | |
| AH Policy requirement (% Target) | | | | 35% | | | | |
| Open Market Sale (OMS) housing | | | | Open Market Sale (OMS) 65% | | | | |
| AH tenure split % | | | | Affordable Rent: 60.0% | | | | |
| | | | | Social Rent: 10.0% | | | | |
| | | | | First Homes: 25.0% | | | | |
| | | | | Other Intermediate (LCHO/Sub-Market etc.): 5.0% | | | | |
| | | | | 70.0% % Rented | | | | |
| | | | | 10.5% % of total (>10% First Homes PPG 023) | | | | |
| | | | | 100.0% 100.0% | | | | |
| CIL Rate (£ psm) | | | | 90.39 £ psm | | | | |
| Unit mix - | | | | | | | | |
| | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 3 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 4 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | 60.0% | 23.4 | 50.0% | 10.5 | 57% | 33.9 | | |
| 2 bed Flat | 40.0% | 15.6 | 50.0% | 10.5 | 44% | 26.1 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | 100.0% | 39.0 | 100.0% | 21.0 | 100% | 60.0 | | |
| OMS Unit Floor areas - | | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | 60.0 | 646 | 65.0% | | 92.3 | 994 | | |
| 2 bed Flat | 80.0 | 861 | 65.0% | | 123.1 | 1,325 | | |
| 3 bed Flat | 80.0 | 861 | 65.0% | | 123.1 | 1,325 | | |
| AH Unit Floor areas - | | | | | | | | |
| | Net area per unit (sqm) | (sqft) | Net to Gross % | | Gross (GIA) per unit (sqm) | (sqft) | | |
| 1 bed House | 62.0 | 667 | % | | 62.0 | 667 | | |
| 2 bed House | 79.0 | 850 | | | 79.0 | 850 | | |
| 3 bed House | 95.0 | 1,023 | | | 95.0 | 1,023 | | |
| 4 bed House | 120.0 | 1,292 | | | 120.0 | 1,292 | | |
| 5 bed House | 140.0 | 1,507 | | | 140.0 | 1,507 | | |
| 1 bed Flat | 60.0 | 646 | 65.0% | | 92.3 | 994 | | |
| 2 bed Flat | 80.0 | 861 | 65.0% | | 123.1 | 1,325 | | |
| 3 bed Flat | 80.0 | 861 | 65.0% | | 123.1 | 1,325 | | |
| Total Gross Floor areas - | | | | | | | | |
| | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | (sqft) | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 4 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | 0 | | |
| 1 bed Flat | 2,160 | 23,250 | 969 | 10,433 | 3,129 | 33,683 | | |
| 2 bed Flat | 1,920 | 20,667 | 1,292 | 13,910 | 3,212 | 34,577 | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | 4,080 | 43,917 | 2,262 | 24,343 | 6,342 | 68,260 | | |
| AH % by floor area: 35.66% AH % by floor area (difference due to mix) | | | | | | | | |
| Open Market Sales values (£) - | | | | | | | | |
| | £ OMS (per unit) | £ psm | £ psf | | total MV £ (no AH) | | | |
| 1 bed House | 0 | 0 | 0 | | 0 | | | |
| 2 bed House | 0 | 0 | 0 | | 0 | | | |
| 3 bed House | 0 | 0 | 0 | | 0 | | | |
| 4 bed House | 0 | 0 | 0 | | 0 | | | |
| 5 bed House | 0 | 0 | 0 | | 0 | | | |
| 1 bed Flat | 210,000 | 3,500 | 325 | | 7,119,000 | | | |
| 2 bed Flat | 300,000 | 3,750 | 348 | | 7,830,000 | | | |
| 3 bed Flat | 0 | 0 | 0 | | 0 | | | |
| | | | | | 14,949,000 | | | |
| Affordable Housing values (£) - | | | | | | | | |
| | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% |
| 2 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% |
| 3 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% |
| 4 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% |
| 5 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% |
| 1 bed Flat | 115,500 | 55% | 94,500 | 45% | 147,000 | 70% | 147,000 | 70% |
| 2 bed Flat | 165,000 | 55% | 135,000 | 45% | 210,000 | 70% | 210,000 | 70% |
| 3 bed Flat | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% |
| * capped @£250K | | | | | | | | |

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | |
|---|-------------|----------------------------------|--|-------------------|
| OMS GDV - (part houses due to % mix) | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 23.4 | @ | 210,000 | 4,914,000 |
| 2 bed Flat | 15.6 | @ | 300,000 | 4,680,000 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 39.0 | | | 9,594,000 |
| Affordable Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 6.3 | @ | 115,500 | 727,650 |
| 2 bed Flat | 6.3 | @ | 165,000 | 1,039,500 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 12.6 | | | 1,767,150 |
| Social Rent GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 1.1 | @ | 94,500 | 99,225 |
| 2 bed Flat | 1.1 | @ | 135,000 | 141,750 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 2.1 | | | 240,975 |
| First Homes GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 2.6 | @ | 147,000 | 385,875 |
| 2 bed Flat | 2.6 | @ | 210,000 | 551,250 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 5.3 | | | 937,125 |
| Other Intermediate GDV - | | | | |
| 1 bed House | 0.0 | @ | 0 | - |
| 2 bed House | 0.0 | @ | 0 | - |
| 3 bed House | 0.0 | @ | 0 | - |
| 4 bed House | 0.0 | @ | 0 | - |
| 5 bed House | 0.0 | @ | 0 | - |
| 1 bed Flat | 0.5 | @ | 147,000 | 77,175 |
| 2 bed Flat | 0.5 | @ | 210,000 | 110,250 |
| 3 bed Flat | 0.0 | @ | 0 | - |
| | 1.1 | 21.0 | | 187,425 |
| Sub-total GDV Residential | | | | 12,726,675 |
| AH on-site cost analysis: | | | | |
| | | 350 £ psm (total GIA sqm) | £MV (no AH) less £GDV (inc. AH) | 2,222,325 |
| | | | 37,039 £ per unit (total units) | |
| Grant | | | | |
| | 21 | AH units @ | 0 | per unit |
| Total GDV | | | | 12,726,675 |

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|---|-------------------------|-----------------------|--|--|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (24,239) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (70,000) |
| CIL (Mrkt only + garages) | | 4,080 sqm | | 90.39 £ psm | | (368,791) |
| | CIL analysis: | 2.90% % of GDV | | 6,147 £ per unit (total units) | | |
| Site Specific S106 Contributions | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 60 units @ | | 4,300 per unit | | (258,000) |
| | Sub-total | | | | | (258,000) |
| | S106 analysis: | 344,000 £ per ha | 2.03% % of GDV | 4,300 £ per unit (total units) | | |
| AH Commuted Sum | | | 6,342 sqm (total) | 0 £ psm | | - |
| | Comm. Sum analysis: | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | 0.75 ha @ | | 123,550 £ per ha (if brownfield) | | (92,663) |
| Site Infrastructure costs - | Year 1 | | | 0 | | - |
| | Year 2 | | | 0 | | - |
| | Year 3 | | | 0 | | - |
| | Year 4 | | | 0 | | - |
| | Year 5 | | | 0 | | - |
| | Year 6 | | | 0 | | - |
| | Year 7 | | | 0 | | - |
| | Year 8 | | | 0 | | - |
| | Year 9 | | | 0 | | - |
| | Year 10 | | | 0 | | - |
| | Year 11 | | | 0 | | - |
| | Year 12 | | | 0 | | - |
| | Year 13 | | | 0 | | - |
| | Year 14 | | | 0 | | - |
| | Year 15 | | | 0 | | - |
| | Years 1-15 | 60 units @ | | 0 per unit | | - |
| | Sub-total | | | | | - |
| | Infra. Costs analysis: | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | |
| 1 bed House | | - sqm @ | | 1,295 psm | | - |
| 2 bed House | | - sqm @ | | 1,295 psm | | - |
| 3 bed House | | - sqm @ | | 1,295 psm | | - |
| 4 bed House | | - sqm @ | | 1,295 psm | | - |
| 5 bed House | | - sqm @ | | 1,295 psm | | - |
| 1 bed Flat | | 3,129 sqm @ | | 1,638 psm | | (5,125,680) |
| 2 bed Flat | | 3,212 sqm @ | | 1,638 psm | | (5,261,760) |
| 3 bed Flat | | - sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | | 50% units @ | | 18 sqm @ 600 psm | | - |
| Garages for 4B House (Mrkt only) | | 75% units @ | | 18 sqm @ 600 psm | | - |
| Garages for 5B House (Mrkt only) | | 120% units @ | | 18 sqm @ 600 psm | | - |
| External works | | 10,387,440 @ | | 15.0% | | (1,558,116) |
| | Ext. Works analysis: | | | 25,969 £ per unit (total units) | | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | 60 units @ | | 287 £ per unit | | (17,220) |
| M4(2) Category 2 Housing | Aff units | 21 units @ | 0% @ | 521 £ per unit | | - |
| M4(2) Category 2 Housing | OMS units | 39 units @ | 0% @ | 521 £ per unit | | - |
| M4(3) Category 3 Housing | Aff units | 21 units @ | 100% @ | 10,111 £ per unit | | (212,331) |
| M4(3) Category 3 Housing | OMS units | 39 units @ | 100% @ | 10,111 £ per unit | | (394,329) |
| Net Zero Cost | | 60 units @ | | 10,000 £ per unit | | (600,000) |
| Urban Greening | No. of storeys | 4.0 equals | 1,585 sqm footprint | 100 £ sqm | | (158,538) |
| EV Charging Points - Houses | | - units @ | | 1,000 £ per unit | | - |
| EV Charging Points - Flats | | 60 units @ | 4 flats per charger | 2,500 £ per 4 units | | (37,500) |
| | | 4 units @ | | 0 £ per unit | | - |
| | Sub-total | | | | | (1,419,918) |
| | Policy Costs analysis: (design costs only) | | | 23,665 £ per unit (total units) | | |
| Contingency (on construction) | | 13,458,137 @ | | 5.0% | | (672,907) |

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|-------------------|---------------------------|------------------------------------|---------------------|
| Professional Fees | 13,458,137 @ | 6.5% | | (874,779) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 9,594,000 OMS @ | 4.50% | 7,196 £ per unit | (431,730) |
| Residential Sales Agent Costs | 9,594,000 OMS @ | 1.00% | 1,599 £ per unit | (95,940) |
| Residential Sales Legal Costs | 9,594,000 OMS @ | 0.25% | 400 £ per unit | (23,985) |
| Affordable Sale Legal Costs | | | lump sum | (10,000) |
| Empty Property Costs | | | 10,000 £ per unit | (600,000) |
| Disposal Cost analysis: | | | 9,361 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (2,681,773) |
| Developers Profit - | | | | |
| Profit on OMS | 9,594,000 | 20.00% | | (1,918,800) |
| Margin on AH | 3,132,675 | 6.00% on AH values | | (187,961) |
| Profit analysis: | 12,726,675 | 16.55% blended GDV | (2,106,761) | |
| | 19,570,281 | 10.77% on costs | (2,106,761) | |
| TOTAL COSTS | | | | (21,677,041) |

| | | | | |
|----------------------------------|-----------------------------|--------------------------------------|---------------------------------------|--------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | (8,950,366) |
| SDLT | - @ | HMRC formula | | - |
| Acquisition Agent fees | - @ | 1.0% | | - |
| Acquisition Legal fees | - @ | 0.5% | | - |
| Interest on Land | - @ | 8.00% | | - |
| Residual Land Value | | | | (8,950,366) |
| RLV analysis: | (149,173) £ per plot | (11,933,822) £ per ha (net) | (4,829,552) £ per acre (net) | |
| | | (11,933,822) £ per ha (gross) | (4,829,552) £ per acre (gross) | |
| | | | -70.33% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|-----------------------------------|-------------------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 80.0 dph (net) | | | |
| Site Area (net) | 0.75 ha (net) | | 1.85 acres (net) | |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 0.75 ha (gross) | | 1.85 acres (gross) | |
| Density analysis: | 8,455 sqm/ha (net) | 36,832 sqft/ac (net) | | |
| | 80 dph (gross) | | | |
| Benchmark Land Value (net) | 39,073 £ per plot | 3,125,815 £ per ha (net) | 1,265,000 £ per acre (net) | 2,344,361 |
| BLV analysis: | | 3,125,815 £ per ha (gross) | 1,265,000 £ per acre (gross) | |

| | | | | |
|-------------------|--|------------------------------------|-------------------------------------|---------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (15,059,637) £ per ha (net) | (6,094,552) £ per acre (net) | (11,294,728) |

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Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

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 35% | | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (6,094,552) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | (5,373,933) | (5,469,021) | (5,564,110) | (5,659,199) | (5,754,288) | (5,849,377) | (5,944,466) | (6,039,555) |
| | 10.00 | (5,411,489) | (5,504,491) | (5,597,494) | (5,690,496) | (5,783,499) | (5,876,501) | (5,969,503) | (6,062,505) |
| | 20.00 | (5,449,045) | (5,539,961) | (5,630,877) | (5,721,793) | (5,812,709) | (5,903,625) | (5,994,541) | (6,085,457) |
| | 30.00 | (5,486,602) | (5,575,431) | (5,664,261) | (5,753,090) | (5,841,920) | (5,930,749) | (6,019,579) | (6,108,408) |
| | 40.00 | (5,524,158) | (5,610,901) | (5,697,644) | (5,784,387) | (5,871,130) | (5,957,873) | (6,044,616) | (6,131,359) |
| | 50.00 | (5,561,715) | (5,646,371) | (5,731,028) | (5,815,684) | (5,900,341) | (5,984,997) | (6,069,654) | (6,154,311) |
| | 60.00 | (5,599,271) | (5,681,841) | (5,764,411) | (5,846,981) | (5,929,551) | (6,012,121) | (6,094,691) | (6,177,261) |
| | 70.00 | (5,636,828) | (5,717,311) | (5,797,795) | (5,878,278) | (5,958,762) | (6,039,245) | (6,119,729) | (6,200,212) |
| | 80.00 | (5,674,384) | (5,752,781) | (5,831,178) | (5,909,575) | (5,987,972) | (6,066,370) | (6,144,767) | (6,223,164) |
| | 90.00 | (5,711,941) | (5,788,251) | (5,864,562) | (5,940,872) | (6,017,183) | (6,093,494) | (6,169,804) | (6,246,114) |
| | 100.00 | (5,749,497) | (5,823,721) | (5,897,945) | (5,972,169) | (6,046,394) | (6,120,618) | (6,194,842) | (6,269,066) |
| | 110.00 | (5,787,053) | (5,859,191) | (5,931,329) | (6,003,466) | (6,075,604) | (6,147,742) | (6,219,880) | (6,292,018) |
| | 120.00 | (5,824,610) | (5,894,661) | (5,964,712) | (6,034,764) | (6,104,815) | (6,174,866) | (6,244,917) | (6,314,968) |
| | 130.00 | (5,862,166) | (5,930,131) | (5,998,096) | (6,066,061) | (6,134,025) | (6,201,990) | (6,269,955) | (6,337,920) |
| | 140.00 | (5,899,723) | (5,965,601) | (6,031,479) | (6,097,358) | (6,163,236) | (6,229,114) | (6,294,992) | (6,360,870) |
| | 150.00 | (5,937,279) | (6,001,071) | (6,064,863) | (6,128,655) | (6,192,446) | (6,256,238) | (6,320,030) | (6,383,822) |
| | 160.00 | (5,974,836) | (6,036,541) | (6,098,246) | (6,159,952) | (6,221,657) | (6,283,362) | (6,345,068) | (6,406,773) |
| | 170.00 | (6,012,392) | (6,072,011) | (6,131,630) | (6,191,249) | (6,250,868) | (6,310,486) | (6,370,105) | (6,429,724) |
| | 180.00 | (6,049,948) | (6,107,481) | (6,165,013) | (6,222,546) | (6,280,078) | (6,337,611) | (6,395,143) | (6,452,676) |
| | 190.00 | (6,087,505) | (6,142,951) | (6,198,397) | (6,253,843) | (6,309,289) | (6,364,735) | (6,420,181) | (6,475,627) |
| 200.00 | (6,125,061) | (6,178,421) | (6,231,780) | (6,285,140) | (6,338,499) | (6,391,859) | (6,445,218) | (6,498,577) | |
| 210.00 | (6,162,618) | (6,213,891) | (6,265,164) | (6,316,437) | (6,367,710) | (6,418,983) | (6,470,256) | (6,521,529) | |
| 220.00 | (6,200,174) | (6,249,361) | (6,298,547) | (6,347,734) | (6,396,920) | (6,446,107) | (6,495,293) | (6,544,480) | |
| 230.00 | (6,237,731) | (6,284,831) | (6,331,931) | (6,379,031) | (6,426,131) | (6,473,231) | (6,520,331) | (6,567,431) | |
| 240.00 | (6,275,287) | (6,320,301) | (6,365,314) | (6,410,328) | (6,455,341) | (6,500,355) | (6,545,369) | (6,590,383) | |
| 250.00 | (6,312,844) | (6,355,771) | (6,398,698) | (6,441,625) | (6,484,552) | (6,527,479) | (6,570,406) | (6,613,333) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (6,094,552) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | (5,581,774) | (5,658,003) | (5,734,232) | (5,810,461) | (5,886,691) | (5,962,920) | (6,039,149) | (6,115,378) |
| | 2,000 | (5,621,662) | (5,697,891) | (5,774,120) | (5,850,350) | (5,926,579) | (6,002,808) | (6,079,037) | (6,155,266) |
| | 3,000 | (5,661,550) | (5,737,780) | (5,814,009) | (5,890,238) | (5,966,467) | (6,042,697) | (6,118,926) | (6,195,155) |
| | 4,000 | (5,701,439) | (5,777,668) | (5,853,897) | (5,930,126) | (6,006,356) | (6,082,585) | (6,158,814) | (6,235,043) |
| | 5,000 | (5,741,327) | (5,817,556) | (5,893,786) | (5,970,015) | (6,046,244) | (6,122,473) | (6,198,703) | (6,274,932) |
| | 6,000 | (5,781,215) | (5,857,445) | (5,933,674) | (6,009,903) | (6,086,132) | (6,162,362) | (6,238,591) | (6,314,820) |
| | 7,000 | (5,821,104) | (5,897,333) | (5,973,562) | (6,049,792) | (6,126,021) | (6,202,250) | (6,278,479) | (6,354,708) |
| | 8,000 | (5,860,992) | (5,937,221) | (6,013,451) | (6,089,680) | (6,165,909) | (6,242,138) | (6,318,368) | (6,394,597) |
| | 9,000 | (5,900,881) | (5,977,110) | (6,053,339) | (6,129,568) | (6,205,798) | (6,282,027) | (6,358,256) | (6,434,485) |
| | 10,000 | (5,940,769) | (6,016,998) | (6,093,227) | (6,169,457) | (6,245,686) | (6,321,915) | (6,398,144) | (6,474,373) |
| | 11,000 | (5,980,657) | (6,056,887) | (6,133,116) | (6,209,345) | (6,285,574) | (6,361,804) | (6,438,033) | (6,514,262) |
| | 12,000 | (6,020,546) | (6,096,775) | (6,173,004) | (6,249,233) | (6,325,463) | (6,401,692) | (6,477,921) | (6,554,150) |
| | 13,000 | (6,060,434) | (6,136,663) | (6,212,893) | (6,289,122) | (6,365,351) | (6,441,580) | (6,517,810) | (6,594,039) |
| | 14,000 | (6,100,322) | (6,176,552) | (6,252,781) | (6,329,010) | (6,405,239) | (6,481,469) | (6,557,698) | (6,633,927) |
| | 15,000 | (6,140,211) | (6,216,440) | (6,292,669) | (6,368,899) | (6,445,128) | (6,521,357) | (6,597,586) | (6,673,815) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (6,094,552) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | (5,355,008) | (5,451,148) | (5,547,288) | (5,643,428) | (5,739,569) | (5,835,709) | (5,931,849) | (6,027,989) |
| | 16.0% | (5,426,687) | (5,518,845) | (5,611,003) | (5,703,161) | (5,795,319) | (5,887,477) | (5,979,635) | (6,071,793) |
| | 17.0% | (5,498,367) | (5,586,543) | (5,674,718) | (5,762,894) | (5,851,070) | (5,939,246) | (6,027,422) | (6,115,598) |
| | 18.0% | (5,570,046) | (5,654,240) | (5,738,434) | (5,822,627) | (5,906,821) | (5,991,014) | (6,075,208) | (6,159,402) |
| | 19.0% | (5,641,726) | (5,721,937) | (5,802,149) | (5,882,360) | (5,962,572) | (6,042,783) | (6,122,994) | (6,203,205) |
| | 20.0% | (5,713,405) | (5,789,634) | (5,865,864) | (5,942,093) | (6,018,322) | (6,094,552) | (6,170,781) | (6,247,010) |

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (6,094,552) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 1,265,000 | 1,500,000 | (5,948,405) | (6,024,634) | (6,100,864) | (6,177,093) | (6,253,322) | (6,329,552) | (6,405,781) | (6,482,010) |
| | 1,600,000 | (6,048,405) | (6,124,634) | (6,200,864) | (6,277,093) | (6,353,322) | (6,429,552) | (6,505,781) | (6,582,010) |
| | 1,700,000 | (6,148,405) | (6,224,634) | (6,300,864) | (6,377,093) | (6,453,322) | (6,529,552) | (6,605,781) | (6,682,010) |
| | 1,800,000 | (6,248,405) | (6,324,634) | (6,400,864) | (6,477,093) | (6,553,322) | (6,629,552) | (6,705,781) | (6,782,010) |
| | 1,900,000 | (6,348,405) | (6,424,634) | (6,500,864) | (6,577,093) | (6,653,322) | (6,729,552) | (6,805,781) | (6,882,010) |
| | 2,000,000 | (6,448,405) | (6,524,634) | (6,600,864) | (6,677,093) | (6,753,322) | (6,829,552) | (6,905,781) | (6,982,010) |
| | 2,100,000 | (6,548,405) | (6,624,634) | (6,700,864) | (6,777,093) | (6,853,322) | (6,929,552) | (7,005,781) | (7,082,010) |
| | 2,200,000 | (6,648,405) | (6,724,634) | (6,800,864) | (6,877,093) | (6,953,322) | (7,029,552) | (7,105,781) | (7,182,010) |
| | 2,300,000 | (6,748,405) | (6,824,634) | (6,900,864) | (6,977,093) | (7,053,322) | (7,129,552) | (7,205,781) | (7,282,010) |
| | 2,400,000 | (6,848,405) | (6,924,634) | (7,000,864) | (7,077,093) | (7,153,322) | (7,229,552) | (7,305,781) | (7,382,010) |
| | 2,500,000 | (6,948,405) | (7,024,634) | (7,100,864) | (7,177,093) | (7,253,322) | (7,329,552) | (7,405,781) | (7,482,010) |
| | 2,600,000 | (7,048,405) | (7,124,634) | (7,200,864) | (7,277,093) | (7,353,322) | (7,429,552) | (7,505,781) | (7,582,010) |
| | 2,700,000 | (7,148,405) | (7,224,634) | (7,300,864) | (7,377,093) | (7,453,322) | (7,529,552) | (7,605,781) | (7,682,010) |
| | 2,800,000 | (7,248,405) | (7,324,634) | (7,400,864) | (7,477,093) | (7,553,322) | (7,629,552) | (7,705,781) | (7,782,010) |
| | 2,900,000 | (7,348,405) | (7,424,634) | (7,500,864) | (7,577,093) | (7,653,322) | (7,729,552) | (7,805,781) | (7,882,010) |
| | 3,000,000 | (7,448,405) | (7,524,634) | (7,600,864) | (7,677,093) | (7,753,322) | (7,829,552) | (7,905,781) | (7,982,010) |

240404_BCC Older Persons Appraisal_v0.4

Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Value Greenfield/Brownfield: Brownfield**
 Notes:

| Balance (RLV - BLV £ per acre (n)) | (6,094,552) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 0 | | (5,265,748) | (5,341,978) | (5,418,207) | (5,494,436) | (5,570,665) | (5,646,895) | (5,723,124) |
| Net Zero | 2,000 | (5,355,280) | (5,431,509) | (5,507,738) | (5,583,968) | (5,660,197) | (5,736,426) | (5,812,655) |
| (£ per unit) | 4,000 | (5,444,811) | (5,521,040) | (5,597,270) | (5,673,499) | (5,749,728) | (5,825,957) | (5,902,187) |
| 10,000 | 6,000 | (5,534,343) | (5,610,572) | (5,686,801) | (5,763,030) | (5,839,260) | (5,915,489) | (5,991,718) |
| | 8,000 | (5,623,874) | (5,700,103) | (5,776,332) | (5,852,562) | (5,928,791) | (6,005,020) | (6,081,249) |
| | 10,000 | (5,713,405) | (5,789,634) | (5,865,864) | (5,942,093) | (6,018,322) | (6,094,552) | (6,170,781) |
| | 12,000 | (5,802,937) | (5,879,166) | (5,955,395) | (6,031,624) | (6,107,854) | (6,184,083) | (6,260,312) |
| | 14,000 | (5,892,468) | (5,968,697) | (6,044,926) | (6,121,156) | (6,197,385) | (6,273,614) | (6,349,843) |
| | 16,000 | (5,981,999) | (6,058,229) | (6,134,458) | (6,210,687) | (6,286,916) | (6,363,146) | (6,439,375) |
| | 18,000 | (6,071,531) | (6,147,760) | (6,223,989) | (6,300,218) | (6,376,448) | (6,452,677) | (6,528,906) |
| | 20,000 | (6,161,062) | (6,237,291) | (6,313,521) | (6,389,750) | (6,465,979) | (6,542,208) | (6,618,438) |
| | 22,000 | (6,250,593) | (6,326,823) | (6,403,052) | (6,479,281) | (6,555,510) | (6,631,740) | (6,707,969) |
| | 24,000 | (6,340,125) | (6,416,354) | (6,492,583) | (6,568,813) | (6,645,042) | (6,721,271) | (6,797,500) |
| | 26,000 | (6,429,656) | (6,505,885) | (6,582,115) | (6,658,344) | (6,734,573) | (6,810,802) | (6,887,032) |
| | 28,000 | (6,519,188) | (6,595,417) | (6,671,646) | (6,747,875) | (6,824,105) | (6,900,334) | (6,976,563) |
| | 30,000 | (6,608,719) | (6,684,948) | (6,761,177) | (6,837,407) | (6,913,636) | (6,989,865) | (7,066,094) |

| Balance (RLV - BLV £ per acre (n)) | (6,094,552) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 70% | | (3,059,110) | (3,131,447) | (3,203,785) | (3,276,122) | (3,348,459) | (3,420,797) | (3,493,134) |
| 75% | | (3,501,493) | (3,574,478) | (3,647,464) | (3,720,450) | (3,793,436) | (3,866,422) | (3,939,408) |
| 80% | | (3,943,875) | (4,017,510) | (4,091,144) | (4,164,779) | (4,238,414) | (4,312,048) | (4,385,683) |
| 85% | | (4,386,258) | (4,460,541) | (4,534,824) | (4,609,107) | (4,683,391) | (4,757,674) | (4,831,957) |
| 90% | | (4,828,640) | (4,903,572) | (4,978,504) | (5,053,436) | (5,128,368) | (5,203,300) | (5,278,232) |
| 95% | | (5,271,023) | (5,346,603) | (5,422,184) | (5,497,764) | (5,573,345) | (5,648,926) | (5,724,506) |
| 100% | | (5,713,405) | (5,789,634) | (5,865,864) | (5,942,093) | (6,018,322) | (6,094,552) | (6,170,781) |
| 105% | | (6,155,788) | (6,232,666) | (6,309,544) | (6,386,422) | (6,463,299) | (6,540,177) | (6,617,055) |
| 110% | | (6,598,170) | (6,675,697) | (6,753,223) | (6,830,750) | (6,908,277) | (6,985,803) | (7,063,330) |
| 115% | | (7,040,553) | (7,118,728) | (7,196,903) | (7,275,079) | (7,353,254) | (7,431,429) | (7,509,604) |
| 120% | | (7,482,935) | (7,561,759) | (7,640,583) | (7,719,407) | (7,798,231) | (7,877,055) | (7,955,879) |
| 125% | | (7,925,318) | (8,004,790) | (8,084,263) | (8,163,736) | (8,243,208) | (8,322,681) | (8,402,153) |

| Balance (RLV - BLV £ per acre (n)) | (6,094,552) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 80% | | (6,911,236) | (6,920,919) | (6,930,603) | (6,940,286) | (6,949,969) | (6,959,652) | (6,969,335) |
| 82% | | (6,791,453) | (6,807,791) | (6,824,129) | (6,840,466) | (6,856,804) | (6,873,142) | (6,889,479) |
| 84% | | (6,671,670) | (6,694,662) | (6,717,655) | (6,740,647) | (6,763,639) | (6,786,632) | (6,809,624) |
| 86% | | (6,551,887) | (6,581,534) | (6,611,181) | (6,640,828) | (6,670,475) | (6,700,122) | (6,729,769) |
| 88% | | (6,432,104) | (6,468,405) | (6,504,707) | (6,541,009) | (6,577,310) | (6,613,612) | (6,649,913) |
| 90% | | (6,312,321) | (6,355,277) | (6,398,233) | (6,441,189) | (6,484,145) | (6,527,102) | (6,570,058) |
| 92% | | (6,192,538) | (6,242,148) | (6,291,759) | (6,341,370) | (6,390,981) | (6,440,592) | (6,490,202) |
| 94% | | (6,072,755) | (6,129,020) | (6,185,285) | (6,241,551) | (6,297,816) | (6,354,082) | (6,410,347) |
| 96% | | (5,952,971) | (6,015,891) | (6,078,811) | (6,141,732) | (6,204,652) | (6,267,572) | (6,330,492) |
| 98% | | (5,833,188) | (5,902,763) | (5,972,338) | (6,041,912) | (6,111,487) | (6,181,062) | (6,250,636) |
| 100% | | (5,713,405) | (5,789,634) | (5,865,864) | (5,942,093) | (6,018,322) | (6,094,552) | (6,170,781) |
| 102% | | (5,593,622) | (5,676,506) | (5,759,390) | (5,842,274) | (5,925,158) | (6,008,041) | (6,090,925) |
| 104% | | (5,473,839) | (5,563,378) | (5,652,916) | (5,742,454) | (5,831,993) | (5,921,531) | (6,011,070) |
| 106% | | (5,354,056) | (5,450,249) | (5,546,442) | (5,642,635) | (5,738,828) | (5,835,021) | (5,931,215) |
| 108% | | (5,234,273) | (5,337,121) | (5,439,968) | (5,542,816) | (5,645,664) | (5,748,511) | (5,851,359) |
| 110% | | (5,114,490) | (5,223,992) | (5,333,494) | (5,442,997) | (5,552,499) | (5,662,001) | (5,771,504) |
| 112% | | (4,994,707) | (5,110,864) | (5,227,020) | (5,343,177) | (5,459,334) | (5,575,491) | (5,691,648) |
| 114% | | (4,874,923) | (4,997,735) | (5,120,547) | (5,243,358) | (5,366,170) | (5,488,981) | (5,611,793) |
| 116% | | (4,755,140) | (4,884,607) | (5,014,073) | (5,143,539) | (5,273,005) | (5,402,471) | (5,531,937) |
| 118% | | (4,635,357) | (4,771,478) | (4,907,599) | (5,043,720) | (5,179,840) | (5,315,961) | (5,452,082) |
| 120% | | (4,515,574) | (4,658,350) | (4,801,125) | (4,943,900) | (5,086,676) | (5,229,451) | (5,372,227) |

| Balance (RLV - BLV £ per acre (n)) | (6,094,552) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 5,000 | | (5,693,459) | (5,759,716) | (5,825,972) | (5,892,228) | (5,958,484) | (6,024,741) | (6,090,997) |
| 10,000 | | (5,673,513) | (5,729,797) | (5,786,080) | (5,842,363) | (5,898,646) | (5,954,930) | (6,011,213) |
| 15,000 | | (5,653,567) | (5,699,878) | (5,746,188) | (5,792,498) | (5,838,809) | (5,885,119) | (5,931,429) |
| 20,000 | | (5,633,621) | (5,669,959) | (5,706,296) | (5,742,633) | (5,778,971) | (5,815,308) | (5,851,645) |
| 25,000 | | (5,613,675) | (5,640,040) | (5,666,404) | (5,692,768) | (5,719,133) | (5,745,497) | (5,771,861) |
| 30,000 | | (5,593,729) | (5,610,121) | (5,626,512) | (5,642,904) | (5,659,295) | (5,675,686) | (5,692,078) |
| 35,000 | | (5,573,783) | (5,580,202) | (5,586,620) | (5,593,039) | (5,599,457) | (5,605,875) | (5,612,294) |
| 40,000 | | (5,553,838) | (5,550,283) | (5,546,728) | (5,543,174) | (5,539,619) | (5,536,064) | (5,532,510) |
| 45,000 | | (5,533,892) | (5,520,364) | (5,506,836) | (5,493,309) | (5,479,781) | (5,466,254) | (5,452,726) |
| 50,000 | | (5,513,946) | (5,490,445) | (5,466,944) | (5,443,444) | (5,419,943) | (5,396,443) | (5,372,942) |
| 55,000 | | (5,494,000) | (5,460,526) | (5,427,053) | (5,393,579) | (5,360,105) | (5,326,632) | (5,293,158) |

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

240404_BCC Older Persons Appraisal_v0.4

Appraisal Ref: **OP6** (see Typologies Matrix)
 Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - RESIDENTIAL USES | | | | | | | | |
|--|--------------------------------|--|---------------------------|------------------------------------|------------------------------------|---|---------------------|----------------|
| Total number of units in scheme | | 60 Units | | | | | | |
| AH Policy requirement (% Target) | | 35% | | | | | | |
| Open Market Sale (OMS) housing | | Open Market Sale (OMS) 65% | | | | | | |
| AH tenure split % | | Affordable Rent: | | 60.0% | | 70.0% % Rented | | |
| | | Social Rent: | | 10.0% | | | | |
| | | First Homes: | | 25.0% | | | | |
| | | Other Intermediate (LCHO/Sub-Market etc.): | | 5.0% | | 10.5% % of total (>10% First Homes PPG 023) | | |
| | | | | 100% | | 100.0% | | |
| CIL Rate (£ psm) | | 90.39 £ psm | | | | | | |
| Unit mix - | OMS Unit mix% | MV # units | AH mix% | AH # units | Overall mix% | Total # units | | |
| 1 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 2 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 3 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 4 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 5 bed House | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| 1 bed Flat | 60.0% | 23.4 | 50.0% | 10.5 | 57% | 33.9 | | |
| 2 bed Flat | 40.0% | 15.6 | 50.0% | 10.5 | 44% | 26.1 | | |
| 3 bed Flat | 0.0% | 0.0 | 0.0% | 0.0 | 0% | 0.0 | | |
| Total number of units | 100.0% | 39.0 | 100.0% | 21.0 | 100% | 60.0 | | |
| OMS Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 60.0 | 646 | 65.0% | 92.3 | 994 | | | |
| 2 bed Flat | 80.0 | 861 | 65.0% | 123.1 | 1,325 | | | |
| 3 bed Flat | 80.0 | 861 | 65.0% | 123.1 | 1,325 | | | |
| AH Unit Floor areas - | Net area per unit (sqm) | (sqft) | Net to Gross % | Gross (GIA) per unit (sqft) | | | | |
| 1 bed House | 62.0 | 667 | % | 62.0 | 667 | | | |
| 2 bed House | 79.0 | 850 | | 79.0 | 850 | | | |
| 3 bed House | 95.0 | 1,023 | | 95.0 | 1,023 | | | |
| 4 bed House | 120.0 | 1,292 | | 120.0 | 1,292 | | | |
| 5 bed House | 140.0 | 1,507 | | 140.0 | 1,507 | | | |
| 1 bed Flat | 60.0 | 646 | 65.0% | 92.3 | 994 | | | |
| 2 bed Flat | 80.0 | 861 | 65.0% | 123.1 | 1,325 | | | |
| 3 bed Flat | 80.0 | 861 | 65.0% | 123.1 | 1,325 | | | |
| Total Gross Floor areas - | OMS Units GIA (sqm) | (sqft) | AH units GIA (sqm) | (sqft) | Total GIA (all units) (sqm) | | | |
| 1 bed House | 0 | 0 | 0 | 0 | 0 | | | |
| 2 bed House | 0 | 0 | 0 | 0 | 0 | | | |
| 3 bed House | 0 | 0 | 0 | 0 | 0 | | | |
| 4 bed House | 0 | 0 | 0 | 0 | 0 | | | |
| 5 bed House | 0 | 0 | 0 | 0 | 0 | | | |
| 1 bed Flat | 2,160 | 23,250 | 969 | 10,433 | 3,129 33,683 | | | |
| 2 bed Flat | 1,920 | 20,667 | 1,292 | 13,910 | 3,212 34,577 | | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | 0 | | | |
| | 4,080 | 43,917 | 2,262 | 24,343 | 6,342 68,260 | | | |
| AH % by floor area: | | 35.66% AH % by floor area (difference due to mix) | | | | | | |
| Open Market Sales values (£) - | £ OMS (per unit) | £ psm | £ psf | total MV £ (no AH) | | | | |
| 1 bed House | 0 | 0 | 0 | 0 | | | | |
| 2 bed House | 0 | 0 | 0 | 0 | | | | |
| 3 bed House | 0 | 0 | 0 | 0 | | | | |
| 4 bed House | 0 | 0 | 0 | 0 | | | | |
| 5 bed House | 0 | 0 | 0 | 0 | | | | |
| 1 bed Flat | 245,000 | 4,083 | 379 | 8,305,500 | | | | |
| 2 bed Flat | 347,500 | 4,344 | 404 | 9,069,750 | | | | |
| 3 bed Flat | 0 | 0 | 0 | 0 | | | | |
| | | | | 17,375,250 | | | | |
| Affordable Housing values (£) - | Aff. Rent £ | % of MV | Social Rent £ | % of MV | First Homes £* | % of MV | Other Int. £ | % of MV |
| 1 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% |
| 2 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% |
| 3 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% |
| 4 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% |
| 5 bed House | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% |
| 1 bed Flat | 134,750 | 55% | 110,250 | 45% | 171,500 | 70% | 171,500 | 70% |
| 2 bed Flat | 191,125 | 55% | 156,375 | 45% | 243,250 | 70% | 243,250 | 70% |
| 3 bed Flat | 0 | 55% | 0 | 45% | 0 | 70% | 0 | 70% |
| * capped @£250K | | | | | | | | |

240404_BCC Older Persons Appraisal_v0.4

Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | |
|---|---------------------------|------------|---------------------------------|----------|------------|
| OMS GDV - (part houses due to % mix) | | | | | |
| 1 bed House | 0.0 | @ | 0 | | - |
| 2 bed House | 0.0 | @ | 0 | | - |
| 3 bed House | 0.0 | @ | 0 | | - |
| 4 bed House | 0.0 | @ | 0 | | - |
| 5 bed House | 0.0 | @ | 0 | | - |
| 1 bed Flat | 23.4 | @ | 245,000 | | 5,733,000 |
| 2 bed Flat | 15.6 | @ | 347,500 | | 5,421,000 |
| 3 bed Flat | 0.0 | @ | 0 | | - |
| | 39.0 | | | | 11,154,000 |
| Affordable Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 0 | | - |
| 2 bed House | 0.0 | @ | 0 | | - |
| 3 bed House | 0.0 | @ | 0 | | - |
| 4 bed House | 0.0 | @ | 0 | | - |
| 5 bed House | 0.0 | @ | 0 | | - |
| 1 bed Flat | 6.3 | @ | 134,750 | | 848,925 |
| 2 bed Flat | 6.3 | @ | 191,125 | | 1,204,088 |
| 3 bed Flat | 0.0 | @ | 0 | | - |
| | 12.6 | | | | 2,053,013 |
| Social Rent GDV - | | | | | |
| 1 bed House | 0.0 | @ | 0 | | - |
| 2 bed House | 0.0 | @ | 0 | | - |
| 3 bed House | 0.0 | @ | 0 | | - |
| 4 bed House | 0.0 | @ | 0 | | - |
| 5 bed House | 0.0 | @ | 0 | | - |
| 1 bed Flat | 1.1 | @ | 110,250 | | 115,763 |
| 2 bed Flat | 1.1 | @ | 156,375 | | 164,194 |
| 3 bed Flat | 0.0 | @ | 0 | | - |
| | 2.1 | | | | 279,956 |
| First Homes GDV - | | | | | |
| 1 bed House | 0.0 | @ | 0 | | - |
| 2 bed House | 0.0 | @ | 0 | | - |
| 3 bed House | 0.0 | @ | 0 | | - |
| 4 bed House | 0.0 | @ | 0 | | - |
| 5 bed House | 0.0 | @ | 0 | | - |
| 1 bed Flat | 2.6 | @ | 171,500 | | 450,188 |
| 2 bed Flat | 2.6 | @ | 243,250 | | 638,531 |
| 3 bed Flat | 0.0 | @ | 0 | | - |
| | 5.3 | | | | 1,088,719 |
| Other Intermediate GDV - | | | | | |
| 1 bed House | 0.0 | @ | 0 | | - |
| 2 bed House | 0.0 | @ | 0 | | - |
| 3 bed House | 0.0 | @ | 0 | | - |
| 4 bed House | 0.0 | @ | 0 | | - |
| 5 bed House | 0.0 | @ | 0 | | - |
| 1 bed Flat | 0.5 | @ | 171,500 | | 90,038 |
| 2 bed Flat | 0.5 | @ | 243,250 | | 127,706 |
| 3 bed Flat | 0.0 | @ | 0 | | - |
| | 1.1 | 21.0 | | | 217,744 |
| Sub-total GDV Residential | | | | | |
| | 60 | | | | 14,793,431 |
| AH on-site cost analysis: | | | | | |
| | 407 £ psm (total GIA sqm) | | £MV (no AH) less £GDV (inc. AH) | | 2,581,819 |
| | | | 43,030 £ per unit (total units) | | |
| Grant | | | | | |
| | 21 | AH units @ | 0 | per unit | - |
| Total GDV | | | | | |
| | | | | | 14,793,431 |

240404_BCC Older Persons Appraisal_v0.4

Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| DEVELOPMENT COSTS | | | | | | |
|---|-----------|------------------|-------------------|----------------------------------|---------------------------------|-------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees (Residential) | | | | | | (24,239) |
| Planning Application Professional Fees, Surveys and reports | | | | | | (70,000) |
| CIL (Mrkt only + garages) | | | | | | (368,791) |
| CIL analysis: | | 4,080 sqm | | 90.39 £ psm | | |
| | | 2.49% % of GDV | | 6,147 £ per unit (total units) | | |
| Site Specific S106 Contributions | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 60 units @ | | 4,300 per unit | | (258,000) |
| S106 analysis: | | 344,000 £ per ha | 1.74% % of GDV | 4,300 £ per unit (total units) | | (258,000) |
| AH Commuted Sum | | | | | | - |
| Comm. Sum analysis: | | | 6,342 sqm (total) | 0 £ psm | | - |
| | | | 0.00% % of GDV | | | |
| Construction Costs - | | | | | | |
| Site Clearance, Demolition & Remediation | | | | | | (92,663) |
| | | 0.75 ha @ | | 123,550 £ per ha (if brownfield) | | |
| Site Infrastructure costs - | | | | | | |
| Year 1 | | | | 0 | | - |
| Year 2 | | | | 0 | | - |
| Year 3 | | | | 0 | | - |
| Year 4 | | | | 0 | | - |
| Year 5 | | | | 0 | | - |
| Year 6 | | | | 0 | | - |
| Year 7 | | | | 0 | | - |
| Year 8 | | | | 0 | | - |
| Year 9 | | | | 0 | | - |
| Year 10 | | | | 0 | | - |
| Year 11 | | | | 0 | | - |
| Year 12 | | | | 0 | | - |
| Year 13 | | | | 0 | | - |
| Year 14 | | | | 0 | | - |
| Year 15 | | | | 0 | | - |
| Years 1-15 | | 60 units @ | | 0 per unit | | - |
| Infra. Costs analysis: | | - £ per ha | 0.00% % of GDV | 0 £ per unit (total units) | | - |
| 1 bed House | | - sqm @ | | 1,295 psm | | - |
| 2 bed House | | - sqm @ | | 1,295 psm | | - |
| 3 bed House | | - sqm @ | | 1,295 psm | | - |
| 4 bed House | | - sqm @ | | 1,295 psm | | - |
| 5 bed House | | - sqm @ | | 1,295 psm | | - |
| 1 bed Flat | | 3,129 sqm @ | | 1,638 psm | | (5,125,680) |
| 2 bed Flat | | 3,212 sqm @ | | 1,638 psm | | (5,261,760) |
| 3 bed Flat | | 6,342 sqm @ | | 1,638 psm | | - |
| Garages for 3B House (Mrkt only) | | 50% units @ | | 18 sqm @ 600 psm | | - |
| Garages for 4B House (Mrkt only) | | 75% units @ | | 18 sqm @ 600 psm | | - |
| Garages for 5B House (Mrkt only) | | 120% units @ | | 18 sqm @ 600 psm | | - |
| External works | | | | | | (1,558,116) |
| Ext. Works analysis: | | | 10,387,440 @ | 15.0% | 25,969 £ per unit (total units) | |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | | | | | (17,220) |
| | | 60 units @ | | 287 £ per unit | | |
| M4(2) Category 2 Housing | Aff units | 21 units @ | 0% | 521 £ per unit | | - |
| M4(2) Category 2 Housing | OMS units | 39 units @ | 0% | 521 £ per unit | | - |
| M4(3) Category 3 Housing | Aff units | 21 units @ | 100% | 10,111 £ per unit | | (212,331) |
| M4(3) Category 3 Housing | OMS units | 39 units @ | 100% | 10,111 £ per unit | | (394,329) |
| Net Zero Cost | | | | | | (600,000) |
| Urban Greening | | No. of storeys | 4.0 equals | 1,585 sqm footprint | 100 £ sqm | (158,538) |
| EV Charging Points - Houses | | | | | | - |
| | | - units @ | | 4 flats per charger | 1,000 £ per unit | - |
| EV Charging Points - Flats | | | | | | (37,500) |
| | | 60 units @ | | 2,500 £ per 4 units | | |
| | | 4 units @ | | 0 £ per unit | | - |
| Sub-total | | | | | | (1,419,918) |
| Policy Costs analysis: (design costs only) | | | | 23,665 £ per unit (total units) | | |
| Contingency (on construction) | | | | | | (672,907) |
| | | 13,458,137 @ | | 5.0% | | |

240404_BCC Older Persons Appraisal_v0.4

Scheme Typology: **Retirement Living - Extra Care** No Units: **60**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|-------------------|---------------------------|-------------------------------------|---------------------|
| Professional Fees | 13,458,137 @ | 6.5% | | (874,779) |
| Disposal Costs - | | | | |
| OMS Marketing and Promotion | 11,154,000 OMS @ | 4.50% | 8,366 £ per unit | (501,930) |
| Residential Sales Agent Costs | 11,154,000 OMS @ | 1.00% | 1,859 £ per unit | (111,540) |
| Residential Sales Legal Costs | 11,154,000 OMS @ | 0.25% | 465 £ per unit | (27,885) |
| Affordable Sale Legal Costs | | | lump sum | (10,000) |
| Empty Property Costs | | | 10,000 £ per unit | (600,000) |
| Disposal Cost analysis: | | | 10,856 £ per unit (exc. EPC) | |
| Interest (on Development Costs) - | 8.00% APR | | 0.643% pcm | (2,486,685) |
| Developers Profit - | | | | |
| Profit on OMS | 11,154,000 | 20.00% | | (2,230,800) |
| Margin on AH | 3,639,431 | 6.00% on AH values | | (218,366) |
| Profit analysis: | 14,793,431 | 16.56% blended GDV | (2,449,166) | |
| | 19,464,893 | 12.58% on costs | (2,449,166) | |
| TOTAL COSTS | | | | (21,914,059) |

| | | | | |
|----------------------------------|-----------------------------|-------------------------------------|---------------------------------------|--------------------|
| RESIDUAL LAND VALUE (RLV) | | | | |
| Residual Land Value (gross) | | | | (7,120,628) |
| SDLT | - @ | HMRC formula | | - |
| Acquisition Agent fees | - @ | 1.0% | | - |
| Acquisition Legal fees | - @ | 0.5% | | - |
| Interest on Land | - @ | 8.00% | | - |
| Residual Land Value | | | | (7,120,628) |
| RLV analysis: | (118,677) £ per plot | (9,494,171) £ per ha (net) | (3,842,238) £ per acre (net) | |
| | | (9,494,171) £ per ha (gross) | (3,842,238) £ per acre (gross) | |
| | | | -48.13% % RLV / GDV | |

| | | | | |
|-----------------------------------|---------------------------|-----------------------------------|-------------------------------------|-----------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Residential Density | 80.0 dph (net) | | | |
| Site Area (net) | 0.75 ha (net) | | 1.85 acres (net) | |
| Net to Gross ratio | 100% | | | |
| Site Area (gross) | 0.75 ha (gross) | | 1.85 acres (gross) | |
| Density analysis: | 8,455 sqm/ha (net) | 36,832 sqft/ac (net) | | |
| | 80 dph (gross) | | | |
| Benchmark Land Value (net) | 56,524 £ per plot | 4,521,930 £ per ha (net) | 1,830,000 £ per acre (net) | 3,391,448 |
| BLV analysis: | | 4,521,930 £ per ha (gross) | 1,830,000 £ per acre (gross) | |

| | | | | |
|-------------------|--|------------------------------------|-------------------------------------|---------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | (14,016,101) £ per ha (net) | (5,672,238) £ per acre (net) | (10,512,076) |

240404_BCC Older Persons Appraisal_v0.4

Scheme Typology: Retirement Living - Extra Care No Units: 60
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Brownfield
 Notes:

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 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | (5,672,238) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.39 | 0.00 | (4,883,949) | (4,992,572) | (5,101,195) | (5,209,818) | (5,318,441) | (5,427,064) | (5,535,686) |
| | 10.00 | (4,921,506) | (5,028,042) | (5,134,578) | (5,241,115) | (5,347,651) | (5,454,188) | (5,560,724) |
| | 20.00 | (4,959,062) | (5,063,512) | (5,167,962) | (5,272,412) | (5,376,862) | (5,481,312) | (5,585,762) |
| | 30.00 | (4,996,618) | (5,098,982) | (5,201,345) | (5,303,709) | (5,406,072) | (5,508,436) | (5,610,799) |
| | 40.00 | (5,034,175) | (5,134,452) | (5,234,729) | (5,335,006) | (5,435,283) | (5,535,560) | (5,635,837) |
| | 50.00 | (5,071,731) | (5,169,922) | (5,268,112) | (5,366,303) | (5,464,493) | (5,562,684) | (5,660,875) |
| | 60.00 | (5,109,288) | (5,205,392) | (5,301,496) | (5,397,600) | (5,493,704) | (5,589,808) | (5,685,912) |
| | 70.00 | (5,146,844) | (5,240,862) | (5,334,879) | (5,428,897) | (5,522,915) | (5,616,932) | (5,710,950) |
| | 80.00 | (5,184,401) | (5,276,332) | (5,368,263) | (5,460,194) | (5,552,125) | (5,644,056) | (5,735,987) |
| | 90.00 | (5,221,957) | (5,311,802) | (5,401,646) | (5,491,491) | (5,581,336) | (5,671,180) | (5,761,025) |
| | 100.00 | (5,259,513) | (5,347,272) | (5,435,030) | (5,522,788) | (5,610,546) | (5,698,305) | (5,786,063) |
| | 110.00 | (5,297,070) | (5,382,742) | (5,468,413) | (5,554,085) | (5,639,757) | (5,725,429) | (5,811,100) |
| | 120.00 | (5,334,626) | (5,418,212) | (5,501,797) | (5,585,382) | (5,668,967) | (5,752,553) | (5,836,138) |
| | 130.00 | (5,372,183) | (5,453,682) | (5,535,180) | (5,616,679) | (5,698,178) | (5,779,677) | (5,861,176) |
| | 140.00 | (5,409,739) | (5,489,152) | (5,568,564) | (5,647,976) | (5,727,389) | (5,806,801) | (5,886,213) |
| | 150.00 | (5,447,296) | (5,524,622) | (5,601,947) | (5,679,273) | (5,756,599) | (5,833,925) | (5,911,251) |
| | 160.00 | (5,484,852) | (5,560,092) | (5,635,331) | (5,710,570) | (5,785,810) | (5,861,049) | (5,936,288) |
| | 170.00 | (5,522,409) | (5,595,561) | (5,668,714) | (5,741,867) | (5,815,020) | (5,888,173) | (5,961,326) |
| | 180.00 | (5,559,965) | (5,631,031) | (5,702,098) | (5,773,164) | (5,844,231) | (5,915,297) | (5,986,364) |
| | 190.00 | (5,597,521) | (5,666,501) | (5,735,481) | (5,804,461) | (5,873,441) | (5,942,421) | (6,011,401) |
| 200.00 | (5,635,078) | (5,701,971) | (5,768,865) | (5,835,758) | (5,902,652) | (5,969,545) | (6,036,439) | |
| 210.00 | (5,672,634) | (5,737,441) | (5,802,248) | (5,867,055) | (5,931,863) | (5,996,670) | (6,061,477) | |
| 220.00 | (5,710,191) | (5,772,911) | (5,835,632) | (5,898,352) | (5,961,073) | (6,023,794) | (6,086,514) | |
| 230.00 | (5,747,747) | (5,808,381) | (5,869,015) | (5,929,650) | (5,990,284) | (6,050,918) | (6,111,552) | |
| 240.00 | (5,785,304) | (5,843,851) | (5,902,399) | (5,960,947) | (6,019,494) | (6,078,042) | (6,136,589) | |
| 250.00 | (5,822,860) | (5,879,321) | (5,935,782) | (5,992,244) | (6,048,705) | (6,105,166) | (6,161,627) | |

| TABLE 2 | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | (5,672,238) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | (5,091,790) | (5,181,553) | (5,271,317) | (5,361,080) | (5,450,843) | (5,540,607) | (5,630,370) |
| | 2,000 | (5,131,678) | (5,221,442) | (5,311,205) | (5,400,968) | (5,490,732) | (5,580,495) | (5,670,258) |
| | 3,000 | (5,171,567) | (5,261,330) | (5,351,093) | (5,440,857) | (5,530,620) | (5,620,383) | (5,710,147) |
| | 4,000 | (5,211,455) | (5,301,219) | (5,390,982) | (5,480,745) | (5,570,508) | (5,660,272) | (5,750,035) |
| | 5,000 | (5,251,344) | (5,341,107) | (5,430,870) | (5,520,634) | (5,610,397) | (5,700,160) | (5,789,923) |
| | 6,000 | (5,291,232) | (5,380,995) | (5,470,759) | (5,560,522) | (5,650,285) | (5,740,048) | (5,829,812) |
| | 7,000 | (5,331,120) | (5,420,884) | (5,510,647) | (5,600,410) | (5,690,174) | (5,779,937) | (5,869,700) |
| | 8,000 | (5,371,009) | (5,460,772) | (5,550,535) | (5,640,299) | (5,730,062) | (5,819,825) | (5,909,589) |
| | 9,000 | (5,410,897) | (5,500,660) | (5,590,424) | (5,680,187) | (5,769,950) | (5,859,714) | (5,949,477) |
| | 10,000 | (5,450,785) | (5,540,549) | (5,630,312) | (5,720,075) | (5,809,839) | (5,899,602) | (5,989,365) |
| | 11,000 | (5,490,674) | (5,580,437) | (5,670,200) | (5,759,964) | (5,849,727) | (5,939,490) | (6,029,254) |
| | 12,000 | (5,530,562) | (5,620,326) | (5,710,089) | (5,799,852) | (5,889,615) | (5,979,379) | (6,069,142) |
| | 13,000 | (5,570,451) | (5,660,214) | (5,749,977) | (5,839,741) | (5,929,504) | (6,019,267) | (6,109,030) |
| | 14,000 | (5,610,339) | (5,700,102) | (5,789,866) | (5,879,629) | (5,969,392) | (6,059,155) | (6,148,919) |
| | 15,000 | (5,650,227) | (5,739,991) | (5,829,754) | (5,919,517) | (6,009,281) | (6,099,044) | (6,188,807) |

| TABLE 3 | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | (5,672,238) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 20.0% | 15.0% | (4,806,748) | (4,919,660) | (5,032,572) | (5,145,484) | (5,258,396) | (5,371,307) | (5,484,219) |
| | 16.0% | (4,890,083) | (4,998,365) | (5,106,647) | (5,214,929) | (5,323,211) | (5,431,494) | (5,539,776) |
| | 17.0% | (4,973,418) | (5,077,070) | (5,180,723) | (5,284,375) | (5,388,027) | (5,491,680) | (5,595,332) |
| | 18.0% | (5,056,752) | (5,155,775) | (5,254,798) | (5,353,821) | (5,452,843) | (5,551,866) | (5,650,889) |
| | 19.0% | (5,140,087) | (5,234,480) | (5,328,873) | (5,423,266) | (5,517,659) | (5,612,052) | (5,706,445) |
| | 20.0% | (5,223,422) | (5,313,185) | (5,402,948) | (5,492,712) | (5,582,475) | (5,672,238) | (5,762,002) |

| TABLE 4 | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | (5,672,238) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| BLV (£ per acre) 1,830,000 | 1,500,000 | (4,893,422) | (4,983,185) | (5,072,948) | (5,162,712) | (5,252,475) | (5,342,238) | (5,432,002) |
| | 1,600,000 | (4,993,422) | (5,083,185) | (5,172,948) | (5,262,712) | (5,352,475) | (5,442,238) | (5,532,002) |
| | 1,700,000 | (5,093,422) | (5,183,185) | (5,272,948) | (5,362,712) | (5,452,475) | (5,542,238) | (5,632,002) |
| | 1,800,000 | (5,193,422) | (5,283,185) | (5,372,948) | (5,462,712) | (5,552,475) | (5,642,238) | (5,732,002) |
| | 1,900,000 | (5,293,422) | (5,383,185) | (5,472,948) | (5,562,712) | (5,652,475) | (5,742,238) | (5,832,002) |
| | 2,000,000 | (5,393,422) | (5,483,185) | (5,572,948) | (5,662,712) | (5,752,475) | (5,842,238) | (5,932,002) |
| | 2,100,000 | (5,493,422) | (5,583,185) | (5,672,948) | (5,762,712) | (5,852,475) | (5,942,238) | (6,032,002) |
| | 2,200,000 | (5,593,422) | (5,683,185) | (5,772,948) | (5,862,712) | (5,952,475) | (6,042,238) | (6,132,002) |
| | 2,300,000 | (5,693,422) | (5,783,185) | (5,872,948) | (5,962,712) | (6,052,475) | (6,142,238) | (6,232,002) |
| | 2,400,000 | (5,793,422) | (5,883,185) | (5,972,948) | (6,062,712) | (6,152,475) | (6,242,238) | (6,332,002) |
| | 2,500,000 | (5,893,422) | (5,983,185) | (6,072,948) | (6,162,712) | (6,252,475) | (6,342,238) | (6,432,002) |
| | 2,600,000 | (5,993,422) | (6,083,185) | (6,172,948) | (6,262,712) | (6,352,475) | (6,442,238) | (6,532,002) |
| | 2,700,000 | (6,093,422) | (6,183,185) | (6,272,948) | (6,362,712) | (6,452,475) | (6,542,238) | (6,632,002) |
| | 2,800,000 | (6,193,422) | (6,283,185) | (6,372,948) | (6,462,712) | (6,552,475) | (6,642,238) | (6,732,002) |
| | 2,900,000 | (6,293,422) | (6,383,185) | (6,472,948) | (6,562,712) | (6,652,475) | (6,742,238) | (6,832,002) |
| | 3,000,000 | (6,393,422) | (6,483,185) | (6,572,948) | (6,662,712) | (6,752,475) | (6,842,238) | (6,932,002) |

240404_BCC Older Persons Appraisal_v0.4

Scheme Typology: Retirement Living - Extra Care No Units: 60
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Brownfield
 Notes:

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | (5,672,238) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 0 | | (4,775,765) | (4,865,528) | (4,955,292) | (5,045,055) | (5,134,818) | (5,224,581) | (5,314,345) |
| Net Zero | 2,000 | (4,865,296) | (4,955,060) | (5,044,823) | (5,134,586) | (5,224,349) | (5,314,113) | (5,403,876) |
| (£ per unit) | 4,000 | (4,954,828) | (5,044,591) | (5,134,354) | (5,224,118) | (5,313,881) | (5,403,644) | (5,493,407) |
| 10,000 | 6,000 | (5,044,359) | (5,134,122) | (5,223,886) | (5,313,649) | (5,403,412) | (5,493,176) | (5,582,939) |
| | 8,000 | (5,133,890) | (5,223,654) | (5,313,417) | (5,403,180) | (5,492,944) | (5,582,707) | (5,672,470) |
| | 10,000 | (5,223,422) | (5,313,185) | (5,402,948) | (5,492,712) | (5,582,475) | (5,672,238) | (5,762,002) |
| | 12,000 | (5,312,953) | (5,402,716) | (5,492,480) | (5,582,243) | (5,672,006) | (5,761,770) | (5,851,533) |
| | 14,000 | (5,402,484) | (5,492,248) | (5,582,011) | (5,671,774) | (5,761,538) | (5,851,301) | (5,941,064) |
| | 16,000 | (5,492,016) | (5,581,779) | (5,671,542) | (5,761,306) | (5,851,069) | (5,940,832) | (6,030,596) |
| | 18,000 | (5,581,547) | (5,671,311) | (5,761,074) | (5,850,837) | (5,940,600) | (6,030,364) | (6,120,127) |
| | 20,000 | (5,671,079) | (5,760,842) | (5,850,605) | (5,940,368) | (6,030,132) | (6,119,895) | (6,209,658) |
| | 22,000 | (5,760,610) | (5,850,373) | (5,940,137) | (6,029,900) | (6,119,663) | (6,209,426) | (6,299,190) |
| | 24,000 | (5,850,141) | (5,939,905) | (6,029,668) | (6,119,431) | (6,209,195) | (6,298,958) | (6,388,721) |
| | 26,000 | (5,939,673) | (6,029,436) | (6,119,199) | (6,208,963) | (6,298,726) | (6,388,489) | (6,478,252) |
| | 28,000 | (6,029,204) | (6,118,967) | (6,208,731) | (6,298,494) | (6,388,257) | (6,478,021) | (6,567,784) |
| | 30,000 | (6,118,735) | (6,208,499) | (6,298,262) | (6,388,025) | (6,477,789) | (6,567,552) | (6,657,315) |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | (5,672,238) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 70% | | (2,592,944) | (2,673,828) | (2,754,991) | (2,836,803) | (2,918,674) | (3,001,460) | (3,084,355) |
| | 75% | (3,022,547) | (3,104,990) | (3,188,325) | (3,271,748) | (3,357,589) | (3,444,109) | (3,530,629) |
| | 80% | (3,455,432) | (3,541,060) | (3,628,229) | (3,715,398) | (3,802,566) | (3,889,735) | (3,976,904) |
| | 85% | (3,896,274) | (3,984,091) | (4,071,909) | (4,159,726) | (4,247,543) | (4,335,361) | (4,423,178) |
| | 90% | (4,338,657) | (4,427,123) | (4,515,589) | (4,604,055) | (4,692,521) | (4,780,987) | (4,869,453) |
| | 95% | (4,781,039) | (4,870,154) | (4,959,268) | (5,048,383) | (5,137,498) | (5,226,612) | (5,315,727) |
| | 100% | (5,223,422) | (5,313,185) | (5,402,948) | (5,492,712) | (5,582,475) | (5,672,238) | (5,762,002) |
| | 105% | (5,665,804) | (5,756,216) | (5,846,628) | (5,937,040) | (6,027,452) | (6,117,864) | (6,208,276) |
| | 110% | (6,108,187) | (6,199,247) | (6,290,308) | (6,381,369) | (6,472,429) | (6,563,490) | (6,654,550) |
| | 115% | (6,550,569) | (6,642,279) | (6,733,988) | (6,825,697) | (6,917,406) | (7,009,116) | (7,100,825) |
| | 120% | (6,992,952) | (7,085,310) | (7,177,668) | (7,270,026) | (7,362,384) | (7,454,742) | (7,547,099) |
| | 125% | (7,435,334) | (7,528,341) | (7,621,348) | (7,714,354) | (7,807,361) | (7,900,367) | (7,993,374) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | (5,672,238) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 80% | | (6,616,022) | (6,628,419) | (6,640,815) | (6,653,212) | (6,665,609) | (6,678,005) | (6,690,402) |
| | 82% | (6,476,762) | (6,496,895) | (6,517,029) | (6,537,162) | (6,557,295) | (6,577,428) | (6,597,562) |
| | 84% | (6,337,502) | (6,365,372) | (6,393,242) | (6,421,112) | (6,448,982) | (6,476,852) | (6,504,722) |
| | 86% | (6,198,242) | (6,233,849) | (6,269,455) | (6,305,062) | (6,340,668) | (6,376,275) | (6,411,882) |
| | 88% | (6,058,982) | (6,102,325) | (6,145,669) | (6,189,012) | (6,232,355) | (6,275,698) | (6,319,042) |
| | 90% | (5,919,722) | (5,970,802) | (6,021,882) | (6,072,962) | (6,124,042) | (6,175,122) | (6,226,202) |
| | 92% | (5,780,462) | (5,839,279) | (5,898,095) | (5,956,912) | (6,015,728) | (6,074,545) | (6,133,362) |
| | 94% | (5,641,202) | (5,707,755) | (5,774,308) | (5,840,862) | (5,907,415) | (5,973,968) | (6,040,522) |
| | 96% | (5,501,942) | (5,576,232) | (5,650,522) | (5,724,812) | (5,799,102) | (5,873,392) | (5,947,682) |
| | 98% | (5,362,682) | (5,444,708) | (5,526,735) | (5,608,762) | (5,690,788) | (5,772,815) | (5,854,842) |
| | 100% | (5,223,422) | (5,313,185) | (5,402,948) | (5,492,712) | (5,582,475) | (5,672,238) | (5,762,002) |
| | 102% | (5,084,162) | (5,181,662) | (5,279,162) | (5,376,662) | (5,474,162) | (5,571,662) | (5,669,162) |
| | 104% | (4,944,902) | (5,050,138) | (5,155,375) | (5,260,612) | (5,365,848) | (5,471,085) | (5,576,321) |
| | 106% | (4,805,642) | (4,918,615) | (5,031,588) | (5,144,562) | (5,257,535) | (5,370,508) | (5,483,481) |
| | 108% | (4,666,382) | (4,787,092) | (4,907,802) | (5,028,512) | (5,149,221) | (5,269,931) | (5,390,641) |
| | 110% | (4,527,122) | (4,655,568) | (4,784,015) | (4,912,461) | (5,040,908) | (5,169,355) | (5,297,801) |
| | 112% | (4,387,862) | (4,524,045) | (4,660,228) | (4,796,411) | (4,932,595) | (5,068,778) | (5,204,961) |
| | 114% | (4,248,601) | (4,392,521) | (4,536,441) | (4,680,361) | (4,824,281) | (4,968,201) | (5,112,121) |
| | 116% | (4,109,341) | (4,260,998) | (4,412,655) | (4,564,311) | (4,715,968) | (4,867,625) | (5,019,281) |
| | 118% | (3,970,081) | (4,129,475) | (4,288,868) | (4,448,261) | (4,607,655) | (4,767,048) | (4,926,441) |
| | 120% | (3,831,548) | (3,997,951) | (4,165,081) | (4,332,211) | (4,499,341) | (4,666,471) | (4,833,601) |

TABLE 8

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | (5,672,238) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 5,000 | | (5,203,476) | (5,283,266) | (5,363,056) | (5,442,847) | (5,522,637) | (5,602,427) | (5,682,218) |
| | 10,000 | (5,183,530) | (5,253,347) | (5,323,164) | (5,392,982) | (5,462,799) | (5,532,616) | (5,602,434) |
| | 15,000 | (5,163,584) | (5,223,428) | (5,293,273) | (5,363,117) | (5,432,961) | (5,502,806) | (5,572,650) |
| | 20,000 | (5,143,638) | (5,193,509) | (5,243,381) | (5,293,252) | (5,343,123) | (5,392,995) | (5,442,866) |
| | 25,000 | (5,123,692) | (5,163,590) | (5,203,489) | (5,243,387) | (5,283,285) | (5,323,184) | (5,363,082) |
| | 30,000 | (5,103,746) | (5,133,671) | (5,163,597) | (5,193,522) | (5,223,448) | (5,253,373) | (5,283,298) |
| | 35,000 | (5,083,800) | (5,103,752) | (5,123,705) | (5,143,657) | (5,163,610) | (5,183,562) | (5,203,515) |
| | 40,000 | (5,063,854) | (5,073,833) | (5,083,813) | (5,093,792) | (5,103,772) | (5,113,751) | (5,123,731) |
| | 45,000 | (5,043,908) | (5,043,915) | (5,043,921) | (5,043,927) | (5,043,934) | (5,043,940) | (5,043,947) |
| | 50,000 | (5,023,962) | (5,013,996) | (5,004,029) | (4,994,063) | (4,984,096) | (4,974,129) | (4,964,163) |
| | 55,000 | (5,004,016) | (4,984,077) | (4,964,137) | (4,944,198) | (4,924,258) | (4,904,319) | (4,884,379) |

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

240404_BCC Older Persons Appraisal_v0.4 - Summary Table

| Appraisal Ref: | OP1 | OP2 | OP3 | OP4 | OP5 | OP6 |
|---|--------------------|--------------------|--------------------|--------------------------------|--------------------------------|--------------------------------|
| Scheme Typology: | Retirement Living | Retirement Living | Retirement Living | Retirement Living - Extra Care | Retirement Living - Extra Care | Retirement Living - Extra Care |
| No Units: | 60 | 60 | 60 | 60 | 60 | 60 |
| Location / Value Zone: | Lower Value Zone | Medium Value Zone | Higher Value Zone | Lower Value Zone | Medium Value Zone | Higher Value Zone |
| Greenfield/Brownfield: | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield |
| Notes: | 0 | 0 | 0 | 0 | 0 | 0 |
| Total GDV (£) | 8,776,560 | 10,181,340 | 11,834,745 | 10,970,700 | 12,726,675 | 14,793,431 |
| Policy Assumptions | - | - | - | - | - | - |
| AH Target % (& mix): | 35% | 35% | 35% | 35% | 35% | 35% |
| Affordable Rent: | 60% | 60% | 60% | 60% | 60% | 60% |
| Social Rent: | 10% | 10% | 10% | 10% | 10% | 10% |
| First Homes: | 25% | 25% | 25% | 25% | 25% | 25% |
| Other Intermediate (LCHO/Sub-Market etc.): | 5% | 5% | 5% | 5% | 5% | 5% |
| CIL (£ psm) | - | 90.39 | 90.39 | - | 90.39 | 90.39 |
| CIL (£ per unit) | - | 4,935 | 4,935 | - | 6,147 | 6,147 |
| Site Specific S106 (£ per unit) | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 | 4,300 |
| Sub-total CIL+S106 (£ per unit) | 4,300 | 9,235 | 9,235 | 4,300 | 10,447 | 10,447 |
| Site Infrastructure (£ per unit) | - | - | - | - | - | - |
| Sub-total CIL+S106+Infrastructure (£ per unit) | 4,300 | 9,235 | 9,235 | 4,300 | 10,447 | 10,447 |
| Profit KPI's | - | - | - | - | - | - |
| Developers Profit (% on OMS) | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% | 20.0% |
| Developers Profit (% on AH) | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% | 6.0% |
| Developers Profit (% blended) | 16.55% | 16.55% | 16.56% | 16.55% | 16.55% | 16.56% |
| Developers Profit (% on costs) | 9.28% | 10.56% | 12.35% | 9.45% | 10.77% | 12.58% |
| Developers Profit Total (£) | 1,452,610 | 1,685,408 | 1,959,333 | 1,815,762 | 2,106,761 | 2,449,166 |
| Land Value KPI's | - | - | - | - | - | - |
| RLV (£/acre (net)) | (5,623,359) | (5,030,649) | (4,043,335) | (5,423,163) | (4,829,552) | (3,842,238) |
| RLV (£/ha (net)) | (13,895,319) | (12,430,733) | (9,991,082) | (13,400,635) | (11,933,822) | (9,494,171) |
| RLV (% of GDV) | -94.99% | -73.26% | -50.65% | -91.61% | -70.33% | -48.13% |
| RLV Total (£) | (8,337,191) | (7,458,440) | (5,994,649) | (10,050,476) | (8,950,366) | (7,120,628) |
| BLV (£/acre (net)) | 852,500 | 1,265,000 | 1,830,000 | 852,500 | 1,265,000 | 1,830,000 |
| BLV (£/ha (net)) | 2,106,528 | 3,125,815 | 4,521,930 | 2,106,528 | 3,125,815 | 4,521,930 |
| BLV Total (£) | 1,263,917 | 1,875,489 | 2,713,158 | 1,579,896 | 2,344,361 | 3,391,448 |
| Surplus/Deficit (£/acre) [RLV-BLV] | (6,475,859) | (6,295,649) | (5,873,335) | (6,275,663) | (6,094,552) | (5,672,238) |
| Surplus/Deficit (£/ha) | (16,001,846) | (15,556,548) | (14,513,012) | (15,507,163) | (15,059,637) | (14,016,101) |
| Surplus/Deficit Total (£) | (9,601,108) | (9,333,929) | (8,707,807) | (11,630,372) | (11,294,728) | (10,512,076) |
| Plan Viability comments | Not Viable | Not Viable | Not Viable | Not Viable | Not Viable | Not Viable |

240403_BCC BTR & Co-Living_ Appraisal_v0.6

Appraisal Ref:
Scheme Typology:
Site Typology:
Notes:

BTR1
Lower Value
Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**

No Units: **60**

(see Typologies Matrix)

ASSUMPTIONS - COMMERCIAL USES

| Units - | # Com. Units | AH % | % mix | # Units | # Mkt Resi Units | # AH Units |
|---------------------------------|--------------|------|-------|---------|------------------|------------|
| BTR 1 Bed units | | | 45% | 17.55 | 18 | |
| BTR 2 Bed units | | | 55% | 21.45 | 21 | |
| BTR 1 Bed units - Disc Mkt Rent | | 35% | 45% | 9.45 | | 9 |
| BTR 2 Bed units - Disc Mkt Rent | | | 55% | 11.55 | | 12 |
| | 0 | | | | | |
| | 0 | | | 60 | 39 | 21 |

| 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 Mkt Rent | 50 | 538 | 85.0% | 59 | 633 |
| BTR 2 Bed units - Disc Mkt Rent | 70 | 753 | 85.0% | 82 | 886 |
| 0 | 0 | 0 | 0.0% | | |
| 0 | 0 | 0 | 0.0% | | |
| 0 | | | | | |
| 0 | | | | | |

| Total Floor areas - | NIA (sqm) | NIA (sqft) | GIA (sqm) | GIA (sqft) |
|---------------------------------|-----------|------------|-----------|------------|
| BTR 1 Bed units | 878 | 9,445 | 1,032 | 11,112 |
| BTR 2 Bed units | 1,502 | 16,162 | 1,766 | 19,014 |
| BTR 1 Bed units - Disc Mkt Rent | 473 | 5,086 | 556 | 5,983 |
| BTR 2 Bed units - Disc Mkt Rent | 809 | 8,703 | 951 | 10,238 |
| 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 |
| 0 | | | | |
| 0 | | | | |
| | 3,660 | 39,396 | 4,306 | 46,348 |

| Commercial Values - | Rent* (£ pcm) | Unit Rent (£ pa) | Rent* (£psf) | Man. Cost % | T Incentive* | Cap Yield (%) |
|---------------------------------|---------------|------------------|--------------|-------------|--------------|---------------|
| BTR 1 Bed units | 600 | 7,200 | | 25% | 0 | 8.00% |
| BTR 2 Bed units | 900 | 10,800 | | 25% | 0 | 8.00% |
| BTR 1 Bed units - Disc Mkt Rent | 480 | 5,760 | | 25% | 0 | 8.00% |
| BTR 2 Bed units - Disc Mkt Rent | 720 | 8,640 | | 25% | 0 | 8.00% |
| 0 | | - | 0.00 | 0% | 0 | 0.00% |
| 0 | | - | 0.00 | 0% | 0 | 0.00% |
| 0 | | | | | | |
| 0 | | | | | | |

* as applicable

*Total Incentive including Rent Free & Void allowance (months)

240403_BCC BTR & Co-Living_Appraisal_v0.6

Scheme Typology: **Lower Value** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | | | |
|----------------------------------|--------------|----------------|-----------|--------------|--------------------|------------------|------------------|
| Commercial GDV - | rental basis | Gross Rent £PA | less Man. | Net Rent £PA | @ | capitalisation £ | |
| BTR 1 Bed units | unit | 126,360 | 25% | 94,770 | 8.00% | 1,184,625 | |
| BTR 2 Bed units | unit | 231,660 | 25% | 173,745 | 8.00% | 2,171,813 | |
| BTR 1 Bed units - Disc Mrkt Rent | unit | 54,432 | 25% | 40,824 | 8.00% | 510,300 | |
| BTR 2 Bed units - Disc Mrkt Rent | unit | 99,792 | 25% | 74,844 | 8.00% | 935,550 | |
| 0 | £ psf | - | 0% | - | 0.00% | - | |
| 0 | £ psf | - | 0% | - | 0.00% | - | |
| 0 | | | 0% | | | | |
| 0 | | | | | | | |
| | | | | 384,183 | | 4,802,288 | |
| Commercial GDV - | | | | less RF/Void | Purchasers Costs % | PC £ | |
| BTR 1 Bed units | | | | - | 1,184,625 | 6.80% | (75,426) |
| BTR 2 Bed units | | | | - | 2,171,813 | 6.80% | (138,280) |
| BTR 1 Bed units - Disc Mrkt Rent | | | | - | 510,300 | 6.80% | (32,491) |
| BTR 2 Bed units - Disc Mrkt Rent | | | | - | 935,550 | 6.80% | (59,567) |
| 0 | | | | - | 0 | 6.80% | - |
| 0 | | | | - | 0 | 6.80% | - |
| 0 | | | | - | 0 | 6.80% | - |
| 0 | | | | - | 0 | 6.80% | - |
| Sub-total GDV Commercial | | | | | | | 4,496,524 |
| Grant Funding | | | 21 | AH units @ | 0 | per unit | - |
| Total GDV | | | | | | | 4,496,524 |

| DEVELOPMENT COSTS | | | | | | | |
|---|----------------|-------------------|----------------|---------------------|--------------------------|--------------------------|--------------------------|
| Initial Payments - | | | | | | | |
| Statutory Planning Fees | | | | | 24,239 | £ | (24,239) |
| Planning Application Professional Fees, Surveys and reports | | | | | 3.0 x | | (73,000) |
| CIL (ex. Aff. Housing - discounted market rent) | | 2,799 sqm (gross) | | 0.00 | £ psm | | - |
| | | | 0.00% % of GDV | | 0 | £ per unit (total units) | |
| Site Specific S106 Contributions | 60 units @ | | | 4,300 | | | (258,000) |
| | | | S106 analysis | 5.74% % of GDV | 59.92 | £ psm (GIA) | |
| Construction Costs - | | | | | | | |
| Site Clearance and Demolition | | 0.40 ha @ | | 123,550 | £ per ha (if brownfield) | | (49,420) |
| BTR 1 Bed units | | 1,032 sqm @ | | 1,638 | psm | | (1,690,994) |
| BTR 2 Bed units | | 1,766 sqm @ | | 1,638 | psm | | (2,893,479) |
| BTR 1 Bed units - Disc Mrkt Rent | | 556 sqm @ | | 1,638 | psm | | (910,535) |
| BTR 2 Bed units - Disc Mrkt Rent | | 951 sqm @ | | 1,638 | psm | | (1,558,027) |
| 0 | | - sqm @ | | 0 | psm | | - |
| 0 | | - sqm @ | | 0 | psm | | - |
| 0 | | - sqm @ | | 0 | psm | | - |
| 0 | | 4,306 - sqm @ | | 0 | psm | | - |
| External works | | 7,053,035 @ | | 15.0% | | | (1,057,955) |
| | | | | | 17,633 | £ per unit (total units) | |
| Policy Costs on design - | | | | | | | |
| Net Biodiversity costs | | 60 units @ | | 287 | £ per unit | | (17,220) |
| M4(2) Category 2 Housing | Aff units | 21 units @ | 90% @ | 521 | £ per dwelling | | (9,847) |
| M4(2) Category 2 Housing | OM units | 39 units @ | 90% @ | 521 | £ per dwelling | | (18,287) |
| M4(3) Category 3 Housing | Aff units | 21 units @ | 10% @ | 10,111 | £ per dwelling | | (21,233) |
| M4(3) Category 3 Housing | OMS units | 39 units @ | 10% @ | 10,111 | £ per dwelling | | (39,433) |
| Net Zero Cost | | 60 units @ | | 10,000 | £ per unit | | (600,000) |
| Urban Greening | No. of storeys | 4.0 equals | | 1,076 | sqm footprint | 100 | £ sqm |
| | | - sqm | | | | 0 | £ psm |
| EV Charging Points - Houses | | units @ | | | | 1,000 | £ per unit |
| EV Charging Points - Flats | | 60 units @ | | 4 flats per charger | | 2,500 | £ per 4 units |
| | | units @ | | | | 0 | £ per unit |
| Sub-total | | | | | | | (851,167) |
| | | | | | | 14,186 | £ per unit (total units) |
| Contingency (on construction) | | 9,011,578 @ | | 5.0% | | | (450,579) |

240403_BCC BTR & Co-Living_ Appraisal_v0.6

Scheme Typology: **Lower Value** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|-------------------|--------------|-------|---------------|---------------------|
| Professional Fees | | 9,011,578 @ | | 6.5% | (585,753) |
| Disposal Costs - | | | | | |
| Letting Agents Costs | (inc. in leakage) | 384,183 | ERV @ | 0.00% | - |
| Letting Legal Costs | (inc. in leakage) | 384,183 | ERV @ | 0.00% | - |
| Investment Sale Agents Costs | | 4,496,524 | GDV @ | 1.00% | (44,965) |
| Investment Sale Legal Costs | | 4,496,524 | GDV @ | 0.50% | (22,483) |
| Marketing and Promotion | | 4,496,524 | GDV @ | 0.15% | (6,745) |
| Interest (on Development Costs) - | | 8.00% | APR | 0.643% pcm | (766,948) |
| Developers Profit - | | | | | |
| Profit on Cost (commercial scheme) | | 11,244,289 | | 15.00% | (1,686,643) |
| TOTAL COSTS | | | | | (12,930,932) |

| | | | | | |
|-----------------------------|----------------------|-------------------------------|--------------------------------|--------------|--------------------|
| RESIDUAL LAND VALUE | | | | | |
| Residual Land Value (gross) | | | | | (8,434,408) |
| SDLT | | - @ | | HMRC formula | - |
| Acquisition Agent fees | | - @ | | 1.00% | - |
| Acquisition Legal fees | | - @ | | 0.50% | - |
| Interest on Land | | - @ | | 8.00% | - |
| Residual Land Value | | | | | (8,434,408) |
| RLV analysis: | (140,573) £ per plot | (21,086,021) £ per ha (net) | (8,533,396) £ per acre (net) | | |
| | | (21,086,021) £ per ha (gross) | (8,533,396) £ per acre (gross) | | |
| | | | -187.58% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|----------------------|----------------------------|---------------------------------------|----------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Plot Ratio / Density | | 150.00 | (GIA-Site Area / Dph, as appropriate) | | |
| Site Area | 0.00 < alt formula > | 0.40 ha (net) | | 0.99 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 0.40 ha (gross) | | 0.99 acres (gross) | |
| Density analysis: | | 10,765 sqm/ha (net) | | 46,892 sqft/ac (net) | |
| | | 150 dph (gross) | | | |
| Benchmark Land Value (net) | 14,044 £ per plot | 2,106,528 £ per ha (net) | 852,500 £ per acre (net) | | 842,611 |
| BLV analysis: | | 2,106,528 £ per ha (gross) | 852,500 £ per acre (gross) | | |

| | | | | | |
|-------------------|--|------------------------------------|-------------------------------------|--|--------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (23,192,548) £ per ha (net) | (9,385,896) £ per acre (net) | | (9,277,019) |

240403_BCC BTR & Co-Living_ Appraisal_v0.6

Scheme Typology: **Lower Value** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

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 35% | | | | | | |
|------------------------------------|--------------|------------------------------------|--------------|--------------|--------------|--------------|--------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 0.00 | 0.00 | (9,145,969) | (9,193,954) | (9,241,940) | (9,289,925) | (9,337,910) | (9,385,896) | (9,433,881) |
| | 10.00 | (9,195,163) | (9,240,415) | (9,285,668) | (9,330,920) | (9,376,172) | (9,421,425) | (9,466,677) |
| | 20.00 | (9,244,357) | (9,286,876) | (9,329,396) | (9,371,915) | (9,414,434) | (9,456,954) | (9,499,473) |
| | 30.00 | (9,293,551) | (9,333,337) | (9,373,124) | (9,412,910) | (9,452,696) | (9,492,483) | (9,532,269) |
| | 40.00 | (9,342,745) | (9,379,798) | (9,416,852) | (9,453,905) | (9,490,958) | (9,528,012) | (9,565,065) |
| | 50.00 | (9,391,939) | (9,426,259) | (9,460,580) | (9,494,900) | (9,529,220) | (9,563,541) | (9,597,861) |
| | 60.00 | (9,441,133) | (9,472,720) | (9,504,308) | (9,535,895) | (9,567,482) | (9,599,070) | (9,630,657) |
| | 70.00 | (9,490,327) | (9,519,181) | (9,548,036) | (9,576,890) | (9,605,744) | (9,634,599) | (9,663,453) |
| | 80.00 | (9,539,521) | (9,565,642) | (9,591,764) | (9,617,885) | (9,644,006) | (9,670,128) | (9,696,249) |
| | 90.00 | (9,588,715) | (9,612,103) | (9,635,491) | (9,658,880) | (9,682,268) | (9,705,657) | (9,729,045) |
| | 100.00 | (9,637,909) | (9,658,564) | (9,679,219) | (9,699,875) | (9,720,530) | (9,741,185) | (9,761,841) |
| | 110.00 | (9,687,103) | (9,705,025) | (9,722,947) | (9,740,870) | (9,758,792) | (9,776,714) | (9,794,637) |
| | 120.00 | (9,736,297) | (9,751,486) | (9,766,675) | (9,781,865) | (9,797,054) | (9,812,243) | (9,827,433) |
| | 130.00 | (9,785,491) | (9,797,947) | (9,810,403) | (9,822,860) | (9,835,316) | (9,847,772) | (9,860,229) |
| | 140.00 | (9,834,685) | (9,844,408) | (9,854,131) | (9,863,855) | (9,873,578) | (9,883,301) | (9,893,025) |
| | 150.00 | (9,883,879) | (9,890,869) | (9,897,859) | (9,904,850) | (9,911,840) | (9,918,830) | (9,925,821) |
| | 160.00 | (9,933,073) | (9,937,330) | (9,941,587) | (9,945,845) | (9,950,102) | (9,954,359) | (9,958,617) |
| 170.00 | (9,982,267) | (9,983,791) | (9,985,315) | (9,986,840) | (9,988,364) | (9,989,888) | (9,991,413) | |
| 180.00 | (10,031,461) | (10,030,252) | (10,029,043) | (10,027,835) | (10,026,626) | (10,025,417) | (10,024,209) | |
| 190.00 | (10,080,654) | (10,076,713) | (10,072,771) | (10,068,830) | (10,064,888) | (10,060,946) | (10,057,005) | |
| 200.00 | (10,129,848) | (10,123,174) | (10,116,499) | (10,109,825) | (10,103,150) | (10,096,475) | (10,089,801) | |
| 210.00 | (10,179,042) | (10,169,635) | (10,160,227) | (10,150,820) | (10,141,412) | (10,132,004) | (10,122,597) | |
| 220.00 | (10,228,236) | (10,216,096) | (10,203,955) | (10,191,815) | (10,179,674) | (10,167,533) | (10,155,393) | |
| 230.00 | (10,277,430) | (10,262,557) | (10,247,683) | (10,232,809) | (10,217,936) | (10,203,062) | (10,188,189) | |
| 240.00 | (10,326,624) | (10,309,018) | (10,291,411) | (10,273,804) | (10,256,198) | (10,238,591) | (10,220,985) | |
| 250.00 | (10,375,818) | (10,355,479) | (10,335,139) | (10,314,799) | (10,294,460) | (10,274,120) | (10,253,781) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|--------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | (8,880,687) | (8,928,673) | (8,976,658) | (9,024,643) | (9,072,629) | (9,120,614) | (9,168,599) |
| | 2,000 | (8,961,076) | (9,009,061) | (9,057,046) | (9,105,032) | (9,153,017) | (9,201,002) | (9,248,988) |
| | 3,000 | (9,041,464) | (9,089,449) | (9,137,435) | (9,185,420) | (9,233,405) | (9,281,391) | (9,329,376) |
| | 4,000 | (9,121,853) | (9,169,838) | (9,217,823) | (9,265,809) | (9,313,794) | (9,361,779) | (9,409,765) |
| | 5,000 | (9,202,241) | (9,250,226) | (9,298,212) | (9,346,197) | (9,394,182) | (9,442,168) | (9,490,153) |
| | 6,000 | (9,282,629) | (9,330,615) | (9,378,600) | (9,426,585) | (9,474,571) | (9,522,556) | (9,570,541) |
| | 7,000 | (9,363,018) | (9,411,003) | (9,458,988) | (9,506,974) | (9,554,959) | (9,602,944) | (9,650,930) |
| | 8,000 | (9,443,406) | (9,491,391) | (9,539,377) | (9,587,362) | (9,635,347) | (9,683,333) | (9,731,318) |
| | 9,000 | (9,523,794) | (9,571,780) | (9,619,765) | (9,667,750) | (9,715,736) | (9,763,721) | (9,811,706) |
| | 10,000 | (9,604,183) | (9,652,168) | (9,700,153) | (9,748,139) | (9,796,124) | (9,844,109) | (9,892,095) |
| | 11,000 | (9,684,571) | (9,732,556) | (9,780,542) | (9,828,527) | (9,876,512) | (9,924,498) | (9,972,483) |
| | 12,000 | (9,764,960) | (9,812,945) | (9,860,930) | (9,908,916) | (9,956,901) | (10,004,886) | (10,052,872) |
| | 13,000 | (9,845,348) | (9,893,333) | (9,941,319) | (9,989,304) | (10,037,289) | (10,085,275) | (10,133,260) |
| | 14,000 | (9,925,736) | (9,973,722) | (10,021,707) | (10,069,692) | (10,117,678) | (10,165,663) | (10,213,648) |
| | 15,000 | (10,006,125) | (10,054,110) | (10,102,095) | (10,150,081) | (10,198,066) | (10,246,051) | (10,294,037) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-------|------------------------------------|-------------|-------------|-------------|-------------|-------------|--------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 15.0% | 15.0% | (9,145,969) | (9,193,954) | (9,241,940) | (9,289,925) | (9,337,910) | (9,385,896) | (9,433,881) |
| | 16.0% | (9,259,772) | (9,307,749) | (9,355,727) | (9,403,704) | (9,451,681) | (9,499,658) | (9,547,635) |
| | 17.0% | (9,373,575) | (9,421,544) | (9,469,513) | (9,517,483) | (9,565,452) | (9,613,421) | (9,661,390) |
| | 18.0% | (9,487,378) | (9,535,339) | (9,583,300) | (9,631,261) | (9,679,222) | (9,727,183) | (9,775,144) |
| | 19.0% | (9,601,181) | (9,649,134) | (9,697,087) | (9,745,040) | (9,792,993) | (9,840,946) | (9,888,899) |
| | 20.0% | (9,714,984) | (9,762,929) | (9,810,874) | (9,858,819) | (9,906,764) | (9,954,708) | (10,002,653) |

240403_BCC BTR & Co-Living_ Appraisal_v0.6

Scheme Typology: **Lower Value** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

TABLE 4 Affordable Housing - % on site 35%

| | (9,385,896) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Balance (RLV - BLV £ per acre (n)) | (9,385,896) | (9,793,469) | (9,841,454) | (9,889,440) | (9,937,425) | (9,985,410) | (10,033,396) | (10,081,381) |
| 1,500,000 | | (9,793,469) | (9,841,454) | (9,889,440) | (9,937,425) | (9,985,410) | (10,033,396) | (10,081,381) |
| 1,600,000 | | (9,893,469) | (9,941,454) | (9,989,440) | (10,037,425) | (10,085,410) | (10,133,396) | (10,181,381) |
| 1,700,000 | | (9,993,469) | (10,041,454) | (10,089,440) | (10,137,425) | (10,185,410) | (10,233,396) | (10,281,381) |
| BLV (£ per acre) | | | | | | | | |
| 852,500 | | (10,093,469) | (10,141,454) | (10,189,440) | (10,237,425) | (10,285,410) | (10,333,396) | (10,381,381) |
| 1,900,000 | | (10,193,469) | (10,241,454) | (10,289,440) | (10,337,425) | (10,385,410) | (10,433,396) | (10,481,381) |
| 2,000,000 | | (10,293,469) | (10,341,454) | (10,389,440) | (10,437,425) | (10,485,410) | (10,533,396) | (10,581,381) |
| 2,100,000 | | (10,393,469) | (10,441,454) | (10,489,440) | (10,537,425) | (10,585,410) | (10,633,396) | (10,681,381) |
| 2,200,000 | | (10,493,469) | (10,541,454) | (10,589,440) | (10,637,425) | (10,685,410) | (10,733,396) | (10,781,381) |
| 2,300,000 | | (10,593,469) | (10,641,454) | (10,689,440) | (10,737,425) | (10,785,410) | (10,833,396) | (10,881,381) |
| 2,400,000 | | (10,693,469) | (10,741,454) | (10,789,440) | (10,837,425) | (10,885,410) | (10,933,396) | (10,981,381) |
| 2,500,000 | | (10,793,469) | (10,841,454) | (10,889,440) | (10,937,425) | (10,985,410) | (11,033,396) | (11,081,381) |
| 2,600,000 | | (10,893,469) | (10,941,454) | (10,989,440) | (11,037,425) | (11,085,410) | (11,133,396) | (11,181,381) |
| 2,700,000 | | (10,993,469) | (11,041,454) | (11,089,440) | (11,137,425) | (11,185,410) | (11,233,396) | (11,281,381) |
| 2,800,000 | | (11,093,469) | (11,141,454) | (11,189,440) | (11,237,425) | (11,285,410) | (11,333,396) | (11,381,381) |
| 2,900,000 | | (11,193,469) | (11,241,454) | (11,289,440) | (11,337,425) | (11,385,410) | (11,433,396) | (11,481,381) |
| 3,000,000 | | (11,293,469) | (11,341,454) | (11,389,440) | (11,437,425) | (11,485,410) | (11,533,396) | (11,581,381) |

TABLE 5 Affordable Housing - % on site 35%

| | (9,385,896) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Balance (RLV - BLV £ per acre (n)) | (9,385,896) | (8,312,907) | (8,360,892) | (8,408,878) | (8,456,863) | (8,504,848) | (8,552,834) | (8,600,819) |
| - | | (8,312,907) | (8,360,892) | (8,408,878) | (8,456,863) | (8,504,848) | (8,552,834) | (8,600,819) |
| Net Zero | 2,000 | (8,479,519) | (8,527,505) | (8,575,490) | (8,623,475) | (8,671,461) | (8,719,446) | (8,767,431) |
| (£ per unit) | 4,000 | (8,646,132) | (8,694,117) | (8,742,102) | (8,790,088) | (8,838,073) | (8,886,058) | (8,934,044) |
| 10,000 | 6,000 | (8,812,744) | (8,860,730) | (8,908,715) | (8,956,700) | (9,004,686) | (9,052,671) | (9,100,656) |
| | 8,000 | (8,979,357) | (9,027,342) | (9,075,327) | (9,123,313) | (9,171,298) | (9,219,283) | (9,267,269) |
| | 10,000 | (9,145,969) | (9,193,954) | (9,241,940) | (9,289,925) | (9,337,910) | (9,385,896) | (9,433,881) |
| | 12,000 | (9,312,581) | (9,360,567) | (9,408,552) | (9,456,537) | (9,504,523) | (9,552,508) | (9,600,493) |
| | 14,000 | (9,479,194) | (9,527,179) | (9,575,165) | (9,623,150) | (9,671,135) | (9,719,121) | (9,767,106) |
| | 16,000 | (9,645,806) | (9,693,792) | (9,741,777) | (9,789,762) | (9,837,748) | (9,885,733) | (9,933,718) |
| | 18,000 | (9,812,419) | (9,860,404) | (9,908,389) | (9,956,375) | (10,004,360) | (10,052,345) | (10,100,331) |
| | 20,000 | (9,979,031) | (10,027,017) | (10,075,002) | (10,122,987) | (10,170,973) | (10,218,958) | (10,266,943) |
| | 22,000 | (10,145,644) | (10,193,629) | (10,241,614) | (10,289,600) | (10,337,585) | (10,385,570) | (10,433,556) |
| | 24,000 | (10,312,256) | (10,360,241) | (10,408,227) | (10,456,212) | (10,504,197) | (10,552,183) | (10,600,168) |
| | 26,000 | (10,478,868) | (10,526,854) | (10,574,839) | (10,622,824) | (10,670,810) | (10,718,795) | (10,766,780) |
| | 28,000 | (10,645,481) | (10,693,466) | (10,741,452) | (10,789,437) | (10,837,422) | (10,885,408) | (10,933,393) |
| | 30,000 | (10,812,093) | (10,860,079) | (10,908,064) | (10,956,049) | (11,004,035) | (11,052,020) | (11,100,005) |

TABLE 6 Affordable Housing - % on site 35%

| | (9,385,896) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Balance (RLV - BLV £ per acre (n)) | (9,385,896) | (5,767,489) | (5,815,475) | (5,863,460) | (5,911,445) | (5,959,431) | (6,007,416) | (6,055,401) |
| 70% | | (5,767,489) | (5,815,475) | (5,863,460) | (5,911,445) | (5,959,431) | (6,007,416) | (6,055,401) |
| 75% | | (6,330,569) | (6,378,555) | (6,426,540) | (6,474,525) | (6,522,511) | (6,570,496) | (6,618,481) |
| Build Cost | 80% | (6,893,649) | (6,941,635) | (6,989,620) | (7,037,605) | (7,085,591) | (7,133,576) | (7,181,561) |
| 100% | 85% | (7,456,729) | (7,504,715) | (7,552,700) | (7,600,685) | (7,648,671) | (7,696,656) | (7,744,641) |
| (105% = 5% increase) | 90% | (8,019,809) | (8,067,795) | (8,115,780) | (8,163,765) | (8,211,751) | (8,259,736) | (8,307,721) |
| | 95% | (8,582,889) | (8,630,874) | (8,678,860) | (8,726,845) | (8,774,830) | (8,822,816) | (8,870,801) |
| | 100% | (9,145,969) | (9,193,954) | (9,241,940) | (9,289,925) | (9,337,910) | (9,385,896) | (9,433,881) |
| | 105% | (9,709,049) | (9,757,034) | (9,805,020) | (9,853,005) | (9,900,990) | (9,948,976) | (9,996,961) |
| | 110% | (10,272,129) | (10,320,114) | (10,368,100) | (10,416,085) | (10,464,070) | (10,512,056) | (10,560,041) |
| | 115% | (10,835,209) | (10,883,194) | (10,931,179) | (10,979,165) | (11,027,150) | (11,075,135) | (11,123,121) |
| | 120% | (11,398,289) | (11,446,274) | (11,494,259) | (11,542,245) | (11,590,230) | (11,638,215) | (11,686,201) |
| | 125% | (11,961,369) | (12,009,354) | (12,057,339) | (12,105,325) | (12,153,310) | (12,201,295) | (12,249,281) |

TABLE 7 Affordable Housing - % on site 35%

| | (9,385,896) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Balance (RLV - BLV £ per acre (n)) | (9,385,896) | (10,086,482) | (10,124,870) | (10,163,258) | (10,201,646) | (10,240,035) | (10,278,423) | (10,316,811) |
| 80% | | (10,086,482) | (10,124,870) | (10,163,258) | (10,201,646) | (10,240,035) | (10,278,423) | (10,316,811) |
| | 82% | (9,992,430) | (10,031,778) | (10,071,126) | (10,110,474) | (10,149,822) | (10,189,170) | (10,228,518) |
| Market Values | 84% | (9,898,379) | (9,938,687) | (9,978,994) | (10,019,302) | (10,059,610) | (10,099,917) | (10,140,225) |
| 100% | 86% | (9,804,328) | (9,845,595) | (9,886,863) | (9,928,130) | (9,969,397) | (10,010,665) | (10,051,932) |
| (105% = 5% increase) | 88% | (9,710,277) | (9,752,504) | (9,794,731) | (9,836,958) | (9,879,185) | (9,921,412) | (9,963,639) |
| | 90% | (9,616,225) | (9,659,412) | (9,702,599) | (9,745,786) | (9,788,973) | (9,832,159) | (9,875,346) |
| | 92% | (9,522,174) | (9,566,321) | (9,610,467) | (9,654,614) | (9,698,760) | (9,742,907) | (9,792,053) |
| | 94% | (9,428,123) | (9,473,229) | (9,518,335) | (9,563,441) | (9,608,548) | (9,653,654) | (9,698,760) |
| | 96% | (9,334,072) | (9,380,137) | (9,426,203) | (9,472,269) | (9,518,335) | (9,564,401) | (9,610,467) |
| | 98% | (9,240,020) | (9,287,046) | (9,334,072) | (9,381,097) | (9,428,123) | (9,475,148) | (9,522,174) |
| | 100% | (9,145,969) | (9,193,954) | (9,241,940) | (9,289,925) | (9,337,910) | (9,385,896) | (9,433,881) |
| | 102% | (9,051,918) | (9,100,863) | (9,149,808) | (9,198,753) | (9,247,698) | (9,296,643) | (9,345,588) |
| | 104% | (8,957,867) | (9,007,771) | (9,057,676) | (9,107,581) | (9,157,486) | (9,207,390) | (9,257,295) |
| | 106% | (8,863,815) | (8,914,680) | (8,965,544) | (9,016,409) | (9,067,273) | (9,118,138) | (9,169,002) |
| | 108% | (8,769,764) | (8,821,588) | (8,873,412) | (8,925,237) | (8,977,061) | (9,028,885) | (9,080,709) |
| | 110% | (8,675,713) | (8,728,497) | (8,781,281) | (8,834,064) | (8,886,848) | (8,939,632) | (8,992,416) |
| | 112% | (8,581,662) | (8,635,405) | (8,689,149) | (8,742,892) | (8,796,636) | (8,850,379) | (8,904,123) |
| | 114% | (8,487,610) | (8,542,314) | (8,597,017) | (8,651,720) | (8,706,423) | (8,761,127) | (8,815,830) |
| | 116% | (8,393,559) | (8,449,222) | (8,504,885) | (8,560,548) | (8,616,211) | (8,671,874) | (8,727,537) |
| | 118% | (8,299,508) | (8,356,130) | (8,412,753) | (8,469,376) | (8,525,999) | (8,582,621) | (8,639,244) |
| | 120% | (8,205,456) | (8,263,039) | (8,320,621) | (8,378,204) | (8,435,786) | (8,493,369) | (8,550,951) |

240403_BCC BTR & Co-Living_ Appraisal_v0.6

Scheme Typology: **Lower Value** No Units: **60**
 Site Typology: Location / Value Zone: **Lower Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| Balance (RLV - BLV £ per acre (n)) | (9,385,896) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 5,000 | (9,113,404) | (9,145,106) | (9,176,809) | (9,208,512) | (9,240,214) | (9,271,917) | (9,303,619) | |
| 10,000 | (9,080,838) | (9,096,258) | (9,111,678) | (9,127,098) | (9,142,518) | (9,157,938) | (9,173,358) | |
| Grant (£ per unit) | 15,000 | (9,048,273) | (9,047,410) | (9,046,547) | (9,045,684) | (9,044,822) | (9,043,959) | (9,043,096) |
| 20,000 | (9,015,707) | (8,998,562) | (8,981,416) | (8,964,271) | (8,947,125) | (8,929,980) | (8,912,834) | |
| 25,000 | (8,983,142) | (8,949,714) | (8,916,286) | (8,882,857) | (8,849,429) | (8,816,001) | (8,782,573) | |
| 30,000 | (8,950,577) | (8,900,866) | (8,851,155) | (8,801,444) | (8,751,733) | (8,702,022) | (8,652,311) | |
| 35,000 | (8,918,011) | (8,852,018) | (8,786,024) | (8,720,030) | (8,654,037) | (8,588,043) | (8,522,049) | |
| 40,000 | (8,885,446) | (8,803,169) | (8,720,893) | (8,638,617) | (8,556,340) | (8,474,064) | (8,391,788) | |
| 45,000 | (8,852,880) | (8,754,321) | (8,655,762) | (8,557,203) | (8,458,644) | (8,360,085) | (8,261,526) | |
| 50,000 | (8,820,315) | (8,705,473) | (8,590,631) | (8,475,790) | (8,360,948) | (8,246,106) | (8,131,264) | |
| 55,000 | (8,787,749) | (8,656,625) | (8,525,501) | (8,394,376) | (8,263,252) | (8,132,127) | (8,001,003) | |

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

240403_BCC BTR & Co-Living_Appraisal_v0.6

Scheme Typology: **Medium Value** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | | |
|----------------------------------|--------------|----------------|-----------|--------------|--------------------|------------------|
| Commercial GDV - | rental basis | Gross Rent £PA | less Man. | Net Rent £PA | @ | capitalisation £ |
| BTR 1 Bed units | unit | 179,010 | 25% | 134,258 | 6.00% | 2,237,625 |
| BTR 2 Bed units | unit | 315,315 | 25% | 236,486 | 6.00% | 3,941,438 |
| BTR 1 Bed units - Disc Mrkt Rent | unit | 77,112 | 25% | 57,834 | 6.00% | 963,900 |
| BTR 2 Bed units - Disc Mrkt Rent | unit | 135,828 | 25% | 101,871 | 6.00% | 1,697,850 |
| 0 | £ psf | - | 0% | - | 0.00% | - |
| 0 | £ psf | - | 0% | - | 0.00% | - |
| 0 | | | 0% | | | |
| 0 | | | | | | |
| | | | | 530,449 | | 8,840,813 |
| Commercial GDV - | | | | less RF/Void | Purchasers Costs % | PC £ |
| BTR 1 Bed units | | | | - | 2,237,625 | 6.80% |
| BTR 2 Bed units | | | | - | 3,941,438 | 6.80% |
| BTR 1 Bed units - Disc Mrkt Rent | | | | - | 963,900 | 6.80% |
| BTR 2 Bed units - Disc Mrkt Rent | | | | - | 1,697,850 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| | | | | | | |
| Sub-total GDV Commercial | | | | | | 8,277,914 |
| Grant Funding | | | 21 | AH units @ | 0 | per unit |
| | | | | | | - |
| Total GDV | | | | | | 8,277,914 |

| DEVELOPMENT COSTS | | | | | | |
|---|----------------|-------------------|----------------|---------|--------------------------|--|
| Initial Payments - | | | | | | |
| Statutory Planning Fees | | | | | 24,239 | £ (24,239) |
| Planning Application Professional Fees, Surveys and reports | | | | | 3.0 x | (73,000) |
| CIL (excl. Aff. Housing - discounted market rent) | | 2,799 sqm (gross) | | 90.31 | £ psm | (252,762) |
| | | | 3.05% % of GDV | | 4,213 | £ per unit (total units) |
| Site Specific S106 Contributions | 60 units @ | | | 4,300 | | (258,000) |
| | | | S106 analysis | | 3.12% % of GDV | 59.92 |
| | | | | | | £ psm (GIA) |
| Construction Costs - | | | | | | |
| Site Clearance and Demolition | | 0.40 ha @ | | 123,550 | £ per ha (if brownfield) | (49,420) |
| BTR 1 Bed units | | 1,032 sqm @ | | 1,638 | psm | (1,690,994) |
| BTR 2 Bed units | | 1,766 sqm @ | | 1,638 | psm | (2,893,479) |
| BTR 1 Bed units - Disc Mrkt Rent | | 556 sqm @ | | 1,638 | psm | (910,535) |
| BTR 2 Bed units - Disc Mrkt Rent | | 951 sqm @ | | 1,638 | psm | (1,558,027) |
| 0 | | - sqm @ | | 0 | psm | - |
| 0 | | - sqm @ | | 0 | psm | - |
| 0 | | - sqm @ | | 0 | psm | - |
| 0 | | 4,306 - sqm @ | | 0 | psm | - |
| External works | | 7,053,035 @ | | 15.0% | | (1,057,955) |
| | | | | | | Ext. Works analysis: |
| | | | | | | 17,633 |
| | | | | | | £ per unit (total units) |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | 60 units @ | | 287 | £ per unit | (17,220) |
| M4(2) Category 2 Housing | Aff units | 21 units @ | 90% @ | 521 | £ per dwelling | (9,847) |
| M4(2) Category 2 Housing | OM units | 39 units @ | 90% @ | 521 | £ per dwelling | (18,287) |
| M4(3) Category 3 Housing | Aff units | 21 units @ | 10% @ | 10,111 | £ per dwelling | (21,233) |
| M4(3) Category 3 Housing | OMS units | 39 units @ | 10% @ | 10,111 | £ per dwelling | (39,433) |
| Net Zero Cost | | 60 units @ | | 10,000 | £ per unit | (600,000) |
| Urban Greening | No. of storeys | 4.0 equals | | 1,076 | sqm footprint | 100 |
| | | - sqm | | | | £ sqm |
| | | | | | | 0 |
| | | | | | | £ psm |
| EV Charging Points - Houses | | units @ | | | | 1,000 |
| | | | | | | £ per unit |
| EV Charging Points - Flats | | 60 units @ | | 4 | flats per charger | 2,500 |
| | | | | | | £ per 4 units |
| | | | | | | 0 |
| | | | | | | £ per unit |
| | | | | | | - |
| | | | | | | (851,167) |
| | | | | | | Policy Costs analysis: (design costs only) |
| | | | | | | 14,186 |
| | | | | | | £ per unit (total units) |
| Contingency (on construction) | | 9,011,578 @ | | 5.0% | | (450,579) |

240403_BCC BTR & Co-Living_ Appraisal_v0.6

Scheme Typology: **Medium Value** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|-------------------|--------------|-------|---------------|---------------------|
| Professional Fees | | 9,011,578 @ | | 6.5% | (585,753) |
| Disposal Costs - | | | | | |
| Letting Agents Costs | (inc. in leakage) | 530,449 | ERV @ | 0.00% | - |
| Letting Legal Costs | (inc. in leakage) | 530,449 | ERV @ | 0.00% | - |
| Investment Sale Agents Costs | | 8,277,914 | GDV @ | 1.00% | (82,779) |
| Investment Sale Legal Costs | | 8,277,914 | GDV @ | 0.50% | (41,390) |
| Marketing and Promotion | | 8,277,914 | GDV @ | 0.15% | (12,417) |
| Interest (on Development Costs) - | | 8.00% | APR | 0.643% pcm | (790,204) |
| Developers Profit - | | | | | |
| Profit on Cost (commercial scheme) | | 11,582,699 | | 15.00% | (1,737,405) |
| TOTAL COSTS | | | | | (13,320,104) |

| | | | | | |
|-----------------------------|----------------------------|--------------------------------------|---------------------------------------|--|--------------------|
| RESIDUAL LAND VALUE | | | | | |
| Residual Land Value (gross) | | | | | (5,042,190) |
| SDLT | | - @ | HMRC formula | | - |
| Acquisition Agent fees | | - @ | 1.00% | | - |
| Acquisition Legal fees | | - @ | 0.50% | | - |
| Interest on Land | | - @ | 8.00% | | - |
| Residual Land Value | | | | | (5,042,190) |
| RLV analysis: | (84,036) £ per plot | (12,605,475) £ per ha (net) | (5,101,366) £ per acre (net) | | |
| | | (12,605,475) £ per ha (gross) | (5,101,366) £ per acre (gross) | | |
| | | | -60.91% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|----------------------|------------------|---------------------------------------|------------------|---------------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Plot Ratio / Density | | 150.00 | (GIA-Site Area / Dph, as appropriate) | | |
| Site Area | 0.00 < alt formula > | 0.40 | ha (net) | 0.99 | acres (net) |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 0.40 | ha (gross) | 0.99 | acres (gross) |
| Density analysis: | | 10,765 | sqm/ha (net) | 46,892 | sqft/ac (net) |
| | | 150 | dph (gross) | | |
| Benchmark Land Value (net) | 20,839 £ per plot | 3,125,815 | £ per ha (net) | 1,265,000 | £ per acre (net) |
| BLV analysis: | | 3,125,815 | £ per ha (gross) | 1,265,000 | £ per acre (gross) |

| | | | | | |
|-------------------|--|---------------------|----------------|--------------------|------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (15,731,290) | £ per ha (net) | (6,366,366) | £ per acre (net) |
| | | | | (6,292,516) | |

240403_BCC BTR & Co-Living_ Appraisal_v0.6

Scheme Typology: **Medium Value** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

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.

| Balance (RLV - BLV £ per acre (n)) | (6,366,366) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 0.00 | (5,603,808) | (5,692,147) | (5,780,486) | (5,868,826) | (5,957,165) | (6,045,504) | (6,133,843) |
| | 10.00 | (5,653,002) | (5,738,608) | (5,824,214) | (5,909,820) | (5,995,426) | (6,081,033) | (6,166,639) |
| CIL £ psm | 20.00 | (5,702,196) | (5,785,069) | (5,867,942) | (5,950,815) | (6,033,688) | (6,116,561) | (6,199,435) |
| 90.31 | 30.00 | (5,751,390) | (5,831,530) | (5,911,670) | (5,991,810) | (6,071,950) | (6,152,090) | (6,232,230) |
| | 40.00 | (5,800,584) | (5,877,991) | (5,955,398) | (6,032,805) | (6,110,212) | (6,187,619) | (6,265,026) |
| | 50.00 | (5,849,778) | (5,924,452) | (5,999,126) | (6,073,800) | (6,148,474) | (6,223,148) | (6,297,822) |
| | 60.00 | (5,898,972) | (5,970,913) | (6,042,854) | (6,114,795) | (6,186,736) | (6,258,677) | (6,330,618) |
| | 70.00 | (5,948,166) | (6,017,374) | (6,086,582) | (6,155,790) | (6,224,998) | (6,294,206) | (6,363,414) |
| | 80.00 | (5,997,360) | (6,063,835) | (6,130,310) | (6,196,785) | (6,263,260) | (6,329,735) | (6,396,210) |
| | 90.00 | (6,046,554) | (6,110,296) | (6,174,038) | (6,237,780) | (6,301,522) | (6,365,264) | (6,429,006) |
| | 100.00 | (6,095,748) | (6,156,757) | (6,217,766) | (6,278,775) | (6,339,784) | (6,400,793) | (6,461,802) |
| | 110.00 | (6,144,942) | (6,203,218) | (6,261,494) | (6,319,770) | (6,378,046) | (6,436,322) | (6,494,598) |
| | 120.00 | (6,194,136) | (6,249,679) | (6,305,222) | (6,360,765) | (6,416,308) | (6,471,851) | (6,527,394) |
| | 130.00 | (6,243,330) | (6,296,140) | (6,348,950) | (6,401,760) | (6,454,570) | (6,507,380) | (6,560,190) |
| | 140.00 | (6,292,524) | (6,342,601) | (6,392,678) | (6,442,755) | (6,492,832) | (6,542,909) | (6,592,986) |
| | 150.00 | (6,341,718) | (6,389,062) | (6,436,406) | (6,483,750) | (6,531,094) | (6,578,438) | (6,625,782) |
| | 160.00 | (6,390,912) | (6,435,523) | (6,480,134) | (6,524,745) | (6,569,356) | (6,613,967) | (6,658,578) |
| | 170.00 | (6,440,106) | (6,481,984) | (6,523,862) | (6,565,740) | (6,607,618) | (6,649,496) | (6,691,374) |
| | 180.00 | (6,489,300) | (6,528,445) | (6,567,590) | (6,606,735) | (6,645,880) | (6,685,025) | (6,724,170) |
| | 190.00 | (6,538,494) | (6,574,906) | (6,611,318) | (6,647,730) | (6,684,142) | (6,720,554) | (6,756,966) |
| | 200.00 | (6,587,688) | (6,621,367) | (6,655,046) | (6,688,725) | (6,722,404) | (6,756,083) | (6,789,762) |
| | 210.00 | (6,636,882) | (6,667,828) | (6,698,774) | (6,729,720) | (6,760,666) | (6,791,612) | (6,822,558) |
| | 220.00 | (6,686,076) | (6,714,289) | (6,742,502) | (6,770,715) | (6,798,928) | (6,827,141) | (6,855,354) |
| | 230.00 | (6,735,270) | (6,760,750) | (6,786,230) | (6,811,710) | (6,837,190) | (6,862,670) | (6,888,150) |
| | 240.00 | (6,784,464) | (6,807,211) | (6,829,958) | (6,852,705) | (6,875,452) | (6,898,199) | (6,920,946) |
| | 250.00 | (6,833,658) | (6,853,672) | (6,873,686) | (6,893,700) | (6,913,714) | (6,933,728) | (6,953,742) |

| Balance (RLV - BLV £ per acre (n)) | (6,366,366) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 1,000 | (5,782,798) | (5,846,455) | (5,910,112) | (5,973,770) | (6,037,427) | (6,101,084) | (6,164,741) |
| | 2,000 | (5,863,186) | (5,926,843) | (5,990,501) | (6,054,158) | (6,117,815) | (6,181,472) | (6,245,130) |
| Site Specific S106 | 3,000 | (5,943,574) | (6,007,232) | (6,070,889) | (6,134,546) | (6,198,204) | (6,261,861) | (6,325,518) |
| 4,300 | 4,000 | (6,023,963) | (6,087,620) | (6,151,277) | (6,214,935) | (6,278,592) | (6,342,249) | (6,405,907) |
| | 5,000 | (6,104,351) | (6,168,008) | (6,231,666) | (6,295,323) | (6,358,980) | (6,422,638) | (6,486,295) |
| | 6,000 | (6,184,739) | (6,248,397) | (6,312,054) | (6,375,711) | (6,439,369) | (6,503,026) | (6,566,683) |
| | 7,000 | (6,265,128) | (6,328,785) | (6,392,442) | (6,456,100) | (6,519,757) | (6,583,414) | (6,647,072) |
| | 8,000 | (6,345,516) | (6,409,174) | (6,472,831) | (6,536,488) | (6,600,145) | (6,663,803) | (6,727,460) |
| | 9,000 | (6,425,905) | (6,489,562) | (6,553,219) | (6,616,876) | (6,680,534) | (6,744,191) | (6,807,848) |
| | 10,000 | (6,506,293) | (6,569,950) | (6,633,608) | (6,697,265) | (6,760,922) | (6,824,579) | (6,888,237) |
| | 11,000 | (6,586,681) | (6,650,339) | (6,713,996) | (6,777,653) | (6,841,311) | (6,904,968) | (6,968,625) |
| | 12,000 | (6,667,070) | (6,730,727) | (6,794,384) | (6,858,042) | (6,921,699) | (6,985,356) | (7,049,014) |
| | 13,000 | (6,747,458) | (6,811,115) | (6,874,773) | (6,938,430) | (7,002,087) | (7,065,745) | (7,129,402) |
| | 14,000 | (6,827,846) | (6,891,504) | (6,955,161) | (7,018,818) | (7,082,476) | (7,146,133) | (7,209,790) |
| | 15,000 | (6,908,235) | (6,971,892) | (7,035,549) | (7,099,207) | (7,162,864) | (7,226,521) | (7,290,179) |

| Balance (RLV - BLV £ per acre (n)) | (6,366,366) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 15.0% | (6,048,079) | (6,111,737) | (6,175,394) | (6,239,051) | (6,302,708) | (6,366,366) | (6,430,023) |
| | 16.0% | (6,166,413) | (6,229,841) | (6,293,269) | (6,356,697) | (6,420,124) | (6,483,552) | (6,546,980) |
| Profit | 17.0% | (6,284,747) | (6,347,946) | (6,411,144) | (6,474,342) | (6,537,540) | (6,600,738) | (6,663,937) |
| 15.0% | 18.0% | (6,403,081) | (6,466,050) | (6,529,019) | (6,591,987) | (6,654,956) | (6,717,925) | (6,780,893) |
| | 19.0% | (6,521,415) | (6,584,155) | (6,646,894) | (6,709,633) | (6,772,372) | (6,835,111) | (6,897,850) |
| | 20.0% | (6,639,750) | (6,702,259) | (6,764,769) | (6,827,278) | (6,889,788) | (6,952,298) | (7,014,807) |

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Scheme Typology: **Medium Value** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Valu** Greenfield/Brownfield: **Brownfield**
 Notes:

TABLE 4

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (6,366,366) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 1,500,000 | (6,366,366) | (6,283,079) | (6,346,737) | (6,410,394) | (6,474,051) | (6,537,708) | (6,601,366) | (6,665,023) |
| 1,600,000 | (6,366,366) | (6,383,079) | (6,446,737) | (6,510,394) | (6,574,051) | (6,637,708) | (6,701,366) | (6,765,023) |
| 1,700,000 | (6,366,366) | (6,483,079) | (6,546,737) | (6,610,394) | (6,674,051) | (6,737,708) | (6,801,366) | (6,865,023) |
| 1,800,000 | (6,366,366) | (6,583,079) | (6,646,737) | (6,710,394) | (6,774,051) | (6,837,708) | (6,901,366) | (6,965,023) |
| 1,900,000 | (6,366,366) | (6,683,079) | (6,746,737) | (6,810,394) | (6,874,051) | (6,937,708) | (7,001,366) | (7,065,023) |
| 2,000,000 | (6,366,366) | (6,783,079) | (6,846,737) | (6,910,394) | (6,974,051) | (7,037,708) | (7,101,366) | (7,165,023) |
| 2,100,000 | (6,366,366) | (6,883,079) | (6,946,737) | (7,010,394) | (7,074,051) | (7,137,708) | (7,201,366) | (7,265,023) |
| 2,200,000 | (6,366,366) | (6,983,079) | (7,046,737) | (7,110,394) | (7,174,051) | (7,237,708) | (7,301,366) | (7,365,023) |
| 2,300,000 | (6,366,366) | (7,083,079) | (7,146,737) | (7,210,394) | (7,274,051) | (7,337,708) | (7,401,366) | (7,465,023) |
| 2,400,000 | (6,366,366) | (7,183,079) | (7,246,737) | (7,310,394) | (7,374,051) | (7,437,708) | (7,501,366) | (7,565,023) |
| 2,500,000 | (6,366,366) | (7,283,079) | (7,346,737) | (7,410,394) | (7,474,051) | (7,537,708) | (7,601,366) | (7,665,023) |
| 2,600,000 | (6,366,366) | (7,383,079) | (7,446,737) | (7,510,394) | (7,574,051) | (7,637,708) | (7,701,366) | (7,765,023) |
| 2,700,000 | (6,366,366) | (7,483,079) | (7,546,737) | (7,610,394) | (7,674,051) | (7,737,708) | (7,801,366) | (7,865,023) |
| 2,800,000 | (6,366,366) | (7,583,079) | (7,646,737) | (7,710,394) | (7,774,051) | (7,837,708) | (7,901,366) | (7,965,023) |
| 2,900,000 | (6,366,366) | (7,683,079) | (7,746,737) | (7,810,394) | (7,874,051) | (7,937,708) | (8,001,366) | (8,065,023) |
| 3,000,000 | (6,366,366) | (7,783,079) | (7,846,737) | (7,910,394) | (7,974,051) | (8,037,708) | (8,101,366) | (8,165,023) |

TABLE 5

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (6,366,366) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| - | (6,366,366) | (5,215,017) | (5,278,674) | (5,342,332) | (5,405,989) | (5,469,646) | (5,533,304) | (5,596,961) |
| Net Zero | 2,000 | (5,381,630) | (5,445,287) | (5,508,944) | (5,572,601) | (5,636,259) | (5,699,916) | (5,763,573) |
| (£ per unit) | 4,000 | (5,548,242) | (5,611,899) | (5,675,557) | (5,739,214) | (5,802,871) | (5,866,528) | (5,930,186) |
| 10,000 | 6,000 | (5,714,854) | (5,778,512) | (5,842,169) | (5,905,826) | (5,969,484) | (6,033,141) | (6,096,798) |
| | 8,000 | (5,881,467) | (5,945,124) | (6,008,781) | (6,072,439) | (6,136,096) | (6,199,753) | (6,263,411) |
| | 10,000 | (6,048,079) | (6,111,737) | (6,175,394) | (6,239,051) | (6,302,708) | (6,366,366) | (6,430,023) |
| | 12,000 | (6,214,692) | (6,278,349) | (6,342,006) | (6,405,664) | (6,469,321) | (6,532,978) | (6,596,635) |
| | 14,000 | (6,381,304) | (6,444,961) | (6,508,619) | (6,572,276) | (6,635,933) | (6,699,591) | (6,763,248) |
| | 16,000 | (6,547,917) | (6,611,574) | (6,675,231) | (6,738,888) | (6,802,546) | (6,866,203) | (6,929,860) |
| | 18,000 | (6,714,529) | (6,778,186) | (6,841,844) | (6,905,501) | (6,969,158) | (7,032,815) | (7,096,473) |
| | 20,000 | (6,881,141) | (6,944,799) | (7,008,456) | (7,072,113) | (7,135,771) | (7,199,428) | (7,263,085) |
| | 22,000 | (7,047,754) | (7,111,411) | (7,175,068) | (7,238,726) | (7,302,383) | (7,366,040) | (7,429,698) |
| | 24,000 | (7,214,366) | (7,278,024) | (7,341,681) | (7,405,338) | (7,468,995) | (7,532,653) | (7,596,310) |
| | 26,000 | (7,380,979) | (7,444,636) | (7,508,293) | (7,571,951) | (7,635,608) | (7,699,265) | (7,762,922) |
| | 28,000 | (7,547,591) | (7,611,248) | (7,674,906) | (7,738,563) | (7,802,220) | (7,865,878) | (7,929,535) |
| | 30,000 | (7,714,203) | (7,777,861) | (7,841,518) | (7,905,175) | (7,968,833) | (8,032,490) | (8,096,147) |

TABLE 6

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (6,366,366) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 70% | (6,366,366) | (2,669,600) | (2,733,257) | (2,796,914) | (2,860,572) | (2,924,229) | (2,987,886) | (3,051,544) |
| 75% | (6,366,366) | (3,232,680) | (3,296,337) | (3,359,994) | (3,423,652) | (3,487,309) | (3,550,966) | (3,614,623) |
| 80% | (6,366,366) | (3,795,760) | (3,859,417) | (3,923,074) | (3,986,731) | (4,050,389) | (4,114,046) | (4,177,703) |
| 85% | (6,366,366) | (4,358,839) | (4,422,497) | (4,486,154) | (4,549,811) | (4,613,469) | (4,677,126) | (4,740,783) |
| 90% | (6,366,366) | (4,921,919) | (4,985,577) | (5,049,234) | (5,112,891) | (5,176,549) | (5,240,206) | (5,303,863) |
| 95% | (6,366,366) | (5,484,999) | (5,548,657) | (5,612,314) | (5,675,971) | (5,739,629) | (5,803,286) | (5,866,943) |
| 100% | (6,366,366) | (6,048,079) | (6,111,737) | (6,175,394) | (6,239,051) | (6,302,708) | (6,366,366) | (6,430,023) |
| 105% | (6,366,366) | (6,611,159) | (6,674,816) | (6,738,474) | (6,802,131) | (6,865,788) | (6,929,446) | (6,993,103) |
| 110% | (6,366,366) | (7,174,239) | (7,237,896) | (7,301,554) | (7,365,211) | (7,428,868) | (7,492,526) | (7,556,183) |
| 115% | (6,366,366) | (7,737,319) | (7,800,976) | (7,864,634) | (7,928,291) | (7,991,948) | (8,055,606) | (8,119,263) |
| 120% | (6,366,366) | (8,300,399) | (8,364,056) | (8,427,714) | (8,491,371) | (8,555,028) | (8,618,685) | (8,682,343) |
| 125% | (6,366,366) | (8,863,479) | (8,927,136) | (8,990,793) | (9,054,451) | (9,118,108) | (9,181,765) | (9,245,423) |

TABLE 7

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | (6,366,366) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 80% | (6,366,366) | (7,779,524) | (7,825,513) | (7,871,503) | (7,917,492) | (7,963,482) | (8,009,471) | (8,055,461) |
| 82% | (6,366,366) | (7,606,379) | (7,654,136) | (7,701,892) | (7,749,648) | (7,797,405) | (7,845,161) | (7,892,917) |
| 84% | (6,366,366) | (7,433,235) | (7,482,758) | (7,532,281) | (7,581,804) | (7,631,327) | (7,680,850) | (7,730,373) |
| 86% | (6,366,366) | (7,260,090) | (7,311,380) | (7,362,670) | (7,413,960) | (7,465,250) | (7,516,540) | (7,567,830) |
| 88% | (6,366,366) | (7,086,946) | (7,140,003) | (7,193,059) | (7,246,116) | (7,299,173) | (7,352,229) | (7,405,286) |
| 90% | (6,366,366) | (6,913,802) | (6,968,625) | (7,023,448) | (7,078,272) | (7,133,095) | (7,187,919) | (7,242,742) |
| 92% | (6,366,366) | (6,740,657) | (6,797,247) | (6,853,837) | (6,910,428) | (6,967,018) | (7,023,608) | (7,080,198) |
| 94% | (6,366,366) | (6,567,513) | (6,625,870) | (6,684,227) | (6,742,584) | (6,800,940) | (6,859,297) | (6,917,654) |
| 96% | (6,366,366) | (6,394,368) | (6,454,492) | (6,514,616) | (6,574,739) | (6,634,863) | (6,694,987) | (6,755,111) |
| 98% | (6,366,366) | (6,221,224) | (6,283,114) | (6,345,005) | (6,406,895) | (6,468,786) | (6,530,676) | (6,592,567) |
| 100% | (6,366,366) | (6,048,079) | (6,111,737) | (6,175,394) | (6,239,051) | (6,302,708) | (6,366,366) | (6,430,023) |
| 102% | (6,366,366) | (5,874,935) | (5,940,359) | (6,005,783) | (6,071,207) | (6,136,631) | (6,202,055) | (6,267,479) |
| 104% | (6,366,366) | (5,701,790) | (5,768,981) | (5,836,172) | (5,903,363) | (5,970,554) | (6,037,745) | (6,104,935) |
| 106% | (6,366,366) | (5,528,646) | (5,597,603) | (5,666,561) | (5,735,519) | (5,804,476) | (5,873,434) | (5,942,392) |
| 108% | (6,366,366) | (5,355,501) | (5,426,226) | (5,496,950) | (5,567,675) | (5,638,399) | (5,709,123) | (5,779,848) |
| 110% | (6,366,366) | (5,182,357) | (5,254,848) | (5,327,339) | (5,399,831) | (5,472,322) | (5,544,813) | (5,617,304) |
| 112% | (6,366,366) | (5,009,212) | (5,083,470) | (5,157,728) | (5,231,986) | (5,306,244) | (5,380,502) | (5,454,760) |
| 114% | (6,366,366) | (4,836,068) | (4,912,093) | (4,988,117) | (5,064,142) | (5,140,167) | (5,216,192) | (5,292,217) |
| 116% | (6,366,366) | (4,662,923) | (4,740,715) | (4,818,507) | (4,896,298) | (4,974,090) | (5,051,881) | (5,129,673) |
| 118% | (6,366,366) | (4,489,779) | (4,569,337) | (4,648,896) | (4,728,454) | (4,808,012) | (4,887,571) | (4,967,129) |
| 120% | (6,366,366) | (4,316,635) | (4,397,960) | (4,479,285) | (4,560,610) | (4,641,935) | (4,723,260) | (4,804,585) |

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Scheme Typology: **Medium Value** No Units: **60**
 Site Typology: Location / Value Zone: **Medium Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| Balance (RLV - BLV £ per acre (n)) | (6,366,366) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| 5,000 | (6,015,514) | (6,062,888) | (6,110,263) | (6,157,638) | (6,205,012) | (6,252,387) | (6,299,761) | |
| 10,000 | (5,982,948) | (6,014,040) | (6,045,132) | (6,076,224) | (6,107,316) | (6,138,408) | (6,169,500) | |
| 15,000 | (5,950,383) | (5,965,192) | (5,980,001) | (5,994,811) | (6,009,620) | (6,024,429) | (6,039,238) | |
| 20,000 | (5,917,818) | (5,916,344) | (5,914,871) | (5,913,397) | (5,911,923) | (5,910,450) | (5,908,976) | |
| 25,000 | (5,885,252) | (5,867,496) | (5,849,740) | (5,831,983) | (5,814,227) | (5,796,471) | (5,778,715) | |
| 30,000 | (5,852,687) | (5,818,648) | (5,784,609) | (5,750,570) | (5,716,531) | (5,682,492) | (5,648,453) | |
| 35,000 | (5,820,121) | (5,769,800) | (5,719,478) | (5,669,156) | (5,618,835) | (5,568,513) | (5,518,191) | |
| 40,000 | (5,787,556) | (5,720,952) | (5,654,347) | (5,587,743) | (5,521,139) | (5,454,534) | (5,387,930) | |
| 45,000 | (5,754,990) | (5,672,103) | (5,589,216) | (5,506,329) | (5,423,442) | (5,340,555) | (5,257,668) | |
| 50,000 | (5,722,425) | (5,623,255) | (5,524,086) | (5,424,916) | (5,325,746) | (5,226,576) | (5,127,406) | |
| 55,000 | (5,689,860) | (5,574,407) | (5,458,955) | (5,343,502) | (5,228,050) | (5,112,597) | (4,997,145) | |

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

240403_BCC BTR & Co-Living_Appraisal_v0.6

Appraisal Ref: **BTR3** (see Typologies Matrix)
 Scheme Typology: **Higher Value** No Units: **60**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - COMMERCIAL USES | | | | | | |
|---------------------------------|--------------------------------|------------------|---------------------|--|--|---------------|
| Units - | # Com. Units | AH % | % mix | # Units | # Mkt Resi Units | # AH Units |
| BTR 1 Bed units | | | 45% | 17.55 | 18 | |
| BTR 2 Bed units | | | 55% | 21.45 | 21 | |
| BTR 1 Bed units - Disc Mkt Rent | | 35% | 45% | 9.45 | | 9 |
| BTR 2 Bed units - Disc Mkt Rent | | | 55% | 11.55 | | 12 |
| | 0 | | | | | |
| | 0 | | | 60 | 39 | 21 |
| | | | | | | |
| 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 Mkt Rent | 50 | 538 | 85.0% | 59 | 633 | |
| BTR 2 Bed units - Disc Mkt Rent | 70 | 753 | 85.0% | 82 | 886 | |
| 0 | 0 | 0 | 0.0% | | | |
| 0 | 0 | 0 | 0.0% | | | |
| 0 | | | | | | |
| 0 | | | | | | |
| | | | | | | |
| Total Floor areas - | NIA (sqm) | NIA (sqft) | | GIA (sqm) | GIA (sqft) | |
| BTR 1 Bed units | 878 | 9,445 | | 1,032 | 11,112 | |
| BTR 2 Bed units | 1,502 | 16,162 | | 1,766 | 19,014 | |
| BTR 1 Bed units - Disc Mkt Rent | 473 | 5,086 | | 556 | 5,983 | |
| BTR 2 Bed units - Disc Mkt Rent | 809 | 8,703 | | 951 | 10,238 | |
| 0 | 0 | 0 | | 0 | 0 | |
| 0 | 0 | 0 | | 0 | 0 | |
| 0 | | | | | | |
| 0 | | | | | | |
| | 3,660 | 39,396 | | 4,306 | 46,348 | |
| Commercial Values - | Rent* (£ pcm) | Unit Rent (£ pa) | Rent* (£psf) | Man. Cost % | T Incentive* | Cap Yield (%) |
| BTR 1 Bed units | 975 | 11,700 | | 25% | 0 | 5.00% |
| BTR 2 Bed units | 1,450 | 17,400 | | 25% | 0 | 5.00% |
| BTR 1 Bed units - Disc Mkt Rent | 780 | 9,360 | | 25% | 0 | 5.00% |
| BTR 2 Bed units - Disc Mkt Rent | 1,160 | 13,920 | | 25% | 0 | 5.00% |
| 0 | | - | 0.00 | 0% | 0 | 0.00% |
| 0 | | - | 0.00 | 0% | 0 | 0.00% |
| 0 | | | | | | |
| 0 | | | | | | |
| | | | * as applicable | | *Total Incentive including Rent Free & Void allowance (months) | |

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Scheme Typology: **Higher Value** No Units: **60**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | | |
|----------------------------------|--------------|----------------|-----------|--------------|--------------------|-------------------|
| Commercial GDV - | rental basis | Gross Rent £PA | less Man. | Net Rent £PA | @ | capitalisation £ |
| BTR 1 Bed units | unit | 205,335 | 25% | 154,001 | 5.00% | 3,080,025 |
| BTR 2 Bed units | unit | 373,230 | 25% | 279,923 | 5.00% | 5,598,450 |
| BTR 1 Bed units - Disc Mrkt Rent | unit | 88,452 | 25% | 66,339 | 5.00% | 1,326,780 |
| BTR 2 Bed units - Disc Mrkt Rent | unit | 160,776 | 25% | 120,582 | 5.00% | 2,411,640 |
| 0 | £ psf | - | 0% | - | 0.00% | - |
| 0 | £ psf | - | 0% | - | 0.00% | - |
| 0 | | | 0% | | | |
| 0 | | | | | | |
| | | | | 620,845 | | 12,416,895 |
| Commercial GDV - | | | | less RF/Void | Purchasers Costs % | PC £ |
| BTR 1 Bed units | | | | - | 3,080,025 | 6.80% |
| BTR 2 Bed units | | | | - | 5,598,450 | 6.80% |
| BTR 1 Bed units - Disc Mrkt Rent | | | | - | 1,326,780 | 6.80% |
| BTR 2 Bed units - Disc Mrkt Rent | | | | - | 2,411,640 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| | | | | | | |
| Sub-total GDV Commercial | | | | | | 11,626,306 |
| Grant Funding | | | 21 | AH units @ | | 0 per unit |
| Total GDV | | | | | | 11,626,306 |

| DEVELOPMENT COSTS | | | | | | |
|---|----------------|-------------------|-------|---------------------|--------------------------|---------------------------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees | | | | | | 24,239 £ (24,239) |
| Planning Application Professional Fees, Surveys and reports | | | | | 3.0 x | (73,000) |
| CIL (excl. Aff. Housing - discounted market rent) | | 2,799 sqm (gross) | | 90.31 £ psm | | (252,762) |
| | | | | 2.17% % of GDV | | 4,213 £ per unit (total units) |
| Site Specific S106 Contributions | 60 units @ | | | 4,300 | | (258,000) |
| | | | | 2.22% % of GDV | | 59.92 £ psm (GIA) |
| Construction Costs - | | | | | | |
| Site Clearance and Demolition | | 0.40 ha @ | | 123,550 | £ per ha (if brownfield) | (49,420) |
| BTR 1 Bed units | | 1,032 sqm @ | | 1,638 | psm | (1,690,994) |
| BTR 2 Bed units | | 1,766 sqm @ | | 1,638 | psm | (2,893,479) |
| BTR 1 Bed units - Disc Mrkt Rent | | 556 sqm @ | | 1,638 | psm | (910,535) |
| BTR 2 Bed units - Disc Mrkt Rent | | 951 sqm @ | | 1,638 | psm | (1,558,027) |
| 0 | | - sqm @ | | 0 | psm | - |
| 0 | | - sqm @ | | 0 | psm | - |
| 0 | | - sqm @ | | 0 | psm | - |
| 0 | | - sqm @ | | 0 | psm | - |
| 0 | | 4,306 - sqm @ | | 0 | psm | - |
| External works | | 7,053,035 @ | | 15.0% | | (1,057,955) |
| | | | | | | 17,633 £ per unit (total units) |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | 60 units @ | | 287 | £ per unit | (17,220) |
| M4(2) Category 2 Housing | Aff units | 21 units @ | 90% @ | 521 | £ per dwelling | (9,847) |
| M4(2) Category 2 Housing | OM units | 39 units @ | 90% @ | 521 | £ per dwelling | (18,287) |
| M4(3) Category 3 Housing | Aff units | 21 units @ | 10% @ | 10,111 | £ per dwelling | (21,233) |
| M4(3) Category 3 Housing | OMS units | 39 units @ | 10% @ | 10,111 | £ per dwelling | (39,433) |
| Net Zero Cost | | 60 units @ | | 10,000 | £ per unit | (600,000) |
| Urban Greening | No. of storeys | 4.0 equals | | 1,076 | sqm footprint | 100 £ sqm (107,647) |
| | | - sqm | | | | 0 £ psm - |
| EV Charging Points - Houses | | units @ | | | | 1,000 £ per unit - |
| EV Charging Points - Flats | | 60 units @ | | 4 flats per charger | | 2,500 £ per 4 units (37,500) |
| | | units @ | | | | 0 £ per unit - |
| | | | | | | (851,167) |
| | | | | | | 14,186 £ per unit (total units) |
| Contingency (on construction) | | 9,011,578 @ | | 5.0% | | (450,579) |

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Scheme Typology: **Higher Value** No Units: **60**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|-------------------|--------------|-------|---------------|---------------------|
| Professional Fees | | 9,011,578 @ | | 6.5% | (585,753) |
| Disposal Costs - | | | | | |
| Letting Agents Costs | (inc. in leakage) | 620,845 | ERV @ | 0.00% | - |
| Letting Legal Costs | (inc. in leakage) | 620,845 | ERV @ | 0.00% | - |
| Investment Sale Agents Costs | | 11,626,306 | GDV @ | 1.00% | (116,263) |
| Investment Sale Legal Costs | | 11,626,306 | GDV @ | 0.50% | (58,132) |
| Marketing and Promotion | | 11,626,306 | GDV @ | 0.15% | (17,439) |
| Interest (on Development Costs) - | | 8.00% | APR | 0.643% pcm | (790,419) |
| Developers Profit - | | | | | |
| Profit on Cost (commercial scheme) | | 11,638,163 | | 15.00% | (1,745,725) |
| TOTAL COSTS | | | | | (13,383,888) |

| | | | | | |
|-----------------------------|---------------------|------------------------------|--------------------------------|--------------|--------------------|
| RESIDUAL LAND VALUE | | | | | |
| Residual Land Value (gross) | | | | | (1,757,582) |
| SDLT | | - @ | | HMRC formula | - |
| Acquisition Agent fees | | - @ | | 1.00% | - |
| Acquisition Legal fees | | - @ | | 0.50% | - |
| Interest on Land | | - @ | | 8.00% | - |
| Residual Land Value | | | | | (1,757,582) |
| RLV analysis: | (29,293) £ per plot | (4,393,954) £ per ha (net) | (1,778,209) £ per acre (net) | | |
| | | (4,393,954) £ per ha (gross) | (1,778,209) £ per acre (gross) | | |
| | | | -15.12% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|----------------------|----------------------------|---------------------------------------|-----------------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Plot Ratio / Density | | 150.00 | (GIA-Site Area / Dph, as appropriate) | | |
| Site Area | 0.00 < alt formula > | 0.40 ha (net) | | 0.99 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 0.40 ha (gross) | | 0.99 acres (gross) | |
| Density analysis: | | 10,765 sqm/ha (net) | | 46,892 sqft/ac (net) | |
| | | 150 dph (gross) | | | |
| Benchmark Land Value (net) | 30,146 £ per plot | 4,521,930 £ per ha (net) | | 1,830,000 £ per acre (net) | 1,808,772 |
| BLV analysis: | | 4,521,930 £ per ha (gross) | | 1,830,000 £ per acre (gross) | |

| | | | | | |
|-------------------|--|-----------------------------------|--|-------------------------------------|--------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | (8,915,884) £ per ha (net) | | (3,608,209) £ per acre (net) | (3,566,354) |

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Scheme Typology: **Higher Value** No Units: **60**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| 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 35% | | | | | | | | |
| Balance (RLV - BLV £ per acre (n)) | (3,608,209) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 0.00 | (2,666,987) | (2,791,059) | (2,915,131) | (3,039,203) | (3,163,275) | (3,287,347) | (3,411,419) |
| | 10.00 | (2,716,181) | (2,837,520) | (2,958,859) | (3,080,198) | (3,201,537) | (3,322,876) | (3,444,215) |
| CIL £ psm | 20.00 | (2,765,375) | (2,883,981) | (3,002,587) | (3,121,193) | (3,239,799) | (3,358,405) | (3,477,011) |
| 90.31 | 30.00 | (2,814,569) | (2,930,442) | (3,046,315) | (3,162,188) | (3,278,061) | (3,393,934) | (3,509,807) |
| | 40.00 | (2,863,763) | (2,976,903) | (3,090,043) | (3,203,183) | (3,316,323) | (3,429,463) | (3,542,602) |
| | 50.00 | (2,912,957) | (3,023,364) | (3,133,771) | (3,244,178) | (3,354,585) | (3,464,992) | (3,575,398) |
| | 60.00 | (2,962,151) | (3,069,825) | (3,177,499) | (3,285,173) | (3,392,847) | (3,500,521) | (3,608,194) |
| | 70.00 | (3,011,345) | (3,116,286) | (3,221,227) | (3,326,168) | (3,431,109) | (3,536,050) | (3,640,990) |
| | 80.00 | (3,060,539) | (3,162,747) | (3,264,955) | (3,367,163) | (3,469,371) | (3,571,579) | (3,673,786) |
| | 90.00 | (3,109,733) | (3,209,208) | (3,308,683) | (3,408,158) | (3,507,633) | (3,607,107) | (3,706,582) |
| | 100.00 | (3,158,927) | (3,255,669) | (3,352,411) | (3,449,153) | (3,545,895) | (3,642,636) | (3,739,378) |
| | 110.00 | (3,208,121) | (3,302,130) | (3,396,139) | (3,490,148) | (3,584,157) | (3,678,165) | (3,772,174) |
| | 120.00 | (3,257,315) | (3,348,591) | (3,439,867) | (3,531,143) | (3,622,419) | (3,713,694) | (3,804,970) |
| | 130.00 | (3,306,509) | (3,395,052) | (3,483,595) | (3,572,138) | (3,660,681) | (3,749,223) | (3,837,766) |
| | 140.00 | (3,355,703) | (3,441,513) | (3,527,323) | (3,613,133) | (3,698,942) | (3,784,752) | (3,870,562) |
| | 150.00 | (3,404,897) | (3,487,974) | (3,571,051) | (3,654,128) | (3,737,204) | (3,820,281) | (3,903,358) |
| | 160.00 | (3,454,091) | (3,534,435) | (3,614,779) | (3,695,123) | (3,775,466) | (3,855,810) | (3,936,154) |
| | 170.00 | (3,503,285) | (3,580,896) | (3,658,507) | (3,736,118) | (3,813,728) | (3,891,339) | (3,968,950) |
| | 180.00 | (3,552,479) | (3,627,357) | (3,702,235) | (3,777,112) | (3,851,990) | (3,926,868) | (4,001,746) |
| | 190.00 | (3,601,673) | (3,673,818) | (3,745,963) | (3,818,107) | (3,890,252) | (3,962,397) | (4,034,542) |
| | 200.00 | (3,650,867) | (3,720,279) | (3,789,691) | (3,859,102) | (3,928,514) | (3,997,926) | (4,067,338) |
| | 210.00 | (3,700,061) | (3,766,740) | (3,833,418) | (3,900,097) | (3,966,776) | (4,033,455) | (4,100,134) |
| | 220.00 | (3,749,255) | (3,813,201) | (3,877,146) | (3,941,092) | (4,005,038) | (4,068,984) | (4,132,930) |
| | 230.00 | (3,798,449) | (3,859,662) | (3,920,874) | (3,982,087) | (4,043,300) | (4,104,513) | (4,165,726) |
| | 240.00 | (3,847,643) | (3,906,122) | (3,964,602) | (4,023,082) | (4,081,562) | (4,140,042) | (4,198,522) |
| | 250.00 | (3,896,837) | (3,952,583) | (4,008,330) | (4,064,077) | (4,119,824) | (4,175,571) | (4,231,318) |
| TABLE 2 | | | | | | | | |
| Affordable Housing - % on site 35% | | | | | | | | |
| Balance (RLV - BLV £ per acre (n)) | (3,608,209) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 1,000 | (2,845,976) | (2,945,367) | (3,044,757) | (3,144,147) | (3,243,537) | (3,342,927) | (3,442,317) |
| | 2,000 | (2,926,365) | (3,025,755) | (3,125,145) | (3,224,535) | (3,323,925) | (3,423,316) | (3,522,706) |
| Site Specific S106 | 3,000 | (3,006,753) | (3,106,143) | (3,205,533) | (3,304,924) | (3,404,314) | (3,503,704) | (3,603,094) |
| 4,300 | 4,000 | (3,087,142) | (3,186,532) | (3,285,922) | (3,385,312) | (3,484,702) | (3,584,092) | (3,683,483) |
| | 5,000 | (3,167,530) | (3,266,920) | (3,366,310) | (3,465,700) | (3,565,091) | (3,664,481) | (3,763,871) |
| | 6,000 | (3,247,918) | (3,347,308) | (3,446,699) | (3,546,089) | (3,645,479) | (3,744,869) | (3,844,259) |
| | 7,000 | (3,328,307) | (3,427,697) | (3,527,087) | (3,626,477) | (3,725,867) | (3,825,258) | (3,924,648) |
| | 8,000 | (3,408,695) | (3,508,085) | (3,607,475) | (3,706,866) | (3,806,256) | (3,905,646) | (4,005,036) |
| | 9,000 | (3,489,083) | (3,588,474) | (3,687,864) | (3,787,254) | (3,886,644) | (3,986,034) | (4,085,424) |
| | 10,000 | (3,569,472) | (3,668,862) | (3,768,252) | (3,867,642) | (3,967,032) | (4,066,423) | (4,165,813) |
| | 11,000 | (3,649,860) | (3,749,250) | (3,848,640) | (3,948,031) | (4,047,421) | (4,146,811) | (4,246,201) |
| | 12,000 | (3,730,248) | (3,829,639) | (3,929,029) | (4,028,419) | (4,127,809) | (4,227,199) | (4,326,590) |
| | 13,000 | (3,810,637) | (3,910,027) | (4,009,417) | (4,108,807) | (4,208,198) | (4,307,588) | (4,406,978) |
| | 14,000 | (3,891,025) | (3,990,415) | (4,089,806) | (4,189,196) | (4,288,586) | (4,387,976) | (4,487,366) |
| | 15,000 | (3,971,414) | (4,070,804) | (4,170,194) | (4,269,584) | (4,368,974) | (4,468,364) | (4,567,755) |
| TABLE 3 | | | | | | | | |
| Affordable Housing - % on site 35% | | | | | | | | |
| Balance (RLV - BLV £ per acre (n)) | (3,608,209) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 15.0% | (3,111,258) | (3,210,648) | (3,310,038) | (3,409,429) | (3,508,819) | (3,608,209) | (3,707,599) |
| | 16.0% | (3,230,183) | (3,329,338) | (3,428,493) | (3,527,647) | (3,626,802) | (3,725,956) | (3,825,111) |
| Profit | 17.0% | (3,349,109) | (3,448,028) | (3,546,947) | (3,645,866) | (3,744,785) | (3,843,704) | (3,942,623) |
| 15.0% | 18.0% | (3,468,034) | (3,566,718) | (3,665,401) | (3,764,085) | (3,862,768) | (3,961,451) | (4,060,135) |
| | 19.0% | (3,586,960) | (3,685,407) | (3,783,855) | (3,882,303) | (3,980,751) | (4,079,199) | (4,177,647) |
| | 20.0% | (3,705,885) | (3,804,097) | (3,902,310) | (4,000,522) | (4,098,734) | (4,196,946) | (4,295,159) |

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Scheme Typology: Higher Value No Units: 60
 Site Typology: Location / Value Zone: Higher Value Greenfield/Brownfield: Brownfield
 Notes:

| TABLE 4 | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | (3,608,209) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 1,500,000 | (2,781,258) | (2,880,648) | (2,980,038) | (3,079,429) | (3,178,819) | (3,278,209) | (3,377,599) | |
| | 1,600,000 | (2,881,258) | (2,980,648) | (3,080,038) | (3,179,429) | (3,278,819) | (3,378,209) | (3,477,599) | |
| | 1,700,000 | (2,981,258) | (3,080,648) | (3,180,038) | (3,279,429) | (3,378,819) | (3,478,209) | (3,577,599) | |
| | 1,800,000 | (3,081,258) | (3,180,648) | (3,280,038) | (3,379,429) | (3,478,819) | (3,578,209) | (3,677,599) | |
| | 1,900,000 | (3,181,258) | (3,280,648) | (3,380,038) | (3,479,429) | (3,578,819) | (3,678,209) | (3,777,599) | |
| | 2,000,000 | (3,281,258) | (3,380,648) | (3,480,038) | (3,579,429) | (3,678,819) | (3,778,209) | (3,877,599) | |
| | 2,100,000 | (3,381,258) | (3,480,648) | (3,580,038) | (3,679,429) | (3,778,819) | (3,878,209) | (3,977,599) | |
| | 2,200,000 | (3,481,258) | (3,580,648) | (3,680,038) | (3,779,429) | (3,878,819) | (3,978,209) | (4,077,599) | |
| | 2,300,000 | (3,581,258) | (3,680,648) | (3,780,038) | (3,879,429) | (3,978,819) | (4,078,209) | (4,177,599) | |
| | 2,400,000 | (3,681,258) | (3,780,648) | (3,880,038) | (3,979,429) | (4,078,819) | (4,178,209) | (4,277,599) | |
| | 2,500,000 | (3,781,258) | (3,880,648) | (3,980,038) | (4,079,429) | (4,178,819) | (4,278,209) | (4,377,599) | |
| | 2,600,000 | (3,881,258) | (3,980,648) | (4,080,038) | (4,179,429) | (4,278,819) | (4,378,209) | (4,477,599) | |
| | 2,700,000 | (3,981,258) | (4,080,648) | (4,180,038) | (4,279,429) | (4,378,819) | (4,478,209) | (4,577,599) | |
| | 2,800,000 | (4,081,258) | (4,180,648) | (4,280,038) | (4,379,429) | (4,478,819) | (4,578,209) | (4,677,599) | |
| | 2,900,000 | (4,181,258) | (4,280,648) | (4,380,038) | (4,479,429) | (4,578,819) | (4,678,209) | (4,777,599) | |
| | 3,000,000 | (4,281,258) | (4,380,648) | (4,480,038) | (4,579,429) | (4,678,819) | (4,778,209) | (4,877,599) | |
| | BLV (£ per acre) | | | | | | | | |
| | 1,830,000 | (3,608,209) | (3,707,599) | (3,807,038) | (3,906,429) | (4,005,819) | (4,105,209) | (4,204,599) | |

| TABLE 5 | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | (3,608,209) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | - | (2,278,196) | (2,377,586) | (2,476,976) | (2,576,366) | (2,675,757) | (2,775,147) | (2,874,537) | |
| | Net Zero | 2,000 | (2,444,808) | (2,544,198) | (2,643,589) | (2,742,979) | (2,842,369) | (2,941,759) | (3,041,149) |
| | (£ per unit) | 4,000 | (2,611,421) | (2,710,811) | (2,810,201) | (2,909,591) | (3,008,981) | (3,108,372) | (3,207,762) |
| | 10,000 | 6,000 | (2,778,033) | (2,877,423) | (2,976,814) | (3,076,204) | (3,175,594) | (3,274,984) | (3,374,374) |
| | | 8,000 | (2,944,646) | (3,044,036) | (3,143,426) | (3,242,816) | (3,342,206) | (3,441,596) | (3,540,987) |
| | | 10,000 | (3,111,258) | (3,210,648) | (3,310,038) | (3,409,429) | (3,508,819) | (3,608,209) | (3,707,599) |
| | | 12,000 | (3,277,870) | (3,377,261) | (3,476,651) | (3,576,041) | (3,675,431) | (3,774,821) | (3,874,211) |
| | | 14,000 | (3,444,483) | (3,543,873) | (3,643,263) | (3,742,653) | (3,842,044) | (3,941,434) | (4,040,824) |
| | | 16,000 | (3,611,095) | (3,710,485) | (3,809,875) | (3,909,266) | (4,008,656) | (4,108,046) | (4,207,436) |
| | | 18,000 | (3,777,708) | (3,877,098) | (3,976,488) | (4,075,878) | (4,175,268) | (4,274,659) | (4,374,049) |
| | | 20,000 | (3,944,320) | (4,043,710) | (4,143,101) | (4,242,491) | (4,341,881) | (4,441,271) | (4,540,661) |
| | | 22,000 | (4,110,933) | (4,210,323) | (4,309,713) | (4,409,103) | (4,508,493) | (4,607,883) | (4,707,274) |
| | | 24,000 | (4,277,545) | (4,376,935) | (4,476,325) | (4,575,716) | (4,675,106) | (4,774,496) | (4,873,886) |
| | | 26,000 | (4,444,157) | (4,543,548) | (4,642,938) | (4,742,328) | (4,841,718) | (4,941,108) | (5,040,498) |
| | | 28,000 | (4,610,770) | (4,710,160) | (4,809,550) | (4,908,940) | (5,008,331) | (5,107,721) | (5,207,111) |
| | | 30,000 | (4,777,382) | (4,876,772) | (4,976,163) | (5,075,553) | (5,174,943) | (5,274,333) | (5,373,723) |

| TABLE 6 | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | (3,608,209) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 70% | (26,252) | (111,231) | (196,210) | (281,188) | (366,167) | (451,145) | (536,124) | |
| | 75% | (507,686) | (592,664) | (677,643) | (762,622) | (847,600) | (932,579) | (1,017,557) | |
| | 80% | (989,119) | (1,074,098) | (1,159,076) | (1,244,055) | (1,329,033) | (1,414,012) | (1,498,991) | |
| | 85% | (1,470,552) | (1,555,531) | (1,640,510) | (1,725,488) | (1,810,467) | (1,918,969) | (2,018,359) | |
| | 90% | (1,985,098) | (2,084,488) | (2,183,879) | (2,283,269) | (2,382,659) | (2,482,049) | (2,581,439) | |
| | 95% | (2,548,178) | (2,647,568) | (2,746,958) | (2,846,349) | (2,945,739) | (3,045,129) | (3,144,519) | |
| | 100% | (3,111,258) | (3,210,648) | (3,310,038) | (3,409,429) | (3,508,819) | (3,608,209) | (3,707,599) | |
| | 105% | (3,674,338) | (3,773,728) | (3,873,118) | (3,972,508) | (4,071,899) | (4,171,289) | (4,270,679) | |
| | 110% | (4,237,418) | (4,336,808) | (4,436,198) | (4,535,588) | (4,634,979) | (4,734,369) | (4,833,759) | |
| | 115% | (4,800,498) | (4,899,888) | (4,999,278) | (5,098,668) | (5,198,058) | (5,297,449) | (5,396,839) | |
| | 120% | (5,363,578) | (5,462,968) | (5,562,358) | (5,661,748) | (5,761,138) | (5,860,529) | (5,959,919) | |
| | 125% | (5,926,658) | (6,026,048) | (6,125,438) | (6,224,828) | (6,324,218) | (6,423,609) | (6,523,000) | |

| TABLE 7 | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | (3,608,209) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 80% | (5,543,067) | (5,617,643) | (5,692,219) | (5,766,794) | (5,841,370) | (5,915,946) | (5,990,522) | |
| | 82% | (5,299,886) | (5,376,943) | (5,454,000) | (5,531,058) | (5,608,115) | (5,685,172) | (5,762,229) | |
| | 84% | (5,056,705) | (5,136,244) | (5,215,782) | (5,295,321) | (5,374,860) | (5,454,399) | (5,533,937) | |
| | 86% | (4,813,524) | (4,895,544) | (4,977,564) | (5,059,585) | (5,141,605) | (5,223,625) | (5,305,645) | |
| | 88% | (4,570,343) | (4,654,845) | (4,739,346) | (4,823,848) | (4,908,350) | (4,992,851) | (5,077,353) | |
| | 90% | (4,327,162) | (4,414,145) | (4,501,128) | (4,588,111) | (4,675,094) | (4,762,077) | (4,849,060) | |
| | 92% | (4,083,982) | (4,173,446) | (4,262,910) | (4,352,375) | (4,441,839) | (4,531,304) | (4,620,768) | |
| | 94% | (3,840,801) | (3,932,747) | (4,024,692) | (4,116,638) | (4,208,584) | (4,300,530) | (4,392,476) | |
| | 96% | (3,597,620) | (3,692,047) | (3,786,474) | (3,880,902) | (3,975,329) | (4,069,756) | (4,164,184) | |
| | 98% | (3,354,439) | (3,451,348) | (3,548,256) | (3,645,165) | (3,742,074) | (3,838,983) | (3,935,891) | |
| | 100% | (3,111,258) | (3,210,648) | (3,310,038) | (3,409,429) | (3,508,819) | (3,608,209) | (3,707,599) | |
| | 102% | (2,868,077) | (2,969,949) | (3,071,820) | (3,173,692) | (3,275,564) | (3,377,435) | (3,479,307) | |
| | 104% | (2,624,896) | (2,729,249) | (2,833,602) | (2,937,955) | (3,042,308) | (3,146,661) | (3,251,015) | |
| | 106% | (2,381,715) | (2,488,550) | (2,595,384) | (2,702,219) | (2,809,053) | (2,915,888) | (3,022,722) | |
| | 108% | (2,138,534) | (2,247,850) | (2,357,166) | (2,466,482) | (2,575,798) | (2,685,114) | (2,794,430) | |
| | 110% | (1,895,354) | (2,007,151) | (2,118,948) | (2,230,746) | (2,342,543) | (2,454,340) | (2,566,138) | |
| | 112% | (1,667,334) | (1,785,043) | (1,898,750) | (1,995,059) | (2,109,288) | (2,223,517) | (2,337,745) | |
| | 114% | (1,459,415) | (1,589,245) | (1,659,075) | (1,758,905) | (1,876,033) | (1,992,793) | (2,109,553) | |
| | 116% | (1,251,495) | (1,353,447) | (1,455,398) | (1,557,350) | (1,659,302) | (1,761,253) | (1,863,204) | |
| | 118% | (1,043,575) | (1,147,649) | (1,251,722) | (1,355,795) | (1,459,868) | (1,563,942) | (1,668,015) | |
| | 120% | (835,656) | (941,851) | (1,048,046) | (1,154,240) | (1,260,435) | (1,366,630) | (1,472,825) | |

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Scheme Typology: **Higher Value** No Units: **60**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| Balance (RLV - BLV £ per acre (n)) | (3,608,209) | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 5,000 | | (3,078,693) | (3,161,800) | (3,244,908) | (3,328,015) | (3,411,122) | (3,494,230) | (3,577,337) |
| 10,000 | | (3,046,127) | (3,112,952) | (3,179,777) | (3,246,601) | (3,313,426) | (3,380,251) | (3,447,076) |
| 15,000 | | (3,013,562) | (3,064,104) | (3,114,646) | (3,165,188) | (3,215,730) | (3,266,272) | (3,316,814) |
| 20,000 | | (2,980,996) | (3,015,256) | (3,049,515) | (3,083,774) | (3,118,034) | (3,152,293) | (3,186,552) |
| 25,000 | | (2,948,431) | (2,966,408) | (2,984,384) | (3,002,361) | (3,020,338) | (3,038,314) | (3,056,291) |
| 30,000 | | (2,915,866) | (2,917,559) | (2,919,253) | (2,920,947) | (2,922,641) | (2,924,335) | (2,926,029) |
| 35,000 | | (2,883,300) | (2,868,711) | (2,854,123) | (2,839,534) | (2,824,945) | (2,810,356) | (2,795,767) |
| 40,000 | | (2,850,735) | (2,819,863) | (2,788,992) | (2,758,120) | (2,727,249) | (2,696,377) | (2,665,506) |
| 45,000 | | (2,818,169) | (2,771,015) | (2,723,861) | (2,676,707) | (2,629,553) | (2,582,398) | (2,535,244) |
| 50,000 | | (2,785,604) | (2,722,167) | (2,658,730) | (2,595,293) | (2,531,856) | (2,468,419) | (2,404,983) |
| 55,000 | | (2,753,038) | (2,673,319) | (2,593,599) | (2,513,880) | (2,434,160) | (2,354,440) | (2,274,721) |

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

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Appraisal Ref:
 Scheme Typology:
 Site Typology:
 Notes:

BTR4
Core Zone
 Location / Value Zone: **Core**

No Units: **60**
 Greenfield/Brownfield: **Brownfield**

(see Typologies Matrix)

ASSUMPTIONS - COMMERCIAL USES

| Units - | # Com. Units | AH % | % mix | # Units | # Mkt Resi Units | # AH Units |
|---------------------------------|--------------|------|-------|---------|------------------|------------|
| BTR 1 Bed units | | | 45% | 17.55 | 18 | |
| BTR 2 Bed units | | | 55% | 21.45 | 21 | |
| BTR 1 Bed units - Disc Mkt Rent | | 35% | 45% | 9.45 | | 9 |
| BTR 2 Bed units - Disc Mkt Rent | | | 55% | 11.55 | | 12 |
| | 0 | | | | | |
| | 0 | | | 60 | 39 | 21 |

| 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 Mkt Rent | 50 | 538 | 85.0% | 59 | 633 |
| BTR 2 Bed units - Disc Mkt Rent | 70 | 753 | 85.0% | 82 | 886 |
| 0 | 0 | 0 | 0.0% | | |
| 0 | 0 | 0 | 0.0% | | |
| 0 | | | | | |
| 0 | | | | | |

| Total Floor areas - | NIA (sqm) | NIA (sqft) | GIA (sqm) | GIA (sqft) |
|---------------------------------|-----------|------------|-----------|------------|
| BTR 1 Bed units | 878 | 9,445 | 1,032 | 11,112 |
| BTR 2 Bed units | 1,502 | 16,162 | 1,766 | 19,014 |
| BTR 1 Bed units - Disc Mkt Rent | 473 | 5,086 | 556 | 5,983 |
| BTR 2 Bed units - Disc Mkt Rent | 809 | 8,703 | 951 | 10,238 |
| 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 |
| 0 | | | | |
| 0 | | | | |
| | 3,660 | 39,396 | 4,306 | 46,348 |

| Commercial Values - | Rent* (£ pcm) | Unit Rent (£ pa) | Rent* (£psf) | Man. Cost % | T Incentive* | Cap Yield (%) |
|---------------------------------|---------------|------------------|--------------|-------------|--------------|---------------|
| BTR 1 Bed units | 1,250 | 15,000 | | 25% | 0 | 4.50% |
| BTR 2 Bed units | 1,750 | 21,000 | | 25% | 0 | 4.50% |
| BTR 1 Bed units - Disc Mkt Rent | 1,000 | 12,000 | | 25% | 0 | 4.50% |
| BTR 2 Bed units - Disc Mkt Rent | 1,400 | 16,800 | | 25% | 0 | 4.50% |
| 0 | | - | 0.00 | 0% | 0 | 0.00% |
| 0 | | - | 0.00 | 0% | 0 | 0.00% |
| 0 | | | | | | |
| 0 | | | | | | |

* as applicable *Total Incentive including Rent Free & Void allowance (months)

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Scheme Typology: **Core Zone** No Units: **60**
 Site Typology: Location / Value Zone: **Core** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | | | | |
|----------------------------------|--------------|----------------|--------------|--------------|--------------------|------------------|-----------|-------------------|
| Commercial GDV - | | | | | | | | |
| BTR 1 Bed units | rental basis | Gross Rent £PA | less Man. | Net Rent £PA | @ | capitalisation £ | | |
| BTR 1 Bed units | unit | 263,250 | 25% | 197,438 | 4.50% | 4,387,500 | | |
| BTR 2 Bed units | unit | 450,450 | 25% | 337,838 | 4.50% | 7,507,500 | | |
| BTR 1 Bed units - Disc Mrkt Rent | unit | 113,400 | 25% | 85,050 | 4.50% | 1,890,000 | | |
| BTR 2 Bed units - Disc Mrkt Rent | unit | 194,040 | 25% | 145,530 | 4.50% | 3,234,000 | | |
| 0 | £ psf | - | 0% | - | 0.00% | | | |
| 0 | £ psf | - | 0% | - | 0.00% | | | |
| 0 | | | | | | | | |
| 0 | | | | | | | | |
| | | | | 765,855 | | 17,019,000 | | |
| Commercial GDV - | | | | | | | | |
| BTR 1 Bed units | | | less RF/Void | | Purchasers Costs % | PC £ | £ | |
| BTR 1 Bed units | | | | - | 4,387,500 | 6.80% | (279,354) | 4,108,146 |
| BTR 2 Bed units | | | | - | 7,507,500 | 6.80% | (478,006) | 7,029,494 |
| BTR 1 Bed units - Disc Mrkt Rent | | | | - | 1,890,000 | 6.80% | (120,337) | 1,769,663 |
| BTR 2 Bed units - Disc Mrkt Rent | | | | - | 3,234,000 | 6.80% | (205,910) | 3,028,090 |
| 0 | | | | - | 0 | 6.80% | - | - |
| 0 | | | | - | 0 | 6.80% | - | - |
| 0 | | | | - | 0 | 6.80% | - | - |
| 0 | | | | - | 0 | 6.80% | - | - |
| | | | | | | | | |
| Sub-total GDV Commercial | | | | | | | | 15,935,393 |
| Grant Funding | | | 21 | AH units @ | | 0 | per unit | - |
| Total GDV | | | | | | | | 15,935,393 |

| DEVELOPMENT COSTS | | | | | | | | |
|---|----------------|-----------|-------------|---------|--------------------------|--------|--------------------------|------------------|
| Initial Payments - | | | | | | | | |
| Statutory Planning Fees | | | | | | 24,239 | £ | (24,239) |
| Planning Application Professional Fees, Surveys and reports | | | | | | 3.0 | x | (73,000) |
| CIL (excl. Aff. Housing - discounted market rent) | | 2,799 | sqm (gross) | 90.31 | £ psm | | | (252,762) |
| | | | | 1.59% | % of GDV | 4,213 | £ per unit (total units) | |
| Site Specific S106 Contributions | 60 | units @ | | 4,300 | | | | (258,000) |
| | | | | 1.62% | % of GDV | 59.92 | £ psm (GIA) | |
| Construction Costs - | | | | | | | | |
| Site Clearance and Demolition | | 0.15 | ha @ | 123,550 | £ per ha (if brownfield) | | | (18,533) |
| BTR 1 Bed units | | 1,032 | sqm @ | 1,638 | psm | | | (1,690,994) |
| BTR 2 Bed units | | 1,766 | sqm @ | 1,638 | psm | | | (2,893,479) |
| BTR 1 Bed units - Disc Mrkt Rent | | 556 | sqm @ | 1,638 | psm | | | (910,535) |
| BTR 2 Bed units - Disc Mrkt Rent | | 951 | sqm @ | 1,638 | psm | | | (1,558,027) |
| 0 | | - | sqm @ | 0 | psm | | | - |
| 0 | | - | sqm @ | 0 | psm | | | - |
| 0 | | - | sqm @ | 0 | psm | | | - |
| 0 | | 4,306 | - | sqm @ | 0 | psm | | - |
| External works | | 7,053,035 | @ | 15.0% | | | | (1,057,955) |
| | | | | | | 17,633 | £ per unit (total units) | |
| Policy Costs on design - | | | | | | | | |
| Net Biodiversity costs | | 60 | units @ | 287 | £ per unit | | | (17,220) |
| M4(2) Category 2 Housing | Aff units | 21 | units @ | 90% | @ | 521 | £ per dwelling | (9,847) |
| M4(2) Category 2 Housing | OM units | 39 | units @ | 90% | @ | 521 | £ per dwelling | (18,287) |
| M4(3) Category 3 Housing | Aff units | 21 | units @ | 10% | @ | 10,111 | £ per dwelling | (21,233) |
| M4(3) Category 3 Housing | OMS units | 39 | units @ | 10% | @ | 10,111 | £ per dwelling | (39,433) |
| Net Zero Cost | | 60 | units @ | 10,000 | £ per unit | | | (600,000) |
| Urban Greening | No. of storeys | 4.0 | equals | 1,076 | sqm footprint | 100 | £ sqm | (107,647) |
| | | - | sqm | | | 0 | £ psm | - |
| EV Charging Points - Houses | | | units @ | | | 1,000 | £ per unit | - |
| EV Charging Points - Flats | | 60 | units @ | 4 | flats per charger | 2,500 | £ per 4 units | (37,500) |
| | | | units @ | | | 0 | £ per unit | - |
| Sub-total | | | | | | | | (851,167) |
| | | | | | | 14,186 | £ per unit (total units) | |
| Contingency (on construction) | | 8,980,690 | @ | 5.0% | | | | (449,035) |

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Scheme Typology: **Core Zone** No Units: **60**
 Site Typology: Location / Value Zone: **Core** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|-------------------|--------------|-------|---------------|---------------------|
| Professional Fees | | 8,980,690 @ | | 6.5% | (583,745) |
| Disposal Costs - | | | | | |
| Letting Agents Costs | (inc. in leakage) | 765,855 | ERV @ | 0.00% | - |
| Letting Legal Costs | (inc. in leakage) | 765,855 | ERV @ | 0.00% | - |
| Investment Sale Agents Costs | | 15,935,393 | GDV @ | 1.00% | (159,354) |
| Investment Sale Legal Costs | | 15,935,393 | GDV @ | 0.50% | (79,677) |
| Marketing and Promotion | | 15,935,393 | GDV @ | 0.15% | (23,903) |
| Interest (on Development Costs) - | | 8.00% | APR | 0.643% pcm | (1,023,244) |
| Developers Profit - | | | | | |
| Profit on Cost (commercial scheme) | | 11,907,648 | | 10.00% | (1,190,765) |
| TOTAL COSTS | | | | | (13,098,413) |

| | | | | | |
|-----------------------------|--------------------------|------------------------------------|--|-------------------------------------|------------------|
| RESIDUAL LAND VALUE | | | | | |
| Residual Land Value (gross) | | | | | 2,836,980 |
| SDLT | | 2,836,980 @ | | HMRC formula | (131,349) |
| Acquisition Agent fees | | 2,836,980 @ | | 1.00% | (28,370) |
| Acquisition Legal fees | | 2,836,980 @ | | 0.50% | (14,185) |
| Interest on Land | | 2,836,980 @ | | 8.00% | (226,958) |
| Residual Land Value | | | | | 2,436,118 |
| RLV analysis: | 40,602 £ per plot | 16,240,788 £ per ha (net) | | 6,572,557 £ per acre (net) | |
| | | 16,240,788 £ per ha (gross) | | 6,572,557 £ per acre (gross) | |
| | | | | 15.29% % RLV / GDV | |

| | | | | | |
|-----------------------------------|----------------------|-----------------------------------|---------------------------------------|-------------------------------------|----------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Plot Ratio / Density | | 400.00 | (GIA-Site Area / Dph, as appropriate) | | |
| Site Area | 0.00 < alt formula > | 0.15 ha (net) | | 0.37 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 0.15 ha (gross) | | 0.37 acres (gross) | |
| Density analysis: | | 28,706 sqm/ha (net) | | 125,046 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) | 926,625 |
| BLV analysis: | | 6,177,500 £ per ha (gross) | | 2,500,000 £ per acre (gross) | |

| | | | | |
|-------------------|--|----------------------------------|-----------------------------------|------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | 10,063,288 £ per ha (net) | 4,072,557 £ per acre (net) | 1,509,493 |

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Scheme Typology:
Site Typology:
Notes:

Core Zone
Location / Value Zone: **Core**

No Units: **60**
Greenfield/Brownfield: **Brownfield**

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.

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| CIL £ psm 90.31 | 4,072,557 | 0.00 | 6,726,436 | 6,338,392 | 5,950,349 | 5,562,305 | 5,174,261 | 4,786,217 | 4,398,174 |
| | 10.00 | 6,617,019 | 6,235,054 | 5,853,089 | 5,471,124 | 5,089,159 | 4,707,194 | 4,325,229 | |
| | 20.00 | 6,507,602 | 6,131,716 | 5,755,829 | 5,379,943 | 5,004,057 | 4,628,170 | 4,252,284 | |
| | 30.00 | 6,398,185 | 6,028,377 | 5,658,570 | 5,288,762 | 4,918,955 | 4,549,147 | 4,179,339 | |
| | 40.00 | 6,288,768 | 5,925,039 | 5,561,310 | 5,197,581 | 4,833,852 | 4,470,124 | 4,106,395 | |
| | 50.00 | 6,179,351 | 5,821,701 | 5,464,051 | 5,106,400 | 4,748,750 | 4,391,100 | 4,033,450 | |
| | 60.00 | 6,069,934 | 5,718,362 | 5,366,791 | 5,015,220 | 4,663,648 | 4,312,077 | 3,960,505 | |
| | 70.00 | 5,960,517 | 5,615,024 | 5,269,531 | 4,924,039 | 4,578,546 | 4,233,053 | 3,887,561 | |
| | 80.00 | 5,851,100 | 5,511,686 | 5,172,272 | 4,832,858 | 4,493,444 | 4,154,030 | 3,814,616 | |
| | 90.00 | 5,741,683 | 5,408,347 | 5,075,012 | 4,741,677 | 4,408,342 | 4,075,006 | 3,741,671 | |
| | 100.00 | 5,632,266 | 5,305,009 | 4,977,753 | 4,650,496 | 4,323,240 | 3,995,983 | 3,668,727 | |
| | 110.00 | 5,522,849 | 5,201,671 | 4,880,493 | 4,559,315 | 4,238,137 | 3,916,960 | 3,595,782 | |
| | 120.00 | 5,413,431 | 5,098,332 | 4,783,233 | 4,468,134 | 4,153,035 | 3,837,936 | 3,522,837 | |
| | 130.00 | 5,304,014 | 4,994,994 | 4,685,974 | 4,376,953 | 4,067,933 | 3,758,913 | 3,449,892 | |
| | 140.00 | 5,194,597 | 4,891,656 | 4,588,714 | 4,285,773 | 3,982,831 | 3,679,889 | 3,376,948 | |
| | 150.00 | 5,085,180 | 4,788,317 | 4,491,455 | 4,194,592 | 3,897,729 | 3,600,866 | 3,304,003 | |
| | 160.00 | 4,975,763 | 4,684,979 | 4,394,195 | 4,103,411 | 3,812,627 | 3,521,842 | 3,231,058 | |
| | 170.00 | 4,866,346 | 4,581,641 | 4,296,935 | 4,012,230 | 3,727,524 | 3,442,819 | 3,158,114 | |
| | 180.00 | 4,756,929 | 4,478,302 | 4,199,676 | 3,921,049 | 3,642,422 | 3,363,796 | 3,085,169 | |
| | 190.00 | 4,647,512 | 4,374,964 | 4,102,416 | 3,829,868 | 3,557,320 | 3,284,772 | 3,012,224 | |
| 200.00 | 4,538,095 | 4,271,626 | 4,005,157 | 3,738,687 | 3,472,218 | 3,205,749 | 2,939,280 | | |
| 210.00 | 4,428,678 | 4,168,287 | 3,907,897 | 3,647,506 | 3,387,116 | 3,126,725 | 2,866,335 | | |
| 220.00 | 4,319,261 | 4,064,949 | 3,810,637 | 3,556,326 | 3,302,014 | 3,047,702 | 2,793,390 | | |
| 230.00 | 4,209,844 | 3,961,611 | 3,713,378 | 3,465,145 | 3,216,912 | 2,968,678 | 2,720,445 | | |
| 240.00 | 4,100,427 | 3,858,272 | 3,616,118 | 3,373,964 | 3,131,809 | 2,889,655 | 2,647,501 | | |
| 250.00 | 3,991,010 | 3,754,934 | 3,518,859 | 3,282,783 | 3,046,707 | 2,810,632 | 2,574,556 | | |

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Site Specific S106 4,300 | 4,072,557 | 1,000 | 6,339,532 | 6,006,385 | 5,673,238 | 5,340,092 | 5,006,945 | 4,673,798 | 4,340,651 |
| | 2,000 | 6,157,338 | 5,824,191 | 5,491,044 | 5,157,897 | 4,824,750 | 4,491,604 | 4,158,457 | |
| | 3,000 | 5,975,143 | 5,641,997 | 5,308,850 | 4,975,703 | 4,642,556 | 4,309,409 | 3,976,263 | |
| | 4,000 | 5,792,949 | 5,459,802 | 5,126,655 | 4,793,509 | 4,460,362 | 4,127,215 | 3,794,068 | |
| | 5,000 | 5,610,755 | 5,277,608 | 4,944,461 | 4,611,314 | 4,278,168 | 3,945,021 | 3,611,874 | |
| | 6,000 | 5,428,560 | 5,095,414 | 4,762,267 | 4,429,120 | 4,095,973 | 3,762,826 | 3,429,680 | |
| | 7,000 | 5,246,366 | 4,913,219 | 4,580,073 | 4,246,926 | 3,913,779 | 3,580,632 | 3,247,485 | |
| | 8,000 | 5,064,172 | 4,731,025 | 4,397,878 | 4,064,731 | 3,731,585 | 3,398,438 | 3,065,291 | |
| | 9,000 | 4,881,977 | 4,548,831 | 4,215,684 | 3,882,537 | 3,549,390 | 3,216,243 | 2,883,097 | |
| | 10,000 | 4,699,783 | 4,366,636 | 4,033,490 | 3,700,343 | 3,367,196 | 3,034,049 | 2,700,902 | |
| | 11,000 | 4,517,589 | 4,184,442 | 3,851,295 | 3,518,148 | 3,185,002 | 2,851,855 | 2,518,708 | |
| | 12,000 | 4,335,395 | 4,002,248 | 3,669,101 | 3,335,954 | 3,002,807 | 2,669,661 | 2,336,514 | |
| | 13,000 | 4,153,200 | 3,820,053 | 3,486,907 | 3,153,760 | 2,820,613 | 2,487,466 | 2,154,319 | |
| | 14,000 | 3,971,006 | 3,637,859 | 3,304,712 | 2,971,566 | 2,638,419 | 2,305,272 | 1,972,125 | |
| | 15,000 | 3,788,812 | 3,455,665 | 3,122,518 | 2,789,371 | 2,456,224 | 2,123,078 | 1,789,931 | |

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% | |
| Profit 10.0% | 4,072,557 | 8.0% | 6,293,299 | 5,959,023 | 5,624,746 | 5,290,470 | 4,956,194 | 4,621,918 | 4,287,642 |
| | 10.0% | 5,738,291 | 5,405,144 | 5,071,997 | 4,738,850 | 4,405,704 | 4,072,557 | 3,739,410 | |
| | 12.0% | 5,183,283 | 4,851,265 | 4,519,248 | 4,187,230 | 3,855,213 | 3,523,195 | 3,191,178 | |
| | 14.0% | 4,628,275 | 4,297,387 | 3,966,499 | 3,635,610 | 3,304,722 | 2,973,834 | 2,642,946 | |
| | 16.0% | 4,073,267 | 3,743,508 | 3,413,749 | 3,083,990 | 2,754,232 | 2,424,473 | 2,094,714 | |
| | 18.0% | 3,518,259 | 3,189,629 | 2,861,000 | 2,532,370 | 2,203,741 | 1,875,111 | 1,546,482 | |

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Scheme Typology:
Site Typology:
Notes:

Core Zone
Location / Value Zone: Core
No Units: 60
Greenfield/Brownfield: Brownfield

| TABLE 4 | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | 4,072,557 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 1,500,000 | | 6,738,291 | 6,405,144 | 6,071,997 | 5,738,850 | 5,405,704 | 5,072,557 | 4,739,410 |
| 1,600,000 | | 6,638,291 | 6,305,144 | 5,971,997 | 5,638,850 | 5,305,704 | 4,972,557 | 4,639,410 |
| 1,700,000 | | 6,538,291 | 6,205,144 | 5,871,997 | 5,538,850 | 5,205,704 | 4,872,557 | 4,539,410 |
| 1,800,000 | | 6,438,291 | 6,105,144 | 5,771,997 | 5,438,850 | 5,105,704 | 4,772,557 | 4,439,410 |
| 1,900,000 | | 6,338,291 | 6,005,144 | 5,671,997 | 5,338,850 | 5,005,704 | 4,672,557 | 4,339,410 |
| 2,000,000 | | 6,238,291 | 5,905,144 | 5,571,997 | 5,238,850 | 4,905,704 | 4,572,557 | 4,239,410 |
| 2,100,000 | | 6,138,291 | 5,805,144 | 5,471,997 | 5,138,850 | 4,805,704 | 4,472,557 | 4,139,410 |
| 2,200,000 | | 6,038,291 | 5,705,144 | 5,371,997 | 5,038,850 | 4,705,704 | 4,372,557 | 4,039,410 |
| 2,300,000 | | 5,938,291 | 5,605,144 | 5,271,997 | 4,938,850 | 4,605,704 | 4,272,557 | 3,939,410 |
| 2,400,000 | | 5,838,291 | 5,505,144 | 5,171,997 | 4,838,850 | 4,505,704 | 4,172,557 | 3,839,410 |
| 2,500,000 | | 5,738,291 | 5,405,144 | 5,071,997 | 4,738,850 | 4,405,704 | 4,072,557 | 3,739,410 |
| 2,600,000 | | 5,638,291 | 5,305,144 | 4,971,997 | 4,638,850 | 4,305,704 | 3,972,557 | 3,639,410 |
| 2,700,000 | | 5,538,291 | 5,205,144 | 4,871,997 | 4,538,850 | 4,205,704 | 3,872,557 | 3,539,410 |
| 2,800,000 | | 5,438,291 | 5,105,144 | 4,771,997 | 4,438,850 | 4,105,704 | 3,772,557 | 3,439,410 |
| 2,900,000 | | 5,338,291 | 5,005,144 | 4,671,997 | 4,338,850 | 4,005,704 | 3,672,557 | 3,339,410 |
| 3,000,000 | | 5,238,291 | 4,905,144 | 4,571,997 | 4,238,850 | 3,905,704 | 3,572,557 | 3,239,410 |

| TABLE 5 | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | 4,072,557 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| - | | 7,591,185 | 7,258,038 | 6,924,891 | 6,591,744 | 6,258,597 | 5,925,451 | 5,592,304 |
| 2,000 | | 7,220,606 | 6,887,459 | 6,554,312 | 6,221,165 | 5,888,019 | 5,554,872 | 5,221,725 |
| 4,000 | | 6,850,027 | 6,516,880 | 6,183,733 | 5,850,587 | 5,517,440 | 5,184,293 | 4,851,146 |
| 6,000 | | 6,479,448 | 6,146,301 | 5,813,155 | 5,480,008 | 5,146,861 | 4,813,714 | 4,480,567 |
| 8,000 | | 6,108,869 | 5,775,723 | 5,442,576 | 5,109,429 | 4,776,282 | 4,443,136 | 4,109,989 |
| 10,000 | | 5,738,291 | 5,405,144 | 5,071,997 | 4,738,850 | 4,405,704 | 4,072,557 | 3,739,410 |
| 12,000 | | 5,367,712 | 5,034,565 | 4,701,418 | 4,368,272 | 4,035,125 | 3,701,978 | 3,368,831 |
| 14,000 | | 4,997,133 | 4,663,986 | 4,330,840 | 3,997,693 | 3,664,546 | 3,331,399 | 2,998,252 |
| 16,000 | | 4,626,554 | 4,293,408 | 3,960,261 | 3,627,114 | 3,293,967 | 2,960,820 | 2,627,674 |
| 18,000 | | 4,255,976 | 3,922,829 | 3,589,682 | 3,256,535 | 2,923,388 | 2,590,242 | 2,257,095 |
| 20,000 | | 3,885,397 | 3,552,250 | 3,219,103 | 2,885,957 | 2,552,810 | 2,219,663 | 1,886,516 |
| 22,000 | | 3,514,818 | 3,181,671 | 2,848,525 | 2,515,378 | 2,182,231 | 1,849,084 | 1,515,937 |
| 24,000 | | 3,144,239 | 2,811,093 | 2,477,946 | 2,144,799 | 1,811,652 | 1,478,505 | 1,145,359 |
| 26,000 | | 2,773,661 | 2,440,514 | 2,107,367 | 1,774,220 | 1,441,073 | 1,107,927 | 774,780 |
| 28,000 | | 2,403,082 | 2,069,935 | 1,736,788 | 1,403,641 | 1,070,495 | 737,348 | 404,201 |
| 30,000 | | 2,032,503 | 1,699,356 | 1,366,210 | 1,033,063 | 699,916 | 366,769 | 33,622 |

| TABLE 6 | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | 4,072,557 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 70% | | 13,252,693 | 12,919,546 | 12,586,399 | 12,253,252 | 11,920,106 | 11,586,959 | 11,253,812 |
| 75% | | 12,000,293 | 11,667,146 | 11,333,999 | 11,000,852 | 10,667,705 | 10,334,559 | 10,001,412 |
| 80% | | 10,747,892 | 10,414,745 | 10,081,599 | 9,748,452 | 9,415,305 | 9,082,158 | 8,749,011 |
| 85% | | 9,495,492 | 9,162,345 | 8,829,198 | 8,496,051 | 8,162,905 | 7,829,758 | 7,496,611 |
| 90% | | 8,243,091 | 7,909,944 | 7,576,798 | 7,243,651 | 6,910,504 | 6,577,357 | 6,244,211 |
| 95% | | 6,990,691 | 6,657,544 | 6,324,397 | 5,991,251 | 5,658,104 | 5,324,957 | 4,991,810 |
| 100% | | 5,738,291 | 5,405,144 | 5,071,997 | 4,738,850 | 4,405,704 | 4,072,557 | 3,739,410 |
| 105% | | 4,485,890 | 4,152,744 | 3,819,597 | 3,486,450 | 3,153,303 | 2,820,156 | 2,487,010 |
| 110% | | 3,233,490 | 2,900,343 | 2,567,196 | 2,234,050 | 1,900,903 | 1,567,756 | 1,234,609 |
| 115% | | 1,981,090 | 1,647,943 | 1,314,796 | 981,649 | 648,502 | 315,356 | (17,791) |
| 120% | | 728,689 | 395,543 | 62,396 | (270,751) | (603,898) | (937,045) | (1,270,191) |
| 125% | | (523,711) | (856,858) | (1,190,005) | (1,523,151) | (1,856,298) | (2,189,445) | (2,559,556) |

| TABLE 7 | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | 4,072,557 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| 80% | | (1,867,367) | (2,122,905) | (2,378,443) | (2,689,836) | (2,988,711) | (3,287,586) | (3,586,461) |
| 82% | | (1,106,801) | (1,370,100) | (1,633,399) | (1,896,698) | (2,159,997) | (2,423,296) | (2,751,372) |
| 84% | | (346,235) | (617,295) | (888,355) | (1,159,415) | (1,430,475) | (1,701,534) | (1,972,594) |
| 86% | | 414,330 | 135,510 | (143,311) | (422,132) | (700,952) | (979,773) | (1,258,594) |
| 88% | | 1,174,896 | 888,315 | 601,733 | 315,151 | 28,570 | (258,012) | (544,593) |
| 90% | | 1,935,462 | 1,641,119 | 1,346,777 | 1,052,435 | 758,092 | 463,750 | 169,407 |
| 92% | | 2,696,028 | 2,393,924 | 2,091,821 | 1,789,718 | 1,487,614 | 1,185,511 | 883,408 |
| 94% | | 3,456,593 | 3,146,729 | 2,836,865 | 2,527,001 | 2,217,137 | 1,907,273 | 1,597,408 |
| 96% | | 4,217,159 | 3,899,534 | 3,581,909 | 3,264,284 | 2,946,659 | 2,629,034 | 2,311,409 |
| 98% | | 4,977,725 | 4,652,339 | 4,326,953 | 4,001,567 | 3,676,181 | 3,350,795 | 3,025,409 |
| 100% | | 5,738,291 | 5,405,144 | 5,071,997 | 4,738,850 | 4,405,704 | 4,072,557 | 3,739,410 |
| 102% | | 6,498,857 | 6,157,949 | 5,817,041 | 5,476,133 | 5,135,226 | 4,794,318 | 4,453,410 |
| 104% | | 7,259,422 | 6,910,754 | 6,562,085 | 6,213,417 | 5,864,748 | 5,516,080 | 5,167,411 |
| 106% | | 8,019,988 | 7,663,559 | 7,307,129 | 6,950,700 | 6,594,270 | 6,237,841 | 5,881,412 |
| 108% | | 8,780,554 | 8,416,364 | 8,052,173 | 7,687,983 | 7,323,793 | 6,959,602 | 6,595,412 |
| 110% | | 9,541,120 | 9,169,168 | 8,797,217 | 8,425,266 | 8,053,315 | 7,681,364 | 7,309,413 |
| 112% | | 10,301,685 | 9,921,973 | 9,542,261 | 9,162,549 | 8,782,837 | 8,403,125 | 8,023,413 |
| 114% | | 11,062,251 | 10,674,778 | 10,287,305 | 9,899,832 | 9,512,359 | 9,124,887 | 8,737,414 |
| 116% | | 11,822,817 | 11,427,583 | 11,032,349 | 10,637,116 | 10,241,882 | 9,846,648 | 9,451,414 |
| 118% | | 12,583,383 | 12,180,388 | 11,777,393 | 11,374,399 | 10,971,404 | 10,568,409 | 10,165,415 |
| 120% | | 13,343,949 | 12,933,193 | 12,522,437 | 12,111,682 | 11,700,926 | 11,290,171 | 10,879,415 |

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Scheme Typology: **Core Zone** No Units: **60**
 Site Typology: Location / Value Zone: **Core** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | 4,072,557 | | | | | | | |
| | 5,000 | 5,813,929 | 5,518,601 | 5,223,273 | 4,927,945 | 4,632,617 | 4,337,290 | 4,041,962 |
| | 10,000 | 5,889,567 | 5,632,058 | 5,374,549 | 5,117,040 | 4,859,531 | 4,602,022 | 4,344,514 |
| Grant (£ per unit) | 15,000 | 5,965,205 | 5,745,515 | 5,525,825 | 5,306,135 | 5,086,445 | 4,866,755 | 4,647,065 |
| | 20,000 | 6,040,843 | 5,858,972 | 5,677,101 | 5,495,230 | 5,313,359 | 5,131,488 | 4,949,617 |
| | 25,000 | 6,116,480 | 5,972,429 | 5,828,377 | 5,684,325 | 5,540,273 | 5,396,221 | 5,252,169 |
| | 30,000 | 6,192,118 | 6,085,885 | 5,979,653 | 5,873,420 | 5,767,187 | 5,660,954 | 5,554,721 |
| | 35,000 | 6,267,756 | 6,199,342 | 6,130,928 | 6,062,514 | 5,994,101 | 5,925,687 | 5,857,273 |
| | 40,000 | 6,343,394 | 6,312,799 | 6,282,204 | 6,251,609 | 6,221,014 | 6,190,419 | 6,159,824 |
| | 45,000 | 6,419,032 | 6,426,256 | 6,433,480 | 6,440,704 | 6,447,928 | 6,455,152 | 6,462,376 |
| | 50,000 | 6,494,670 | 6,539,713 | 6,584,756 | 6,629,799 | 6,674,842 | 6,719,885 | 6,764,928 |
| | 55,000 | 6,570,308 | 6,653,170 | 6,736,032 | 6,818,894 | 6,901,756 | 6,984,618 | 7,067,480 |

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:
 Scheme Typology:
 Site Typology:
 Notes:

BTR5
Core Zone

Location / Value Zone: **Core**

No Units: **150**

Greenfield/Brownfield: **Brownfield**

(see Typologies Matrix)

ASSUMPTIONS - COMMERCIAL USES

| Units - | # Com. Units | AH % | % mix | # Units | # Mkt Resi Units | # AH Units |
|---------------------------------|-------------------|------------------|-----------------|----------------------|--|---------------|
| BTR 1 Bed units | | | 45% | 43.875 | 44 | |
| BTR 2 Bed units | | | 55% | 53.625 | 54 | |
| BTR 1 Bed units - Disc Mkt Rent | | 35% | 45% | 23.625 | | 24 |
| BTR 2 Bed units - Disc Mkt Rent | | | 55% | 28.875 | | 29 |
| | 0 | | | | | |
| | 0 | | | 150 | 98 | 53 |
| | | | | | | |
| Unit Floor areas - | Net area per unit | | Net to Gross % | Gross (GIA) per unit | | |
| | NIA (sqm) | NIA (sqft) | % | 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 Mkt Rent | 50 | 538 | 85.0% | 59 | 633 | |
| BTR 2 Bed units - Disc Mkt Rent | 70 | 753 | 85.0% | 82 | 886 | |
| 0 | 0 | 0 | 0.0% | | | |
| 0 | 0 | 0 | 0.0% | | | |
| 0 | | | | | | |
| 0 | | | | | | |
| | | | | | | |
| Total Floor areas - | NIA (sqm) | NIA (sqft) | | GIA (sqm) | GIA (sqft) | |
| BTR 1 Bed units | 2,194 | 23,613 | | 2,581 | 27,780 | |
| BTR 2 Bed units | 3,754 | 40,405 | | 4,416 | 47,535 | |
| BTR 1 Bed units - Disc Mkt Rent | 1,181 | 12,715 | | 1,390 | 14,959 | |
| BTR 2 Bed units - Disc Mkt Rent | 2,021 | 21,757 | | 2,378 | 25,596 | |
| 0 | 0 | 0 | | 0 | 0 | |
| 0 | 0 | 0 | | 0 | 0 | |
| 0 | | | | | | |
| 0 | | | | | | |
| | 9,150 | 98,490 | | 10,765 | 115,870 | |
| | | | | | | |
| Commercial Values - | Rent* (£ pcm) | Unit Rent (£ pa) | Rent* (£psf) | Man. Cost % | T Incentive* | Cap Yield (%) |
| BTR 1 Bed units | 1,250 | 15,000 | | 25% | 0 | 4.50% |
| BTR 2 Bed units | 1,750 | 21,000 | | 25% | 0 | 4.50% |
| BTR 1 Bed units - Disc Mkt Rent | 1,000 | 12,000 | | 25% | 0 | 4.50% |
| BTR 2 Bed units - Disc Mkt Rent | 1,400 | 16,800 | | 25% | 0 | 4.50% |
| 0 | | - | 0.00 | 0% | 0 | 0.00% |
| 0 | | - | 0.00 | 0% | 0 | 0.00% |
| 0 | | | | | | |
| 0 | | | | | | |
| | | | * as applicable | | *Total Incentive including Rent Free & Void allowance (months) | |

240403_BCC BTR & Co-Living_ Appraisal_v0.6

Scheme Typology: **Core Zone** No Units: **150**
 Site Typology: Location / Value Zone: **Core** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | | |
|----------------------------------|--------------|----------------|-----------|--------------|--------------------|-------------------|
| Commercial GDV - | rental basis | Gross Rent £PA | less Man. | Net Rent £PA | @ | capitalisation £ |
| BTR 1 Bed units | unit | 658,125 | 25% | 493,594 | 4.50% | 10,968,750 |
| BTR 2 Bed units | unit | 1,126,125 | 25% | 844,594 | 4.50% | 18,768,750 |
| BTR 1 Bed units - Disc Mrkt Rent | unit | 283,500 | 25% | 212,625 | 4.50% | 4,725,000 |
| BTR 2 Bed units - Disc Mrkt Rent | unit | 485,100 | 25% | 363,825 | 4.50% | 8,085,000 |
| 0 | £ psf | - | 0% | - | 0.00% | - |
| 0 | £ psf | - | 0% | - | 0.00% | - |
| 0 | | | 0% | | | |
| 0 | | | | | | |
| | | | | 1,914,638 | | 42,547,500 |
| Commercial GDV - | | | | less RF/Void | Purchasers Costs % | PC £ |
| BTR 1 Bed units | | | | - | 10,968,750 | 6.80% |
| BTR 2 Bed units | | | | - | 18,768,750 | 6.80% |
| BTR 1 Bed units - Disc Mrkt Rent | | | | - | 4,725,000 | 6.80% |
| BTR 2 Bed units - Disc Mrkt Rent | | | | - | 8,085,000 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| | | | | | | |
| Sub-total GDV Commercial | | | | | | 39,838,483 |
| Grant Funding | | | 53 | AH units @ | 0 | per unit |
| | | | | | | - |
| Total GDV | | | | | | 39,838,483 |

| DEVELOPMENT COSTS | | | | | | |
|---|----------------|-------------------|----------------|----------------------|--------------------------|--|
| Initial Payments - | | | | | | |
| Statutory Planning Fees | | | | | 36,659 | £ (36,659) |
| Planning Application Professional Fees, Surveys and reports | | | | | 3.0 x | (110,000) |
| CIL (excl. Aff. Housing - discounted market rent) | | 6,997 sqm (gross) | | 90.31 | £ psm | (631,904) |
| | | | 1.59% % of GDV | 4,213 | £ per unit (total units) | |
| Site Specific S106 Contributions | 150 units @ | | | 4,300 | | (645,000) |
| | | | S106 analysis | 1.62% % of GDV | 59.92 | £ psm (GIA) |
| Construction Costs - | | | | | | |
| Site Clearance and Demolition | | 0.19 ha @ | | 123,550 | £ per ha (if brownfield) | (23,166) |
| BTR 1 Bed units | | 2,581 sqm @ | | 2,045 | psm | (5,277,904) |
| BTR 2 Bed units | | 4,416 sqm @ | | 2,045 | psm | (9,031,081) |
| BTR 1 Bed units - Disc Mrkt Rent | | 1,390 sqm @ | | 2,045 | psm | (2,841,949) |
| BTR 2 Bed units - Disc Mrkt Rent | | 2,378 sqm @ | | 2,045 | psm | (4,862,890) |
| 0 | | - sqm @ | | 0 | psm | - |
| 0 | | - sqm @ | | 0 | psm | - |
| 0 | | - sqm @ | | 0 | psm | - |
| 0 | | - sqm @ | | 0 | psm | - |
| 0 | | 10,765 - sqm @ | | 0 | psm | - |
| External works | | 22,013,824 @ | | 15.0% | | (3,302,074) |
| | | | | Ext. Works analysis: | 22,014 | £ per unit (total units) |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | 150 units @ | | 287 | £ per unit | (43,050) |
| M4(2) Category 2 Housing | Aff units | 53 units @ | 90% @ | 521 | £ per dwelling | (24,617) |
| M4(2) Category 2 Housing | OM units | 98 units @ | 90% @ | 521 | £ per dwelling | (45,718) |
| M4(3) Category 3 Housing | Aff units | 53 units @ | 10% @ | 10,111 | £ per dwelling | (53,083) |
| M4(3) Category 3 Housing | OMS units | 98 units @ | 10% @ | 10,111 | £ per dwelling | (98,582) |
| Net Zero Cost | | 150 units @ | | 10,000 | £ per unit | (1,500,000) |
| Urban Greening | No. of storeys | 7.0 equals | | 1,538 | sqm footprint | 100 |
| | - sqm | | | | £ sqm | (153,782) |
| | | | | | 0 | £ psm |
| EV Charging Points - Houses | | units @ | | 1,000 | £ per unit | - |
| EV Charging Points - Flats | | 150 units @ | | 4 | flats per charger | 2,500 |
| | | | | | £ per 4 units | (93,750) |
| | | | | | 0 | £ per unit |
| | | | | | | (2,012,582) |
| | | | | | | Policy Costs analysis: (design costs only) |
| | | | | | | 13,417 |
| | | | | | | £ per unit (total units) |
| Contingency (on construction) | | 27,351,644 @ | | 5.0% | | (1,367,582) |

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Scheme Typology: **Core Zone** No Units: **150**
 Site Typology: Location / Value Zone: **Core** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|-------------------|--------------|-------|---------------|---------------------|
| Professional Fees | | 27,351,644 | @ | 6.5% | (1,777,857) |
| Disposal Costs - | | | | | |
| Letting Agents Costs | (inc. in leakage) | 1,914,638 | ERV @ | 0.00% | - |
| Letting Legal Costs | (inc. in leakage) | 1,914,638 | ERV @ | 0.00% | - |
| Investment Sale Agents Costs | | 39,838,483 | GDV @ | 1.00% | (398,385) |
| Investment Sale Legal Costs | | 39,838,483 | GDV @ | 0.50% | (199,192) |
| Marketing and Promotion | | 39,838,483 | GDV @ | 0.15% | (59,758) |
| Interest (on Development Costs) - | | 8.00% | APR | 0.643% pcm | (2,375,403) |
| Developers Profit - | | | | | |
| Profit on Cost (commercial scheme) | | 34,953,384 | | 10.00% | (3,495,338) |
| TOTAL COSTS | | | | | (38,448,723) |

| | | | | | |
|-----------------------------|-------------------------|-----------------------------------|---|-------------------------------------|------------------|
| RESIDUAL LAND VALUE | | | | | |
| Residual Land Value (gross) | | | | | 1,389,760 |
| SDLT | | 1,389,760 | @ | HMRC formula | (58,988) |
| Acquisition Agent fees | | 1,389,760 | @ | 1.00% | (13,898) |
| Acquisition Legal fees | | 1,389,760 | @ | 0.50% | (6,949) |
| Interest on Land | | 1,389,760 | @ | 8.00% | (111,181) |
| Residual Land Value | | | | | 1,198,745 |
| RLV analysis: | 7,992 £ per plot | 6,393,307 £ per ha (net) | | 2,587,336 £ per acre (net) | |
| | | 6,393,307 £ per ha (gross) | | 2,587,336 £ per acre (gross) | |
| | | | | 3.01% % RLV / GDV | |

| | | | | | |
|-----------------------------------|----------------------|------------------|---------------------------------------|------------------|---------------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Plot Ratio / Density | | 800.00 | (GIA-Site Area / Dph, as appropriate) | | |
| Site Area | 0.00 < alt formula > | 0.19 | ha (net) | 0.46 | acres (net) |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 0.19 | ha (gross) | 0.46 | acres (gross) |
| Density analysis: | | 57,412 | sqm/ha (net) | 250,091 | sqft/ac (net) |
| | | 800 | dph (gross) | | |
| Benchmark Land Value (net) | 7,722 £ per plot | 6,177,500 | £ per ha (net) | 2,500,000 | £ per acre (net) |
| BLV analysis: | | 6,177,500 | £ per ha (gross) | 2,500,000 | £ per acre (gross) |

| | | | | | |
|-------------------|--|----------------|----------------|---------------|------------------|
| BALANCE | | | | | |
| Surplus/(Deficit) | | 215,807 | £ per ha (net) | 87,336 | £ per acre (net) |
| | | | | | 40,464 |

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Scheme Typology:

Core Zone

No Units: 150

Site Typology:

Location / Value Zone: Core

Greenfield/Brownfield: Brownfield

Notes:

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 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-------------|-------------|-------------|-------------|-------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | 87,336 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.31 | 0.00 | 5,368,015 | 4,591,904 | 3,815,792 | 3,039,681 | 2,263,569 | 1,487,458 | 711,346 | |
| | 10.00 | 5,153,351 | 4,389,165 | 3,624,980 | 2,860,794 | 2,096,608 | 1,332,423 | 568,237 | |
| | 20.00 | 4,938,687 | 4,186,427 | 3,434,167 | 2,681,907 | 1,929,647 | 1,177,388 | 425,128 | |
| | 30.00 | 4,724,023 | 3,983,689 | 3,243,355 | 2,503,021 | 1,762,687 | 1,022,352 | 282,018 | |
| | 40.00 | 4,509,359 | 3,780,951 | 3,052,543 | 2,324,134 | 1,595,726 | 867,317 | 138,909 | |
| | 50.00 | 4,294,695 | 3,578,213 | 2,861,730 | 2,145,248 | 1,428,765 | 712,282 | (4,200) | |
| | 60.00 | 4,080,031 | 3,375,475 | 2,670,918 | 1,966,361 | 1,261,804 | 557,247 | (147,310) | |
| | 70.00 | 3,865,368 | 3,172,736 | 2,480,105 | 1,787,474 | 1,094,843 | 402,212 | (290,419) | |
| | 80.00 | 3,650,704 | 2,969,998 | 2,289,293 | 1,608,588 | 927,882 | 247,177 | (433,528) | |
| | 90.00 | 3,436,040 | 2,767,260 | 2,098,481 | 1,429,701 | 760,922 | 92,142 | (576,637) | |
| | 100.00 | 3,221,376 | 2,564,522 | 1,907,668 | 1,250,815 | 593,961 | (62,893) | (719,747) | |
| | 110.00 | 3,006,712 | 2,361,784 | 1,716,856 | 1,071,928 | 427,000 | (217,928) | (862,856) | |
| | 120.00 | 2,792,048 | 2,159,046 | 1,526,043 | 893,041 | 260,039 | (372,963) | (1,005,965) | |
| | 130.00 | 2,577,384 | 1,956,308 | 1,335,231 | 714,155 | 93,078 | (527,998) | (1,149,075) | |
| | 140.00 | 2,362,720 | 1,753,569 | 1,144,419 | 535,268 | (73,883) | (683,033) | (1,292,184) | |
| | 150.00 | 2,148,056 | 1,550,831 | 953,606 | 356,381 | (240,843) | (838,068) | (1,435,293) | |
| | 160.00 | 1,933,392 | 1,348,093 | 762,794 | 177,495 | (407,804) | (993,103) | (1,578,402) | |
| 170.00 | 1,718,728 | 1,145,355 | 571,982 | (1,392) | (574,765) | (1,148,138) | (1,721,512) | | |
| 180.00 | 1,504,064 | 942,617 | 381,169 | (180,278) | (741,726) | (1,303,173) | (1,864,621) | | |
| 190.00 | 1,289,400 | 739,879 | 190,357 | (359,165) | (908,687) | (1,458,209) | (2,007,730) | | |
| 200.00 | 1,074,736 | 537,140 | (456) | (538,052) | (1,075,648) | (1,613,244) | (2,150,840) | | |
| 210.00 | 860,072 | 334,402 | (191,268) | (716,938) | (1,242,608) | (1,768,279) | (2,293,949) | | |
| 220.00 | 645,409 | 131,664 | (382,080) | (895,825) | (1,409,569) | (1,923,314) | (2,437,058) | | |
| 230.00 | 430,745 | (71,074) | (572,893) | (1,074,711) | (1,576,530) | (2,078,349) | (2,620,269) | | |
| 240.00 | 216,081 | (273,812) | (763,705) | (1,253,598) | (1,743,491) | (2,233,384) | (2,787,649) | | |
| 250.00 | 1,417 | (476,550) | (954,517) | (1,432,485) | (1,910,452) | (2,388,419) | (2,955,028) | | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | 87,336 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 1,000 | 4,608,953 | 3,940,543 | 3,272,133 | 2,603,723 | 1,935,313 | 1,266,904 | 598,494 | |
| | 2,000 | 4,251,508 | 3,583,098 | 2,914,688 | 2,246,278 | 1,577,869 | 909,459 | 241,049 | |
| | 3,000 | 3,894,063 | 3,225,653 | 2,557,244 | 1,888,834 | 1,220,424 | 552,014 | (116,396) | |
| | 4,000 | 3,536,618 | 2,868,209 | 2,199,799 | 1,531,389 | 862,979 | 194,569 | (473,840) | |
| | 5,000 | 3,179,174 | 2,510,764 | 1,842,354 | 1,173,944 | 505,535 | (162,875) | (831,285) | |
| | 6,000 | 2,821,729 | 2,153,319 | 1,484,909 | 816,500 | 148,090 | (520,320) | (1,188,730) | |
| | 7,000 | 2,464,284 | 1,795,875 | 1,127,465 | 459,055 | (209,355) | (877,765) | (1,546,174) | |
| | 8,000 | 2,106,840 | 1,438,430 | 770,020 | 101,610 | (566,800) | (1,235,209) | (1,903,619) | |
| | 9,000 | 1,749,395 | 1,080,985 | 412,575 | (255,834) | (924,244) | (1,592,654) | (2,261,064) | |
| | 10,000 | 1,391,950 | 723,540 | 55,131 | (613,279) | (1,281,689) | (1,950,099) | (2,665,113) | |
| | 11,000 | 1,034,506 | 366,096 | (302,314) | (970,724) | (1,639,134) | (2,307,543) | (3,083,177) | |
| | 12,000 | 677,061 | 8,651 | (659,759) | (1,328,169) | (1,996,578) | (2,719,475) | (3,501,241) | |
| | 13,000 | 319,616 | (348,794) | (1,017,203) | (1,685,613) | (2,354,023) | (3,137,539) | (3,919,305) | |
| | 14,000 | (37,829) | (706,238) | (1,374,648) | (2,043,058) | (2,773,837) | (3,555,603) | (4,337,369) | |
| 15,000 | (395,273) | (1,063,683) | (1,732,093) | (2,400,503) | (3,191,901) | (3,973,667) | (4,755,433) | | |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| Balance (RLV - BLV £ per acre (n)) | | 87,336 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 10.0% | 8.0% | 4,730,550 | 4,059,920 | 3,389,290 | 2,718,660 | 2,048,030 | 1,377,400 | 706,770 | |
| | 10.0% | 3,429,385 | 2,760,975 | 2,092,565 | 1,424,156 | 755,746 | 87,336 | (581,074) | |
| | 12.0% | 2,128,220 | 1,462,030 | 795,841 | 129,651 | (536,539) | (1,202,728) | (1,868,918) | |
| | 14.0% | 827,055 | 163,086 | (500,884) | (1,164,853) | (1,828,823) | (2,518,076) | (3,294,649) | |
| | 16.0% | (474,110) | (1,135,859) | (1,797,609) | (2,459,358) | (3,252,948) | (4,026,923) | (4,800,899) | |
| | 18.0% | (1,775,275) | (2,434,804) | (3,221,633) | (3,993,012) | (4,764,391) | (5,535,770) | (6,307,150) | |

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Scheme Typology: **Core Zone** No Units: **150**
 Site Typology: Location / Value Zone: **Core** Greenfield/Brownfield: **Brownfield**
 Notes:

TABLE 4

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 87,336 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 1,500,000 | | 4,429,385 | 3,760,975 | 3,092,565 | 2,424,156 | 1,755,746 | 1,087,336 | 418,926 |
| | 1,600,000 | | 4,329,385 | 3,660,975 | 2,992,565 | 2,324,156 | 1,655,746 | 987,336 | 318,926 |
| | 1,700,000 | | 4,229,385 | 3,560,975 | 2,892,565 | 2,224,156 | 1,555,746 | 887,336 | 218,926 |
| | 1,800,000 | | 4,129,385 | 3,460,975 | 2,792,565 | 2,124,156 | 1,455,746 | 787,336 | 118,926 |
| | 1,900,000 | | 4,029,385 | 3,360,975 | 2,692,565 | 2,024,156 | 1,355,746 | 687,336 | 18,926 |
| | 2,000,000 | | 3,929,385 | 3,260,975 | 2,592,565 | 1,924,156 | 1,255,746 | 587,336 | (81,074) |
| | 2,100,000 | | 3,829,385 | 3,160,975 | 2,492,565 | 1,824,156 | 1,155,746 | 487,336 | (181,074) |
| | 2,200,000 | | 3,729,385 | 3,060,975 | 2,392,565 | 1,724,156 | 1,055,746 | 387,336 | (281,074) |
| | 2,300,000 | | 3,629,385 | 2,960,975 | 2,292,565 | 1,624,156 | 955,746 | 287,336 | (381,074) |
| | 2,400,000 | | 3,529,385 | 2,860,975 | 2,192,565 | 1,524,156 | 855,746 | 187,336 | (481,074) |
| | 2,500,000 | | 3,429,385 | 2,760,975 | 2,092,565 | 1,424,156 | 755,746 | 87,336 | (581,074) |
| | 2,600,000 | | 3,329,385 | 2,660,975 | 1,992,565 | 1,324,156 | 655,746 | (12,664) | (681,074) |
| | 2,700,000 | | 3,229,385 | 2,560,975 | 1,892,565 | 1,224,156 | 555,746 | (112,664) | (781,074) |
| | 2,800,000 | | 3,129,385 | 2,460,975 | 1,792,565 | 1,124,156 | 455,746 | (212,664) | (881,074) |
| | 2,900,000 | | 3,029,385 | 2,360,975 | 1,692,565 | 1,024,156 | 355,746 | (312,664) | (981,074) |
| | 3,000,000 | | 2,929,385 | 2,260,975 | 1,592,565 | 924,156 | 255,746 | (412,664) | (1,081,074) |

TABLE 5

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|--------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 87,336 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | - | | 7,065,458 | 6,397,048 | 5,728,639 | 5,060,229 | 4,391,819 | 3,723,409 | 3,054,999 |
| | 2,000 | | 6,338,244 | 5,669,834 | 5,001,424 | 4,333,014 | 3,664,604 | 2,996,195 | 2,327,785 |
| | 4,000 | | 5,611,029 | 4,942,619 | 4,274,209 | 3,605,800 | 2,937,390 | 2,268,980 | 1,600,570 |
| | 6,000 | | 4,883,814 | 4,215,405 | 3,546,995 | 2,878,585 | 2,210,175 | 1,541,765 | 873,355 |
| | 8,000 | | 4,156,600 | 3,488,190 | 2,819,780 | 2,151,370 | 1,482,960 | 814,551 | 146,141 |
| | 10,000 | | 3,429,385 | 2,760,975 | 2,092,565 | 1,424,156 | 755,746 | 87,336 | (581,074) |
| | 12,000 | | 2,702,170 | 2,033,761 | 1,365,351 | 696,941 | 28,531 | (639,879) | (1,308,288) |
| | 14,000 | | 1,974,956 | 1,306,546 | 638,136 | (30,274) | (698,683) | (1,367,093) | (2,035,503) |
| | 16,000 | | 1,247,741 | 579,331 | (89,078) | (757,488) | (1,425,898) | (2,094,308) | (2,833,778) |
| | 18,000 | | 520,527 | (147,883) | (816,293) | (1,484,703) | (2,153,113) | (2,902,556) | (3,684,322) |
| | 20,000 | | (206,688) | (875,098) | (1,543,508) | (2,211,918) | (2,971,334) | (3,753,099) | (4,534,865) |
| | 22,000 | | (933,903) | (1,602,313) | (2,270,722) | (3,040,111) | (3,821,877) | (4,603,643) | (5,385,409) |
| | 24,000 | | (1,661,117) | (2,329,527) | (3,108,889) | (3,890,655) | (4,672,421) | (5,454,186) | (6,235,952) |
| | 26,000 | | (2,388,332) | (3,177,666) | (3,959,432) | (4,741,198) | (5,522,964) | (6,304,730) | (7,086,496) |
| | 28,000 | | (3,246,444) | (4,028,210) | (4,809,976) | (5,591,742) | (6,373,507) | (7,155,273) | (7,937,039) |
| | 30,000 | | (4,096,987) | (4,878,753) | (5,660,519) | (6,442,285) | (7,224,051) | (8,005,817) | (8,787,583) |

TABLE 6

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Balance (RLV - BLV £ per acre (n)) | | 87,336 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 70% | | 21,839,476 | 21,171,066 | 20,502,656 | 19,834,247 | 19,165,837 | 18,497,427 | 17,829,017 |
| | 75% | | 18,771,128 | 18,102,718 | 17,434,308 | 16,765,898 | 16,097,488 | 15,429,078 | 14,760,668 |
| | 80% | | 15,702,779 | 15,034,369 | 14,365,959 | 13,697,550 | 13,029,140 | 12,360,730 | 11,692,320 |
| | 85% | | 12,634,431 | 11,966,021 | 11,297,611 | 10,629,201 | 9,960,791 | 9,292,381 | 8,623,972 |
| | 90% | | 9,566,082 | 8,897,672 | 8,229,262 | 7,560,853 | 6,892,443 | 6,224,033 | 5,555,623 |
| | 95% | | 6,497,734 | 5,829,324 | 5,160,914 | 4,492,504 | 3,824,094 | 3,155,685 | 2,487,275 |
| | 100% | | 3,429,385 | 2,760,975 | 2,092,565 | 1,424,156 | 755,746 | 87,336 | (581,074) |
| | 105% | | 361,037 | (307,373) | (975,783) | (1,644,193) | (2,312,603) | (3,089,094) | (3,870,860) |
| | 110% | | (2,768,976) | (3,550,742) | (4,332,508) | (5,114,274) | (5,896,040) | (6,677,806) | (7,459,572) |
| | 115% | | (6,357,688) | (7,139,454) | (7,921,220) | (8,702,986) | (9,484,751) | (10,266,517) | (11,048,283) |
| | 120% | | (9,946,400) | (10,728,166) | (11,509,931) | (12,291,697) | (13,073,463) | (13,855,229) | (14,636,995) |
| | 125% | | (13,535,111) | (14,316,877) | (15,098,643) | (15,880,409) | (16,662,175) | (17,443,941) | (18,225,707) |

TABLE 7

| | | Affordable Housing - % on site 35% | | | | | | | |
|------------------------------------|------|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Balance (RLV - BLV £ per acre (n)) | | 87,336 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| | 80% | | (13,383,114) | (13,983,334) | (14,583,553) | (15,183,772) | (15,783,992) | (16,384,211) | (16,984,430) |
| | 82% | | (11,603,958) | (12,222,332) | (12,840,706) | (13,459,080) | (14,077,454) | (14,695,828) | (15,314,202) |
| | 84% | | (9,824,802) | (10,461,331) | (11,097,859) | (11,734,388) | (12,370,917) | (13,007,445) | (13,643,974) |
| | 86% | | (8,045,646) | (8,700,329) | (9,355,012) | (10,009,696) | (10,664,379) | (11,319,062) | (11,973,746) |
| | 88% | | (6,266,490) | (6,939,328) | (7,612,166) | (8,285,004) | (8,957,842) | (9,630,679) | (10,303,517) |
| | 90% | | (4,487,334) | (5,178,326) | (5,869,319) | (6,560,311) | (7,251,304) | (7,942,297) | (8,633,289) |
| | 92% | | (2,708,178) | (3,417,325) | (4,126,472) | (4,835,619) | (5,544,766) | (6,253,914) | (6,963,061) |
| | 94% | | (1,134,150) | (1,755,994) | (2,377,837) | (3,110,927) | (3,838,229) | (4,565,531) | (5,292,833) |
| | 96% | | 387,028 | (250,337) | (887,703) | (1,525,068) | (2,162,433) | (2,877,148) | (3,622,605) |
| | 98% | | 1,908,207 | 1,255,319 | 602,431 | (50,456) | (703,344) | (1,356,231) | (2,009,119) |
| | 100% | | 3,429,385 | 2,760,975 | 2,092,565 | 1,424,156 | 755,746 | 87,336 | (581,074) |
| | 102% | | 4,950,564 | 4,266,632 | 3,582,699 | 2,898,767 | 2,214,835 | 1,530,903 | 846,971 |
| | 104% | | 6,471,742 | 5,772,288 | 5,072,834 | 4,373,379 | 3,673,925 | 2,974,471 | 2,275,016 |
| | 106% | | 7,992,921 | 7,277,944 | 6,562,968 | 5,847,991 | 5,133,015 | 4,418,038 | 3,703,062 |
| | 108% | | 9,514,099 | 8,783,600 | 8,053,102 | 7,322,603 | 6,592,104 | 5,861,605 | 5,131,107 |
| | 110% | | 11,035,278 | 10,289,257 | 9,543,236 | 8,797,215 | 8,051,194 | 7,305,173 | 6,559,152 |
| | 112% | | 12,556,456 | 11,794,913 | 11,033,370 | 10,271,826 | 9,510,283 | 8,748,740 | 7,987,197 |
| | 114% | | 14,077,634 | 13,300,569 | 12,523,504 | 11,746,438 | 10,969,373 | 10,192,307 | 9,415,242 |
| | 116% | | 15,598,813 | 14,806,225 | 14,013,638 | 13,221,050 | 12,428,462 | 11,635,875 | 10,843,287 |
| | 118% | | 17,119,991 | 16,311,882 | 15,503,772 | 14,695,662 | 13,887,552 | 13,079,442 | 12,271,332 |
| | 120% | | 18,641,170 | 17,817,538 | 16,993,906 | 16,170,274 | 15,346,642 | 14,523,009 | 13,699,377 |

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Scheme Typology: **Core Zone** No Units: **150**
 Site Typology: Location / Value Zone: **Core** Greenfield/Brownfield: **Brownfield**
 Notes:

| | 87,336 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|--------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | 87,336 | | | | | | | |
| | 5,000 | 3,577,636 | 2,983,351 | 2,389,067 | 1,794,783 | 1,200,498 | 606,214 | 11,929 |
| | 10,000 | 3,725,887 | 3,205,728 | 2,685,569 | 2,165,410 | 1,645,251 | 1,125,092 | 604,933 |
| Grant (£ per unit) | 15,000 | 3,874,137 | 3,428,104 | 2,982,070 | 2,536,037 | 2,090,003 | 1,643,969 | 1,197,936 |
| | 20,000 | 4,022,388 | 3,650,480 | 3,278,572 | 2,906,664 | 2,534,755 | 2,162,847 | 1,790,939 |
| | 25,000 | 4,170,639 | 3,872,856 | 3,575,073 | 3,277,290 | 2,979,508 | 2,681,725 | 2,383,942 |
| | 30,000 | 4,318,890 | 4,095,232 | 3,871,575 | 3,647,917 | 3,424,260 | 3,200,603 | 2,976,945 |
| | 35,000 | 4,467,141 | 4,317,609 | 4,168,076 | 4,018,544 | 3,869,012 | 3,719,480 | 3,569,948 |
| | 40,000 | 4,615,391 | 4,539,985 | 4,464,578 | 4,389,171 | 4,313,765 | 4,238,358 | 4,162,951 |
| | 45,000 | 4,763,642 | 4,762,361 | 4,761,080 | 4,759,798 | 4,758,517 | 4,757,236 | 4,755,955 |
| | 50,000 | 4,911,893 | 4,984,737 | 5,057,581 | 5,130,425 | 5,203,269 | 5,276,114 | 5,348,958 |
| | 55,000 | 5,060,144 | 5,207,113 | 5,354,083 | 5,501,052 | 5,648,022 | 5,794,991 | 5,941,961 |

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

240403_BCC BTR & Co-Living_Appraisal_v0.6

Appraisal Ref: **BTR6** (see Typologies Matrix)
 Scheme Typology: **Core Zone**
 Site Typology: Location / Value Zone: **Core** No Units: **300**
 Notes: Greenfield/Brownfield: **Brownfield**

ASSUMPTIONS - COMMERCIAL USES

| Units - | # Com. Units | AH % | % mix | # Units | # Mkt Resi Units | # AH Units |
|---------------------------------|--------------------------------|------------------|---------------------|-----------------------------------|--|---------------|
| BTR 1 Bed units | | | 45% | 87.75 | 88 | |
| BTR 2 Bed units | | | 55% | 107.25 | 107 | |
| BTR 1 Bed units - Disc Mkt Rent | | 35% | 45% | 47.25 | | 47 |
| BTR 2 Bed units - Disc Mkt Rent | | | 55% | 57.75 | | 58 |
| | 0 | | | | | |
| | 0 | | | 300 | 195 | 105 |
| | | | | | | |
| 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 Mkt Rent | 50 | 538 | 85.0% | 59 | 633 | |
| BTR 2 Bed units - Disc Mkt Rent | 70 | 753 | 85.0% | 82 | 886 | |
| 0 | 0 | 0 | 0.0% | | | |
| 0 | 0 | 0 | 0.0% | | | |
| 0 | | | | | | |
| 0 | | | | | | |
| Total Floor areas - | NIA (sqm) | NIA (sqft) | | GIA (sqm) | GIA (sqft) | |
| BTR 1 Bed units | 4,388 | 47,227 | | 5,162 | 55,561 | |
| BTR 2 Bed units | 7,508 | 80,810 | | 8,832 | 95,071 | |
| BTR 1 Bed units - Disc Mkt Rent | 2,363 | 25,430 | | 2,779 | 29,917 | |
| BTR 2 Bed units - Disc Mkt Rent | 4,043 | 43,513 | | 4,756 | 51,192 | |
| 0 | 0 | 0 | | 0 | 0 | |
| 0 | 0 | 0 | | 0 | 0 | |
| 0 | | | | | | |
| 0 | | | | | | |
| | 18,300 | 196,980 | | 21,529 | 231,741 | |
| Commercial Values - | Rent* (£ pcm) | Unit Rent (£ pa) | Rent* (£psf) | Man. Cost % | T Incentive* | Cap Yield (%) |
| BTR 1 Bed units | 1,250 | 15,000 | | 25% | 0 | 4.50% |
| BTR 2 Bed units | 1,750 | 21,000 | | 25% | 0 | 4.50% |
| BTR 1 Bed units - Disc Mkt Rent | 1,000 | 12,000 | | 25% | 0 | 4.50% |
| BTR 2 Bed units - Disc Mkt Rent | 1,400 | 16,800 | | 25% | 0 | 4.50% |
| 0 | | - | 0.00 | 0% | 0 | 0.00% |
| 0 | | - | 0.00 | 0% | 0 | 0.00% |
| 0 | | | | | | |
| 0 | | | | | | |
| | | | * as applicable | | *Total Incentive including Rent Free & Void allowance (months) | |

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Scheme Typology: **Core Zone** No Units: **300**
 Site Typology: Location / Value Zone: **Core** Greenfield/Brownfield: **Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | | |
|----------------------------------|--------------|----------------|-----------|--------------|--------------------|-------------------|
| Commercial GDV - | rental basis | Gross Rent £PA | less Man. | Net Rent £PA | @ | capitalisation £ |
| BTR 1 Bed units | unit | 1,316,250 | 25% | 987,188 | 4.50% | 21,937,500 |
| BTR 2 Bed units | unit | 2,252,250 | 25% | 1,689,188 | 4.50% | 37,537,500 |
| BTR 1 Bed units - Disc Mrkt Rent | unit | 567,000 | 25% | 425,250 | 4.50% | 9,450,000 |
| BTR 2 Bed units - Disc Mrkt Rent | unit | 970,200 | 25% | 727,650 | 4.50% | 16,170,000 |
| 0 | £ psf | - | 0% | - | 0.00% | - |
| 0 | £ psf | - | 0% | - | 0.00% | - |
| 0 | | | 0% | | | |
| 0 | | | | | | |
| | | | | 3,829,275 | | 85,095,000 |
| Commercial GDV - | | | | less RF/Void | Purchasers Costs % | PC £ |
| BTR 1 Bed units | | | | - | 21,937,500 | 6.80% |
| BTR 2 Bed units | | | | - | 37,537,500 | 6.80% |
| BTR 1 Bed units - Disc Mrkt Rent | | | | - | 9,450,000 | 6.80% |
| BTR 2 Bed units - Disc Mrkt Rent | | | | - | 16,170,000 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| 0 | | | | - | 0 | 6.80% |
| Sub-total GDV Commercial | | | | | | 79,676,966 |
| Grant Funding | | | 105 | AH units @ | 0 | per unit |
| Total GDV | | | | | | 79,676,966 |

| DEVELOPMENT COSTS | | | | | | |
|---|----------------|------------|-------------|---------|--------------------------|--------------------------|
| Initial Payments - | | | | | | |
| Statutory Planning Fees | | | | | 57,359 | £ (57,359) |
| Planning Application Professional Fees, Surveys and reports | | | | | 3.0 x | (172,000) |
| CIL (ex. Aff. Housing - discounted market rent) | | 13,994 | sqm (gross) | 90.31 | £ psm | (1,263,809) |
| | | | | 1.59% | % of GDV | 4,213 |
| | | | | | | £ per unit (total units) |
| Site Specific S106 Contributions | 300 | units @ | | 4,300 | | (1,290,000) |
| | | | | 1.62% | % of GDV | 59.92 |
| | | | | | | £ psm (GIA) |
| Construction Costs - | | | | | | |
| Site Clearance and Demolition | | 0.35 | ha @ | 123,550 | £ per ha (if brownfield) | (43,606) |
| BTR 1 Bed units | | 5,162 | sqm @ | 2,045 | psm | (10,555,809) |
| BTR 2 Bed units | | 8,832 | sqm @ | 2,045 | psm | (18,062,162) |
| BTR 1 Bed units - Disc Mrkt Rent | | 2,779 | sqm @ | 2,045 | psm | (5,683,897) |
| BTR 2 Bed units - Disc Mrkt Rent | | 4,756 | sqm @ | 2,045 | psm | (9,725,779) |
| 0 | | - | sqm @ | 0 | psm | - |
| 0 | | - | sqm @ | 0 | psm | - |
| 0 | | - | sqm @ | 0 | psm | - |
| 0 | | - | sqm @ | 0 | psm | - |
| 0 | | 21,529 | - | sqm @ | 0 | psm |
| External works | | 44,027,647 | @ | 15.0% | | (6,604,147) |
| | | | | | | 22,014 |
| | | | | | | £ per unit (total units) |
| Policy Costs on design - | | | | | | |
| Net Biodiversity costs | | 300 | units @ | 287 | £ per unit | (86,100) |
| M4(2) Category 2 Housing | Aff units | 105 | units @ | 90% | @ | 521 |
| | | | | | | £ per dwelling |
| M4(2) Category 2 Housing | OM units | 195 | units @ | 90% | @ | 521 |
| | | | | | | £ per dwelling |
| M4(3) Category 3 Housing | Aff units | 105 | units @ | 10% | @ | 10,111 |
| | | | | | | £ per dwelling |
| M4(3) Category 3 Housing | OMS units | 195 | units @ | 10% | @ | 10,111 |
| | | | | | | £ per dwelling |
| Net Zero Cost | | 300 | units @ | 10,000 | £ per unit | (3,000,000) |
| Urban Greening | No. of storeys | 15.0 | equals | 1,435 | sqm footprint | 100 |
| | | | | | | £ sqm |
| | | | | | | 0 |
| | | | | | | £ psm |
| EV Charging Points - Houses | | | | | | 1,000 |
| | | | | | | £ per unit |
| EV Charging Points - Flats | | 300 | units @ | 4 | flats per charger | 2,500 |
| | | | | | | £ per 4 units |
| | | | | | | 0 |
| | | | | | | £ per unit |
| Sub-total | | | | | | (3,861,129) |
| | | | | | | 12,870 |
| | | | | | | £ per unit (total units) |
| Contingency (on construction) | | 54,536,529 | @ | 5.0% | | (2,726,826) |

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Scheme Typology: **Core Zone** No Units: **300**
 Site Typology: Location / Value Zone: **Core** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|--|------------------|--|---------------|---------------------|
| Professional Fees | | 54,536,529 @ | | 6.5% | (3,544,874) |
| Disposal Costs - | | | | | |
| Letting Agents Costs (inc. in leakage) | | 3,829,275 ERV @ | | 0.00% | - |
| Letting Legal Costs (inc. in leakage) | | 3,829,275 ERV @ | | 0.00% | - |
| Investment Sale Agents Costs | | 79,676,966 GDV @ | | 1.00% | (796,770) |
| Investment Sale Legal Costs | | 79,676,966 GDV @ | | 0.50% | (398,385) |
| Marketing and Promotion | | 79,676,966 GDV @ | | 0.15% | (119,515) |
| Interest (on Development Costs) - | | 8.00% APR | | 0.643% pcm | (3,243,679) |
| Developers Profit - | | | | | |
| Profit on Cost (commercial scheme) | | 68,149,747 | | 10.00% | (6,814,975) |
| TOTAL COSTS | | | | | (74,964,722) |

| | | | | | |
|-----------------------------|--------------------------|------------------------------------|--|-------------------------------------|------------------|
| RESIDUAL LAND VALUE | | | | | |
| Residual Land Value (gross) | | | | | 4,712,244 |
| SDLT | | 4,712,244 @ | | HMRC formula | (225,112) |
| Acquisition Agent fees | | 4,712,244 @ | | 1.00% | (47,122) |
| Acquisition Legal fees | | 4,712,244 @ | | 0.50% | (23,561) |
| Interest on Land | | 4,712,244 @ | | 8.00% | (376,980) |
| Residual Land Value | | | | | 4,039,469 |
| RLV analysis: | 13,465 £ per plot | 11,445,162 £ per ha (net) | | 4,631,794 £ per acre (net) | |
| | | 11,445,162 £ per ha (gross) | | 4,631,794 £ per acre (gross) | |
| | | | | 5.07% % RLV / GDV | |

| | | | | | |
|-----------------------------------|----------------------|-----------------------------------|---------------------------------------|-------------------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Plot Ratio / Density | | 850.00 | (GIA-Site Area / Dph, as appropriate) | | |
| Site Area | 0.00 < alt formula > | 0.35 ha (net) | | 0.87 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 0.35 ha (gross) | | 0.87 acres (gross) | |
| Density analysis: | | 61,000 sqm/ha (net) | | 265,722 sqft/ac (net) | |
| | | 850 dph (gross) | | | |
| Benchmark Land Value (net) | 7,268 £ per plot | 6,177,500 £ per ha (net) | | 2,500,000 £ per acre (net) | 2,180,294 |
| BLV analysis: | | 6,177,500 £ per ha (gross) | | 2,500,000 £ per acre (gross) | |

| | | | | |
|-------------------|--|---------------------------------|-----------------------------------|------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | 5,267,662 £ per ha (net) | 2,131,794 £ per acre (net) | 1,859,175 |

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Scheme Typology:
Site Typology:
Notes:

Core Zone

Location / Value Zone: Core

No Units: 300

Greenfield/Brownfield: Brownfield

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 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| CIL £ psm 90.31 | 2,131,794 | | | | | | | |
| | 0.00 | 7,701,301 | 6,876,659 | 6,052,017 | 5,227,375 | 4,402,733 | 3,578,091 | 2,753,449 |
| | 10.00 | 7,479,557 | 6,667,234 | 5,854,912 | 5,042,589 | 4,230,266 | 3,417,943 | 2,605,620 |
| | 20.00 | 7,257,814 | 6,457,810 | 5,657,806 | 4,857,802 | 4,057,799 | 3,257,795 | 2,457,791 |
| | 30.00 | 7,036,070 | 6,248,386 | 5,460,701 | 4,673,016 | 3,885,332 | 3,097,647 | 2,309,962 |
| | 40.00 | 6,814,327 | 6,038,961 | 5,263,596 | 4,488,230 | 3,712,864 | 2,937,499 | 2,162,133 |
| | 50.00 | 6,592,583 | 5,829,537 | 5,066,490 | 4,303,444 | 3,540,397 | 2,777,351 | 2,014,304 |
| | 60.00 | 6,370,840 | 5,620,112 | 4,869,385 | 4,118,657 | 3,367,930 | 2,617,203 | 1,866,475 |
| | 70.00 | 6,149,096 | 5,410,688 | 4,672,279 | 3,933,871 | 3,195,463 | 2,457,054 | 1,718,646 |
| | 80.00 | 5,927,353 | 5,201,263 | 4,475,174 | 3,749,085 | 3,022,996 | 2,296,906 | 1,570,817 |
| | 90.00 | 5,705,609 | 4,991,839 | 4,278,069 | 3,564,299 | 2,850,528 | 2,136,758 | 1,422,988 |
| | 100.00 | 5,483,865 | 4,782,414 | 4,080,963 | 3,379,512 | 2,678,061 | 1,976,610 | 1,275,159 |
| | 110.00 | 5,262,122 | 4,572,990 | 3,883,858 | 3,194,726 | 2,505,594 | 1,816,462 | 1,127,330 |
| | 120.00 | 5,040,378 | 4,363,566 | 3,686,753 | 3,009,940 | 2,333,127 | 1,656,314 | 979,501 |
| | 130.00 | 4,818,635 | 4,154,141 | 3,489,647 | 2,825,153 | 2,160,660 | 1,496,166 | 831,672 |
| | 140.00 | 4,596,891 | 3,944,717 | 3,292,542 | 2,640,367 | 1,988,192 | 1,336,018 | 683,843 |
| | 150.00 | 4,375,148 | 3,735,292 | 3,095,437 | 2,455,581 | 1,815,725 | 1,175,870 | 536,014 |
| | 160.00 | 4,153,404 | 3,525,868 | 2,898,331 | 2,270,795 | 1,643,258 | 1,015,721 | 388,185 |
| | 170.00 | 3,931,661 | 3,316,443 | 2,701,226 | 2,086,008 | 1,470,791 | 855,573 | 240,356 |
| | 180.00 | 3,709,917 | 3,107,019 | 2,504,120 | 1,901,222 | 1,298,324 | 695,425 | 92,527 |
| 190.00 | 3,488,174 | 2,897,594 | 2,307,015 | 1,716,436 | 1,125,856 | 535,277 | (55,302) | |
| 200.00 | 3,266,430 | 2,688,170 | 2,109,910 | 1,531,649 | 953,389 | 375,129 | (203,131) | |
| 210.00 | 3,044,687 | 2,478,745 | 1,912,804 | 1,346,863 | 780,922 | 214,981 | (350,960) | |
| 220.00 | 2,822,943 | 2,269,321 | 1,715,699 | 1,162,077 | 608,455 | 54,833 | (498,789) | |
| 230.00 | 2,601,200 | 2,059,897 | 1,518,594 | 977,291 | 435,988 | (105,315) | (646,618) | |
| 240.00 | 2,379,456 | 1,850,472 | 1,321,488 | 792,504 | 263,520 | (265,463) | (794,447) | |
| 250.00 | 2,157,712 | 1,641,048 | 1,124,383 | 607,718 | 91,053 | (425,612) | (942,276) | |

TABLE 2

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Site Specific S106 4,300 | 2,131,794 | | | | | | | |
| | 1,000 | 6,952,025 | 6,238,637 | 5,525,249 | 4,811,861 | 4,098,472 | 3,385,084 | 2,671,696 |
| | 2,000 | 6,572,240 | 5,858,852 | 5,145,464 | 4,432,076 | 3,718,687 | 3,005,299 | 2,291,911 |
| | 3,000 | 6,192,455 | 5,479,067 | 4,765,679 | 4,052,291 | 3,338,902 | 2,625,514 | 1,912,126 |
| | 4,000 | 5,812,670 | 5,099,282 | 4,385,894 | 3,672,506 | 2,959,117 | 2,245,729 | 1,532,341 |
| | 5,000 | 5,432,885 | 4,719,497 | 4,006,109 | 3,292,721 | 2,579,332 | 1,865,944 | 1,152,556 |
| | 6,000 | 5,053,100 | 4,339,712 | 3,626,324 | 2,912,936 | 2,199,547 | 1,486,159 | 772,771 |
| | 7,000 | 4,673,315 | 3,959,927 | 3,246,539 | 2,533,151 | 1,819,762 | 1,106,374 | 392,986 |
| | 8,000 | 4,293,530 | 3,580,142 | 2,866,754 | 2,153,366 | 1,439,977 | 726,589 | 13,201 |
| | 9,000 | 3,913,745 | 3,200,357 | 2,486,969 | 1,773,581 | 1,060,192 | 346,804 | (366,584) |
| | 10,000 | 3,533,960 | 2,820,572 | 2,107,184 | 1,393,796 | 680,407 | (32,981) | (746,369) |
| | 11,000 | 3,154,175 | 2,440,787 | 1,727,399 | 1,014,011 | 300,622 | (412,766) | (1,126,154) |
| | 12,000 | 2,774,390 | 2,061,002 | 1,347,614 | 634,226 | (79,163) | (792,551) | (1,505,939) |
| | 13,000 | 2,394,605 | 1,681,217 | 967,829 | 254,441 | (458,948) | (1,172,336) | (1,885,724) |
| | 14,000 | 2,014,820 | 1,301,432 | 588,044 | (125,344) | (838,733) | (1,552,121) | (2,265,509) |
| | 15,000 | 1,635,036 | 921,647 | 208,259 | (505,129) | (1,218,518) | (1,931,906) | (2,684,016) |

TABLE 3

| | | Affordable Housing - % on site 35% | | | | | | |
|------------------------------------|-----------|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
| Profit 10.0% | 2,131,794 | | | | | | | |
| | 8.0% | 7,046,481 | 6,330,792 | 5,615,103 | 4,899,414 | 4,183,725 | 3,468,036 | 2,752,347 |
| | 10.0% | 5,698,735 | 4,985,347 | 4,271,958 | 3,558,570 | 2,845,182 | 2,131,794 | 1,418,405 |
| | 12.0% | 4,350,989 | 3,639,901 | 2,928,814 | 2,217,726 | 1,506,639 | 795,551 | 84,464 |
| | 14.0% | 3,003,243 | 2,294,456 | 1,585,669 | 876,882 | 168,095 | (540,691) | (1,249,478) |
| | 16.0% | 1,655,497 | 949,011 | 242,525 | (463,961) | (1,170,448) | (1,876,934) | (2,611,649) |
| 18.0% | 307,751 | (396,434) | (1,100,620) | (1,804,805) | (2,524,597) | (3,348,206) | (4,171,815) | |

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Scheme Typology:
Site Typology:
Notes:

Core Zone
Location / Value Zone: Core
No Units: 300
Greenfield/Brownfield: Brownfield

TABLE 4

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 2,131,794 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|
| 1,500,000 | 6,698,735 | 5,985,347 | 5,271,958 | 4,558,570 | 3,845,182 | 3,131,794 | 2,418,405 | |
| 1,600,000 | 6,598,735 | 5,885,347 | 5,171,958 | 4,458,570 | 3,745,182 | 3,031,794 | 2,318,405 | |
| 1,700,000 | 6,498,735 | 5,785,347 | 5,071,958 | 4,358,570 | 3,645,182 | 2,931,794 | 2,218,405 | |
| 1,800,000 | 6,398,735 | 5,685,347 | 4,971,958 | 4,258,570 | 3,545,182 | 2,831,794 | 2,118,405 | |
| 1,900,000 | 6,298,735 | 5,585,347 | 4,871,958 | 4,158,570 | 3,445,182 | 2,731,794 | 2,018,405 | |
| 2,000,000 | 6,198,735 | 5,485,347 | 4,771,958 | 4,058,570 | 3,345,182 | 2,631,794 | 1,918,405 | |
| 2,100,000 | 6,098,735 | 5,385,347 | 4,671,958 | 3,958,570 | 3,245,182 | 2,531,794 | 1,818,405 | |
| 2,200,000 | 5,998,735 | 5,285,347 | 4,571,958 | 3,858,570 | 3,145,182 | 2,431,794 | 1,718,405 | |
| 2,300,000 | 5,898,735 | 5,185,347 | 4,471,958 | 3,758,570 | 3,045,182 | 2,331,794 | 1,618,405 | |
| 2,400,000 | 5,798,735 | 5,085,347 | 4,371,958 | 3,658,570 | 2,945,182 | 2,231,794 | 1,518,405 | |
| 2,500,000 | 5,698,735 | 4,985,347 | 4,271,958 | 3,558,570 | 2,845,182 | 2,131,794 | 1,418,405 | |
| 2,600,000 | 5,598,735 | 4,885,347 | 4,171,958 | 3,458,570 | 2,745,182 | 2,031,794 | 1,318,405 | |
| 2,700,000 | 5,498,735 | 4,785,347 | 4,071,958 | 3,358,570 | 2,645,182 | 1,931,794 | 1,218,405 | |
| 2,800,000 | 5,398,735 | 4,685,347 | 3,971,958 | 3,258,570 | 2,545,182 | 1,831,794 | 1,118,405 | |
| 2,900,000 | 5,298,735 | 4,585,347 | 3,871,958 | 3,158,570 | 2,445,182 | 1,731,794 | 1,018,405 | |
| 3,000,000 | 5,198,735 | 4,485,347 | 3,771,958 | 3,058,570 | 2,345,182 | 1,631,794 | 918,405 | |

TABLE 5

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 2,131,794 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-----|
| - | 9,476,713 | 8,763,325 | 8,049,937 | 7,336,549 | 6,623,160 | 5,909,772 | 5,196,384 | |
| 2,000 | 8,721,118 | 8,007,729 | 7,294,341 | 6,580,953 | 5,867,565 | 5,154,176 | 4,440,788 | |
| 4,000 | 7,965,522 | 7,252,134 | 6,538,746 | 5,825,357 | 5,111,969 | 4,398,581 | 3,685,192 | |
| 6,000 | 7,209,926 | 6,496,538 | 5,783,150 | 5,069,762 | 4,356,373 | 3,642,985 | 2,929,597 | |
| 8,000 | 6,454,331 | 5,740,942 | 5,027,554 | 4,314,166 | 3,600,778 | 2,887,389 | 2,174,001 | |
| 10,000 | 5,698,735 | 4,985,347 | 4,271,958 | 3,558,570 | 2,845,182 | 2,131,794 | 1,418,405 | |
| 12,000 | 4,943,139 | 4,229,751 | 3,516,363 | 2,802,974 | 2,089,586 | 1,376,198 | 662,810 | |
| 14,000 | 4,187,544 | 3,474,155 | 2,760,767 | 2,047,379 | 1,333,990 | 620,602 | (92,786) | |
| 16,000 | 3,431,948 | 2,718,560 | 2,005,171 | 1,291,783 | 578,395 | (134,993) | (848,382) | |
| 18,000 | 2,676,352 | 1,962,964 | 1,249,576 | 536,187 | (177,201) | (890,589) | (1,603,977) | |
| 20,000 | 1,920,756 | 1,207,368 | 493,980 | (219,408) | (932,797) | (1,646,185) | (2,359,573) | |
| 22,000 | 1,165,161 | 451,773 | (261,616) | (975,004) | (1,688,392) | (2,401,781) | (3,233,577) | |
| 24,000 | 409,565 | (303,823) | (1,017,211) | (1,730,600) | (2,443,988) | (3,282,943) | (4,117,315) | |
| 26,000 | (346,031) | (1,059,419) | (1,772,807) | (2,486,195) | (3,332,308) | (4,166,680) | (5,001,053) | |
| 28,000 | (1,101,626) | (1,815,015) | (2,547,301) | (3,381,673) | (4,216,046) | (5,050,418) | (5,884,790) | |
| 30,000 | (1,857,222) | (2,596,667) | (3,431,039) | (4,265,411) | (5,099,783) | (5,934,156) | (6,768,528) | |

TABLE 6

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 2,131,794 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-----|
| 70% | 24,827,318 | 24,113,930 | 23,400,541 | 22,687,153 | 21,973,765 | 21,260,377 | 20,546,988 | |
| 75% | 21,639,221 | 20,925,832 | 20,212,444 | 19,499,056 | 18,785,668 | 18,072,279 | 17,358,891 | |
| 80% | 18,451,124 | 17,737,735 | 17,024,347 | 16,310,959 | 15,597,571 | 14,884,182 | 14,170,794 | |
| 85% | 15,263,026 | 14,549,638 | 13,836,250 | 13,122,862 | 12,409,473 | 11,696,085 | 10,982,697 | |
| 90% | 12,074,929 | 11,361,541 | 10,648,153 | 9,934,764 | 9,221,376 | 8,507,988 | 7,794,600 | |
| 95% | 8,886,832 | 8,173,444 | 7,460,056 | 6,746,667 | 6,033,279 | 5,319,891 | 4,606,503 | |
| 100% | 5,698,735 | 4,985,347 | 4,271,958 | 3,558,570 | 2,845,182 | 2,131,794 | 1,418,405 | |
| 105% | 2,510,638 | 1,797,250 | 1,083,861 | 370,473 | (342,915) | (1,056,304) | (1,769,692) | |
| 110% | (677,459) | (1,390,848) | (2,104,236) | (2,885,572) | (3,719,944) | (4,554,316) | (5,388,688) | |
| 115% | (4,111,224) | (4,945,596) | (5,779,968) | (6,614,340) | (7,448,713) | (8,283,085) | (9,117,457) | |
| 120% | (7,839,992) | (8,674,364) | (9,508,737) | (10,343,109) | (11,177,481) | (12,011,853) | (12,846,226) | |
| 125% | (11,568,761) | (12,403,133) | (13,237,505) | (14,071,878) | (14,906,250) | (15,740,622) | (16,574,994) | |

TABLE 7

Affordable Housing - % on site 35%

| Balance (RLV - BLV £ per acre (n)) | 2,131,794 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-----|
| 80% | (11,828,990) | (12,470,464) | (13,111,937) | (13,753,411) | (14,394,884) | (15,036,358) | (15,677,831) | |
| 82% | (9,938,583) | (10,599,346) | (11,260,110) | (11,920,873) | (12,581,636) | (13,242,400) | (13,903,163) | |
| 84% | (8,048,176) | (8,728,229) | (9,408,282) | (10,088,335) | (10,768,389) | (11,448,442) | (12,128,495) | |
| 86% | (6,157,768) | (6,857,112) | (7,556,455) | (8,255,798) | (8,955,141) | (9,654,484) | (10,353,827) | |
| 88% | (4,267,361) | (4,985,994) | (5,704,627) | (6,423,260) | (7,141,893) | (7,860,526) | (8,579,159) | |
| 90% | (2,382,756) | (3,114,877) | (3,852,800) | (4,590,723) | (5,328,645) | (6,066,568) | (6,804,491) | |
| 92% | (766,458) | (1,413,875) | (2,061,292) | (2,758,185) | (3,515,398) | (4,272,611) | (5,029,823) | |
| 94% | 849,840 | 185,931 | (477,979) | (1,141,889) | (1,805,799) | (2,469,708) | (3,255,155) | |
| 96% | 2,466,139 | 1,785,736 | 1,105,333 | 424,931 | (255,472) | (935,874) | (1,616,277) | |
| 98% | 4,082,437 | 3,385,541 | 2,688,646 | 1,991,750 | 1,294,855 | 597,960 | (98,936) | |
| 100% | 5,698,735 | 4,985,347 | 4,271,958 | 3,558,570 | 2,845,182 | 2,131,794 | 1,418,405 | |
| 102% | 7,315,033 | 6,585,152 | 5,855,271 | 5,125,390 | 4,395,509 | 3,665,628 | 2,935,746 | |
| 104% | 8,931,331 | 8,184,957 | 7,438,583 | 6,692,209 | 5,945,836 | 5,199,462 | 4,453,088 | |
| 106% | 10,547,629 | 9,784,763 | 9,021,896 | 8,259,029 | 7,496,162 | 6,733,296 | 5,970,429 | |
| 108% | 12,163,928 | 11,384,568 | 10,605,208 | 9,825,849 | 9,046,489 | 8,267,130 | 7,487,770 | |
| 110% | 13,780,226 | 12,984,373 | 12,188,521 | 11,392,668 | 10,596,816 | 9,800,964 | 9,005,111 | |
| 112% | 15,396,524 | 14,584,179 | 13,771,833 | 12,959,488 | 12,147,143 | 11,334,798 | 10,522,452 | |
| 114% | 17,012,822 | 16,183,984 | 15,355,146 | 14,526,308 | 13,697,470 | 12,868,632 | 12,039,793 | |
| 116% | 18,629,120 | 17,783,789 | 16,938,458 | 16,093,127 | 15,247,796 | 14,402,465 | 13,557,135 | |
| 118% | 20,245,419 | 19,383,595 | 18,521,771 | 17,659,947 | 16,798,123 | 15,936,299 | 15,074,476 | |
| 120% | 21,861,717 | 20,983,400 | 20,105,083 | 19,226,767 | 18,348,450 | 17,470,133 | 16,591,817 | |

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Scheme Typology: **Core Zone** No Units: **300**
 Site Typology: Location / Value Zone: **Core** Greenfield/Brownfield: **Brownfield**
 Notes:

| Balance (RLV - BLV £ per acre (n)) | 2,131,794 | 10% | 15% | 20% | 25% | 30% | 35% | 40% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|
| 5,000 | 5,852,765 | 5,216,391 | 4,580,018 | 3,943,644 | 3,307,271 | 2,670,897 | 2,034,524 | |
| 10,000 | 6,006,794 | 5,447,435 | 4,888,077 | 4,328,718 | 3,769,359 | 3,210,001 | 2,650,642 | |
| 15,000 | 6,160,824 | 5,678,480 | 5,196,136 | 4,713,792 | 4,231,448 | 3,749,104 | 3,266,760 | |
| 20,000 | 6,314,853 | 5,909,524 | 5,504,195 | 5,098,866 | 4,693,537 | 4,288,208 | 3,882,879 | |
| 25,000 | 6,468,883 | 6,140,569 | 5,812,254 | 5,483,940 | 5,155,626 | 4,827,311 | 4,498,997 | |
| 30,000 | 6,622,913 | 6,371,613 | 6,120,314 | 5,869,014 | 5,617,715 | 5,366,415 | 5,115,116 | |
| 35,000 | 6,776,942 | 6,602,657 | 6,428,373 | 6,254,088 | 6,079,803 | 5,905,519 | 5,731,234 | |
| 40,000 | 6,930,972 | 6,833,702 | 6,736,432 | 6,639,162 | 6,541,892 | 6,444,622 | 6,347,352 | |
| 45,000 | 7,085,001 | 7,064,746 | 7,044,491 | 7,024,236 | 7,003,981 | 6,983,726 | 6,963,471 | |
| 50,000 | 7,239,031 | 7,295,791 | 7,352,550 | 7,409,310 | 7,466,070 | 7,522,829 | 7,579,589 | |
| 55,000 | 7,393,060 | 7,526,835 | 7,660,609 | 7,794,384 | 7,928,158 | 8,061,933 | 8,195,707 | |

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

240403_BCC BTR & Co-Living_Appraisal_v0.6

Appraisal Ref:
Scheme Typology:
Site Typology:
Notes:

COLIV1
Core Zone
Location / Value Zone: **Core**

Bedspaces: **300**
Greenfield/Brownfield: **Brownfield**

(see Typologies Matrix)

ASSUMPTIONS - COMMERCIAL USES

| Units - | # Com. Units | AH % | % mix | # Units | # Mkt Resi Units | # AH Units |
|----------------------------|--------------------------|-------------------------|-----------------------|--------------------|--|----------------------|
| Co-Living Flat | | | 100% | 150 | 150 | |
| | | | 30% | 45 | 45 | |
| Co-Living - Disc Mkt Rent | | 50% | 100% | 150 | | 150 |
| | | | 30% | 45 | | 45 |
| | 0 | | | | | |
| | <hr/> | | | <hr/> | <hr/> | <hr/> |
| | 0 | | | 300 | 195 | 195 |
| Unit Floor areas - | Net area per unit | | Net to Gross % | | Gross (GIA) per unit | |
| | NIA (sqm) | NIA (sqft) | % | GIA (sqm) | GIA (sqft) | |
| Co-Living Flat | 25 | 269 | 70.0% | 36 | 384 | |
| | | 0 | 85.0% | 0 | 0 | |
| Co-Living - Disc Mkt Rent | 25 | 269 | 70.0% | 36 | 384 | |
| | 0 | 0 | 85.0% | 0 | 0 | |
| 0 | 0 | 0 | 0.0% | | | |
| 0 | 0 | 0 | 0.0% | | | |
| 0 | | | | | | |
| 0 | | | | | | |
| Total Floor areas - | NIA (sqm) | NIA (sqft) | | GIA (sqm) | GIA (sqft) | |
| Co-Living Flat | 3,750 | 40,365 | | 5,357 | 57,664 | |
| 0 | 0 | 0 | | 0 | 0 | |
| Co-Living - Disc Mkt Rent | 3,750 | 40,365 | | 5,357 | 57,664 | |
| 0 | 0 | 0 | | 0 | 0 | |
| 0 | 0 | 0 | | 0 | 0 | |
| 0 | 0 | 0 | | 0 | 0 | |
| 0 | | | | | | |
| | <hr/> | <hr/> | | <hr/> | <hr/> | |
| | 7,500 | 80,729 | | 10,714 | 115,328 | |
| Commercial Values - | Rent* (£ pcm) | Unit Rent (£ pa) | Rent* (£psf) | Man. Cost % | T Incentive* | Cap Yield (%) |
| Co-Living Flat | 1,150 | 13,800 | | 25% | 0 | 5.00% |
| 0 | | - | | 25% | 0 | 5.00% |
| Co-Living - Disc Mkt Rent | 920 | 11,040 | | 25% | 0 | 5.00% |
| 0 | - | - | | 25% | 0 | 5.00% |
| 0 | | | 0.00 | 0% | 0 | 0.00% |
| 0 | | | 0.00 | 0% | 0 | 0.00% |
| 0 | | | | | | |
| 0 | | | | | | |
| 0 | | | | | | |
| | | | * as applicable | | *Total Incentive including Rent Free & Void allowance (months) | |

240403_BCC BTR & Co-Living_Appraisal_v0.6

Scheme Typology: **Core Zone**
 Site Typology: Location / Value Zone: **Core** Bedspaces: **300**
 Notes: Greenfield/Brownfield: **Brownfield**

| GROSS DEVELOPMENT VALUE | | | | | | | |
|---------------------------------|--------------|----------------|-----------|--------------|--------------------|------------------|-------------------|
| Commercial GDV - | rental basis | Gross Rent £PA | less Man. | Net Rent £PA | @ | capitalisation £ | |
| Co-Living Flat | unit | 2,070,000 | 25% | 1,552,500 | 5.00% | 31,050,000 | |
| 0 | unit | - | 25% | - | 5.00% | - | |
| Co-Living - Disc Mrkt Rent | unit | 1,656,000 | 25% | 1,242,000 | 5.00% | 24,840,000 | |
| 0 | unit | - | 25% | - | 5.00% | - | |
| 0 | £ psf | - | 0% | - | 0.00% | - | |
| 0 | £ psf | - | 0% | - | 0.00% | - | |
| 0 | | | 0% | | | | |
| | | | | 2,794,500 | | 55,890,000 | |
| Commercial GDV - | | | | less RF/Void | Purchasers Costs % | PC £ | |
| Co-Living Flat | | | | - | 31,050,000 | 6.80% | (1,976,966) |
| 0 | | | | - | 0 | 6.80% | - |
| Co-Living - Disc Mrkt Rent | | | | - | 24,840,000 | 6.80% | (1,581,573) |
| 0 | | | | - | 0 | 6.80% | - |
| 0 | | | | - | 0 | 6.80% | - |
| 0 | | | | - | 0 | 6.80% | - |
| 0 | | | | - | 0 | 6.80% | - |
| 0 | | | | - | 0 | 6.80% | - |
| Sub-total GDV Commercial | | | | | | | 52,331,461 |
| Grant Funding | | | 195 | AH units @ | | 0 | per unit |
| | | | | | | | - |
| Total GDV | | | | | | | 52,331,461 |

| DEVELOPMENT COSTS | | | | | | | |
|---|----------------|-------------------|----------------|--------------------------------|--------------------------|---------------------------------|--------------|
| Initial Payments - | | | | | | | |
| Statutory Planning Fees | | | | | | 57,359 £ | (57,359) |
| Planning Application Professional Fees, Surveys and reports | | | | | | 3.0 x | (172,000) |
| CIL (ex. Aff. Housing - discounted market rent) | | 5,357 sqm (gross) | | 90.31 £ psm | | | (483,804) |
| | | | 0.92% % of GDV | 1,613 £ per unit (total units) | | | |
| Site Specific S106 Contributions | 300 units @ | | | 4,300 | | | (1,290,000) |
| | | | 2.47% % of GDV | 120.40 £ psm (GIA) | | | |
| Construction Costs - | | | | | | | |
| Site Clearance and Demolition | | 0.50 ha @ | | 123,550 | £ per ha (if brownfield) | | (61,775) |
| Co-Living Flat | | 5,357 sqm @ | | 2,045 | psm | | (10,955,357) |
| 0 | | - sqm @ | | 2,045 | psm | | - |
| Co-Living - Disc Mrkt Rent | | 5,357 sqm @ | | 2,045 | psm | | (10,955,357) |
| 0 | | - sqm @ | | 2,045 | psm | | - |
| 0 | | - sqm @ | | 0 | psm | | - |
| 0 | | - sqm @ | | 0 | psm | | - |
| 0 | | - sqm @ | | 0 | psm | | - |
| 0 | | - sqm @ | | 0 | psm | | - |
| 0 | | 10,714 - sqm @ | | 0 | psm | | - |
| External works | | 21,910,714 @ | | 15.0% | | | (3,286,607) |
| | | | | | | 10,955 £ per unit (total units) | |
| Policy Costs on design - | | | | | | | |
| Net Biodiversity costs | | 300 units @ | | 287 | £ per unit | | (86,100) |
| M4(2) Category 2 Housing | Aff units | 195 units @ | 90% @ | 521 | £ per dwelling | | (91,436) |
| M4(2) Category 2 Housing | OM units | 195 units @ | 90% @ | 521 | £ per dwelling | | (91,436) |
| M4(3) Category 3 Housing | Aff units | 195 units @ | 10% @ | 10,111 | £ per dwelling | | (197,165) |
| M4(3) Category 3 Housing | OMS units | 195 units @ | 10% @ | 10,111 | £ per dwelling | | (197,165) |
| Net Zero Cost | | 60 Clusters @ | | 10,000 | £ per unit | | (600,000) |
| Urban Greening | No. of storeys | 15.0 equals | | 714 sqm footprint | 100 £ sqm | | (71,429) |
| | | - sqm | | | 0 £ psm | | - |
| EV Charging Points - Houses | | units @ | | | 1,000 £ per unit | | - |
| EV Charging Points - Flats | | 300 units @ | | 4 flats per charger | 2,500 £ per 4 units | | (187,500) |
| | | units @ | | | 0 £ per unit | | - |
| | | | | | | | (1,522,229) |
| | | | | | | 5,074 £ per unit (total units) | |
| Contingency (on construction) | | 26,781,325 @ | | 5.0% | | | (1,339,066) |

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Scheme Typology: **Core Zone**
 Site Typology: Location / Value Zone: **Core** Bedspaces: **300**
 Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|-------------------|------------|-------|------------|---------------------|
| Professional Fees | | 26,781,325 | @ | 6.5% | (1,740,786) |
| Disposal Costs - | | | | | |
| Letting Agents Costs | (inc. in leakage) | 2,794,500 | ERV @ | 0.00% | - |
| Letting Legal Costs | (inc. in leakage) | 2,794,500 | ERV @ | 0.00% | - |
| Investment Sale Agents Costs | | 52,331,461 | GDV @ | 1.00% | (523,315) |
| Investment Sale Legal Costs | | 52,331,461 | GDV @ | 0.50% | (261,657) |
| Marketing and Promotion | | 52,331,461 | GDV @ | 0.15% | (78,497) |
| Interest (on Development Costs) - | | 8.00% | APR | 0.643% pcm | (2,020,982) |
| Developers Profit - | | | | | |
| Profit on Cost (commercial scheme) | | 34,748,791 | | 15.00% | (5,212,319) |
| TOTAL COSTS | | | | | (39,961,110) |

| | | | | | |
|-----------------------------|--------------------------|------------------------------------|---|-------------------------------------|-------------------|
| RESIDUAL LAND VALUE | | | | | |
| Residual Land Value (gross) | | | | | 12,370,351 |
| SDLT | | 12,370,351 | @ | HMRC formula | (608,018) |
| Acquisition Agent fees | | 12,370,351 | @ | 1.00% | (123,704) |
| Acquisition Legal fees | | 12,370,351 | @ | 0.50% | (61,852) |
| Interest on Land | | 12,370,351 | @ | 8.00% | (989,628) |
| Residual Land Value | | | | | 10,587,150 |
| RLV analysis: | 35,290 £ per plot | 21,174,300 £ per ha (net) | | 8,569,122 £ per acre (net) | |
| | | 21,174,300 £ per ha (gross) | | 8,569,122 £ per acre (gross) | |
| | | | | 20.23% % RLV / GDV | |

| | | | | | |
|-----------------------------------|----------------------|------------------|---------------------------------------|------------------|---------------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Plot Ratio / Density | | 600.00 | (GIA-Site Area / Dph, as appropriate) | | |
| Site Area | 0.00 < alt formula > | 0.50 | ha (net) | 1.24 | acres (net) |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 0.50 | ha (gross) | 1.24 | acres (gross) |
| Density analysis: | | 21,429 | sqm/ha (net) | 93,345 | sqft/ac (net) |
| | | 600 | dph (gross) | | |
| Benchmark Land Value (net) | 10,296 £ per plot | 6,177,500 | £ per ha (net) | 2,500,000 | £ per acre (net) |
| BLV analysis: | | 6,177,500 | £ per ha (gross) | 2,500,000 | £ per acre (gross) |

| | | | | | | |
|-------------------|--|-------------------|----------------|------------------|------------------|------------------|
| BALANCE | | | | | | |
| Surplus/(Deficit) | | 14,996,800 | £ per ha (net) | 6,069,122 | £ per acre (net) | 7,498,400 |

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Scheme Typology:
Site Typology:
Notes:

Core Zone
Location / Value Zone: Core

Bedspaces: 300
Greenfield/Brownfield: Brownfield

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 50% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% | |
| CIL £ psm 90.31 | 6,069,122 | 0.00 | 8,850,783 | 8,456,056 | 8,061,328 | 7,666,601 | 7,271,874 | 6,877,146 | 6,482,419 |
| | 10.00 | 8,777,560 | 8,387,409 | 7,997,258 | 7,607,108 | 7,216,957 | 6,826,806 | 6,436,655 | |
| | 20.00 | 8,704,338 | 8,318,763 | 7,933,189 | 7,547,614 | 7,162,039 | 6,776,465 | 6,390,890 | |
| | 30.00 | 8,631,115 | 8,250,117 | 7,869,119 | 7,488,120 | 7,107,122 | 6,726,124 | 6,345,126 | |
| | 40.00 | 8,557,892 | 8,181,470 | 7,805,049 | 7,428,627 | 7,052,205 | 6,675,784 | 6,299,362 | |
| | 50.00 | 8,484,669 | 8,112,824 | 7,740,979 | 7,369,133 | 6,997,288 | 6,625,443 | 6,253,598 | |
| | 60.00 | 8,411,446 | 8,044,177 | 7,676,909 | 7,309,640 | 6,942,371 | 6,575,102 | 6,207,833 | |
| | 70.00 | 8,338,223 | 7,975,531 | 7,612,839 | 7,250,146 | 6,887,454 | 6,524,761 | 6,162,069 | |
| | 80.00 | 8,265,000 | 7,906,884 | 7,548,769 | 7,190,653 | 6,832,537 | 6,474,421 | 6,116,305 | |
| | 90.00 | 8,191,778 | 7,838,238 | 7,484,699 | 7,131,159 | 6,777,620 | 6,424,080 | 6,070,540 | |
| | 100.00 | 8,118,555 | 7,769,592 | 7,420,629 | 7,071,665 | 6,722,702 | 6,373,739 | 6,024,776 | |
| | 110.00 | 8,045,332 | 7,700,945 | 7,356,559 | 7,012,172 | 6,667,785 | 6,323,399 | 5,979,012 | |
| | 120.00 | 7,972,109 | 7,632,299 | 7,292,489 | 6,952,678 | 6,612,868 | 6,273,058 | 5,933,248 | |
| | 130.00 | 7,898,886 | 7,563,652 | 7,228,419 | 6,893,185 | 6,557,951 | 6,222,717 | 5,887,483 | |
| | 140.00 | 7,825,663 | 7,495,006 | 7,164,349 | 6,833,691 | 6,503,034 | 6,172,376 | 5,841,719 | |
| | 150.00 | 7,752,440 | 7,426,360 | 7,100,279 | 6,774,198 | 6,448,117 | 6,122,036 | 5,795,955 | |
| | 160.00 | 7,679,218 | 7,357,713 | 7,036,209 | 6,714,704 | 6,393,200 | 6,071,695 | 5,750,190 | |
| | 170.00 | 7,605,995 | 7,289,067 | 6,972,139 | 6,655,210 | 6,338,262 | 6,021,354 | 5,704,426 | |
| | 180.00 | 7,532,772 | 7,220,420 | 6,908,069 | 6,595,717 | 6,283,365 | 5,971,014 | 5,658,662 | |
| | 190.00 | 7,459,549 | 7,151,774 | 6,843,999 | 6,536,223 | 6,228,448 | 5,920,673 | 5,612,898 | |
| 200.00 | 7,386,326 | 7,083,127 | 6,779,929 | 6,476,730 | 6,173,531 | 5,870,332 | 5,567,133 | | |
| 210.00 | 7,313,103 | 7,014,481 | 6,715,859 | 6,417,236 | 6,118,614 | 5,819,991 | 5,521,369 | | |
| 220.00 | 7,239,880 | 6,945,835 | 6,651,789 | 6,357,743 | 6,063,697 | 5,769,651 | 5,475,605 | | |
| 230.00 | 7,166,658 | 6,877,188 | 6,587,719 | 6,298,249 | 6,008,780 | 5,719,310 | 5,429,841 | | |
| 240.00 | 7,093,435 | 6,808,542 | 6,523,649 | 6,238,756 | 5,953,862 | 5,668,969 | 5,384,076 | | |
| 250.00 | 7,020,212 | 6,739,895 | 6,459,579 | 6,179,262 | 5,898,945 | 5,618,629 | 5,338,312 | | |

TABLE 2

| | | Affordable Housing - % on site 50% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% | |
| Site Specific S106 4,300 | 6,069,122 | 1,000 | 9,114,396 | 8,760,998 | 8,407,601 | 8,054,203 | 7,700,805 | 7,347,408 | 6,994,010 |
| | 2,000 | 8,834,127 | 8,480,729 | 8,127,331 | 7,773,934 | 7,420,536 | 7,067,138 | 6,713,741 | |
| | 3,000 | 8,553,858 | 8,200,460 | 7,847,062 | 7,493,665 | 7,140,267 | 6,786,869 | 6,433,472 | |
| | 4,000 | 8,273,588 | 7,920,191 | 7,566,793 | 7,213,395 | 6,859,998 | 6,506,600 | 6,153,203 | |
| | 5,000 | 7,993,319 | 7,639,922 | 7,286,524 | 6,933,126 | 6,579,729 | 6,226,331 | 5,872,933 | |
| | 6,000 | 7,713,050 | 7,359,652 | 7,006,255 | 6,652,857 | 6,299,460 | 5,946,062 | 5,592,664 | |
| | 7,000 | 7,432,781 | 7,079,383 | 6,725,986 | 6,372,588 | 6,019,190 | 5,665,793 | 5,312,395 | |
| | 8,000 | 7,152,512 | 6,799,114 | 6,445,717 | 6,092,319 | 5,738,921 | 5,385,524 | 5,032,126 | |
| | 9,000 | 6,872,243 | 6,518,845 | 6,165,447 | 5,812,050 | 5,458,652 | 5,105,254 | 4,751,857 | |
| | 10,000 | 6,591,974 | 6,238,576 | 5,885,178 | 5,531,781 | 5,178,383 | 4,824,985 | 4,471,588 | |
| | 11,000 | 6,311,704 | 5,958,307 | 5,604,909 | 5,251,511 | 4,898,114 | 4,544,716 | 4,191,319 | |
| | 12,000 | 6,031,435 | 5,678,038 | 5,324,640 | 4,971,242 | 4,617,845 | 4,264,447 | 3,911,049 | |
| | 13,000 | 5,751,166 | 5,397,768 | 5,044,371 | 4,690,973 | 4,337,576 | 3,984,178 | 3,630,780 | |
| | 14,000 | 5,470,897 | 5,117,499 | 4,764,102 | 4,410,704 | 4,057,306 | 3,703,909 | 3,350,511 | |
| | 15,000 | 5,190,628 | 4,837,230 | 4,483,833 | 4,130,435 | 3,777,037 | 3,423,640 | 3,070,242 | |

TABLE 3

| | | Affordable Housing - % on site 50% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% | |
| Profit 15.0% | 6,069,122 | 15.0% | 8,189,508 | 7,836,110 | 7,482,712 | 7,129,315 | 6,775,917 | 6,422,519 | 6,069,122 |
| | 16.0% | 7,946,481 | 7,593,509 | 7,240,537 | 6,887,566 | 6,534,594 | 6,181,622 | 5,828,651 | |
| | 17.0% | 7,703,453 | 7,350,908 | 6,998,362 | 6,645,816 | 6,293,271 | 5,940,725 | 5,588,179 | |
| | 18.0% | 7,460,426 | 7,108,307 | 6,756,187 | 6,404,067 | 6,051,948 | 5,699,828 | 5,347,708 | |
| | 19.0% | 7,217,399 | 6,865,705 | 6,514,012 | 6,162,318 | 5,810,624 | 5,458,931 | 5,107,237 | |
| | 20.0% | 6,974,372 | 6,623,104 | 6,271,837 | 5,920,569 | 5,569,301 | 5,218,033 | 4,866,766 | |

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Scheme Typology:
Site Typology:
Notes:

Core Zone
Location / Value Zone: Core

Bedspaces: 300
Greenfield/Brownfield: Brownfield

TABLE 4

Affordable Housing - % on site 50%

| Balance (RLV - BLV £ per acre (n)) | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 6,069,122 | | | | | | | |
| 1,500,000 | 9,189,508 | 8,836,110 | 8,482,712 | 8,129,315 | 7,775,917 | 7,422,519 | 7,069,122 |
| 1,600,000 | 9,089,508 | 8,736,110 | 8,382,712 | 8,029,315 | 7,675,917 | 7,322,519 | 6,969,122 |
| 1,700,000 | 8,989,508 | 8,636,110 | 8,282,712 | 7,929,315 | 7,575,917 | 7,222,519 | 6,869,122 |
| 1,800,000 | 8,889,508 | 8,536,110 | 8,182,712 | 7,829,315 | 7,475,917 | 7,122,519 | 6,769,122 |
| 1,900,000 | 8,789,508 | 8,436,110 | 8,082,712 | 7,729,315 | 7,375,917 | 7,022,519 | 6,669,122 |
| 2,000,000 | 8,689,508 | 8,336,110 | 7,982,712 | 7,629,315 | 7,275,917 | 6,922,519 | 6,569,122 |
| 2,100,000 | 8,589,508 | 8,236,110 | 7,882,712 | 7,529,315 | 7,175,917 | 6,822,519 | 6,469,122 |
| 2,200,000 | 8,489,508 | 8,136,110 | 7,782,712 | 7,429,315 | 7,075,917 | 6,722,519 | 6,369,122 |
| 2,300,000 | 8,389,508 | 8,036,110 | 7,682,712 | 7,329,315 | 6,975,917 | 6,622,519 | 6,269,122 |
| 2,400,000 | 8,289,508 | 7,936,110 | 7,582,712 | 7,229,315 | 6,875,917 | 6,522,519 | 6,169,122 |
| 2,500,000 | 8,189,508 | 7,836,110 | 7,482,712 | 7,129,315 | 6,775,917 | 6,422,519 | 6,069,122 |
| 2,600,000 | 8,089,508 | 7,736,110 | 7,382,712 | 7,029,315 | 6,675,917 | 6,322,519 | 5,969,122 |
| 2,700,000 | 7,989,508 | 7,636,110 | 7,282,712 | 6,929,315 | 6,575,917 | 6,222,519 | 5,869,122 |
| 2,800,000 | 7,889,508 | 7,536,110 | 7,182,712 | 6,829,315 | 6,475,917 | 6,122,519 | 5,769,122 |
| 2,900,000 | 7,789,508 | 7,436,110 | 7,082,712 | 6,729,315 | 6,375,917 | 6,022,519 | 5,669,122 |
| 3,000,000 | 7,689,508 | 7,336,110 | 6,982,712 | 6,629,315 | 6,275,917 | 5,922,519 | 5,569,122 |

TABLE 5

Affordable Housing - % on site 50%

| Balance (RLV - BLV £ per acre (n)) | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 6,069,122 | | | | | | | |
| - | 8,752,152 | 8,398,754 | 8,045,357 | 7,691,959 | 7,338,561 | 6,985,164 | 6,631,766 |
| 2,000 | 8,639,623 | 8,286,225 | 7,932,828 | 7,579,430 | 7,226,032 | 6,872,635 | 6,519,237 |
| 4,000 | 8,527,094 | 8,173,697 | 7,820,299 | 7,466,901 | 7,113,504 | 6,760,106 | 6,406,708 |
| 6,000 | 8,414,565 | 8,061,168 | 7,707,770 | 7,354,372 | 7,000,975 | 6,647,577 | 6,294,179 |
| 8,000 | 8,302,036 | 7,948,639 | 7,595,241 | 7,241,844 | 6,888,446 | 6,535,048 | 6,181,651 |
| 10,000 | 8,189,508 | 7,836,110 | 7,482,712 | 7,129,315 | 6,775,917 | 6,422,519 | 6,069,122 |
| 12,000 | 8,076,979 | 7,723,581 | 7,370,184 | 7,016,786 | 6,663,388 | 6,309,991 | 5,956,593 |
| 14,000 | 7,964,450 | 7,611,052 | 7,257,655 | 6,904,257 | 6,550,859 | 6,197,462 | 5,844,064 |
| 16,000 | 7,851,921 | 7,498,523 | 7,145,126 | 6,791,728 | 6,438,331 | 6,084,933 | 5,731,535 |
| 18,000 | 7,739,392 | 7,385,995 | 7,032,597 | 6,679,199 | 6,325,802 | 5,972,404 | 5,619,006 |
| 20,000 | 7,626,863 | 7,273,466 | 6,920,068 | 6,566,671 | 6,213,273 | 5,859,875 | 5,506,478 |
| 22,000 | 7,514,335 | 7,160,937 | 6,807,539 | 6,454,142 | 6,100,744 | 5,747,346 | 5,393,949 |
| 24,000 | 7,401,806 | 7,048,408 | 6,695,011 | 6,341,613 | 5,988,215 | 5,634,818 | 5,281,420 |
| 26,000 | 7,289,277 | 6,935,879 | 6,582,482 | 6,229,084 | 5,875,686 | 5,522,289 | 5,168,891 |
| 28,000 | 7,176,748 | 6,823,350 | 6,469,953 | 6,116,555 | 5,763,158 | 5,409,760 | 5,056,362 |
| 30,000 | 7,064,219 | 6,710,822 | 6,357,424 | 6,004,026 | 5,650,629 | 5,297,231 | 4,943,833 |

TABLE 6

Affordable Housing - % on site 50%

| Balance (RLV - BLV £ per acre (n)) | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
|------------------------------------|------------|------------|------------|------------|------------|------------|------------|
| 6,069,122 | | | | | | | |
| 70% | 15,278,071 | 14,924,673 | 14,571,276 | 14,217,878 | 13,864,480 | 13,511,083 | 13,157,685 |
| 75% | 14,096,644 | 13,743,246 | 13,389,848 | 13,036,451 | 12,683,053 | 12,329,655 | 11,976,258 |
| 80% | 12,915,216 | 12,561,819 | 12,208,421 | 11,855,024 | 11,501,626 | 11,148,228 | 10,794,831 |
| 85% | 11,733,789 | 11,380,392 | 11,026,994 | 10,673,596 | 10,320,199 | 9,966,801 | 9,613,403 |
| 90% | 10,552,362 | 10,198,964 | 9,845,567 | 9,492,169 | 9,138,771 | 8,785,374 | 8,431,976 |
| 95% | 9,370,935 | 9,017,537 | 8,664,140 | 8,310,742 | 7,957,344 | 7,603,947 | 7,250,549 |
| 100% | 8,189,508 | 7,836,110 | 7,482,712 | 7,129,315 | 6,775,917 | 6,422,519 | 6,069,122 |
| 105% | 7,008,080 | 6,654,683 | 6,301,285 | 5,947,888 | 5,594,490 | 5,241,092 | 4,887,695 |
| 110% | 5,826,653 | 5,473,256 | 5,119,858 | 4,766,460 | 4,413,063 | 4,059,665 | 3,706,267 |
| 115% | 4,645,226 | 4,291,828 | 3,938,431 | 3,585,033 | 3,231,635 | 2,878,238 | 2,524,840 |
| 120% | 3,463,799 | 3,110,401 | 2,757,004 | 2,403,606 | 2,050,208 | 1,696,811 | 1,343,413 |
| 125% | 2,282,372 | 1,928,974 | 1,575,576 | 1,222,179 | 868,781 | 515,383 | 161,986 |

TABLE 7

Affordable Housing - % on site 50%

| Balance (RLV - BLV £ per acre (n)) | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
|------------------------------------|------------|------------|------------|------------|------------|------------|-------------|
| 6,069,122 | | | | | | | |
| 80% | 610,742 | 336,290 | 61,838 | (212,614) | (487,067) | (761,519) | (1,035,971) |
| 82% | 1,368,619 | 1,086,272 | 803,925 | 521,579 | 239,232 | (43,115) | (325,462) |
| 84% | 2,126,495 | 1,836,254 | 1,546,013 | 1,255,771 | 965,530 | 675,289 | 385,048 |
| 86% | 2,884,372 | 2,586,236 | 2,288,100 | 1,989,964 | 1,691,829 | 1,393,693 | 1,095,557 |
| 88% | 3,642,248 | 3,336,218 | 3,030,188 | 2,724,157 | 2,418,127 | 2,112,097 | 1,806,066 |
| 90% | 4,400,125 | 4,086,200 | 3,772,275 | 3,458,350 | 3,144,425 | 2,830,500 | 2,516,575 |
| 92% | 5,158,001 | 4,836,182 | 4,514,363 | 4,192,543 | 3,870,724 | 3,548,904 | 3,227,084 |
| 94% | 5,915,878 | 5,586,164 | 5,256,450 | 4,926,736 | 4,597,022 | 4,267,308 | 3,937,594 |
| 96% | 6,673,755 | 6,336,146 | 5,998,537 | 5,660,929 | 5,323,320 | 4,985,712 | 4,648,103 |
| 98% | 7,431,631 | 7,086,128 | 6,740,625 | 6,395,122 | 6,049,619 | 5,704,116 | 5,358,613 |
| 100% | 8,189,508 | 7,836,110 | 7,482,712 | 7,129,315 | 6,775,917 | 6,422,519 | 6,069,122 |
| 102% | 8,947,384 | 8,586,092 | 8,224,800 | 7,863,508 | 7,502,215 | 7,140,923 | 6,779,631 |
| 104% | 9,705,261 | 9,336,074 | 8,966,887 | 8,597,701 | 8,228,514 | 7,859,327 | 7,490,140 |
| 106% | 10,463,137 | 10,086,056 | 9,708,975 | 9,331,893 | 8,954,812 | 8,577,731 | 8,200,650 |
| 108% | 11,221,014 | 10,836,038 | 10,451,062 | 10,066,086 | 9,681,111 | 9,296,135 | 8,911,159 |
| 110% | 11,978,890 | 11,586,020 | 11,193,150 | 10,800,279 | 10,407,409 | 10,014,538 | 9,621,668 |
| 112% | 12,736,767 | 12,336,002 | 11,935,237 | 11,534,472 | 11,133,707 | 10,732,942 | 10,332,177 |
| 114% | 13,494,643 | 13,085,984 | 12,677,325 | 12,268,665 | 11,860,006 | 11,451,346 | 11,042,687 |
| 116% | 14,252,520 | 13,835,966 | 13,419,412 | 13,002,858 | 12,586,304 | 12,169,750 | 11,753,196 |
| 118% | 15,010,397 | 14,585,948 | 14,161,499 | 13,737,051 | 13,312,602 | 12,888,154 | 12,463,705 |
| 120% | 15,768,273 | 15,335,930 | 14,903,587 | 14,471,244 | 14,038,901 | 13,606,558 | 13,174,214 |

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Scheme Typology: **Core Zone** Bedspaces: **300**
 Site Typology: Location / Value Zone: **Core** Greenfield/Brownfield: **Brownfield**
 Notes:

| Balance (RLV - BLV £ per acre (n)) | 6,069,122 | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
|------------------------------------|------------|------------|------------|------------|------------|------------|------------|-----|
| 5,000 | 8,475,455 | 8,193,544 | 7,911,634 | 7,629,723 | 7,347,812 | 7,065,901 | 6,783,991 | |
| 10,000 | 8,761,403 | 8,550,979 | 8,340,555 | 8,130,131 | 7,919,707 | 7,709,283 | 7,498,859 | |
| 15,000 | 9,047,350 | 8,908,413 | 8,769,476 | 8,630,539 | 8,491,602 | 8,352,665 | 8,213,728 | |
| 20,000 | 9,333,298 | 9,265,847 | 9,198,397 | 9,130,947 | 9,063,497 | 8,996,047 | 8,928,597 | |
| 25,000 | 9,619,245 | 9,623,282 | 9,627,319 | 9,631,355 | 9,635,392 | 9,639,429 | 9,643,465 | |
| 30,000 | 9,905,193 | 9,980,716 | 10,056,240 | 10,131,763 | 10,207,287 | 10,282,811 | 10,358,334 | |
| 35,000 | 10,191,140 | 10,338,151 | 10,485,161 | 10,632,172 | 10,779,182 | 10,926,192 | 11,073,203 | |
| 40,000 | 10,477,088 | 10,695,585 | 10,914,082 | 11,132,580 | 11,351,077 | 11,569,574 | 11,788,072 | |
| 45,000 | 10,763,035 | 11,053,019 | 11,343,004 | 11,632,988 | 11,922,972 | 12,212,956 | 12,502,940 | |
| 50,000 | 11,048,983 | 11,410,454 | 11,771,925 | 12,133,396 | 12,494,867 | 12,856,338 | 13,217,809 | |
| 55,000 | 11,334,930 | 11,767,888 | 12,200,846 | 12,633,804 | 13,066,762 | 13,499,720 | 13,932,678 | |

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

240403_BCC BTR & Co-Living_ Appraisal_v0.6 - Summary Table

| Appraisal Ref: | BTR1 | BTR2 | BTR3 | BTR4 | BTR5 | BTR6 | COLIV1 |
|--|---------------------|---------------------|---------------------|-------------------|-------------------|-------------------|-------------------|
| Appraisal Ref: | Lower Value | Medium Value | Higher Value | Core Zone | Core Zone | Core Zone | Core Zone |
| No Units: | 60 | 60 | 60 | 60 | 150 | 300 | 300 |
| Location / Value Zone: | Lower Value | Medium Value | Higher Value | Core | Core | Core | Core |
| Greenfield/Brownfield: | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield | Brownfield |
| Notes: | | | | | | | |
| Total GDV (£) | £4,496,524 | £8,277,914 | £11,626,306 | £15,935,393 | £39,838,483 | £79,676,966 | £52,331,461 |
| Policy Assumptions | | | | | | | |
| AH Target %: | 35.00% | 35.00% | 35.00% | 35.00% | 35.00% | 35.00% | 50.00% |
| CIL (£ psm) | £0.00 | £90.31 | £90.31 | £90.31 | £90.31 | £90.31 | £90.31 |
| CIL (£ per unit) | £0.00 | £4,212.70 | £4,212.70 | £4,212.70 | £4,212.70 | £4,212.70 | £1,612.68 |
| Site Specific S106 (£ psm) | £60 | £60 | £60 | £60 | £60 | £60 | £120 |
| Site Specific S106 (£ per unit) | £4,300 | £4,300 | £4,300 | £4,300 | £4,300 | £4,300 | £4,300 |
| Sub-Total CIL + S106 (£ per unit) | £4,300 | £8,513 | £8,513 | £8,513 | £8,513 | £8,513 | £5,913 |
| Profit KPI's | | | | | | | |
| Developers Profit (% on costs) | 15.00% | 15.00% | 15.00% | 10.00% | 10.00% | 10.00% | 15.00% |
| Total Developers Profit (£) | £1,686,643.33 | £1,737,404.90 | £1,745,724.50 | £1,190,764.81 | £3,495,338.43 | £6,814,974.72 | £5,212,318.68 |
| Land Value KPI's | | | | | | | |
| RLV (£/acre (net)) | (£8,533,396) | (£5,101,366) | (£1,778,209) | £6,572,557 | £2,587,336 | £4,631,794 | £8,569,122 |
| RLV (£/ha (net)) | (£21,086,021) | (£12,605,475) | (£4,393,954) | £16,240,788 | £6,393,307 | £11,445,162 | £21,174,300 |
| RLV (£ net) | (£8,434,408) | (£5,042,190) | (£1,757,582) | £2,436,118 | £1,198,745 | £4,039,469 | £10,587,150 |
| RLV (% of GDV) | -187.58% | -60.91% | -15.12% | 15.29% | 3.01% | 5.07% | 20.23% |
| RLV Total (£) | (£8,434,408) | (£5,042,190) | (£1,757,582) | £2,436,118 | £1,198,745 | £4,039,469 | £10,587,150 |
| BLV (£/acre (net)) | £852,500 | £1,265,000 | £1,830,000 | £2,500,000 | £2,500,000 | £2,500,000 | £2,500,000 |
| BLV (£/ha (net)) | £2,106,528 | £3,125,815 | £4,521,930 | £6,177,500 | £6,177,500 | £6,177,500 | £6,177,500 |
| BLV Total (£) | £842,611 | £1,250,326 | £1,808,772 | £926,625 | £1,158,281 | £2,180,294 | £3,088,750 |
| Surplus/Deficit (£/acre) [RLV-BLV] | (£9,385,896) | (£6,366,366) | (£3,608,209) | £4,072,557 | £87,336 | £2,131,794 | £6,069,122 |
| Surplus/Deficit (£/ha) | (£23,192,548) | (£15,731,290) | (£8,915,884) | £10,063,288 | £215,807 | £5,267,662 | £14,996,800 |
| Surplus/Deficit Total (£) | (£9,277,019) | (£6,292,516) | (£3,566,354) | £1,509,493 | £40,464 | £1,859,175 | £7,498,400 |
| Plan Viability comments | Not Viable | Not Viable | Not Viable | Viable | Viable | Viable | Viable |

240403_BCC PBSA_ Appraisal_v0.2

Appraisal Ref: **PBSA1** (see Typologies Matrix)
 Scheme Typology: **Higher Value Zone (Edgbaston / Selly Oak)** Bedspaces: **250**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| ASSUMPTIONS - COMMERCIAL USES | | | | | | |
|---------------------------------------|---------------------|------------------|-----------------|--|------------------|----------------------|
| Units - | # Com. Units | AH % | % mix | # Units | # Mkt Resi Units | # AH Units |
| Cluster Flat | | | 70% | 87.5 | 88 | |
| Studio | | | 30% | 37.5 | 38 | |
| Cluster Flats - Disc Mrkt Rent @50%MR | | 50% | 70% | 87.5 | | 88 |
| Studio - Disc Mrkt Rent @50% MR | | | 30% | 37.5 | | 38 |
| | 0 | | | | | |
| | 0 | | | 250 | 125 | 125 |
| | Net area per unit | | | Net to Gross % | | Gross (GIA) per unit |
| | NIA (sqm) | NIA (sqft) | % | GIA (sqm) | GIA (sqft) | |
| Cluster Flat | 15 | 161 | 70.0% | 21 | 231 | |
| Studio | 27 | 291 | 85.0% | 32 | 342 | |
| Cluster Flats - Disc Mrkt Rent @50%MR | 15 | 161 | 70.0% | 21 | 231 | |
| Studio - Disc Mrkt Rent @50% MR | 27 | 291 | 85.0% | 32 | 342 | |
| 0 | 0 | 0 | 0.0% | | | |
| 0 | 0 | 0 | 0.0% | | | |
| 0 | | | | | | |
| 0 | | | | | | |
| | Total Floor areas - | | | | | |
| | NIA (sqm) | NIA (sqft) | | GIA (sqm) | GIA (sqft) | |
| Cluster Flat | 1,313 | 14,128 | | 1,875 | 20,182 | |
| Studio | 1,013 | 10,898 | | 1,191 | 12,822 | |
| Cluster Flats - Disc Mrkt Rent @50%MR | 1,313 | 14,128 | | 1,875 | 20,182 | |
| Studio - Disc Mrkt Rent @50% MR | 1,013 | 10,898 | | 1,191 | 12,822 | |
| 0 | 0 | 0 | | 0 | 0 | |
| 0 | 0 | 0 | | 0 | 0 | |
| 0 | | | | | | |
| 0 | | | | | | |
| | 4,650 | 50,052 | | 6,132 | 66,008 | |
| | Commercial Values - | | | | | |
| | Rent* (£ pcm) | Unit Rent (£ pa) | Rent* (£psf) | Man. Cost % | T Incentive* | Cap Yield (%) |
| Cluster Flat | 825 | 9,900 | | 25% | 0 | 5.00% |
| Studio | 1,100 | 13,200 | | 25% | 0 | 5.00% |
| Cluster Flats - Disc Mrkt Rent @50%MR | 413 | 4,950 | | 25% | 0 | 5.00% |
| Studio - Disc Mrkt Rent @50% MR | 550 | 6,600 | | 25% | 0 | 5.00% |
| 0 | | - | 0.00 | 0% | 0 | 0.00% |
| 0 | | - | 0.00 | 0% | 0 | 0.00% |
| 0 | | | | | | |
| 0 | | | | | | |
| | | | * as applicable | *Total Incentive including Rent Free & Void allowance (months) | | |

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Scheme Typology: **Higher Value Zone (Edgbaston / Selly Oak) Bedspaces: 250**
 Site Typology: Location / Value Zone: **Higher Value Greenfield/Brownfield: Brownfield**
 Notes:

| GROSS DEVELOPMENT VALUE | | | | | | | |
|---------------------------------------|--------------|----------------|-----------|--------------|--------------------|------------------|-------------------|
| Commercial GDV - | rental basis | Gross Rent £PA | less Man. | Net Rent £PA | @ | capitalisation £ | |
| Cluster Flat | unit | 866,250 | 25% | 649,688 | 5.00% | 12,993,750 | |
| Studio | unit | 495,000 | 25% | 371,250 | 5.00% | 7,425,000 | |
| Cluster Flats - Disc Mrkt Rent @50%MR | unit | 433,125 | 25% | 324,844 | 5.00% | 6,496,875 | |
| Studio - Disc Mrkt Rent @50% MR | unit | 247,500 | 25% | 185,625 | 5.00% | 3,712,500 | |
| 0 | £ psf | - | 0% | - | 0.00% | - | |
| 0 | £ psf | - | 0% | - | 0.00% | - | |
| 0 | | | 0% | | | | |
| | | | | 1,531,406 | | 30,628,125 | |
| Commercial GDV - | | | | less RF/Void | Purchasers Costs % | PC £ | |
| Cluster Flat | | | | - | 12,993,750 | 6.80% | (827,317) |
| Studio | | | | - | 7,425,000 | 6.80% | (472,753) |
| Cluster Flats - Disc Mrkt Rent @50%MR | | | | - | 6,496,875 | 6.80% | (413,659) |
| Studio - Disc Mrkt Rent @50% MR | | | | - | 3,712,500 | 6.80% | (236,376) |
| 0 | | | | - | 0 | 6.80% | - |
| 0 | | | | - | 0 | 6.80% | - |
| 0 | | | | - | 0 | 6.80% | - |
| 0 | | | | - | 0 | 6.80% | - |
| Sub-total GDV Commercial | | | | | | | 28,678,020 |
| Grant Funding | | | 125 | AH units @ | 0 | per unit | - |
| Total GDV | | | | | | | 28,678,020 |

| DEVELOPMENT COSTS | | | | | | | | |
|---|----------------|------------|-------------|---------|--------------------------|--------------------------|--------------------------|-----------|
| Initial Payments - | | | | | | | | |
| Statutory Planning Fees | | | | | 50,459 | £ | (50,459) | |
| Planning Application Professional Fees, Surveys and reports | | | | | 3.0 | x | (151,000) | |
| CIL (ex. Aff. Housing - discounted market rent) | | 3,066 | sqm (gross) | 90.31 | £ psm | | (276,906) | |
| | | | | 0.97% | % of GDV | 1,108 | £ per unit (total units) | |
| Site Specific S106 Contributions | 250 | units @ | | 4,300 | | | (1,075,000) | |
| | | | | 3.75% | % of GDV | 175.30 | £ psm (GIA) | |
| Construction Costs - | | | | | | | | |
| Site Clearance and Demolition | | 0.42 | ha @ | 123,650 | £ per ha (if brownfield) | | (51,479) | |
| Cluster Flat | | 1,875 | sqm @ | 2,045 | psm | | (3,834,375) | |
| Studio | | 1,191 | sqm @ | 2,045 | psm | | (2,435,956) | |
| Cluster Flats - Disc Mrkt Rent @50%MR | | 1,875 | sqm @ | 2,045 | psm | | (3,834,375) | |
| Studio - Disc Mrkt Rent @50% MR | | 1,191 | sqm @ | 2,045 | psm | | (2,435,956) | |
| 0 | | - | sqm @ | 0 | psm | | - | |
| 0 | | - | sqm @ | 0 | psm | | - | |
| 0 | | - | sqm @ | 0 | psm | | - | |
| 0 | | 6,132 | - | sqm @ | 0 | psm | - | |
| External works | | 12,540,662 | @ | 15.0% | | | (1,881,099) | |
| | | | | | 7,524 | £ per unit (total units) | | |
| Policy Costs on design - | | | | | | | | |
| Net Biodiversity costs | | 250 | units @ | 287 | £ per unit | | (71,750) | |
| M4(2) Category 2 Housing | Aff units | 125 | units @ | 90% | @ | 521 | £ per dwelling | (58,613) |
| M4(2) Category 2 Housing | OM units | 125 | units @ | 90% | @ | 521 | £ per dwelling | (58,613) |
| M4(3) Category 3 Housing | Aff units | 125 | units @ | 10% | @ | 10,111 | £ per dwelling | (126,388) |
| M4(3) Category 3 Housing | OMS units | 125 | units @ | 10% | @ | 10,111 | £ per dwelling | (126,388) |
| Net Zero Cost | | 104 | Clusters @ | 10,000 | £ per unit | | (1,041,667) | |
| Urban Greening | No. of storeys | 15.0 | equals | 409 | sqm footprint | 100 | £ sqm | (40,882) |
| | | - | sqm | | | 0 | £ psm | - |
| EV Charging Points - Houses | | | units @ | | | 1,000 | £ per unit | - |
| EV Charging Points - Flats | | 250 | units @ | 4 | flats per charger | 2,500 | £ per 4 units | (156,250) |
| | | | units @ | | | 0 | £ per unit | - |
| Sub-total | | | | | | | (1,680,549) | |
| | | | | | | 6,722 | £ per unit (total units) | |
| Contingency (on construction) | | | | | | | | |
| | | 16,153,789 | @ | 5.0% | | | (807,689) | |

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Scheme Typology: **Higher Value Zone (Edgbaston / Selly Oak)** Bedspaces: **250**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | |
|--|--|------------------|------------|---------------------|
| Professional Fees | | 16,153,789 @ | 6.5% | (1,049,996) |
| Disposal Costs - | | | | |
| Letting Agents Costs (inc. in leakage) | | 1,531,406 ERV @ | 0.00% | - |
| Letting Legal Costs (inc. in leakage) | | 1,531,406 ERV @ | 0.00% | - |
| Investment Sale Agents Costs | | 28,678,020 GDV @ | 1.00% | (286,780) |
| Investment Sale Legal Costs | | 28,678,020 GDV @ | 0.50% | (143,390) |
| Marketing and Promotion | | 28,678,020 GDV @ | 0.15% | (43,017) |
| Interest (on Development Costs) - | | 8.00% APR | 0.643% pcm | (1,546,765) |
| Developers Profit - | | | | |
| Profit on Cost (commercial scheme) | | 21,584,793 | 15.00% | (3,237,719) |
| TOTAL COSTS | | | | (24,822,512) |

| | | | | |
|-----------------------------|-------------------|----------------------------|------------------------------|------------------|
| RESIDUAL LAND VALUE | | | | |
| Residual Land Value (gross) | | | | 3,855,508 |
| SDLT | | 3,855,508 @ | HMRC formula | (182,275) |
| Acquisition Agent fees | | 3,855,508 @ | 1.00% | (38,555) |
| Acquisition Legal fees | | 3,855,508 @ | 0.50% | (19,278) |
| Interest on Land | | 3,855,508 @ | 8.00% | (308,441) |
| Residual Land Value | | | | 3,306,959 |
| RLV analysis: | 13,228 £ per plot | 7,936,701 £ per ha (net) | 3,211,939 £ per acre (net) | |
| | | 7,936,701 £ per ha (gross) | 3,211,939 £ per acre (gross) | |
| | | | 11.53% % RLV / GDV | |

| | | | | |
|-----------------------------------|----------------------|----------------------------|---------------------------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | |
| Plot Ratio / Density | | 600.00 | (GIA-Site Area / Dph, as appropriate) | |
| Site Area | 0.00 < alt formula > | 0.42 ha (net) | 1.03 acres (net) | |
| Net to Gross ratio | | 100% | | |
| Site Area (gross) | | 0.42 ha (gross) | 1.03 acres (gross) | |
| Density analysis: | | 14,718 sqm/ha (net) | 64,111 sqft/ac (net) | |
| | | 600 dph (gross) | | |
| Benchmark Land Value (net) | 7,537 £ per plot | 4,521,930 £ per ha (net) | 1,830,000 £ per acre (net) | 1,884,138 |
| BLV analysis: | | 4,521,930 £ per ha (gross) | 1,830,000 £ per acre (gross) | |

| | | | | |
|-------------------|--|--------------------------|----------------------------|------------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | 3,414,771 £ per ha (net) | 1,381,939 £ per acre (net) | 1,422,821 |

240403_BCC PBSA_Appraisal_v0.2

Scheme Typology: **Higher Value Zone (Edgbaston / Selly Oak) Bedspaces: 250**
 Site Typology: Location / Value Zone: **Higher Value Greenfield/Brownfield: Brownfield**
 Notes:

| 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 50% | | | | | | |
| Balance (RLV - BLV £ per acre (n)) | 1,381,939 | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 0.00 | 8,995,683 | 8,216,922 | 7,438,162 | 6,659,402 | 5,880,641 | 5,101,881 | 4,323,120 |
| | 10.00 | 8,949,092 | 8,173,243 | 7,397,395 | 6,621,546 | 5,845,698 | 5,069,849 | 4,294,001 |
| CIL £ psm | 20.00 | 8,902,501 | 8,129,564 | 7,356,628 | 6,583,691 | 5,810,755 | 5,037,818 | 4,264,882 |
| 90.31 | 30.00 | 8,855,910 | 8,085,885 | 7,315,861 | 6,545,836 | 5,775,811 | 5,005,787 | 4,235,762 |
| | 40.00 | 8,809,319 | 8,042,206 | 7,275,093 | 6,507,981 | 5,740,868 | 4,973,756 | 4,206,643 |
| | 50.00 | 8,762,728 | 7,998,527 | 7,234,326 | 6,470,126 | 5,705,925 | 4,941,724 | 4,177,524 |
| | 60.00 | 8,716,137 | 7,954,848 | 7,193,559 | 6,432,270 | 5,670,982 | 4,909,693 | 4,148,404 |
| | 70.00 | 8,669,546 | 7,911,169 | 7,152,792 | 6,394,415 | 5,636,038 | 4,877,662 | 4,119,285 |
| | 80.00 | 8,622,955 | 7,867,490 | 7,112,025 | 6,356,560 | 5,601,095 | 4,845,630 | 4,090,165 |
| | 90.00 | 8,576,364 | 7,823,811 | 7,071,258 | 6,318,705 | 5,566,152 | 4,813,599 | 4,061,046 |
| | 100.00 | 8,529,773 | 7,780,132 | 7,030,491 | 6,280,850 | 5,531,209 | 4,781,568 | 4,031,927 |
| | 110.00 | 8,483,182 | 7,736,453 | 6,989,724 | 6,242,994 | 5,496,265 | 4,749,536 | 4,002,807 |
| | 120.00 | 8,436,591 | 7,692,774 | 6,948,956 | 6,205,139 | 5,461,322 | 4,717,505 | 3,973,688 |
| | 130.00 | 8,390,000 | 7,649,094 | 6,908,189 | 6,167,284 | 5,426,379 | 4,685,474 | 3,944,568 |
| | 140.00 | 8,343,409 | 7,605,415 | 6,867,422 | 6,129,429 | 5,391,436 | 4,653,442 | 3,915,449 |
| | 150.00 | 8,296,818 | 7,561,736 | 6,826,655 | 6,091,574 | 5,356,492 | 4,621,411 | 3,886,330 |
| | 160.00 | 8,250,227 | 7,518,057 | 6,785,888 | 6,053,718 | 5,321,549 | 4,589,380 | 3,857,210 |
| | 170.00 | 8,203,636 | 7,474,378 | 6,745,121 | 6,015,863 | 5,286,606 | 4,557,348 | 3,828,091 |
| | 180.00 | 8,157,045 | 7,430,699 | 6,704,354 | 5,978,008 | 5,251,663 | 4,525,317 | 3,798,972 |
| | 190.00 | 8,110,454 | 7,387,020 | 6,663,586 | 5,940,153 | 5,216,719 | 4,493,286 | 3,769,852 |
| | 200.00 | 8,063,863 | 7,343,341 | 6,622,819 | 5,902,298 | 5,181,776 | 4,461,254 | 3,740,733 |
| | 210.00 | 8,017,272 | 7,299,662 | 6,582,052 | 5,864,442 | 5,146,833 | 4,429,223 | 3,711,613 |
| | 220.00 | 7,970,681 | 7,255,983 | 6,541,285 | 5,826,587 | 5,111,890 | 4,397,192 | 3,682,494 |
| | 230.00 | 7,924,090 | 7,212,304 | 6,500,518 | 5,788,732 | 5,076,946 | 4,365,160 | 3,653,375 |
| | 240.00 | 7,877,499 | 7,168,625 | 6,459,751 | 5,750,877 | 5,042,003 | 4,333,129 | 3,624,255 |
| | 250.00 | 7,830,908 | 7,124,946 | 6,418,984 | 5,713,022 | 5,007,060 | 4,301,098 | 3,595,136 |
| TABLE 2 | | | | | | | | |
| | | Affordable Housing - % on site 50% | | | | | | |
| Balance (RLV - BLV £ per acre (n)) | 1,381,939 | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 1,000 | 8,757,094 | 8,004,632 | 7,252,169 | 6,499,706 | 5,747,244 | 4,994,781 | 4,242,318 |
| | 2,000 | 8,476,825 | 7,724,362 | 6,971,900 | 6,219,437 | 5,466,974 | 4,714,512 | 3,962,049 |
| Site Specific S106 | 3,000 | 8,196,556 | 7,444,093 | 6,691,631 | 5,939,168 | 5,186,705 | 4,434,243 | 3,681,780 |
| 4,300 | 4,000 | 7,916,287 | 7,163,824 | 6,411,362 | 5,658,899 | 4,906,436 | 4,153,973 | 3,401,511 |
| | 5,000 | 7,636,018 | 6,883,555 | 6,131,092 | 5,378,630 | 4,626,167 | 3,873,704 | 3,121,242 |
| | 6,000 | 7,355,749 | 6,603,286 | 5,850,823 | 5,098,361 | 4,345,898 | 3,593,435 | 2,840,973 |
| | 7,000 | 7,075,479 | 6,323,017 | 5,570,554 | 4,818,091 | 4,065,629 | 3,313,166 | 2,560,703 |
| | 8,000 | 6,795,210 | 6,042,748 | 5,290,285 | 4,537,822 | 3,785,360 | 3,032,897 | 2,280,434 |
| | 9,000 | 6,514,941 | 5,762,478 | 5,010,016 | 4,257,553 | 3,505,090 | 2,752,628 | 2,000,165 |
| | 10,000 | 6,234,672 | 5,482,209 | 4,729,747 | 3,977,284 | 3,224,821 | 2,472,359 | 1,719,896 |
| | 11,000 | 5,954,403 | 5,201,940 | 4,449,478 | 3,697,015 | 2,944,552 | 2,192,089 | 1,439,627 |
| | 12,000 | 5,674,134 | 4,921,671 | 4,169,208 | 3,416,746 | 2,664,283 | 1,911,820 | 1,159,358 |
| | 13,000 | 5,393,865 | 4,641,402 | 3,888,939 | 3,136,477 | 2,384,014 | 1,631,551 | 879,089 |
| | 14,000 | 5,113,595 | 4,361,133 | 3,608,670 | 2,856,207 | 2,103,745 | 1,351,282 | 598,819 |
| | 15,000 | 4,833,326 | 4,080,864 | 3,328,401 | 2,575,938 | 1,823,476 | 1,071,013 | 318,550 |
| TABLE 3 | | | | | | | | |
| | | Affordable Housing - % on site 50% | | | | | | |
| Balance (RLV - BLV £ per acre (n)) | 1,381,939 | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 15.0% | 8,574,919 | 7,822,457 | 7,069,994 | 6,317,531 | 5,565,069 | 4,812,606 | 4,060,143 |
| | 16.0% | 8,416,802 | 7,664,699 | 6,912,596 | 6,160,493 | 5,408,391 | 4,656,288 | 3,904,185 |
| Profit | 17.0% | 8,258,685 | 7,506,942 | 6,755,199 | 6,003,456 | 5,251,712 | 4,499,969 | 3,748,226 |
| 15.0% | 18.0% | 8,100,567 | 7,349,184 | 6,597,801 | 5,846,418 | 5,095,034 | 4,343,651 | 3,592,268 |
| | 19.0% | 7,942,450 | 7,191,427 | 6,440,403 | 5,689,380 | 4,938,356 | 4,187,333 | 3,436,309 |
| | 20.0% | 7,784,333 | 7,033,669 | 6,283,005 | 5,532,342 | 4,781,678 | 4,031,014 | 3,280,351 |

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Scheme Typology:
Site Typology:
Notes:

Higher Value Zone (Edgbaston / Selly Oak) Bedspaces: 250
Location / Value Zone: Higher Value Greenfield/Brownfield: Brownfield

TABLE 4

| | | Affordable Housing - % on site 50% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 1,381,939 | | | | | | | |
| | 1,500,000 | 8,904,919 | 8,152,457 | 7,399,994 | 6,647,531 | 5,895,069 | 5,142,606 | 4,390,143 |
| | 1,600,000 | 8,804,919 | 8,052,457 | 7,299,994 | 6,547,531 | 5,795,069 | 5,042,606 | 4,290,143 |
| | 1,700,000 | 8,704,919 | 7,952,457 | 7,199,994 | 6,447,531 | 5,695,069 | 4,942,606 | 4,190,143 |
| | 1,800,000 | 8,604,919 | 7,852,457 | 7,099,994 | 6,347,531 | 5,595,069 | 4,842,606 | 4,090,143 |
| | 1,900,000 | 8,504,919 | 7,752,457 | 6,999,994 | 6,247,531 | 5,495,069 | 4,742,606 | 3,990,143 |
| | 2,000,000 | 8,404,919 | 7,652,457 | 6,899,994 | 6,147,531 | 5,395,069 | 4,642,606 | 3,890,143 |
| | 2,100,000 | 8,304,919 | 7,552,457 | 6,799,994 | 6,047,531 | 5,295,069 | 4,542,606 | 3,790,143 |
| | 2,200,000 | 8,204,919 | 7,452,457 | 6,699,994 | 5,947,531 | 5,195,069 | 4,442,606 | 3,690,143 |
| | 2,300,000 | 8,104,919 | 7,352,457 | 6,599,994 | 5,847,531 | 5,095,069 | 4,342,606 | 3,590,143 |
| | 2,400,000 | 8,004,919 | 7,252,457 | 6,499,994 | 5,747,531 | 4,995,069 | 4,242,606 | 3,490,143 |
| | 2,500,000 | 7,904,919 | 7,152,457 | 6,399,994 | 5,647,531 | 4,895,069 | 4,142,606 | 3,390,143 |
| | 2,600,000 | 7,804,919 | 7,052,457 | 6,299,994 | 5,547,531 | 4,795,069 | 4,042,606 | 3,290,143 |
| | 2,700,000 | 7,704,919 | 6,952,457 | 6,199,994 | 5,447,531 | 4,695,069 | 3,942,606 | 3,190,143 |
| | 2,800,000 | 7,604,919 | 6,852,457 | 6,099,994 | 5,347,531 | 4,595,069 | 3,842,606 | 3,090,143 |
| | 2,900,000 | 7,504,919 | 6,752,457 | 5,999,994 | 5,247,531 | 4,495,069 | 3,742,606 | 2,990,143 |
| | 3,000,000 | 7,404,919 | 6,652,457 | 5,899,994 | 5,147,531 | 4,395,069 | 3,642,606 | 2,890,143 |

TABLE 5

| | | Affordable Housing - % on site 50% | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 1,381,939 | | | | | | | |
| | - | 9,183,284 | 8,430,821 | 7,678,358 | 6,925,896 | 6,173,433 | 5,420,970 | 4,668,507 |
| | 2,000 | 9,061,611 | 8,309,148 | 7,556,685 | 6,804,223 | 6,051,760 | 5,299,297 | 4,546,835 |
| | 4,000 | 8,939,938 | 8,187,475 | 7,435,013 | 6,682,550 | 5,930,087 | 5,177,624 | 4,425,162 |
| | 6,000 | 8,818,265 | 8,065,802 | 7,313,340 | 6,560,877 | 5,808,414 | 5,055,952 | 4,303,489 |
| | 8,000 | 8,696,592 | 7,944,130 | 7,191,667 | 6,439,204 | 5,686,741 | 4,934,279 | 4,181,816 |
| | 10,000 | 8,574,919 | 7,822,457 | 7,069,994 | 6,317,531 | 5,565,069 | 4,812,606 | 4,060,143 |
| | 12,000 | 8,453,247 | 7,700,784 | 6,948,321 | 6,195,858 | 5,443,396 | 4,690,933 | 3,938,470 |
| | 14,000 | 8,331,574 | 7,579,111 | 6,826,648 | 6,074,186 | 5,321,723 | 4,569,260 | 3,816,798 |
| | 16,000 | 8,209,901 | 7,457,438 | 6,704,975 | 5,952,513 | 5,200,050 | 4,447,587 | 3,695,125 |
| | 18,000 | 8,088,228 | 7,335,765 | 6,583,303 | 5,830,840 | 5,078,377 | 4,325,915 | 3,573,452 |
| | 20,000 | 7,966,555 | 7,214,092 | 6,461,630 | 5,709,167 | 4,956,704 | 4,204,242 | 3,451,779 |
| | 22,000 | 7,844,882 | 7,092,420 | 6,339,957 | 5,587,494 | 4,835,032 | 4,082,569 | 3,330,106 |
| | 24,000 | 7,723,209 | 6,970,747 | 6,218,284 | 5,465,821 | 4,713,359 | 3,960,896 | 3,208,433 |
| | 26,000 | 7,601,537 | 6,849,074 | 6,096,611 | 5,344,149 | 4,591,686 | 3,839,223 | 3,086,761 |
| | 28,000 | 7,479,864 | 6,727,401 | 5,974,938 | 5,222,476 | 4,470,013 | 3,717,550 | 2,965,088 |
| | 30,000 | 7,358,191 | 6,605,728 | 5,853,266 | 5,100,803 | 4,348,340 | 3,595,878 | 2,843,415 |

TABLE 6

| | | Affordable Housing - % on site 50% | | | | | | |
|------------------------------------|-----------|------------------------------------|------------|------------|------------|------------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 1,381,939 | | | | | | | |
| | 70% | 13,119,561 | 12,367,098 | 11,614,636 | 10,862,173 | 10,109,710 | 9,357,248 | 8,604,785 |
| | 75% | 12,362,121 | 11,609,658 | 10,857,195 | 10,104,733 | 9,352,270 | 8,599,807 | 7,847,345 |
| | 80% | 11,604,680 | 10,852,218 | 10,099,755 | 9,347,292 | 8,594,830 | 7,842,367 | 7,089,904 |
| | 85% | 10,847,240 | 10,094,777 | 9,342,315 | 8,589,852 | 7,837,389 | 7,084,927 | 6,332,464 |
| | 90% | 10,089,800 | 9,337,337 | 8,584,875 | 7,832,412 | 7,079,949 | 6,327,487 | 5,575,024 |
| | 95% | 9,332,360 | 8,579,897 | 7,827,434 | 7,074,972 | 6,322,509 | 5,570,046 | 4,817,584 |
| | 100% | 8,574,919 | 7,822,457 | 7,069,994 | 6,317,531 | 5,565,069 | 4,812,606 | 4,060,143 |
| | 105% | 7,817,479 | 7,065,016 | 6,312,554 | 5,560,091 | 4,807,628 | 4,055,166 | 3,302,703 |
| | 110% | 7,060,039 | 6,307,576 | 5,555,113 | 4,802,651 | 4,050,188 | 3,297,725 | 2,545,263 |
| | 115% | 6,302,599 | 5,550,136 | 4,797,673 | 4,045,211 | 3,292,748 | 2,540,285 | 1,787,823 |
| | 120% | 5,545,158 | 4,792,696 | 4,042,233 | 3,287,770 | 2,535,308 | 1,782,845 | 1,030,382 |
| | 125% | 4,787,718 | 4,035,255 | 3,282,793 | 2,530,330 | 1,777,867 | 1,025,405 | 272,942 |

TABLE 7

| | | Affordable Housing - % on site 50% | | | | | | |
|------------------------------------|-----------|------------------------------------|------------|------------|------------|------------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 1,381,939 | | | | | | | |
| | 80% | 2,967,845 | 2,371,134 | 1,774,423 | 1,177,713 | 581,002 | (15,708) | (612,419) |
| | 82% | 3,528,552 | 2,916,266 | 2,303,980 | 1,691,695 | 1,079,409 | 467,123 | (145,163) |
| | 84% | 4,089,260 | 3,461,399 | 2,833,537 | 2,205,676 | 1,577,815 | 949,954 | 322,093 |
| | 86% | 4,649,967 | 4,006,531 | 3,363,095 | 2,719,658 | 2,076,222 | 1,432,786 | 789,350 |
| | 88% | 5,210,674 | 4,551,663 | 3,892,652 | 3,233,640 | 2,574,629 | 1,915,617 | 1,256,606 |
| | 90% | 5,771,382 | 5,096,795 | 4,422,209 | 3,747,622 | 3,073,035 | 2,398,449 | 1,723,862 |
| | 92% | 6,332,089 | 5,641,928 | 4,951,766 | 4,261,604 | 3,571,442 | 2,881,280 | 2,191,118 |
| | 94% | 6,892,797 | 6,187,060 | 5,481,323 | 4,775,586 | 4,069,849 | 3,364,112 | 2,658,375 |
| | 96% | 7,453,504 | 6,732,192 | 6,010,880 | 5,289,568 | 4,568,255 | 3,846,943 | 3,125,631 |
| | 98% | 8,014,212 | 7,277,324 | 6,540,437 | 5,803,549 | 5,066,662 | 4,329,775 | 3,592,887 |
| | 100% | 8,574,919 | 7,822,457 | 7,069,994 | 6,317,531 | 5,565,069 | 4,812,606 | 4,060,143 |
| | 102% | 9,135,627 | 8,367,589 | 7,599,551 | 6,831,513 | 6,063,475 | 5,295,437 | 4,527,400 |
| | 104% | 9,696,334 | 8,912,721 | 8,129,108 | 7,345,495 | 6,561,882 | 5,778,269 | 4,994,656 |
| | 106% | 10,257,042 | 9,457,853 | 8,658,665 | 7,859,477 | 7,060,289 | 6,261,100 | 5,461,912 |
| | 108% | 10,817,749 | 10,002,986 | 9,188,222 | 8,373,459 | 7,558,695 | 6,743,932 | 5,929,168 |
| | 110% | 11,378,457 | 10,548,118 | 9,717,779 | 8,887,441 | 8,057,102 | 7,226,763 | 6,396,424 |
| | 112% | 11,939,164 | 11,093,250 | 10,247,336 | 9,401,422 | 8,555,509 | 7,709,595 | 6,863,681 |
| | 114% | 12,499,872 | 11,638,383 | 10,776,893 | 9,915,404 | 9,053,915 | 8,192,426 | 7,330,937 |
| | 116% | 13,060,579 | 12,183,515 | 11,306,451 | 10,429,386 | 9,552,322 | 8,675,257 | 7,798,193 |
| | 118% | 13,621,287 | 12,728,647 | 11,836,008 | 10,943,368 | 10,050,728 | 9,158,089 | 8,265,449 |
| | 120% | 14,181,994 | 13,273,779 | 12,365,565 | 11,457,350 | 10,549,135 | 9,640,920 | 8,732,706 |

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Scheme Typology: **Higher Value Zone (Edgbaston / Selly Oak)** Bedspaces: **250**
 Site Typology: Location / Value Zone: **Higher Value** Greenfield/Brownfield: **Brownfield**
 Notes:

TABLE 8 Affordable Housing - % on site 50%

| Balance (RLV - BLV £ per acre (n)) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
|------------------------------------|--------|------------|------------|------------|------------|------------|------------|-----------|
| 1,381,939 | | | | | | | | |
| 5,000 | | 8,788,703 | 8,089,687 | 7,390,670 | 6,691,653 | 5,992,637 | 5,293,620 | 4,594,603 |
| 10,000 | | 9,002,487 | 8,356,917 | 7,711,346 | 7,065,775 | 6,420,204 | 5,774,634 | 5,129,063 |
| Grant (£ per unit) | 15,000 | 9,216,271 | 8,624,146 | 8,032,022 | 7,439,897 | 6,847,772 | 6,255,648 | 5,663,523 |
| | 20,000 | 9,430,055 | 8,891,376 | 8,352,698 | 7,814,019 | 7,275,340 | 6,736,661 | 6,197,983 |
| | 25,000 | 9,643,839 | 9,158,606 | 8,673,374 | 8,188,141 | 7,702,908 | 7,217,675 | 6,732,442 |
| | 30,000 | 9,857,623 | 9,425,836 | 8,994,049 | 8,562,263 | 8,130,476 | 7,698,689 | 7,266,902 |
| | 35,000 | 10,071,407 | 9,693,066 | 9,314,725 | 8,936,385 | 8,558,044 | 8,179,703 | 7,801,362 |
| | 40,000 | 10,285,191 | 9,960,296 | 9,635,401 | 9,310,506 | 8,985,612 | 8,660,717 | 8,335,822 |
| | 45,000 | 10,498,975 | 10,227,526 | 9,956,077 | 9,684,628 | 9,413,179 | 9,141,731 | 8,870,282 |
| | 50,000 | 10,712,759 | 10,494,756 | 10,276,753 | 10,058,750 | 9,840,747 | 9,622,744 | 9,404,742 |
| | 55,000 | 10,926,543 | 10,761,986 | 10,597,429 | 10,432,872 | 10,268,315 | 10,103,758 | 9,939,201 |

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: **PBSA2** (see Typologies Matrix)
 Scheme Typology: **Core Zone (City Centre)**
 Site Typology: **Core** Bedspaces: **250**
 Location / Value Zone: **Core** Greenfield/Brownfield: **Brownfield**
 Notes:

ASSUMPTIONS - COMMERCIAL USES

| Units - | # Com. Units | AH % | % mix | # Units | # Mkt Resi Units | # AH Units |
|-------------------------------|--------------------------------|------------------|---------------------|--|------------------|---------------|
| Cluster Flat | | | 70% | 87.5 | 88 | |
| Studio | | | 30% | 37.5 | 38 | |
| Cluster Flats - Disc Mkt Rent | | 50% | 70% | 87.5 | | 88 |
| Studio - Disc Mkt Rent | | | 30% | 37.5 | | 38 |
| | 0 | | | | | |
| | 0 | | | 250 | 125 | 125 |
| | <hr/> | | | | | |
| Unit Floor areas - | Net area per unit NIA (sqm) | NIA (sqft) | Net to Gross % % | Gross (GIA) per unit GIA (sqm) GIA (sqft) | | |
| Cluster Flat | 15 | 161 | 70.0% | 21 | 231 | |
| Studio | 27 | 291 | 85.0% | 32 | 342 | |
| Cluster Flats - Disc Mkt Rent | 15 | 161 | 70.0% | 21 | 231 | |
| Studio - Disc Mkt Rent | 27 | 291 | 85.0% | 32 | 342 | |
| 0 | 0 | 0 | 0.0% | | | |
| 0 | 0 | 0 | 0.0% | | | |
| 0 | | | | | | |
| 0 | | | | | | |
| | <hr/> | | | | | |
| Total Floor areas - | NIA (sqm) | NIA (sqft) | | GIA (sqm) | GIA (sqft) | |
| Cluster Flat | 1,313 | 14,128 | | 1,875 | 20,182 | |
| Studio | 1,013 | 10,898 | | 1,191 | 12,822 | |
| Cluster Flats - Disc Mkt Rent | 1,313 | 14,128 | | 1,875 | 20,182 | |
| Studio - Disc Mkt Rent | 1,013 | 10,898 | | 1,191 | 12,822 | |
| 0 | 0 | 0 | | 0 | 0 | |
| 0 | 0 | 0 | | 0 | 0 | |
| 0 | | | | | | |
| 0 | | | | | | |
| | <hr/> | | | | | |
| | 4,650 | 50,052 | | 6,132 | 66,008 | |
| Commercial Values - | Rent* (£ pcm) | Unit Rent (£ pa) | Rent* (£psf) | Man. Cost % | T Incentive* | Cap Yield (%) |
| Cluster Flat | 825 | 9,900 | | 25% | 0 | 5.00% |
| Studio | 1,100 | 13,200 | | 25% | 0 | 5.00% |
| Cluster Flats - Disc Mkt Rent | 413 | 4,950 | | 25% | 0 | 5.00% |
| Studio - Disc Mkt Rent | 550 | 6,600 | | 25% | 0 | 5.00% |
| 0 | | - | 0.00 | 0% | 0 | 0.00% |
| 0 | | - | 0.00 | 0% | 0 | 0.00% |
| 0 | | | | | | |
| 0 | | | | | | |
| | <hr/> | | | | | |
| | | | * as applicable | *Total Incentive including Rent Free & Void allowance (months) | | |

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Scheme Typology: **Core Zone (City Centre)**
 Site Typology: Location / Value Zone: **Core** Bedspaces: **250**
 Greenfield/Brownfield: **Brownfield**
 Notes:

| | | | | | |
|--|-------------------|--------------|-------|---------------|---------------------|
| Professional Fees | | 16,153,789 @ | | 6.5% | (1,049,996) |
| Disposal Costs - | | | | | |
| Letting Agents Costs | (inc. in leakage) | 1,531,406 | ERV @ | 0.00% | - |
| Letting Legal Costs | (inc. in leakage) | 1,531,406 | ERV @ | 0.00% | - |
| Investment Sale Agents Costs | | 28,678,020 | GDV @ | 1.00% | (286,780) |
| Investment Sale Legal Costs | | 28,678,020 | GDV @ | 0.50% | (143,390) |
| Marketing and Promotion | | 28,678,020 | GDV @ | 0.15% | (43,017) |
| Interest (on Development Costs) - | | 8.00% | APR | 0.643% pcm | (1,546,765) |
| Developers Profit - | | | | | |
| Profit on Cost (commercial scheme) | | 21,584,793 | | 15.00% | (3,237,719) |
| TOTAL COSTS | | | | | (24,822,512) |

| | | | | | |
|-----------------------------|--------------------------|-----------------------------------|-------------------------------------|--------------|------------------|
| RESIDUAL LAND VALUE | | | | | |
| Residual Land Value (gross) | | | | | 3,855,508 |
| SDLT | | 3,855,508 @ | | HMRC formula | (182,275) |
| Acquisition Agent fees | | 3,855,508 @ | | 1.00% | (38,555) |
| Acquisition Legal fees | | 3,855,508 @ | | 0.50% | (19,278) |
| Interest on Land | | 3,855,508 @ | | 8.00% | (308,441) |
| Residual Land Value | | | | | 3,306,959 |
| RLV analysis: | 13,228 £ per plot | 7,936,701 £ per ha (net) | 3,211,939 £ per acre (net) | | |
| | | 7,936,701 £ per ha (gross) | 3,211,939 £ per acre (gross) | | |
| | | | 11.53% % RLV / GDV | | |

| | | | | | |
|-----------------------------------|----------------------|-----------------------------------|---------------------------------------|--------------------|------------------|
| BENCHMARK LAND VALUE (BLV) | | | | | |
| Plot Ratio / Density | | 600.00 | (GIA-Site Area / Dph, as appropriate) | | |
| Site Area | 0.00 < alt formula > | 0.42 ha (net) | | 1.03 acres (net) | |
| Net to Gross ratio | | 100% | | | |
| Site Area (gross) | | 0.42 ha (gross) | | 1.03 acres (gross) | |
| Density analysis: | | 14,718 sqm/ha (net) | 64,111 sqft/ac (net) | | |
| | | 600 dph (gross) | | | |
| Benchmark Land Value (net) | 10,296 £ per plot | 6,177,500 £ per ha (net) | 2,500,000 £ per acre (net) | | 2,573,958 |
| BLV analysis: | | 6,177,500 £ per ha (gross) | 2,500,000 £ per acre (gross) | | |

| | | | | |
|-------------------|--|---------------------------------|---------------------------------|----------------|
| BALANCE | | | | |
| Surplus/(Deficit) | | 1,759,201 £ per ha (net) | 711,939 £ per acre (net) | 733,001 |

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Scheme Typology: **Core Zone (City Centre)** Bedspaces: **250**
 Site Typology: Location / Value Zone: **Core** Greenfield/Brownfield: **Brownfield**
 Notes:

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 50% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% | |
| CIL £ psm 90.31 | 711,939 | 0.00 | 8,325,683 | 7,546,922 | 6,768,162 | 5,989,402 | 5,210,641 | 4,431,881 | 3,653,120 |
| | 10.00 | 8,279,092 | 7,503,243 | 6,727,395 | 5,951,546 | 5,175,698 | 4,399,849 | 3,624,001 | |
| | 20.00 | 8,232,501 | 7,459,564 | 6,686,628 | 5,913,691 | 5,140,755 | 4,367,818 | 3,594,882 | |
| | 30.00 | 8,185,910 | 7,415,885 | 6,645,861 | 5,875,836 | 5,105,811 | 4,335,787 | 3,565,762 | |
| | 40.00 | 8,139,319 | 7,372,206 | 6,605,093 | 5,837,981 | 5,070,868 | 4,303,756 | 3,536,643 | |
| | 50.00 | 8,092,728 | 7,328,527 | 6,564,326 | 5,800,126 | 5,035,925 | 4,271,724 | 3,507,524 | |
| | 60.00 | 8,046,137 | 7,284,848 | 6,523,559 | 5,762,270 | 5,000,982 | 4,239,693 | 3,478,404 | |
| | 70.00 | 7,999,546 | 7,241,169 | 6,482,792 | 5,724,415 | 4,966,038 | 4,207,662 | 3,449,285 | |
| | 80.00 | 7,952,955 | 7,197,490 | 6,442,025 | 5,686,560 | 4,931,095 | 4,175,630 | 3,420,165 | |
| | 90.00 | 7,906,364 | 7,153,811 | 6,401,258 | 5,648,705 | 4,896,152 | 4,143,599 | 3,391,046 | |
| | 100.00 | 7,859,773 | 7,110,132 | 6,360,491 | 5,610,850 | 4,861,209 | 4,111,568 | 3,361,927 | |
| | 110.00 | 7,813,182 | 7,066,453 | 6,319,724 | 5,572,994 | 4,826,265 | 4,079,536 | 3,332,807 | |
| | 120.00 | 7,766,591 | 7,022,774 | 6,278,956 | 5,535,139 | 4,791,322 | 4,047,505 | 3,303,688 | |
| | 130.00 | 7,720,000 | 6,979,094 | 6,238,189 | 5,497,284 | 4,756,379 | 4,015,474 | 3,274,568 | |
| | 140.00 | 7,673,409 | 6,935,415 | 6,197,422 | 5,459,429 | 4,721,436 | 3,983,442 | 3,245,449 | |
| | 150.00 | 7,626,818 | 6,891,736 | 6,156,655 | 5,421,574 | 4,686,492 | 3,951,411 | 3,216,330 | |
| | 160.00 | 7,580,227 | 6,848,057 | 6,115,888 | 5,383,718 | 4,651,549 | 3,919,380 | 3,187,210 | |
| | 170.00 | 7,533,636 | 6,804,378 | 6,075,121 | 5,345,863 | 4,616,606 | 3,887,348 | 3,158,091 | |
| | 180.00 | 7,487,045 | 6,760,699 | 6,034,354 | 5,308,008 | 4,581,663 | 3,855,317 | 3,128,972 | |
| | 190.00 | 7,440,454 | 6,717,020 | 5,993,586 | 5,270,153 | 4,546,719 | 3,823,286 | 3,099,852 | |
| 200.00 | 7,393,863 | 6,673,341 | 5,952,819 | 5,232,298 | 4,511,776 | 3,791,254 | 3,070,733 | | |
| 210.00 | 7,347,272 | 6,629,662 | 5,912,052 | 5,194,442 | 4,476,833 | 3,759,223 | 3,041,613 | | |
| 220.00 | 7,300,681 | 6,585,983 | 5,871,285 | 5,156,587 | 4,441,890 | 3,727,192 | 3,012,494 | | |
| 230.00 | 7,254,090 | 6,542,304 | 5,830,518 | 5,118,732 | 4,406,946 | 3,695,160 | 2,983,375 | | |
| 240.00 | 7,207,499 | 6,498,625 | 5,789,751 | 5,080,877 | 4,372,003 | 3,663,129 | 2,954,255 | | |
| 250.00 | 7,160,908 | 6,454,946 | 5,748,984 | 5,043,022 | 4,337,060 | 3,631,098 | 2,925,136 | | |

TABLE 2

| | | Affordable Housing - % on site 50% | | | | | | | |
|------------------------------------|---------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% | |
| Site Specific S106 4,300 | 711,939 | 1,000 | 8,087,094 | 7,334,632 | 6,582,169 | 5,829,706 | 5,077,244 | 4,324,781 | 3,572,318 |
| | 2,000 | 7,806,825 | 7,054,362 | 6,301,900 | 5,549,437 | 4,796,974 | 4,044,512 | 3,292,049 | |
| | 3,000 | 7,526,556 | 6,774,093 | 6,021,631 | 5,269,168 | 4,516,705 | 3,764,243 | 3,011,780 | |
| | 4,000 | 7,246,287 | 6,493,824 | 5,741,362 | 4,988,899 | 4,236,436 | 3,483,973 | 2,731,511 | |
| | 5,000 | 6,966,018 | 6,213,555 | 5,461,092 | 4,708,630 | 3,956,167 | 3,203,704 | 2,451,242 | |
| | 6,000 | 6,685,749 | 5,933,286 | 5,180,823 | 4,428,361 | 3,675,898 | 2,923,435 | 2,170,973 | |
| | 7,000 | 6,405,479 | 5,653,017 | 4,900,554 | 4,148,091 | 3,395,629 | 2,643,166 | 1,890,703 | |
| | 8,000 | 6,125,210 | 5,372,748 | 4,620,285 | 3,867,822 | 3,115,360 | 2,362,897 | 1,610,434 | |
| | 9,000 | 5,844,941 | 5,092,478 | 4,340,016 | 3,587,553 | 2,835,090 | 2,082,628 | 1,330,165 | |
| | 10,000 | 5,564,672 | 4,812,209 | 4,059,747 | 3,307,284 | 2,554,821 | 1,802,359 | 1,049,896 | |
| | 11,000 | 5,284,403 | 4,531,940 | 3,779,478 | 3,027,015 | 2,274,552 | 1,522,089 | 769,627 | |
| | 12,000 | 5,004,134 | 4,251,671 | 3,499,208 | 2,746,746 | 1,994,283 | 1,241,820 | 489,358 | |
| | 13,000 | 4,723,865 | 3,971,402 | 3,218,939 | 2,466,477 | 1,714,014 | 961,551 | 209,089 | |
| | 14,000 | 4,443,595 | 3,691,133 | 2,938,670 | 2,186,207 | 1,433,745 | 681,282 | (71,181) | |
| | 15,000 | 4,163,326 | 3,410,864 | 2,658,401 | 1,905,938 | 1,153,476 | 401,013 | (351,450) | |

TABLE 3

| | | Affordable Housing - % on site 50% | | | | | | | |
|------------------------------------|---------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 20% | 25% | 30% | 35% | 40% | 45% | 50% | |
| Profit 15.0% | 711,939 | 15.0% | 7,904,919 | 7,152,457 | 6,399,994 | 5,647,531 | 4,895,069 | 4,142,606 | 3,390,143 |
| | 16.0% | 7,746,802 | 6,994,699 | 6,242,596 | 5,490,493 | 4,738,391 | 3,986,288 | 3,234,185 | |
| | 17.0% | 7,588,685 | 6,836,942 | 6,085,199 | 5,333,456 | 4,581,712 | 3,829,969 | 3,078,226 | |
| | 18.0% | 7,430,567 | 6,679,184 | 5,927,801 | 5,176,418 | 4,425,034 | 3,673,651 | 2,922,268 | |
| | 19.0% | 7,272,450 | 6,521,427 | 5,770,403 | 5,019,380 | 4,268,356 | 3,517,333 | 2,766,309 | |
| | 20.0% | 7,114,333 | 6,363,669 | 5,613,005 | 4,862,342 | 4,111,678 | 3,361,014 | 2,610,351 | |

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Scheme Typology:
Site Typology:
Notes:

Core Zone (City Centre)
Location / Value Zone: **Core**

Bedspaces: **250**
Greenfield/Brownfield: **Brownfield**

TABLE 4

| | | Affordable Housing - % on site 50% | | | | | | | |
|------------------------------------|-----------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 711,939 | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 1,500,000 | | 8,904,919 | 8,152,457 | 7,399,994 | 6,647,531 | 5,895,069 | 5,142,606 | 4,390,143 |
| | 1,600,000 | | 8,804,919 | 8,052,457 | 7,299,994 | 6,547,531 | 5,795,069 | 5,042,606 | 4,290,143 |
| | 1,700,000 | | 8,704,919 | 7,952,457 | 7,199,994 | 6,447,531 | 5,695,069 | 4,942,606 | 4,190,143 |
| | 1,800,000 | | 8,604,919 | 7,852,457 | 7,099,994 | 6,347,531 | 5,595,069 | 4,842,606 | 4,090,143 |
| | 1,900,000 | | 8,504,919 | 7,752,457 | 6,999,994 | 6,247,531 | 5,495,069 | 4,742,606 | 3,990,143 |
| | 2,000,000 | | 8,404,919 | 7,652,457 | 6,899,994 | 6,147,531 | 5,395,069 | 4,642,606 | 3,890,143 |
| | 2,100,000 | | 8,304,919 | 7,552,457 | 6,799,994 | 6,047,531 | 5,295,069 | 4,542,606 | 3,790,143 |
| | 2,200,000 | | 8,204,919 | 7,452,457 | 6,699,994 | 5,947,531 | 5,195,069 | 4,442,606 | 3,690,143 |
| | 2,300,000 | | 8,104,919 | 7,352,457 | 6,599,994 | 5,847,531 | 5,095,069 | 4,342,606 | 3,590,143 |
| | 2,400,000 | | 8,004,919 | 7,252,457 | 6,499,994 | 5,747,531 | 4,995,069 | 4,242,606 | 3,490,143 |
| | 2,500,000 | | 7,904,919 | 7,152,457 | 6,399,994 | 5,647,531 | 4,895,069 | 4,142,606 | 3,390,143 |
| | 2,600,000 | | 7,804,919 | 7,052,457 | 6,299,994 | 5,547,531 | 4,795,069 | 4,042,606 | 3,290,143 |
| | 2,700,000 | | 7,704,919 | 6,952,457 | 6,199,994 | 5,447,531 | 4,695,069 | 3,942,606 | 3,190,143 |
| | 2,800,000 | | 7,604,919 | 6,852,457 | 6,099,994 | 5,347,531 | 4,595,069 | 3,842,606 | 3,090,143 |
| | 2,900,000 | | 7,504,919 | 6,752,457 | 5,999,994 | 5,247,531 | 4,495,069 | 3,742,606 | 2,990,143 |
| | 3,000,000 | | 7,404,919 | 6,652,457 | 5,899,994 | 5,147,531 | 4,395,069 | 3,642,606 | 2,890,143 |

TABLE 5

| | | Affordable Housing - % on site 50% | | | | | | | |
|------------------------------------|--------|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 711,939 | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | - | | 8,513,284 | 7,760,821 | 7,008,358 | 6,255,896 | 5,503,433 | 4,750,970 | 3,998,507 |
| | 2,000 | | 8,391,611 | 7,639,148 | 6,886,685 | 6,134,223 | 5,381,760 | 4,629,297 | 3,876,835 |
| | 4,000 | | 8,269,938 | 7,517,475 | 6,765,013 | 6,012,550 | 5,260,087 | 4,507,624 | 3,755,162 |
| | 6,000 | | 8,148,265 | 7,395,802 | 6,643,340 | 5,890,877 | 5,138,414 | 4,385,952 | 3,633,489 |
| | 8,000 | | 8,026,592 | 7,274,130 | 6,521,667 | 5,769,204 | 5,016,741 | 4,264,279 | 3,511,816 |
| | 10,000 | | 7,904,919 | 7,152,457 | 6,399,994 | 5,647,531 | 4,895,069 | 4,142,606 | 3,390,143 |
| | 12,000 | | 7,783,247 | 7,030,784 | 6,278,321 | 5,525,858 | 4,773,396 | 4,020,933 | 3,268,470 |
| | 14,000 | | 7,661,574 | 6,909,111 | 6,156,648 | 5,404,186 | 4,651,723 | 3,899,260 | 3,146,798 |
| | 16,000 | | 7,539,901 | 6,787,438 | 6,034,975 | 5,282,513 | 4,530,050 | 3,777,587 | 3,025,125 |
| | 18,000 | | 7,418,228 | 6,665,765 | 5,913,303 | 5,160,840 | 4,408,377 | 3,655,915 | 2,903,452 |
| | 20,000 | | 7,296,555 | 6,544,092 | 5,791,630 | 5,039,167 | 4,286,704 | 3,534,242 | 2,781,779 |
| | 22,000 | | 7,174,882 | 6,422,420 | 5,669,957 | 4,917,494 | 4,165,032 | 3,412,569 | 2,660,106 |
| | 24,000 | | 7,053,209 | 6,300,747 | 5,548,284 | 4,795,821 | 4,043,359 | 3,290,896 | 2,538,433 |
| | 26,000 | | 6,931,537 | 6,179,074 | 5,426,611 | 4,674,149 | 3,921,686 | 3,169,223 | 2,416,761 |
| | 28,000 | | 6,809,864 | 6,057,401 | 5,304,938 | 4,552,476 | 3,800,013 | 3,047,550 | 2,295,088 |
| | 30,000 | | 6,688,191 | 5,935,728 | 5,183,266 | 4,430,803 | 3,678,340 | 2,925,878 | 2,173,415 |

TABLE 6

| | | Affordable Housing - % on site 50% | | | | | | | |
|------------------------------------|------|------------------------------------|------------|------------|------------|------------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | | 711,939 | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 70% | | 12,449,561 | 11,697,098 | 10,944,636 | 10,192,173 | 9,439,710 | 8,687,248 | 7,934,785 |
| | 75% | | 11,692,121 | 10,939,658 | 10,187,195 | 9,434,733 | 8,682,270 | 7,929,807 | 7,177,345 |
| | 80% | | 10,934,680 | 10,182,218 | 9,429,755 | 8,677,292 | 7,924,830 | 7,172,367 | 6,419,904 |
| | 85% | | 10,177,240 | 9,424,777 | 8,672,315 | 7,919,852 | 7,167,389 | 6,414,927 | 5,662,464 |
| | 90% | | 9,419,800 | 8,667,337 | 7,914,875 | 7,162,412 | 6,409,949 | 5,657,487 | 4,905,024 |
| | 95% | | 8,662,360 | 7,909,897 | 7,157,434 | 6,404,972 | 5,652,509 | 4,900,046 | 4,147,584 |
| | 100% | | 7,904,919 | 7,152,457 | 6,399,994 | 5,647,531 | 4,895,069 | 4,142,606 | 3,390,143 |
| | 105% | | 7,147,479 | 6,395,016 | 5,642,554 | 4,890,091 | 4,137,628 | 3,385,166 | 2,632,703 |
| | 110% | | 6,390,039 | 5,637,576 | 4,885,113 | 4,132,651 | 3,380,188 | 2,627,725 | 1,875,263 |
| | 115% | | 5,632,599 | 4,880,136 | 4,127,673 | 3,375,211 | 2,622,748 | 1,870,285 | 1,117,823 |
| | 120% | | 4,875,158 | 4,122,696 | 3,370,233 | 2,617,770 | 1,865,308 | 1,112,845 | 360,382 |
| | 125% | | 4,117,718 | 3,365,255 | 2,612,793 | 1,860,330 | 1,107,867 | 355,405 | (397,058) |

TABLE 7

| | | Affordable Housing - % on site 50% | | | | | | | |
|------------------------------------|------|------------------------------------|------------|------------|------------|------------|-----------|-----------|-------------|
| Balance (RLV - BLV £ per acre (n)) | | 711,939 | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
| | 80% | | 2,297,845 | 1,701,134 | 1,104,423 | 507,713 | (88,998) | (685,708) | (1,282,419) |
| | 82% | | 2,858,552 | 2,246,266 | 1,633,980 | 1,021,695 | 409,409 | (202,877) | (815,163) |
| | 84% | | 3,419,260 | 2,791,399 | 2,163,537 | 1,535,676 | 907,815 | 279,954 | (347,907) |
| | 86% | | 3,979,967 | 3,336,531 | 2,693,095 | 2,049,658 | 1,406,222 | 762,786 | 119,350 |
| | 88% | | 4,540,674 | 3,881,663 | 3,222,652 | 2,563,640 | 1,904,629 | 1,245,617 | 586,606 |
| | 90% | | 5,101,382 | 4,426,795 | 3,752,209 | 3,077,622 | 2,403,035 | 1,728,449 | 1,053,862 |
| | 92% | | 5,662,089 | 4,971,928 | 4,281,766 | 3,591,604 | 2,901,442 | 2,211,280 | 1,521,118 |
| | 94% | | 6,222,797 | 5,517,060 | 4,811,323 | 4,105,586 | 3,399,849 | 2,694,112 | 1,988,375 |
| | 96% | | 6,783,504 | 6,062,192 | 5,340,880 | 4,619,568 | 3,898,255 | 3,176,943 | 2,455,631 |
| | 98% | | 7,344,212 | 6,607,324 | 5,870,437 | 5,133,549 | 4,396,662 | 3,659,775 | 2,922,887 |
| | 100% | | 7,904,919 | 7,152,457 | 6,399,994 | 5,647,531 | 4,895,069 | 4,142,606 | 3,390,143 |
| | 102% | | 8,465,627 | 7,697,589 | 6,929,551 | 6,161,513 | 5,393,475 | 4,625,437 | 3,857,400 |
| | 104% | | 9,026,334 | 8,242,721 | 7,459,108 | 6,675,495 | 5,891,882 | 5,108,269 | 4,324,656 |
| | 106% | | 9,587,042 | 8,787,853 | 7,988,665 | 7,189,477 | 6,390,289 | 5,591,100 | 4,791,912 |
| | 108% | | 10,147,749 | 9,332,986 | 8,518,222 | 7,703,459 | 6,888,695 | 6,073,932 | 5,259,168 |
| | 110% | | 10,708,457 | 9,878,118 | 9,047,779 | 8,217,441 | 7,387,102 | 6,556,763 | 5,726,424 |
| | 112% | | 11,269,164 | 10,423,250 | 9,577,336 | 8,731,422 | 7,885,509 | 7,039,595 | 6,193,681 |
| | 114% | | 11,829,872 | 10,968,383 | 10,106,893 | 9,245,404 | 8,383,915 | 7,522,426 | 6,660,937 |
| | 116% | | 12,390,579 | 11,513,515 | 10,636,451 | 9,759,386 | 8,882,322 | 8,005,257 | 7,128,193 |
| | 118% | | 12,951,287 | 12,058,647 | 11,166,008 | 10,273,368 | 9,380,728 | 8,488,089 | 7,595,449 |
| | 120% | | 13,511,994 | 12,603,779 | 11,695,565 | 10,787,350 | 9,879,135 | 8,970,920 | 8,062,706 |

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Scheme Typology: **Core Zone (City Centre)** Bedspaces: **250**
 Site Typology: Location / Value Zone: **Core** Greenfield/Brownfield: **Brownfield**
 Notes:

TABLE 8 Affordable Housing - % on site 50%

| | | 20% | 25% | 30% | 35% | 40% | 45% | 50% |
|------------------------------------|---------|------------|------------|-----------|-----------|-----------|-----------|-----------|
| Balance (RLV - BLV £ per acre (n)) | 711,939 | | | | | | | |
| | 5,000 | 8,118,703 | 7,419,687 | 6,720,670 | 6,021,653 | 5,322,637 | 4,623,620 | 3,924,603 |
| | 10,000 | 8,332,487 | 7,686,917 | 7,041,346 | 6,395,775 | 5,750,204 | 5,104,634 | 4,459,063 |
| Grant (£ per unit) | 15,000 | 8,546,271 | 7,954,146 | 7,362,022 | 6,769,897 | 6,177,772 | 5,585,648 | 4,993,523 |
| | 20,000 | 8,760,055 | 8,221,376 | 7,682,698 | 7,144,019 | 6,605,340 | 6,066,661 | 5,527,983 |
| | 25,000 | 8,973,839 | 8,488,606 | 8,003,374 | 7,518,141 | 7,032,908 | 6,547,675 | 6,062,442 |
| | 30,000 | 9,187,623 | 8,755,836 | 8,324,049 | 7,892,263 | 7,460,476 | 7,028,689 | 6,596,902 |
| | 35,000 | 9,401,407 | 9,023,066 | 8,644,725 | 8,266,385 | 7,888,044 | 7,509,703 | 7,131,362 |
| | 40,000 | 9,615,191 | 9,290,296 | 8,965,401 | 8,640,506 | 8,315,612 | 7,990,717 | 7,665,822 |
| | 45,000 | 9,828,975 | 9,557,526 | 9,286,077 | 9,014,628 | 8,743,179 | 8,471,731 | 8,200,282 |
| | 50,000 | 10,042,759 | 9,824,756 | 9,606,753 | 9,388,750 | 9,170,747 | 8,952,744 | 8,734,742 |
| | 55,000 | 10,256,543 | 10,091,986 | 9,927,429 | 9,762,872 | 9,598,315 | 9,433,758 | 9,269,201 |

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

240403_BCC PBSA_ Appraisal_v0.2 - Summary Table

| Appraisal Ref: | PBSA1 | PBSA2 |
|--|--|-------------------------|
| Appraisal Ref: | Higher Value Zone (Edgbaston / Selly Oak / Harborne) | Core Zone (City Centre) |
| No Units: | 250 | 250 |
| Location / Value Zone: | Higher Value | Core |
| Greenfield/Brownfield: | Brownfield | Brownfield |
| Notes: | | |
| Total GDV (£) | £28,678,020 | £28,678,020 |
| Policy Assumptions | | |
| AH Target %: | 50.00% | 50.00% |
| CIL (£ psm) | £90.31 | £90.31 |
| CIL (£ per unit) | £1,107.63 | £1,107.63 |
| Site Specific S106 (£ psm) | £175 | £175 |
| Site Specific S106 (£ per unit) | £4,300 | £4,300 |
| Sub-Total CIL + S106 (£ per unit) | £5,408 | £5,408 |
| Profit KPI's | | |
| Developers Profit (% on costs) | 15.00% | 15.00% |
| Total Developers Profit (£) | £3,237,718.97 | £3,237,718.97 |
| Land Value KPI's | | |
| RLV (£/acre (net)) | £3,211,939 | £3,211,939 |
| RLV (£/ha (net)) | £7,936,701 | £7,936,701 |
| RLV (£ net) | £3,306,959 | £3,306,959 |
| RLV (% of GDV) | 11.53% | 11.53% |
| RLV Total (£) | £3,306,959 | £3,306,959 |
| BLV (£/acre (net)) | £1,830,000 | £2,500,000 |
| BLV (£/ha (net)) | £4,521,930 | £6,177,500 |
| BLV Total (£) | £1,884,138 | £2,573,958 |
| Surplus/Deficit (£/acre) [RLV-BLV] | £1,381,939 | £711,939 |
| Surplus/Deficit (£/ha) | £3,414,771 | £1,759,201 |
| Surplus/Deficit Total (£) | £1,422,821 | £733,001 |
| Plan Viability comments | Viable | Viable |