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# CIL Viability Assessment Update

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August 2022

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# 1. Introduction

## Scope

- 1.1 Brentwood Borough Council (BBC / the Council) adopted the Brentwood Local Plan 2016-2033 (the new Plan) at an Extraordinary Council meeting on the 23<sup>rd</sup> March 2022. This followed the receipt of the Inspectors’ Final Report on 23<sup>rd</sup> February 2022<sup>1</sup>. When the Council embarked on the Local Plan process, the implementation of Community Infrastructure Levy (CIL) was to be progressed at the same time, however the CIL process was paused. The Council is now reconsidering CIL.
- 1.2 HDH Planning & Development Ltd prepared the *Local Plan Viability Assessment* (HDH, October 2018) and supported the Council through the plan-making and examination process. The 2018 Local Plan Viability Assessment (LPVA) included consideration of CIL and the following rates were recommended:

<b>Table 1.1 Recommended Rates of CIL – October 2018</b>	
<b>Development Type</b>	
Residential	
West Horndon Masterplan Area	£40/m <sup>2</sup>
Dunton Hills Garden Village	£20/m <sup>2</sup>
All other Areas–(including older people’s housing)	£200/m <sup>2</sup>
Retail	
General Retail (excluding Food Supermarket)	£80/m <sup>2</sup>
Food Supermarket A1	£140/m <sup>2</sup>
Hotel Development	£100/m <sup>2</sup>
All Other Development	£0/m <sup>2</sup>

Source: Table 13.9, LPVA (HDH October 2018)

- 1.3 The 2018 LPVA was considered in detail through the Local Plan Examination. The inspectors concluded as follows:

*Issue 10 – Whether the Plan is viable and capable of being effectively implemented, monitored and reviewed. Viability*

*352. The Council’s viability assessment 2018 provides a robust assessment of the overall cumulative impact of the policies in the Plan, in accordance with national policy, good practice guidance and relevant regulations. It models appropriate development typologies that are likely to come forward over the Plan period. For residential development this includes 25 specific appraisals for different sized brownfield and greenfield modelled sites and four strategic sites,*

<sup>1</sup> Report to Brentwood Borough Council by Yvonne Wright BSc (Hons) Dip TP DMS MSc MRTPI and Mike Worden BA (Hons) Dip TP MRTPI. Inspectors appointed by the Secretary of State Date: 23 February 2022

*including the Dunton Hills Garden Village, which are appraised separately. Other typologies include older people's housing, employment uses, retail and leisure.*

*353. The values and assumptions used within the assessment and overall approach to viability have been consulted on with the development industry. The Council has also had regular communications with all the site promoters/developers of the larger strategic growth sites. SoCG have been drafted for all large strategic sites, which conclude that the requirements set out in the Plan can be viably met.*

*354. The assessments include all policy impacts, including affordable housing, defined standards and the Council's proposed Community Infrastructure Levy rate. They conclude that, in most cases, development is viable, with some assessments demonstrating significant viability margins, well above the defined viability threshold. Whilst some non-residential uses are identified as being unviable, the viability assessment concludes that this is due to general market conditions, rather than the cumulative impact of the Plan policies.*

*355. Overall therefore we are satisfied that the evidence credibly indicates that the cumulative impact of the Plan's policies will not put implementation of the Plan at serious risk.*

- 1.4 It is clear that the viability evidence is sound and is the appropriate starting point for the consideration of CIL.
- 1.5 This CIL Viability Assessment updates the 2018 LPVA, taking into account the changes in costs and values and also picks up changes in national policy that have been made over the last few years. Where possible the approach, the methodology and assumptions used in the 2018 LPVA are carried forward into this report, and are only changed where absolutely necessary. This document follows the structure of the 2018 LPVA, setting out the methodology used, the key assumptions adopted, and contains an assessment of the effect of CIL on viability.
- 1.6 CIL is set having regard to a range of factors, one of which is viability. This report only considers viability. Outside this report, the Council will consider the need for infrastructure, other sources of funding (including the use of s106) and the track record of securing developer contributions (including affordable housing).
- 1.7 The 2018 LPVA was informed by a consultation process with landowners, agents, and developers that was held on 4<sup>th</sup> September 2018. Representatives of the main developers, development site landowners, their agents and housing providers were invited. The meeting was used to set out the methodology, to test the assumptions, and to put the report in context. A further consultation was carried out in May/June 2022. The notes taken at the presentation are included in Appendix 4. In addition, five written responses were made. The comments are responded to throughout this report.
- 1.8 In May 2022 the Government published the *Levelling-up and Regeneration Bill*. This includes reference to a new national Infrastructure Levy. The Bill suggests that the Infrastructure Levy would be set, having regard to viability, and makes reference to the *Infrastructure Levy Regulations*. *Infrastructure Levy Regulations* has yet to be published. It will be necessary for the Council to monitor the progress of the Bill and in due course review this report, as and when the Regulations are published.

## Report Structure

1.9 This report follows the following format:

- Chapter 2** The reasons for, and approach to viability testing, including a short review of the requirements of the CIL Regulations, NPPF and PPG.
- Chapter 3** The methodology used.
- Chapter 4** An assessment of the housing market, including market and affordable housing with the purpose of establishing the worth of different types of housing (size and tenure) in different areas.
- Chapter 5** An assessment of the non-residential markets with the purpose of establishing the worth of the different types of non-residential development planned for.
- Chapter 6** An assessment of the costs of land to be used when assessing viability.
- Chapter 7** The cost and general development assumptions to be used in the development appraisals.
- Chapter 8** A summary of the various policy requirements and constraints that influence the type of development that come forward.
- Chapter 9** A summary of the range of modelled sites used for the financial development appraisals.
- Chapter 10** The results of the appraisals and consideration of residential development.
- Chapter 11** The results of the appraisals and consideration of non-residential development.
- Chapter 12** The consideration and conclusions in relation to the proposed rates of CIL.

### HDH Planning & Development Ltd (HDH)

1.10 HDH is a specialist planning consultancy providing evidence to support planning and housing authorities. The firm's main areas of expertise are:

- a. District wide and site-specific viability analysis.
- b. Community Infrastructure Levy.
- c. Housing Market Assessments.

1.11 The findings contained in this report are based upon information from various sources including that provided by the Council and by others, upon the assumption that all relevant information has been provided. This information has not been independently verified by HDH. The conclusions and recommendations contained in this report are concerned with policy requirements, guidance and regulations which may be subject to change. They reflect a Chartered Surveyor's perspective and do not reflect or constitute legal advice.

*Caveat and Material Uncertainty (COVID-19)*

- 1.12 No part of this report constitutes a valuation, and the report should not be relied on in that regard.
- 1.13 The outbreak of COVID-19 was declared, by the World Health Organisation, as a Global Pandemic in March 2020, and continues to impact many aspects of daily life and the global economy – with some real estate markets having experienced lower levels of transactional activity and liquidity. Travel, movement, and operational restrictions have been implemented by many countries. In some cases, lockdowns have been applied to varying degrees and to reflect further ‘waves’ of COVID-19; although these may imply a new stage of the crisis, they are not unprecedented in the same way as the initial impact. The uncertainty in the wider economy as a result of COVID-19 was reinforced, with the emergence of the Omicron variant in late November 2021, which resulted in the reintroduction of some restrictions.
- 1.14 The pandemic and the measures taken to tackle COVID-19 continue to affect economies around the world. Nevertheless, as at the time of this report (July 2022) property markets are mostly functioning again, with transaction volumes and other relevant evidence at levels where an adequate quantum of market evidence exists upon which to base opinions of value (although there does remain a significant delay in the publication of some transactional data<sup>2</sup>).
- 1.15 Having said this, in respect of the development sectors, we continue to be faced with an unprecedented set of circumstances. Consequently, in respect of this report the assessment of viability is less certain so a higher degree of caution should be attached to our findings than would normally be the case.
- 1.16 For the avoidance of doubt this does not mean that the report cannot be relied upon. Rather, this note has been included to ensure transparency and to provide further insight as to the market context under which the report was prepared. In recognition of the potential for market conditions to move rapidly in response to changes in the control or future spread of COVID-19 we highlight the importance of keeping the findings under review as the plan-making process continues. We recommend that the Council keeps the assessment under review.

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<sup>2</sup> In particular the price paid data from the Land Registry.

### Compliance

- 1.17 HDH Planning & Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors (RICS). As a firm regulated by the RICS it is necessary to have regard to RICS Professional Standards and Guidance. There are two principal pieces of relevant guidance being the *Financial viability in planning: conduct and reporting RICS professional statement, England (1<sup>st</sup> Edition, May 2019)* and *Assessing viability in planning under the National Planning Policy Framework 2019 for England, GUIDANCE NOTE* (RICS, 1st edition, March 2021).
- 1.18 *Financial viability in planning: conduct and reporting. 1st edition, May 2019* was published in May 2019. This includes mandatory requirements for RICS members and RICS-regulated firms. HDH confirms that the May 2019 Guidance has been followed in full.
- a. HDH confirms that in preparing this report the firm has acted with objectivity, impartially and without interference and with reference to all appropriate available sources of information.
  - b. HDH is appointed by the Brentwood Borough Council and has followed a collaborative approach involving the LPA, developers, landowners and other interested parties.
  - c. The tender specification under which this project is undertaken is included as **Appendix 1** of this report.
  - d. HDH confirms it has no conflicts of interest in undertaking this project. HDH confirms that, in preparing this report, no performance-related or contingent fees have been agreed.
  - e. The presumption is that a viability study should be published in full. HDH has prepared this report on the assumption that it will be published in full.
  - f. HDH confirms that a non-technical summary will be provided (in the form of Chapter 12). Viability in the plan-making process is a technical exercise that is undertaken specifically to demonstrate compliance (or otherwise) with the NPPF and PPG. It is firmly recommended that this report only be published and read in full.
  - g. HDH confirms that adequate time has been taken to allow engagement with stakeholders through this project.
  - h. This assessment includes appropriate sensitivity testing in Chapter 10. This includes the effect of different tenures, different affordable housing requirements against different levels of developer contributions, and the impact of price and cost change.
  - i. The Guidance includes a requirement that, '*all contributions to reports relating to assessments of viability, on behalf of both the applicants and authorities, must comply with these mandatory requirements. Determining the competency of subcontractors is the responsibility of the RICS member or RICS-regulated firm*'. Much of the information that informed this viability assessment was provided by the Council or its consultants. This information was not provided in a subcontractor role and, in accordance with

HDH's instructions, this information has not been challenged nor independently verified.

**Metric or Imperial**

1.19 The property industry uses both imperial and metric data – often working out costings in metric (£/m<sup>2</sup>) and values in imperial (£/acre and £/sqft). This is confusing so metric measurements are used throughout this report. The following conversion rates may assist readers.

1m	=	3.28ft (3' and 3.37")	1ft	=	0.30m
1m <sup>2</sup>	=	10.76 sqft	1sqft	=	0.0929m <sup>2</sup>
1ha	=	2.471acres	1acre	=	0.405ha

1.20 A useful broad rule of thumb to convert m<sup>2</sup> to sqft is simply to add a final zero.

## 2. Viability Testing

- 2.1 Viability testing is an important part of the Development Plan making process. The requirement to assess viability forms part of the National Planning Policy Framework (NPPF), and it is a requirement of the CIL Regulations. In each case the requirement is slightly different, but all have much in common.
- 2.2 The 2018 NPPG and the updated viability chapter (Chapter 10) were published before the 2018 LPVA was completed, so are reflected in that assessment. The NPPF was further updated in February 2019 and again in July 2021, although the changes in these more recent iterations do not directly impact on the consideration of viability.

### National Planning Policy Framework

- 2.3 Paragraph 34 of the 2021 NPPF says that plans should set out what development is expected to provide, and that the requirement should not be so high as to undermine the delivery of the Plan.

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

- 2.4 As in the 2012 NPPF (and 2018 NPPF), viability remains an important part of the plan-making process. The 2021 NPPF does not include detail on the viability process, rather stresses the importance of viability. The changes made in July 2021, do touch on matters where viability will be factor, however do not impact directly on this assessment:

*Strategic policies should look ahead over a minimum 15 year period from adoption, to anticipate and respond to long-term requirements and opportunities, such as those arising from major improvements in infrastructure. Where larger scale developments such as new settlements or significant extensions to existing villages and towns form part of the strategy for the area, policies should be set within a vision that looks further ahead (at least 30 years), to take into account the likely timescale for delivery.*

*2021 NPPF, Paragraph 22*

*To ensure faster delivery of other public service infrastructure such as further education colleges, hospitals and criminal justice accommodation, local planning authorities should also work proactively and positively with promoters, delivery partners and statutory bodies to plan for required facilities and resolve key planning issues before applications are submitted.*

*2021 NPPF, Paragraph 96*

- 2.5 The main change is a shift of viability testing from the development management stage to the plan-making stage.

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

*making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.*

*2021 NPPF Paragraph 58*

- 2.6 Consideration has been made to the updated PPG (see below). This Viability Assessment will become the reference point for viability assessments submitted through the development management process in the future.
- 2.7 The 2021 NPPF does not include technical guidance on undertaking viability work. This is included within the Planning Practice Guidance (PPG).

### **Planning Practice Guidance**

- 2.8 The viability sections of the PPG (Chapter 10) were rewritten in 2018 and are reflected in the 2018 LPVA. The changes provide clarity and confirm best practice, rather than prescribe a new approach or methodology. The updated PPG includes 4 main sections:

#### *Section 1 - Viability and plan making*

- 2.9 The overall requirement is that:

*...policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106...*

*PPG 10-001-20190509*

- 2.10 This assessment takes a proportionate approach, building on the Council's existing evidence (the 2018 LPVA), and considers all the local and national policies that will apply to new development.

*Viability assessment should not compromise sustainable development but should be used to ensure that policies are realistic, and that the total cumulative cost of all relevant policies will not undermine deliverability of the plan. ... Policy requirements, particularly for affordable housing, should be set at a level that takes account of affordable housing and infrastructure needs and allows for the planned types of sites and development to be deliverable, without the need for further viability assessment at the decision making stage.*

*PPG 10-002-20190509*

- 2.11 The effect of CIL is assessed in addition to the newly adopted policies set out in the new Local Plan and newly introduced national policies, to ensure that CIL is set at a realistic level.

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

*PPG 10-002-20190509*

- 2.12 Consultation has formed part of this assessment.

*Policy requirements, particularly for affordable housing, should be set at a level that takes account of affordable housing and infrastructure needs and allows for the planned types of sites*



*and development to be deliverable, without the need for further viability assessment at the decision making stage.*

*PPG 10-002-20190509*

- 2.13 The policies in the recently adopted Local Plan are not open for review. This assessment specifically considers the scope for a range of levels of developer contributions in the form of CIL in addition to the adopted policies.

*It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies.*

*PPG 10-002-20190509*

- 2.14 The new Local Plan includes several Strategic Sites, these were assessed individually in the 2018 Assessment, although the details of several have now changed.

• Warley extension masterplan area	11.29ha	473 units <sup>3</sup>
• Officers Meadows masterplan area	38.74ha	825 units
• West Horndon masterplan	17.25ha	580 units
• Dunton Hills Garden Village	257ha	3,500 units <sup>4</sup>

- 2.15 The modelling in this assessment is based on the sites that are allocated or are likely to come forward over the plan-period.

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

*PPG 10-003-20180724*

- 2.16 This assessment is based on typologies<sup>5</sup> that have been developed by having regard to the potential development sites that are most likely to come forward.

*Average costs and values can then be used to make assumptions about how the viability of each type of site would be affected by all relevant policies. Plan makers may wish to consider*

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<sup>3</sup> Subsequently reduced to 133 units.

<sup>4</sup> Subsequently increased to up to 4,000 units (1,650 during the plan-period).

<sup>5</sup> The PPG provides further detail at 10-004-20190509:

*A typology approach is a process plan makers can follow to ensure that they are creating realistic, deliverable policies based on the type of sites that are likely to come forward for development over the plan period.*

*In following this process plan makers can first group sites by shared characteristics such as location, whether brownfield or greenfield, size of site and current and proposed use or type of development. The characteristics used to group sites should reflect the nature of typical sites that may be developed within the plan area and the type of development proposed for allocation in the plan.*

*different potential policy requirements and assess the viability impacts of these. Plan makers can then come to a view on what might be an appropriate benchmark land value and policy requirement for each typology.*

*PPG 10-004-20190509*

- 2.17 This assessment draws on a wide range of data sources.

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

*PPG 10-005-20180724*

- 2.18 The Strategic Sites are tested in this assessment.

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

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

*PPG 10-006-20190509*

- 2.19 Consultation has formed part of the preparation of this assessment. This assessment specifically considers the total cumulative cost of all relevant (local and national) policies.

*Section 2 - Viability and decision taking*

- 2.20 It is beyond the scope of this assessment to consider viability in decision making. This assessment will form the starting point for future development management consideration of viability.

*Section 3 - Standardised inputs to viability assessment*

- 2.21 The general principles of viability testing are set out under paragraph 10-010-20180724 of the PPG.

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

*... Any viability assessment should be supported by appropriate available evidence informed by engagement with developers, landowners, and infrastructure and affordable housing providers. Any viability assessment should follow the government's recommended approach to assessing viability as set out in this National Planning Guidance and be proportionate, simple, transparent and publicly available. Improving transparency of data associated with viability*

*assessment will, over time, improve the data available for future assessment as well as provide more accountability regarding how viability informs decision making.*

*In plan making and decision making viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.*

*PPG 10-010-20180724*

- 2.22 This assessment sets out the approach, methodology and assumptions used. These have been subject to consultation and have drawn on a range of data sources. Ultimately, the Council will use this report to judge the appropriateness of CIL relative to the deliverability of the allocations.

*Gross development value is an assessment of the value of development. For residential development, this may be total sales and/or capitalised net rental income from developments. Grant and other external sources of funding should be considered. For commercial development broad assessment of value in line with industry practice may be necessary.*

*For broad area-wide or site typology assessment at the plan making stage, average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data. For housing, historic information about delivery rates can be informative.*

*PPG 10-011-20180724*

- 2.23 The residential values have been established using data from the Land Registry and other sources. These have been averaged as suggested. Non-residential values have been derived though consideration of capitalised rents as well as sales.

- 2.24 PPG paragraph 10-012-20180724 lists a range of costs to be taken into account.

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

- 2.25 All these costs are taken into account.

- 2.26 The PPG then sets out how land values should be considered, confirming the use of the Existing Use Value Plus (EUV+) approach.

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

*PPG 10-013-20190509*

- 2.27 The PPG goes on to set out:

*Benchmark land value should:*

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

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

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

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

*PPG 10-014-20190509*

- 2.28 The approach adopted in this assessment is to start with the EUV. The 'plus' element is informed by the price paid for policy compliant schemes to ensure an appropriate landowners' premium.

*Existing use value (EUV) is the first component of calculating benchmark land value. EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development).*

*Sources of data can include (but are not limited to): land registry records of transactions; real estate licensed software packages; real estate market reports; real estate research; estate*

*agent websites; property auction results; valuation office agency data; public sector estate/property teams' locally held evidence.*

PPG 10-015-20190509

2.29 This report has applied this methodology to establish the EUV.

2.30 The PPG sets out an approach to the developers' return:

*Potential risk is accounted for in the assumed return for developers at the plan making stage. It is the role of developers, not plan makers or decision makers, to mitigate these risks. The cost of complying with policy requirements should be accounted for in benchmark land value. Under no circumstances will the price paid for land be relevant justification for failing to accord with relevant policies in the plan.*

*For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development. A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types.*

PPG 10-018-20190509

2.31 As set out in Chapter 7 below, this approach is followed, being carried forward from the 2018 LPVA.

#### *Section 4 - Accountability*

2.32 This section of the PPG sets out requirements on reporting. These are covered, by the Council, outside this report.

2.33 In line with paragraph 10-020-20180724 of the PPG that says that '*practitioners should ensure that the findings of a viability assessment are presented clearly. An executive summary should be used to set out key findings of a viability assessment in a clear way*'. Chapter 12 of this report is written as a standalone non-technical summary that brings the evidence together.

#### **Community Infrastructure Levy Regulations and Guidance**

2.34 The Council has not adopted CIL, and this study includes consideration as to whether or not there is scope to introduce CIL. The CIL Regulations are broad, so it is necessary to have regard to them and the CIL Guidance (which is contained within the PPG) when considering appropriate rates of CIL.

2.35 The CIL Regulations came into effect in April 2010 and have been subject to subsequent amendment<sup>6</sup>. CIL Regulation 14 (as amended) sets out the core principle for setting CIL.

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<sup>6</sup> **SI 2010 No. 948**. The Community Infrastructure Levy Regulations 2010 *Made 23rd March 2010, Coming into force 6th April 2010*. **SI 2011 No. 987**. The Community Infrastructure Levy (Amendment) Regulations 2011 *Made 28th March 2011, Coming into force 6th April 2011*. **SI 2011 No. 2918**. The Local Authorities (Contracting Out of

Setting rates

- (1) *In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between—*
  - (a) *the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and*
  - (b) *the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.*
- (2) *In setting rates ...*

2.36 Viability testing in the context of CIL is to assess the ‘effects’ on development. Ultimately the test that will be applied to CIL is as set out in the examination section of the PPG. On preparing the evidence base on economic viability, the Guidance says:

*A charging authority should be able to explain how their proposed levy rate or rates will contribute towards new infrastructure to support development across their area. Charging authorities will need to summarise their viability assessment. Viability assessments should be proportionate, simple, transparent and publicly available in accordance with the viability guidance. Viability assessments can be prepared jointly for the purposes of both plan making and preparing charging schedules. This evidence should be presented in a document (separate from the charging schedule) that shows the potential effects of the proposed levy rate or rates on the viability of development across the authority’s area. Where the levy is introduced after a plan has been made, it may be appropriate for a local authority to supplement plan viability evidence with assessments of recent economic and development trends, and through working with developers (e.g. through local developer forums), rather than by procuring new evidence.*

*PPG 25-019-20190901*

2.37 This assessment has updated the existing evidence base. This assessment will form one part of the evidence that Brentwood Borough Council will use if a decision is made to pursue CIL.

2.38 From April 2015, councils were restricted in pooling S106 contributions from more than five developments<sup>7</sup> (where the obligation in the s106 agreement / undertaking is a reason for granting consent). The CIL Regulations were amended from September 2019 lifting these

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Community Infrastructure Levy Functions) Order 2011. *Made 6th December 2011, Coming into force 7th December 2011. SI 2012 No. 2975.* The Community Infrastructure Levy (Amendment) Regulations 2012. *Made 28th November 2012, Coming into force 29th November 2012. SI 2013 No. 982.* The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th April 2013, Coming into force 25th April 2013. SI 2014 No. 385.* The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th February 2014, Coming into force 24th February 2014. SI 2015 No. 836.* COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2015. *Made 20th March 2015. SI 2018 No. 172* COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES. The Community Infrastructure Levy (Amendment) Regulations 2018. *Made 8th February 2018. Coming into force in accordance with regulation 1. SI 2019 No. 966* COMMUNITY INFRASTRUCTURE LEVY, ENGLAND The Community Infrastructure Levy (Amendment) (England) Regulations 2019. *Made - 22nd May 2019. SI 2019 No. 1103* COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES The Community Infrastructure Levy (Amendment) (No. 2) Regulations 2019 *Made 9th July 2019. Coming into Force 1st September 2019. SI 2020 No. 781* The Community Infrastructure Levy (Coronavirus) (Amendment) (England) Regulations 2020. *Made 21st July 2020, Coming into force 22nd July 2020. SI 2020 No. 1226* COMMUNITY INFRASTRUCTURE LEVY, ENGLAND, The Community Infrastructure Levy (Amendment) (England) (No. 2) Regulations 2020. *Made 5th November 2020. Coming into force 16th November 2020.*

<sup>7</sup> CIL Regulations 123(3)

restrictions however payments requested under the s106 regime must still be (as set out in CIL Regulation 122):

- a. necessary to make the development acceptable in planning terms;
- b. directly related to the development; and
- c. fairly and reasonably related in scale and kind to the development.

2.39 CIL, once introduced, is mandatory on all developments within the categories and areas where the levy applies. This is unlike s106 agreements (including affordable housing) which can be negotiated on a site-by-site basis (subject to the restrictions in CIL Regulation 122 and within paragraphs 10-007 and 10-008 of the PPG). This means that CIL must not prejudice the viability of most sites and thus threaten the delivery of the Local Plan.

### **Wider Changes Impacting on Viability**

2.40 There have been a number of changes at a national level since the Council's existing viability work. Paragraph 64 of the 2021 NPPF now sets out national thresholds for the provision of affordable housing:

*Provision of affordable housing should not be sought for residential developments that are not major developments, other than in designated rural areas (where policies may set out a lower threshold of 5 units or fewer). To support the re-use of brownfield land, where vacant buildings are being reused or redeveloped, any affordable housing contribution due should be reduced by a proportionate amount.*

2.41 In this context, major development is as set out in the Glossary to the 2021 NPPF:

**Major development:** *For housing, development where 10 or more homes will be provided, or the site has an area of 0.5 hectares or more. For non-residential development it means additional floorspace of 1,000m<sup>2</sup> or more, or a site of 1 hectare or more, or as otherwise provided in the Town and Country Planning (Development Management Procedure) (England) Order 2015.*

2.42 In line with current policy a threshold of 10 units is assumed to apply.

### *Affordable Home Ownership*

2.43 The 2021 NPPF (paragraph 65) sets out a policy for a minimum of 10% affordable home ownership units on larger sites.

*Where major development involving the provision of housing is proposed, planning policies and decisions should expect at least 10% of the homes to be available for affordable home ownership<sup>8</sup>, unless this would exceed the level of affordable housing required in the area, or significantly prejudice the ability to meet the identified affordable housing needs of specific groups. Exemptions to this 10% requirement should also be made where the site or proposed development:*

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<sup>8</sup> Footnote 29 of the 2018 NPPF clarifies as 'As part of the overall affordable housing contribution from the site'.

- a) *provides solely for Build to Rent homes;*
- b) *provides specialist accommodation for a group of people with specific needs (such as purpose-built accommodation for the elderly or students);*
- c) *is proposed to be developed by people who wish to build or commission their own homes;*  
*or*
- d) *is exclusively for affordable housing, an entry-level exception site or a rural exception site.*

*Paragraph 65, 2021 NPPF*

2.44 The flexibility around tenure split has been reduced with the Government's consultation<sup>9</sup> in January 2021. Having discussed this with the Council, the modelling in this update is based on the recently adopted policy.

#### *First Homes*

2.45 In February 2020, the Government launched a consultation on First Homes. The outcome of this was announced in May 2021.

#### *What is a First Home?*

*First Homes are a specific kind of discounted market sale housing and should be considered to meet the definition of 'affordable housing' for planning purposes. Specifically, First Homes are discounted market sale units which:*

- a. *must be discounted by a minimum of 30% against the market value;*
- b. *are sold to a person or persons meeting the First Homes eligibility criteria (see below);*
- c. *on their first sale, will have a restriction registered on the title at HM Land Registry to ensure this discount (as a percentage of current market value) and certain other restrictions are passed on at each subsequent title transfer; and,*
- d. *after the discount has been applied, the first sale must be at a price no higher than £250,000 (or £420,000 in Greater London).*

*First Homes are the government's preferred discounted market tenure and should account for at least 25% of all affordable housing units delivered by developers through planning obligations.*

*PPG: 70-001-21210524*

2.46 Paragraph 70-018-20210524 to 70-020-20210524 include transitional arrangements for recently adopted local plans. It is assumed that transitional arrangements apply, and First Homes will not apply here.

#### *Environmental Standards*

2.47 Early in October 2019, the Government launched a consultation on 'The Future Homes Standard'<sup>10</sup>. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. The

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<sup>9</sup> 29<sup>th</sup> January 2021. [NPPF draft for consultation \(publishing.service.gov.uk\)](https://www.gov.uk/government/consultations/nppf-draft-for-consultation)

<sup>10</sup> [https://www.gov.uk/government/consultations/the-future-homes-standard-changes-to-part-l-and-part-f-of-the-building-regulations-for-new-dwellings?utm\\_source=7711646e-e9bf-4b38-ab4f-9ef9a8133f14&utm\\_medium=email&utm\\_campaign=govuk-notifications&utm\\_content=immediate](https://www.gov.uk/government/consultations/the-future-homes-standard-changes-to-part-l-and-part-f-of-the-building-regulations-for-new-dwellings?utm_source=7711646e-e9bf-4b38-ab4f-9ef9a8133f14&utm_medium=email&utm_campaign=govuk-notifications&utm_content=immediate)



outcome of the consultation was announced during January 2022<sup>11</sup>. It is assumed that new development will be to the Future Homes Standard Option 2 (31% CO<sub>2</sub> saving) and is considered in Chapter 8 below.

- 2.48 In November 2021 the Government announced that from 2023 all new homes would be required to include an Electric Vehicle (EV) Charging Point.

#### *Biodiversity*

- 2.49 The Environment Act received Royal Assent in November 2021 and mandates that new developments must deliver an overall increase in biodiversity. The requirement is that developers ensure habitats for wildlife are enhanced and left in a measurably better state than they were pre-development. They must assess the type of habitat and its condition before submitting plans, and then demonstrate how they are improving biodiversity – such as through the creation of green corridors, planting more trees, or forming local nature spaces.
- 2.50 Green improvements on-site are preferred (and expected), but in the circumstances where they are not possible, developers will need to pay a levy for habitat creation or improvement elsewhere. This requirement is considered in Chapter 8 below.

#### *White Paper: Planning for the Future (MHCLG, August 2020)*

- 2.51 The Government has consulted on *White Paper: Planning for the Future* (MHCLG, August 2020) and various supporting documents. In terms of viability the two key paragraphs are:

***Assessments of housing need, viability and environmental impacts are too complex and opaque:*** *Land supply decisions are based on projections of household and business ‘need’ typically over 15- or 20-year periods. These figures are highly contested and do not provide a clear basis for the scale of development to be planned for. Assessments of environmental impacts and viability add complexity and bureaucracy but do not necessarily lead to environmental improvements nor ensure sites are brought forward and delivered;*

***Local Plans should be subject to a single statutory “sustainable development” test,*** *and unnecessary assessments and requirements that cause delay and challenge in the current system should be abolished. This would mean replacing the existing tests of soundness, updating requirements for assessments (including on the environment and viability) and abolishing the Duty to Cooperate.*

- 2.52 Pillar Three of the White Paper then goes on to set out options around the requirements for infrastructure and how these may be funded. The key proposals are:

***Proposal 19:*** *The Community Infrastructure Levy should be reformed to be charged as a fixed proportion of the development value above a threshold, with a mandatory nationally- set rate or rates and the current system of planning obligations abolished.*

***Proposal 21:*** *The reformed Infrastructure Levy should deliver affordable housing provision*

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<sup>11</sup> [The Future Buildings Standard - GOV.UK \(www.gov.uk\)](https://www.gov.uk/government/consultations/the-future-buildings-standard)

- 2.53 The above suggests a downgrading of viability in the planning system, however, as it stands, the proposals in the White Paper are options which may or may not come to be adopted so, at the time of this report (July 2022) a viability assessment is a requirement.

*NPPF and National Model Design Code: consultation proposals*

- 2.54 The Government announced a further consultation in January 2021, under the title *National Planning Policy Framework and National Model Design Code: consultation proposals*<sup>12</sup>. The 2021 NPPF took this forward, saying:

*128. To provide maximum clarity about design expectations at an early stage, all local planning authorities should prepare design guides or codes consistent with the principles set out in the National Design Guide and National Model Design Code, and which reflect local character and design preferences. Design guides and codes provide a local framework for creating beautiful and distinctive places with a consistent and high quality standard of design. Their geographic coverage, level of detail and degree of prescription should be tailored to the circumstances and scale of change in each place, and should allow a suitable degree of variety.*

*129. Design guides and codes can be prepared at an area-wide, neighbourhood or site-specific scale, and to carry weight in decision-making should be produced either as part of a plan or as supplementary planning documents. Landowners and developers may contribute to these exercises, but may also choose to prepare design codes in support of a planning application for sites they wish to develop. Whoever prepares them, all guides and codes should be based on effective community engagement and reflect local aspirations for the development of their area, taking into account the guidance contained in the National Design Guide and the National Model Design Code. These national documents should be used to guide decisions on applications in the absence of locally produced design guides or design codes.*

- 2.55 The National Design Code does not add to the cost of development. Rather it sets out good practice in a consistent format. It will provide a checklist of design principles to consider for new schemes, including street character, building type and requirements addressing wellbeing and environmental impact. Local authorities can use the code to form their own local design codes.

**Queen’s Speech 2021 and 2022**

- 2.56 A range of planning reforms were outlined in the papers supporting the 2021 Queen’s Speech. For the purpose of this assessment, the key points are as follows:

*Planning Bill “Laws to modernise the planning system, so that more homes can be built, will be brought forward...”*

*The purpose of the Bill is to:*

- *Create a simpler, faster and more modern planning system to replace the current one*  
...

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<sup>12</sup> [National Planning Policy Framework and National Model Design Code: consultation proposals - GOV.UK \(www.gov.uk\)](https://www.gov.uk/government/consultations/national-planning-policy-framework-and-national-model-design-code-consultation-proposals)

- *Help deliver vital infrastructure whilst helping to protect and enhance the environment by introducing quicker, simpler frameworks for funding infrastructure and assessing environmental impacts and opportunities.*

*The main benefits of the Bill would be:*

- *Simpler, faster procedures for producing local development plans, approving major schemes, assessing environmental impacts and negotiating affordable housing and infrastructure contributions from development. ...*

*The main elements of the Bill are: ... Replacing the existing systems for funding affordable housing and infrastructure from development with a new more predictable and more transparent levy.*

2.57 In the late summer of 2021, as part of the Government reshuffle, the Ministry of Housing Communities and Local Government was renamed as the Department for Levelling Up, Housing and Communities (DLUHC). Various ministers have commented about revisiting some of the subjects that had been consulted on, however, beyond statements that Housebuilding remains a priority, no further detail have been released. The Council will need to keep this under review.

2.58 The Government's further thinking was set out in the 2022 Queen's Speech which included the following:

*"A bill will be brought forward to drive local growth, empowering local leaders to regenerate their areas, and ensuring everyone can share in the United Kingdom's success. The planning system will be reformed to give residents more involvement in local development."*

*The main benefits of the Bill would be:*

- *Laying the foundations for all of England to have the opportunity to benefit from a devolution deal by 2030 – giving local leaders the powers they need to drive real improvement in their communities.*
- *Improving outcomes for our natural environment by introducing a new approach to environmental assessment in our planning system. This benefit of Brexit will mean the environment is further prioritised in planning decisions.*
- *Capturing more of the financial value created by development with a locally set, non-negotiable levy to deliver the infrastructure that communities need, such as housing, schools, GPs and new roads.*
- *Simplifying and standardising the process for local plans so that they are produced more quickly and are easier for communities to influence.*

#### *Levelling-up and Regeneration Bill*

2.59 In May 2022, the Government published the *Levelling-up and Regeneration Bill*. This includes reference to a new national Infrastructure Levy. The Bill suggests that the Infrastructure Levy would be set having regard to viability, and makes reference to the *Infrastructure Levy Regulations*. *Infrastructure Levy Regulations* has yet to be published.

2.60 It will be necessary for the Council to monitor the progress of the Bill and in due course review this report, as and when the Regulations are published.

## Viability Guidance

- 2.61 There is no specific technical guidance on how to test viability in the 2021 NPPF or the updated PPG, although the updated PPG includes guidance in a number of specific areas. There are several sources of guidance and appeal decisions<sup>13</sup> that support the methodology HDH has developed. This study follows the *Viability Testing in Local Plans – Advice for planning practitioners* (LGA/HBF – Sir John Harman) June 2012<sup>14</sup> (known as the **Harman Guidance**).
- 2.62 The planning appeal decisions and the HCA good practice publication<sup>15</sup> suggest that the most appropriate test of viability for planning policy purposes is to consider the Residual Value of schemes compared with the Existing Use Value (EUV), plus a premium. The premium over and above the EUV being set at a level to provide the landowner with an inducement to sell. This approach is now specified in the PPG. Additionally, the Planning Advisory Service (PAS) provides viability guidance and manuals for local authorities that supports this approach.



- 2.63 As set out at the start of this report, there are two principal pieces of relevant RICS guidance being the *Financial viability in planning: conduct and reporting RICS professional statement, England* (1<sup>st</sup> Edition, May 2019) and *Assessing viability in planning under the National Planning Policy Framework 2019 for England, GUIDANCE NOTE* (RICS, 1st edition, March

<sup>13</sup> Barnet: APP/Q5300/ A/07/2043798/NWF, Bristol: APP/P0119/ A/08/2069226, Beckenham: APP/G5180/ A/08/2084559, Bishops Cleeve: APP/G1630/A/11/2146206 Burgess Farm: APP/U4230/A/11/2157433, CLAY FARM: APP/Q0505/A/09/2103599/NWF, Woodstock: APP/D3125/ A/09/2104658, Shinfield APP/X0360/ A/12/2179141, Oxenholme Road, APP/M0933/A/13/2193338, Former Territorial Army Centre, Parkhurst Road, Islington APP/V5570/W/16/3151698, Vannes: Court of Appeal 22 April 2010, [2010] EWHC 1092 (Admin) 2010 WL 1608437.

<sup>14</sup> Viability Testing in Local Plans has been endorsed by the Local Government Association and forms the basis of advice given by the, CLG funded, Planning Advisory Service (PAS).

<sup>15</sup> *Good Practice Guide*. Homes and Communities Agency (July 2009).

2021). Neither of these specify a step-by-step approach, rather they make reference to the NPPF and provide interpretation on implementation.

- 2.64 In line with the updated PPG, this assessment follows the EUV Plus (EUV+) methodology. The methodology is to compare the Residual Value generated by the viability appraisals, with the EUV plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above the EUV must be set at a level to provide a return to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level, reference is made to the value of the land both with and without the benefit of planning consent. This approach is in line with that recommended in the Harman Guidance.
- 2.65 In September 2019, the House Builders Federation (HBF) produced further guidance in the form of *HBF Local Plan Viability Guide (Version 1.2: Sept 2019)*. The HBF guidance draws on the Harman Guidance and the 2012 RICS Guidance, (which the RICS is updating as it is out of date), but not the more recent May 2019 RICS Guidance. This HBF guidance stresses the importance of following the guidance in the PPG and of consultation, both of which this report has done. We do have some concerns around this guidance as it does not reflect '*the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission*' as set out in paragraph 10-009-20190509 of the PPG. The HBF guidance raises several 'common concerns'. Regard has been had to these under the appropriate headings through this report.



### 3. Methodology

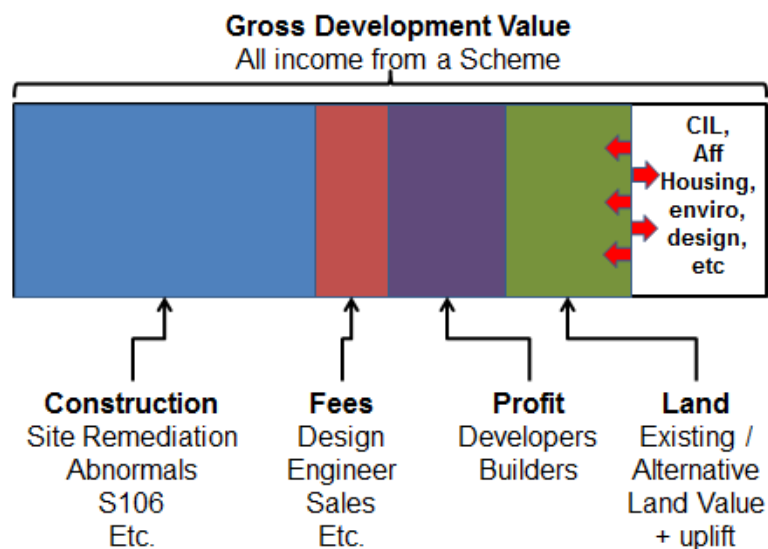
#### Viability Testing – Outline Methodology

3.1 This report follows the Harman Guidance and was put to the consultation event on 4<sup>th</sup> September 2018, and again on 30<sup>th</sup> May 2022. The availability and cost of land are matters at the core of viability for any property development. The format of the typical valuation is:

$$\begin{aligned}
 &\textbf{Gross Development Value} \\
 &\text{(The combined value of the complete development)} \\
 &\text{LESS} \\
 &\textbf{Cost of creating the asset, including a profit margin} \\
 &\text{(Construction + fees + finance charges)} \\
 &= \\
 &\textbf{RESIDUAL VALUE}
 \end{aligned}$$

3.2 The result of the calculation indicates a land value, the Residual Value. The Residual Value is the top limit of what a developer could offer for a site and still make a satisfactory profit margin (or developer’s return).

3.3 In the following graphic, the bar illustrates all the income from a scheme. This is set by the market (rather than by the developer or local authority) so is, to a large extent, fixed. The developer has relatively little control over the costs of development (construction and fees) and whilst there is scope to build to different standards and with different levels of efficiency the costs are largely out of the developer’s direct control – they are what they are.



- 3.4 It is well recognised in viability testing that the developer should be rewarded for taking the risks of development. The essential balance in viability testing is around the land value and whether or not land will come forward for development. The more policy requirements and developer contributions the planning authority asks for the less the developer can afford to pay for the land. The purpose of this study is to quantify the costs of the Council's various policies on development and to assess the effect of these and of CIL and then make a judgement as to whether or not land prices are squeezed to such an extent that, in the 2018 NPPF context, the Development Plan is threatened to such an extent that the Plan is not delivered.
- 3.5 The land value is a difficult topic since a landowner is unlikely to be entirely frank about the price that would be acceptable, always seeking a higher one. This is one of the areas where an informed assumption has to be made about the 'uplift': the margin above the 'EUV' which would induce the landowner sell.
- 3.6 It is important to note that this study is not trying to mirror any particular developer's business model – rather it is making a broad assessment of viability in the context of plan-making and the requirements of the 2021 NPPF (and updated PPG) and CIL Regulations.

### The meaning of Landowner Premium

- 3.7 The phrase *landowner premium* is new in the updated PPG. Under the 2012 NPPF, and the superseded PPG, the phrase *competitive return* was used. The 2012 RICS Guidance included the following definition:
- Competitive returns** - A term used in paragraph 173 of the NPPF and applied to 'a willing land owner and willing developer to enable development to be deliverable'. A 'Competitive Return' in the context of land and/or premises equates to the Site Value as defined by this guidance, i.e. the Market Value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan. A 'Competitive Return' in the context of a developer bringing forward development should be in accordance with a 'market risk adjusted return' to the developer, as defined in this guidance, in viably delivering a project.
- 3.8 Whilst this is useful it does not provide guidance as to the size of that return. The updated PPG says:
- Benchmark land value should:*
- be based upon existing use value
  - allow for a premium to landowners (including equity resulting from those building their own homes)
  - reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and
  - be informed by market evidence including current uses, costs and values wherever possible. Where recent market evidence is used to inform assessment of benchmark land value this evidence should be based on developments which are compliant with policies, including for affordable housing. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic benchmark land values of non-policy compliant developments are not used to inflate values over time.



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

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- 3.9 The term *landowner's premium* has not been defined through the appeal, Local Plan examination or legal processes. *Competitive return* was considered at the Shinfield Appeal (January 2013)<sup>16</sup> and the case is sometimes held up as a firm precedent, however, as confirmed in the Oxenholme Road Appeal (October 2013)<sup>17</sup>, the methodology set out in Shinfield is site specific and should only be given limited weight. Further clarification was provided in the Territorial Army Centre, Parkhurst Road, Islington appeal (June 2017)<sup>18</sup>, which has subsequently been confirmed by the High Court<sup>19</sup>. The level of return to the landowner is discussed and the approach taken in this study is set out in the later parts of Chapter 6 below.
- 3.10 This report is about the economics of development however, viability brings in a wider range than just financial factors. The following graphic is taken from the Harman Guidance and illustrates some of the non-financial as well as financial factors that contribute to the assessment process. Viability is an important factor in the plan-making process, but it is one of many factors.

### **Existing Available Evidence**

- 3.11 The 2021 NPPF, the undated PPG, the CIL Regulations and CIL Guidance are clear that the assessment of the potential impact of CIL should, wherever possible be based on existing available evidence rather than new evidence. This assessment is based on the an update an refresh of the *Local Plan Viability Assessment* (HDH, October 2018). This in turn built on various studies carried out in 2016<sup>20</sup>.
- 3.12 The Council also holds evidence of what is being collected from developers under the s106 regime. The Council's policies for developer contributions (including affordable housing) have been considered, as have the amounts that have actually been collected from developers.

### **Stakeholder Engagement**

- 3.13 The PPG and the CIL Guidance require stakeholder engagement – particularly with members of the development industry. This study includes consultation but also builds on the comments

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<sup>16</sup> APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX)

<sup>17</sup> APP/M0933/ A/13/ 2193338 (Land to the west of Oxenholme Road, Kendal, Cumbria)

<sup>18</sup> APP/V5570/W/16/3151698 (Former Territorial Army Centre, Parkhurst Road, Islington, London, N7 0LP)

<sup>19</sup> Parkhurst Road Limited v Secretary of State for Communities and Local Government and The Council of the London Borough of Islington [2018] EWHC 991 (Admin)

<sup>20</sup> *Whole Plan and CIL Viability Assessment* (NCS, May 2016), *CIL Land and Property Value Appraisal Study* (heb, April 2016), *CIL Viability Construction Cost Study* (Gleeds, March 2016)

made through September 2018, consultation<sup>21</sup>. A further period of consultation was carried out in May/June 2022. The consultees are listed in **Appendix 2** and the presentation included in **Appendix 3**, the comments made during the event are summarised in **Appendix 4**. The main viability points are summarised below:

- a. In general, the methodology adopted and the assumptions made are considered logical and appropriate<sup>22 23</sup>.
- b. A promoter of a strategic site<sup>24</sup> suggested that the CIL Charging Schedule should be clear which strategic sites should be zero rates and that the *'Charging Schedule should confirm that it will be for the council and the applicant to consider the balance of securing developer obligations through S106 contributions and/or CIL'*.

Whilst it is agreed that a charging schedule must be clear, the rates of CIL must be informed by the viability evidence.

- 3.14 The comments of the consultees are reflected throughout this report and the assumptions adjusted where appropriate. There is not agreement on all points although there is broad consensus on most matters. Where there is disagreement, a judgement has been made and an explanation as to why the assumption used is set out.
- 3.15 Following the event, copies of the presentation and an early iteration of this study were circulated to all those invited, and the attendees were asked to make any further representations by email. Five written responses were received.
- 3.16 This opportunity is taken to thank those developers, landowners and agents who attended the event and provided written responses. The consultation process has been carried out fully in accordance with the requirements of the Harman Guidance.

### **Viability Process**

- 3.17 The assessment of viability as required under the 2021 NPPF and the CIL Regulations is not done using a set formula or calculation. It is a quantitative and qualitative process. The updated PPG requires that (at PPG 10-001) *'...policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106'*.
- 3.18 The basic viability methodology is summarised in the figure below. It involves preparing financial development appraisals for a representative range of typologies, and using these to assess whether development, generally, is viable. The sites were modelled based on

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<sup>21</sup> See Appendix 1 of the 2018 LPVA.

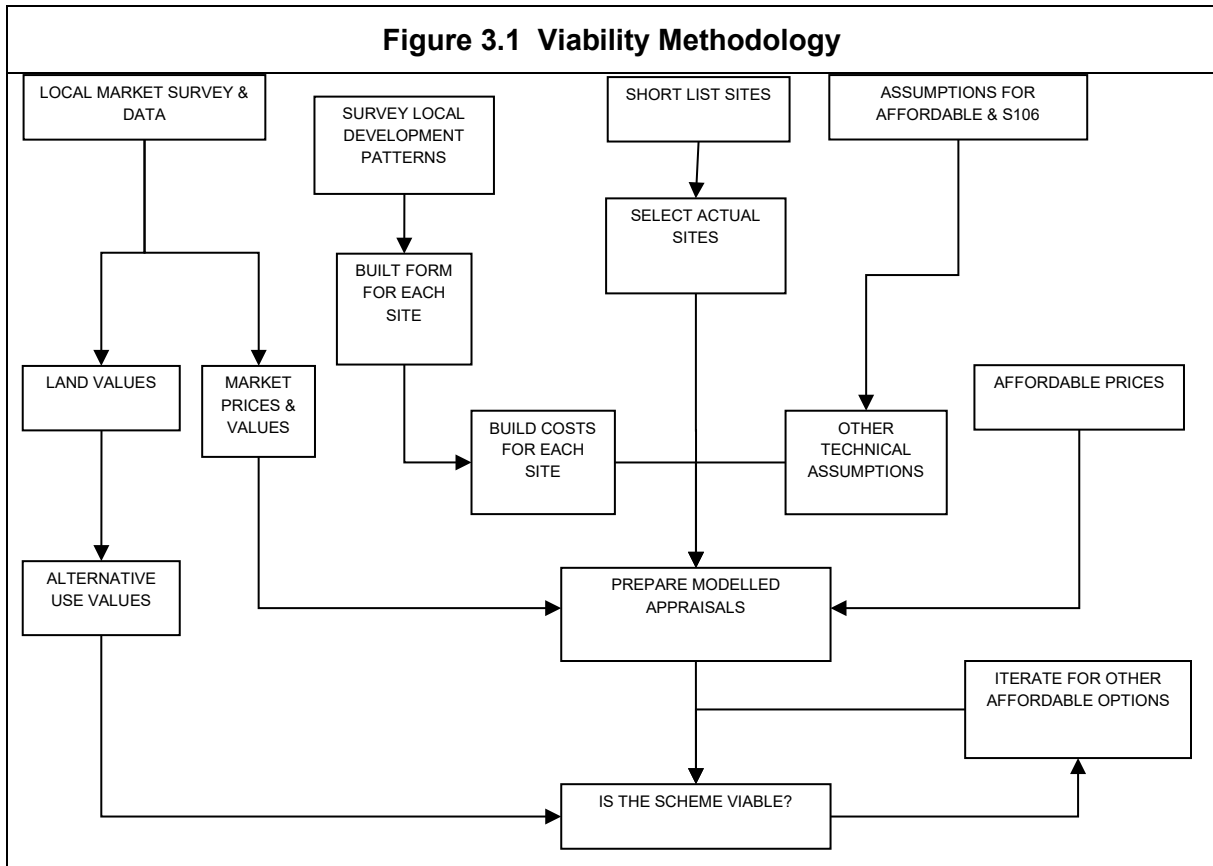
<sup>22</sup> Reiss Sadler of Marrons Planning for Hallam Land Management.

<sup>23</sup> Nigel Jones of Chesters Harcourt for CEG re Dunton Hill Garden Village.

<sup>24</sup> Leona Hannify of Icini for EA Strategic Land.

discussions with Council officers, the existing available evidence supplied to us by the Council, and on our own experience of development.

3.19 Details of the site modelling are carried forward from the 2018 LPVA and are set out in Chapter 9. This process ensures that the appraisals are representative of typical development in the Brentwood Borough Council area over the plan-period.



3.20 In addition to modelling a range of representative sites, several specific Strategic Sites have been modelled (being those over 400 units).

<b>Table 3.1 Strategic Sites for Testing</b>				
		<b>Gross Area</b>	<b>Net Area</b>	<b>Capacity</b>
<b>Warley extension masterplan area</b>				
117A (Policy R04)	Ford Warley - Southern Site	6.81	4	350
117B (Policy R04)	Ford Warley - Northern Site	1.28		
081 (Policy R04)	Council Depot, The Drive, Warley	3.2	2.24	123
		<b>11.29</b>	<b>6.24</b>	<b>473</b>
<b>Officers Meadows masterplan area</b>				
034 (Policy R03)	Officer's Meadow, land off Alexander Lane, Shenfield	20.8	15.89	510
235 (Policy R03)	Land to the north of Alexander Lane, Shenfield	1.36		
087 (Policy R03)	Land at Alexander Lane, Shenfield	1.73		
276 (Policy R03)	Oak Hurst, Chelmsford Road, Shenfield	0.55		
158 (Policy R03)	Land North of A1023 Chelmsford Road, Shenfield	4.45	3.44	100
263 (Policy R03)	Land East of Chelmsford Road, Shenfield	9.85	8.87	215
		<b>38.74</b>	<b>28.2</b>	<b>825</b>
<b>West Horndon masterplan</b>				
020 (Policy R02)	West Horndon Industrial Estate, Childerditch Lane, West Horndon	6.45	10.23	580
021 (Policy R02)	Horndon Industrial Estate, Station Road, West Horndon	10		
152 (Policy R02)	Land East of Horndon Industrial Estate	0.8		
		<b>17.25</b>	<b>10.23</b>	<b>580</b>
<b>Dunton Hills Garden Village</b>				
200 (Policy R01)	Dunton Hills Garden Village (Entire Land east of A128 and south of A127)	257	128.5	4,000
		<b>257</b>	<b>128.5</b>	<b>4,000</b>

Source: BBC (March 2022)

3.21 The Warley extension masterplan area was considered in the 2018 LPVA. Part of this site has been consented for development prior to the Plan adoption, bringing the total site provision to 133 units, below the 400 threshold so therefore is not considered further. Dunton Hills is now modelled with a capacity of 4,000 units which is an increase from 3,500 considered in 2018.

- 3.22 In relation to Officers Meadow, the site promoter<sup>25</sup> said that the capacity should be reduced 700 units, rather than 825 units as set out in the Plan. Having discussed this with the Council this is modelled based on 825 units.
- 3.23 The promoter of Calcott Hall Farm<sup>26</sup>, being a site for 650 units, commented that this site was not modelled separately as a Strategic Site. Whilst it is accepted that it would be appropriate to model this site individually due to its scale, this site is not allocated within the adopted Plan so is unlikely to be approved. The modelling in this assessment is based on the planned development, to test whether the delivery of the Plan as a whole would be threatened.
- 3.24 The local housing and commercial markets were surveyed, in order to obtain a picture of sales values. Land values were assessed to calibrate the appraisals and to assess EUVs. Alongside this local development patterns were considered, in order to arrive at appropriate built form assumptions for those sites where information from a current planning permission or application was not available. These in turn informed the appropriate build cost figures. A number of other technical assumptions were required before appraisals could be produced. The appraisal results were in the form of £/ha 'residual' land values, showing the maximum value a developer could pay for the site and still return a target profit level. The Residual Value was compared to the EUV for each site. Only if the Residual Value exceeded the EUV, by a satisfactory margin, could the scheme be judged to be viable. The amount of margin is a difficult subject and is discussed in the later parts of Chapter 6 below.
- 3.25 The appraisals are based on the emerging policies as summarised in Chapter 8 below, as they stood in April 2022. A bespoke viability testing model designed and developed by HDH specifically for area wide viability testing as required by the NPPF and CIL Regulations<sup>27</sup> is used. The purpose of the viability model and testing is not to exactly mirror any particular business model used by those companies, organisations or people involved in property development. The purpose is to capture the generality and to provide high level advice to assist the Council to set CIL.

### **Additional Profit**

- 3.26 To assess whether or not a contribution to CIL can be made, a calculation needs to be undertaken to establish the Additional Profit. Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land (alternative land value plus uplift), developed the site and sold the units (including providing any affordable housing that is required). The approach to calculating additional profit is to complete the appraisal using the same base cost and price figures and other financial assumptions as used

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<sup>25</sup> Tom Hegan of Turner Morum re Officer's Meadow.

<sup>26</sup> Reiss Sadler of Marrons Planning for Hallam Land Management.

<sup>27</sup> This Viability Model is used as the basis for the Planning Advisory Service (PAS) Viability Workshops. It is made available to Local Authorities, free of charge, by PAS and has been widely used by councils across England (and, to a lesser extent, Wales).

to establish the Residual Value, except for s106 obligations which are to be replaced, in part, by CIL, but instead of calculating the Residual Value the cost of the land (the Benchmark Land Value as EUV +) is incorporated into the cost side of the appraisal to show the resulting profit (or loss).

- 3.27 The amount by which the resulting profit exceeds the target level of profit, represents the additional profit, and provides a measure of the scope for contributing to CIL without impairing development viability. CIL contributions can be paid out of this additional profit. The following formula was used:

$$\begin{aligned} & \textbf{Gross Development Value} \\ & \text{(The combined value of the complete development including x\% affordable housing)} \\ & \text{LESS} \\ & \textbf{Cost of creating the asset, including a profit margin} \\ & \text{(land* + construction + fees + finance charges + developers' profit) including} \\ & \text{mitigation measures, and affordable housing commuted sums} \\ & = \\ & \textbf{Additional Profit} \end{aligned}$$

\* Where 'land' is the Benchmark Land Value.

- 3.28 Through the 2022 consultation a promoter of a Strategic Site<sup>28</sup> noted:

*The methodology utilised calculates "additional profit" which may be available for payment of CIL. If CIL is chargeable on a development then this is a cost to the developer which will need to be financed. It must therefore be recognised that the level of CIL which is actually available would not be as high as this methodology would suggest. An additional buffer may be appropriate in circumstances where the finance cost associated with CIL is not taken into account in the appraisal.*

- 3.29 This is agreed and whilst this is a useful starting point, appraisals are run that incorporate CIL to ensure the effect of financing is properly modelled.
- 3.30 A similar point was made by another site promoter<sup>29</sup>.

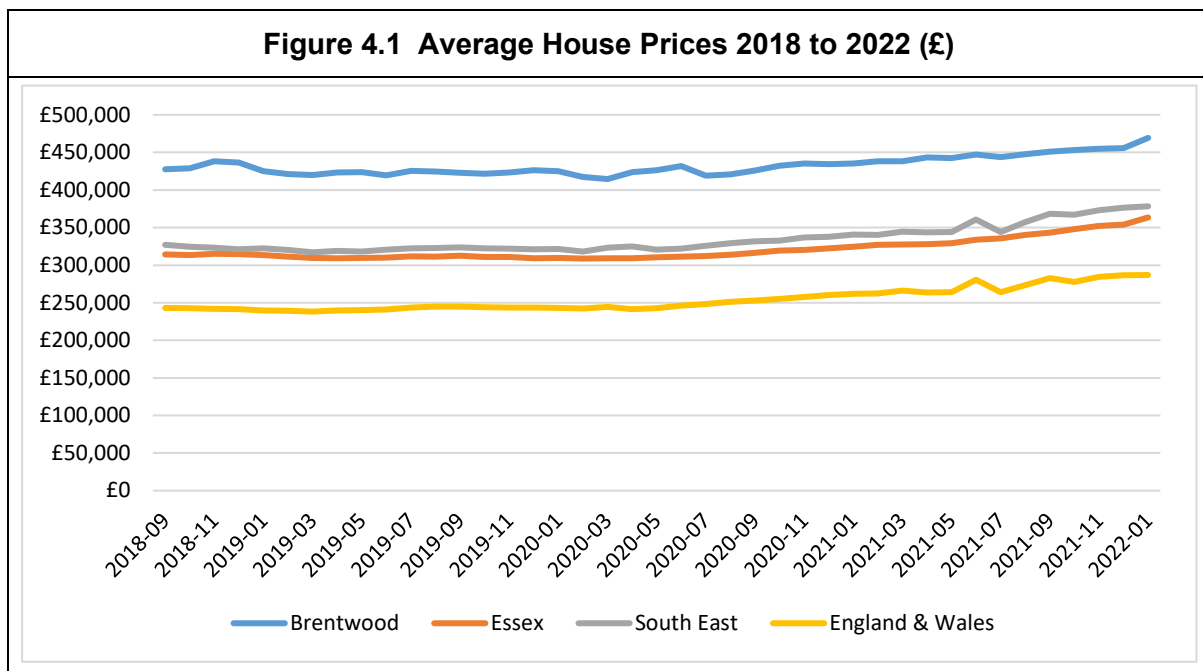
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<sup>28</sup> Nigel Jones of Chesters Harcourt for CEG re Dunton Hill Garden Village.

<sup>29</sup> Tom Hegan of Turner Morum re Officer's Meadow.

## 4. Residential Market

- 4.1 This chapter sets out an assessment of the housing market (including sheltered and extracare housing), providing the basis for the assumptions on house prices to be used in the financial appraisals for the sites tested in the study. The study is concerned not just with the prices but the differences across different areas.
- 4.2 Since 2018 the housing market has moved on, with average house prices increasing steadily over the period:



Source: Land Registry (March 2022). Contains public sector information licensed under the Open Government Licence v3.0.

- 4.3 On average, in Brentwood, prices have increased by about 10%. This is somewhat less than in Essex (16%) or across England & Wales (18%). Different house types have increased at different rates:

	All	Detached	Semi-detached	Terraced	Flats	Newbuild	Existing
2018-09	£427,533	£766,056	£465,226	£348,279	£268,453	£387,670	£428,679
2021-11						£418,047	£456,422
2022-01	£469,397	£878,442	£524,463	£384,820	£273,167		
Change	£41,864 9.79%	£112,386 14.67%	£59,237 12.73%	£36,541 10.49%	£4,714 1.76%	£30,377 7.84%	£27,743 6.47%

Source: Land Registry (March 2022). Contains public sector information licensed under the Open Government Licence v3.0.

- 4.4 It is appropriate to review the residential value assumptions. Although development schemes do have similarities, every scheme is unique, even schemes on neighbouring sites. Market conditions will broadly reflect a combination of national economic circumstances, and local supply and demand factors, however, even within a town there will be particular localities, and ultimately site-specific factors, that generate different values and costs.

#### **National Trends and Brentwood BC's relationship with the wider area**

- 4.5 Since 2018 the UK economy and property markets have been through a period of considerable uncertainty caused by Brexit, COVID-19 and now the Russian invasion of Ukraine.
- 4.6 When the impact of COVID-19 became apparent in early 2020, a range of views of the anticipated impact on the property markets were expressed., almost all predicted a fall in values, generally of about 10% during 2020. To some extent, COVID-19 was expected to exacerbate the impact of leaving the European Union through the Brexit process. In fact, house prices rose in 2020 and have continued to rise. The Land Registry reports that house prices have increased across England and Wales by about 17% since the first lockdown in March 2020.
- 4.7 There is a degree of uncertainty in the housing market as reported by the RICS. The February 2022 RICS UK Residential Market Survey said:

***Agreed sales rise over the month with expectations modestly positive regarding the near-term outlook***

- *New buyer enquiries and agreed sales pick-up in February*
- *New instructions now broadly stable albeit this follows a prolonged negative stretch*
- *Stock levels therefore remain low, contributing to continued strong house price growth*

*The February 2022 RICS UK Residential Survey results suggest market momentum strengthened slightly over the month, with agreed sales rising on the back of a sustained positive trend in new buyer enquiries. For the time being, respondents foresee sales activity continuing to pick-up modestly over the near term, although the prospect of further interest rate rises is mentioned as a factor that could begin to dampen growth in activity to a certain extent as the year wears on.*

*At the headline level, a net balance of +17% of survey participants reported an increase in new buyer enquiries during February. This marks the sixth consecutive positive monthly reading, with the latest return representing the strongest figure seen throughout this period. At the same time, the agreed sales indicator also improved over the month, posting a net balance of +9% in February which, although only modestly positive, is the strongest reading since May 2021.*

*Looking ahead, near term sales expectations signal continued growth on the horizon, albeit the latest net balance did moderate a little to +11%, compared with +20% seen back in January. Likewise, the twelve month sales expectations series also eased somewhat relative to the previous results, but remains consistent with a modestly positive trend in transactions being anticipated through the course of the year ahead.*

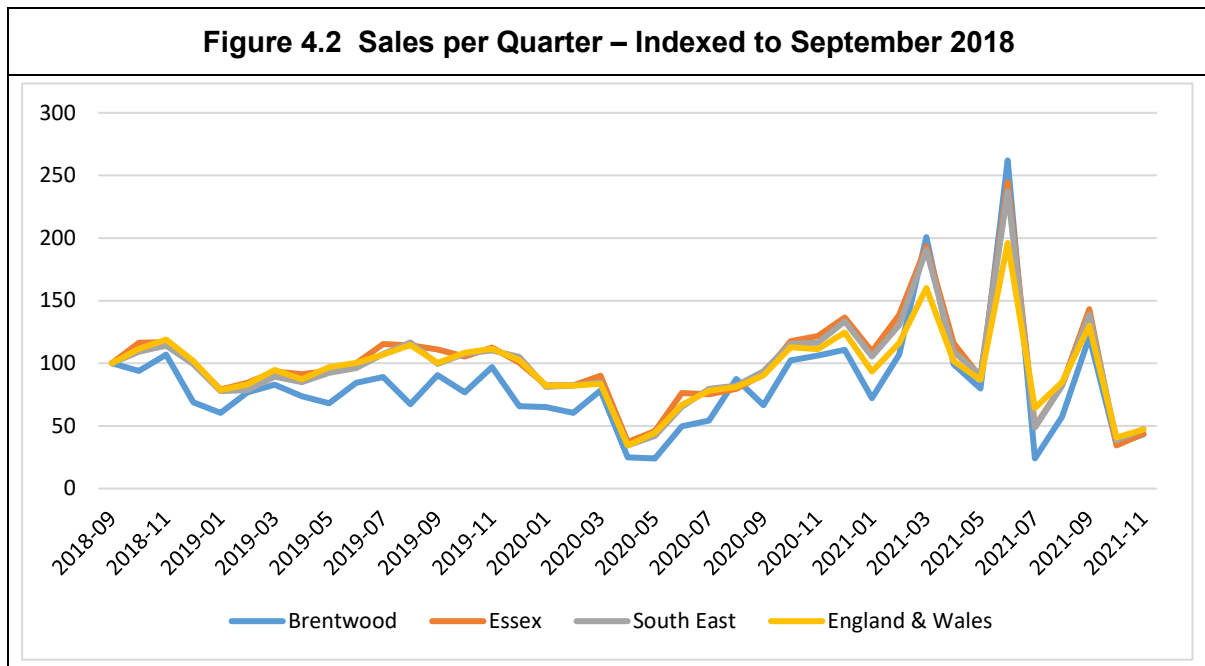
*Meanwhile, the protracted deterioration in the volume of new sales instructions coming onto the market has stabilised of late, as the latest net balance moved to -4% from -7% previously. Nevertheless, given this measure of fresh sales listings has only posted one positive reading in the past twelve months, stock levels remain close to historic lows. As such, the lack of supply is still seen as a significant factor in sustaining sharp rates of house price inflation.*



*On that front, the survey’s headline indicator gauging price growth posted a net balance of +79% at the national level. This is in fact up slightly from an already elevated reading of +74% beforehand and continues to point to a strong increase in house prices across the country. What’s more, this picture is mirrored within all UK regions/countries, with Wales, Yorkshire and the Humber, the North West of England and Northern Ireland all displaying especially elevated readings in February.*

*Going forward, respondents envisage a further rise in national house prices both at the three and twelve month time horizons. Interestingly, these price expectations have actually climbed slightly higher since the first interest rate hike was sanctioned by the Bank of England back in December. What’s more, all parts of the country are anticipated to see continued strong growth in house prices over the next twelve months.*

- 4.8 When ranked across England and Wales, the average house price for Brentwood is 28<sup>th</sup> (out of 331) at £595,223. This is an increase of 22% (from £490,000) at the time of the 2018 LPVA<sup>30</sup>. To set this in context, the council at the middle of the rank (166 - Swale), has an average price of £314,268. The median price is a little lower than the mean at £490,000, being an increase of 18% (from £415,000) at the time of the 2018 LPVA<sup>31</sup>.
- 4.9 The figure and data above show that prices in the Council area have seen a significant increase since 2018. The rate of sales (i.e. sales per month) in the Council area fell during the Covid Pandemic, when the property markets were in effect closed, and then rose markedly, perhaps as a reaction to the Government’s stimuli to invigorate the economy.



Source: Land Registry (March 2022). Contains public sector information licensed under the Open Government Licence v3.0.

<sup>30</sup> HPSSA Dataset 12. Mean house prices for administrative geographies (23<sup>rd</sup> March 2022).

<sup>31</sup> HPSSA Dataset 9. Median house prices for administrative geographies (23<sup>rd</sup> March 2022)

- 4.10 Looking forward there is uncertainty in the market. The value of property is related to the costs of borrowing and mortgage rates. Interest rates have been increasing. It is not for this study to try to predict how the market may change in the coming years, and whether or not there will be a further increase in house prices.
- 4.11 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. HM Treasury brings together some of the forecasts in its monthly *Forecasts for the UK economy: a comparison of independent forecasts* report.

**Table 4.2 Consolidated House Price Forecasts**

Table 2 - 2022: Growth in prices and monetary indicators (% change)									
Forecasters and dates of forecasts		CPI (Q4 on Q4 year ago, %)	RPI (Q4 on Q4 year ago, %)	Average earnings	Sterling index (Jan 2005=100)	Official Bank rate (level in Q4, %)	Oil price (Brent, \$/bbl)	Nominal GDP	House price inflation (Q4 on Q4-year ago, %)
<b>City forecasters</b>									
Bank of America - Merrill Lynch	Oct	3.1	3.9	-	-	0.25	-	-	-
Barclays Capital	Apr *	7.7	10.1	-	-	1.00	100.0	-	-
Bloomberg Economics	Feb	5.0	-	-	-	1.00	-	-	-
Capital Economics	Apr *	7.1	9.6	5.1	82.5	1.25	100.0	-	7.5
Citigroup	Feb	5.0	5.8	4.4	-	1.00	-	-	5.6
Credit Suisse	Mar	7.7	-	-	-	1.25	-	-	-
Daiwa Capital Markets	Feb	4.6	-	4.0	85.0	1.25	85.0	-	5.0
Deutsche Bank	Dec	3.1	5.0	-	-	0.50	-	-	-
Goldman Sachs	Mar	8.3	-	-	-	1.75	125.7	6.9	-
HSBC	Apr *	8.3	10.2	4.5	-	1.50	-	-	-
JP Morgan	Sep	2.2	-	-	-	0.25	-	-	-
Morgan Stanley	Dec	2.7	3.9	-	-	0.75	-	-	-
Natwest Markets	Apr *	7.4	9.7	4.7	81.0	1.25	98.0	7.5	-
Nomura	Dec	3.3	-	-	-	1.00	-	-	-
Pantheon	Mar	7.6	9.0	5.2	-	1.00	-	-	4.5
Schroders Investment Management	Dec	1.6	3.5	3.5	-	0.50	-	9.2	2.2 x
Societe Generale	Dec	2.6	4.2	4.4	-	1.00	-	8.9	-
UBS	Apr *	6.0	8.0	4.8	-	1.00	-	6.9	-
<b>Non-City forecasters</b>									
British Chambers of Commerce	Mar	6.5	-	-	-	1.00	-	-	-
Beacon Economic Forecasting	Apr *	8.9	10.4	4.9	83.2	1.25	99.8	12.6	7.6
CBI	Apr *	-	-	-	-	-	-	-	-
CEBR	Apr *	7.1	7.5	4.3	82.9	1.17	-	-	-1.1
Economic Perspectives	Sep	4.5	5.3	5.5	77.0	0.25	55.0	7.5	2.0 x
Experian Economics	Mar	8.3	10.9	5.0	88.9	0.75	108.0	3.5	1.2
EIU	Mar	4.8	-	-	-	1.25	82.1	8.1	-
Heteronomics	Apr *	7.9	10.3	4.7	82.2	1.50	110.7	-	2.0
ITEM Club	Apr *	5.8	7.1	4.2	-	1.00	-	-	3.5
Kern Consulting	Feb	4.4	-	4.2	-	1.25	90.0	-	-
Liverpool Macro Research	Mar	5.1	-	4.7	78.2	1.00	-	-	-
NIESR	Feb	4.7	8.8	4.8	-	1.18	-	-	0.4 k
Oxford Economics	Apr *	6.2	8.4	4.8	81.7	1.00	101.2	7.3	6.0
OECD	Dec	4.4 h	-	-	-	-	-	-	-
IMF	Apr *	7.4 h	-	-	-	-	-	-	-
<b>Average of forecasts made in the last 3 months (excludes OBR forecasts)</b>									
Independent		6.6	9.0	4.6	82.8	1.16	100.0	7.5	3.8
New (marked *)		7.2	9.1	4.7	82.2	1.19	101.6	8.6	4.3
City		6.8	8.9	4.7	82.8	1.20	101.7	7.1	5.6
<b>Range of forecasts made in the last 3 months (excludes OBR forecasts)</b>									
Highest		8.9	10.9	5.2	88.9	1.75	125.7	12.6	7.6
Lowest		4.4	5.8	4.0	78.2	0.75	82.1	3.5	-1.1
Median		6.8	9.3	4.7	82.5	1.17	100.0	7.3	4.5
OBR	Mar	8.7	11.0	6.0	82.5	1.1	94.0	6.7	4.3

Source: *Forecasts for the UK economy: a comparison of independent forecasts No417*(HM Treasury, April 2022).

Table M9: Medium-term forecasts for house price inflation and the output gap

4.12 Property agents Savills are forecasting the following changes in house prices:

<b>Table 4.3 Savills Winter 2021 Property Price Forecasts</b>						
	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>5 Year</b>
Mainstream UK	3.5%	3.0%	2.5%	2.0%	2.5%	13.1%
South East	3.0%	2.5%	2.0%	1.5%	1.0%	10.4%
Prime outer London	4.0%	3.0%	2.0%	2.0%	2.0%	13.7%

Source: Savills UK Residential – Mainstream residential market forecasts (Winter 2021)<sup>32</sup>

4.13 In this context is relevant to note that the Nationwide Building Society reported in April 2022:

*House price growth slows in April but remains in double digits*

- *Annual UK house price growth slowed modestly to 12.1% in April, down from 14.3% in March*
- *Prices up 0.3% month-on-month after taking account of seasonal effects*
- *Poll reveals 38% actively moving or considering move*

4.14 Similarly, the Halifax Building Society reported in March 2022:

*UK house prices rise steeply to reach new record high, as market maintains momentum*

- *Monthly house price growth of 1.4% the biggest increase for six months*
- *Average property price reaches another new record high of £282,753*
- *Two years on from the first lockdown, house prices have now risen by £43,577*
- *South West overtakes Wales as UK area with strongest house price inflation*
- *Cost of living pressure likely to slow the rate of house price growth this year*

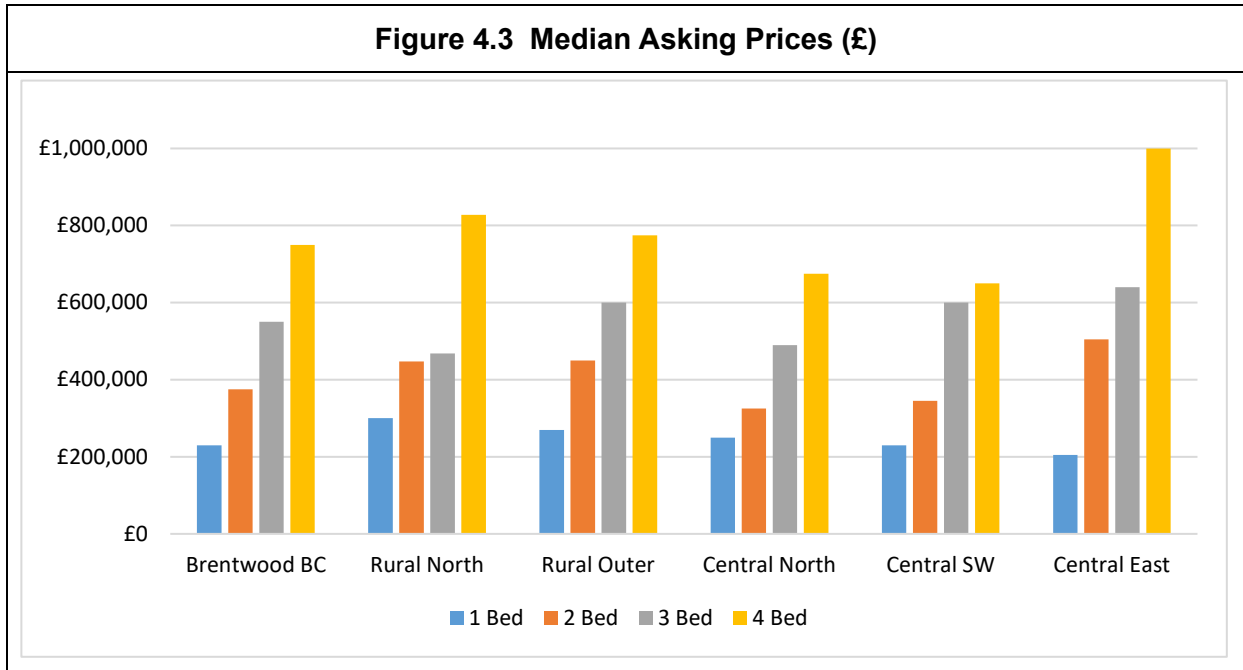
4.15 There is clearly uncertainty in the market, and the very substantial growth reported over the last few years seems unlikely to continue. This report is carried out at current costs and values. Sensitivity testing has been carried out.

### **The Local Market**

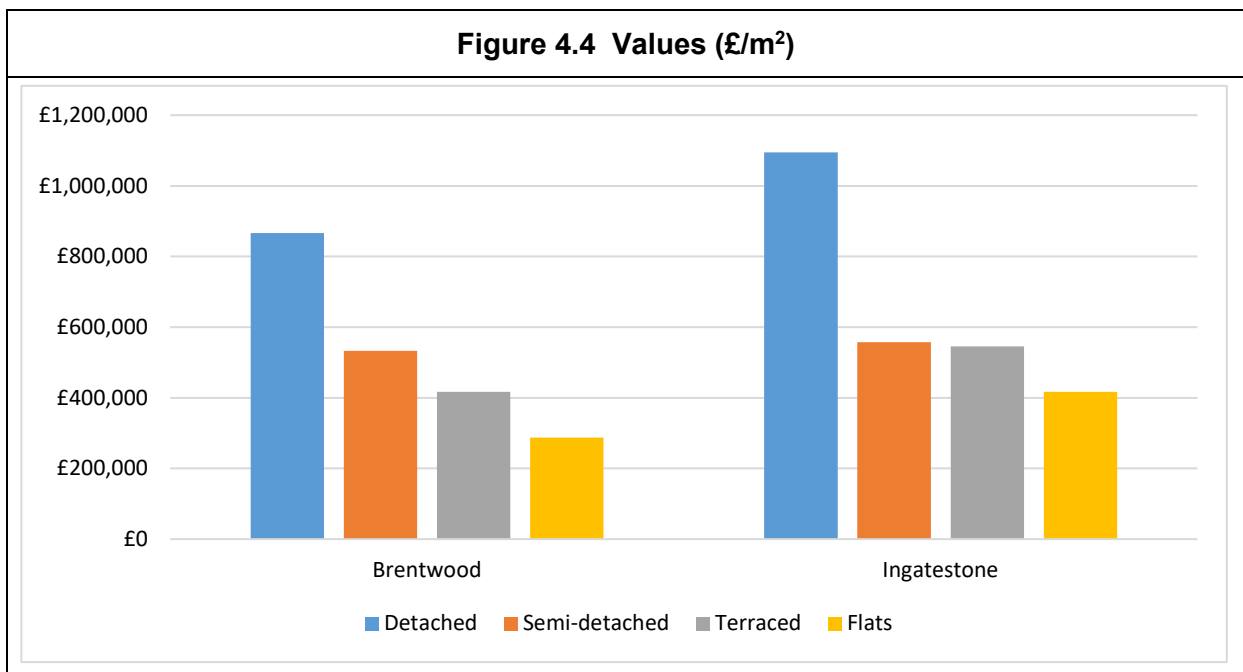
4.16 A survey of asking prices across the Council area was carried out in March 2022. Through using online tools such as rightmove.com and zoopla.co.uk, median asking prices were estimated.

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<sup>32</sup> [Savills UK | Spotlight: Mainstream Residential Property Forecasts – 9 March 2021](#)



Source: Rightmove.com (March 2022)



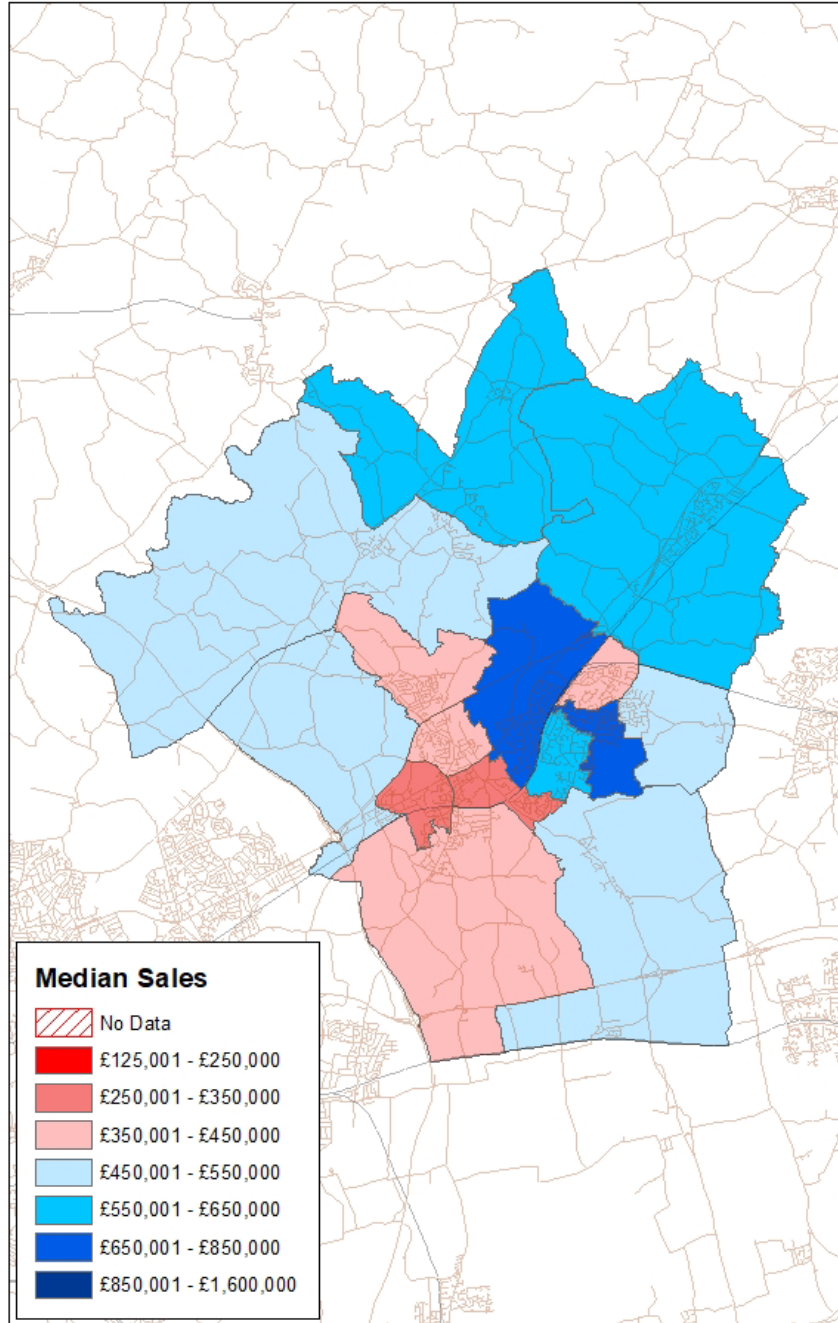
Source: Zoopla.com (March 2022)

- 4.17 This data shows a notable increase in prices, although care should be taken in making direct comparisons as the sample sizes are small.
- 4.18 The geographical differences in prices are illustrated in the following maps showing the median price by ward, the first being for all properties and the second just for newbuild.

Figure 4.5 Median Prices – All Properties



Brentwood Borough Council  
Median Sales by Ward  
1/1/19 - 1/3/22



This data covers transactions received at Land Registry from 1/1/19 to 1/3/22. © Crown Copyright 2022.  
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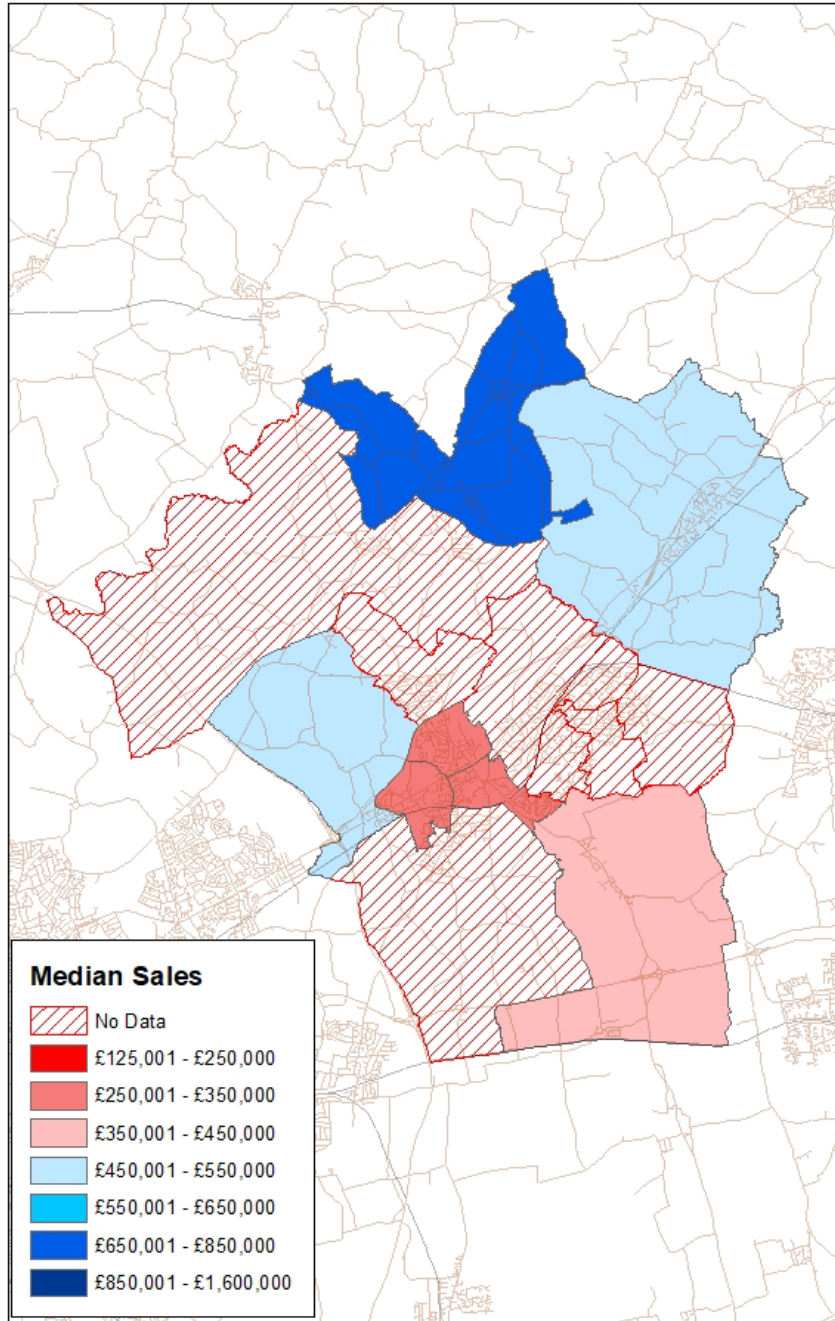
Source: HDH based on Land Registry Price Paid Data



Figure 4.6 Median Prices – Newbuild Properties



Brentwood Borough Council  
Median Sales by Ward - Newbuild  
1/1/19 - 1/3/22



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Source: HDH based on Land Registry Price Paid Data



- 4.19 The pattern of prices is influenced by the size of the units, with larger detached units prevailing in the more rural areas, and smaller terraces and flats in the urban areas. Further maps are included within **Appendix 5** that show the median prices by ward by house type (detached, semi-detached, terraced, flats).

*Newbuild Sales Prices*

- 4.20 This study is concerned with the viability of newbuild residential property so the key inputs for the appraisals are the prices of units on new developments. The following assumptions were used in the 2018 LPVA

<b>Table 4.4 2018 Residential Price Assumptions (£/m<sup>2</sup>)</b>	
<b>Typology</b>	
Larger Brownfield	£4,650
Smaller Brownfield Sites	£4,650
Urban Flats	£5,750
Large Greenfield – Urban Fringe	£4,750
Large Greenfield	£4,850
Medium Greenfield – Urban Fringe	£4,650
Medium Greenfield	£4,850
Small Greenfield	£5,000

Source: Table 4.7, 2018 LPVA (HDH September 2018)

- 4.21 It was found that house prices do vary across the Borough, but there is insufficient robust data and defensible evidence to support a more fine-grained approach. By working across the Borough in broad areas, a cautious approach is being taken.
- 4.22 Recent newbuild sales prices from the Land Registry have been reviewed and a survey of new homes for sale during March 2022 carried out.
- 4.23 The Land Registry publishes data of all homes sold. Across the Council area 435 newbuild home sales have been recorded since the start of 2018<sup>33</sup>. These transactions (as recorded by the Land Registry) are summarised, by the main settlements as follows and detailed in **Appendix 6**.

---

<sup>33</sup> The Land Registry makes all transactions available as and when they are registered via the 'beta' format tool at <https://www.gov.uk/government/statistical-data-sets/price-paid-data-downloads>. It does take some time for transactions to be registered – we estimate this to be about 4 to 6 months.



<b>Table 4.5 Distribution of Newbuild Sales</b>					
	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>All</b>
BLACKMORE				1	1
BRENTWOOD	99	133	38	43	313
GREAT LEIGHS			1		1
GREAT WARLEY	19				19
INGATESTONE	13	2			15
MOUNTNESSING	54	1			55
PILGRIMS HATCH		2	1		3
WARLEY	8				8
WEST HORNDON		16	3		19
<b>All</b>	<b>193</b>	<b>154</b>	<b>43</b>	<b>44</b>	<b>434</b>

Source: Land Registry (March 2022)

- 4.24 Each house sold requires an Energy Performance Certificate (EPC). This is a public document that can be viewed on the EPC Register<sup>34</sup>. The EPC contains the floor area (the Gross Internal Area – GIA) as well as a wide range of other information about the construction and energy performance of the building. This information is also included in **Appendix 6**.
- 4.25 The price paid data from the Land Registry has been married with the homes' floor area from the EPC Register.
- 4.26 The Land Registry data can be broken down by house type and settlement (it is important to note that the Land Registry sorts data by postcode and post town, rather than wards, parishes or other administrative boundaries).

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<sup>34</sup> <https://www.epcregister.com/>

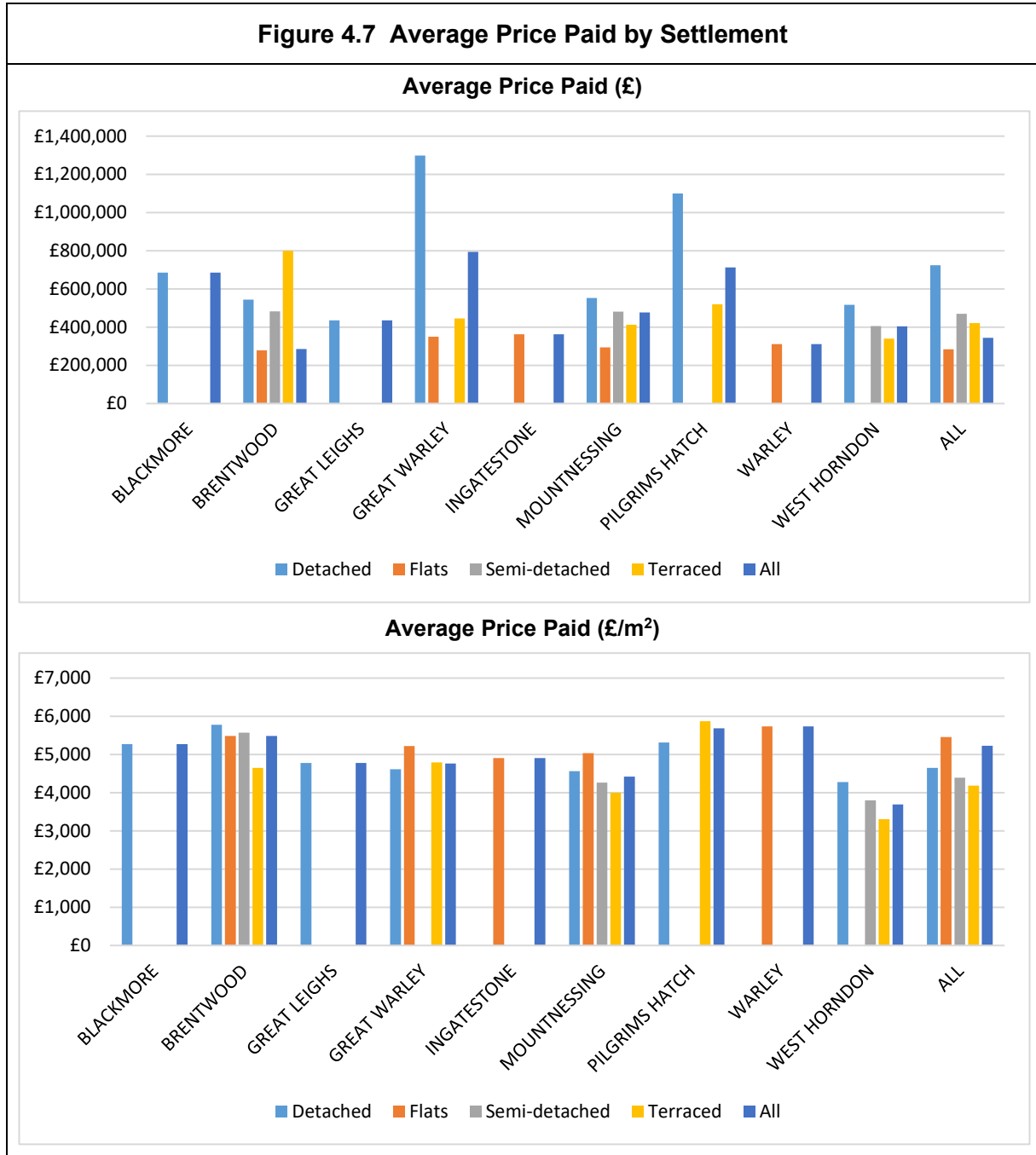
<b>Table 4.6 Summary of Price Paid Data by Settlement</b>					
	Detached	Flats	Semi-detached	Terraced	All
<b>BLACKMORE</b>					
Count	1	0	0	0	1
Average £	£685,000				£685,000
Average £/m2	£5,269				£5,269
<b>BRENTWOOD</b>					
Count	2	305	5	1	313
Average £	£543,500	£278,403	£482,500	£800,000	£285,023
Average £/m2	£5,782	£5,486	£5,573	£4,651	£5,487
<b>GREAT LEIGHS</b>					
Count	1	0	0	0	1
Average £	£434,995				£434,995
Average £/m2	£4,780				£4,780
<b>GREAT WARLEY</b>					
Count	8	2	0	9	19
Average £	£1,298,783	£349,995		£445,551	£794,748
Average £/m2	£4,616	£5,224		£4,791	£4,763
<b>INGATESTONE</b>					
Count	0	15	0	0	15
Average £		£362,367			£362,367
Average £/m2		£4,906			£4,906
<b>MOUNTNESSING</b>					
Count	19	6	23	7	55
Average £	£552,892	£294,165	£481,647	£411,997	£476,942
Average £/m2	£4,566	£5,037	£4,264	£4,000	£4,419
<b>PILGRIMS HATCH</b>					
Count	1	0	0	2	3
Average £	£1,100,000			£520,000	£713,333
Average £/m2	£5,314			£5,874	£5,687
<b>WARLEY</b>					
Count	0	8	0	0	8
Average £		£310,556			£310,556
Average £/m2		£5,734			£5,734
<b>WEST HORNDON</b>					
Count	5	0	5	9	19
Average £	£517,400		£406,000	£339,111	£403,632
Average £/m2	£4,276		£3,800	£3,306	£3,691
<b>ALL</b>					
Count	37	336	33	28	434
Average £	£724,032	£283,624	£470,315	£420,926	£344,224
Average £/m2	£4,649	£5,457	£4,392	£4,188	£5,225

Source: Land Registry and EPC Register (March 2022)

4.27 Across the Borough there is relatively little variance between the different types of housing, although flats are generally a little less expensive than houses. The above data does show

some variance across the area, however in many cases the sample size is too small to produce reliable data.

4.28 The average price paid is about £5,225/m<sup>2</sup>, being an increase from £5,075/m<sup>2</sup> recorded in the 2018 LPVA. The average prices vary by geography:



Source: Land Registry Data and EPC Register, (March 2022)

4.29 The principle driver of the differences is the situation rather than the location of a site. That is to say, the value will be more strongly influenced by the specific site characteristics, the immediate neighbours and environment, rather than in which particular ward or postcode sector the scheme is located.

4.30 At the time of this assessment (March 2022) there were about 54 new houses and flats being advertised for sale in the Council area (although on some of these, construction had yet to start). The analysis of these shows that asking prices for newbuild homes vary, very considerably, starting at £250,000 and going up to £1,500,000. The average is just under £535,000 (being an increase from £440,000 at the time of the 2018 LPVA). These are summarised in the following table and set out in detail in **Appendix 7**.

<b>Table 4.7 Newbuild Asking Prices by Scheme</b>											
Agent / Developer	Detached		Flats		Semi-detached		Terraced		All		
	Count	Average £ £/m2	Count	Average £ £/m2	Count	Average £ £/m2	Count	Average £ £/m2	Count	Average £ £/m2	
<b>Balgore Hayes</b>											
Ashwells Court	1	£825,000 £4,940	0		0		0		1	£825,000 £4,940	
Nags Head Lane	0		0		1	£600,000 £5,000	0		1	£600,000 £5,000	
<b>Beresfords</b>											
Brentwood Road	0		0		1	£700,000	0		1	£700,000	
Danes Way	1	£675,000 £6,308	0		0		0		1	£675,000 £6,308	
Ingrave House	0		5	£359,000 £6,383	0		0		5	£359,000 £6,383	
<b>Connells</b>											
One Brentwood	0		1	£250,000 £0	0		0		1	£250,000	
<b>Douglas Allen</b>											
Regent House	0		7	£290,000 £5,144	0		0		7	£290,000 £5,144	
<b>Farview Homes</b>											
Nola	0		6	£518,833 £6,141	0		0		6	£518,833 £6,141	
<b>Jenkins</b>											
La Plata Grove	1	£850,000	0		0		0		1	£850,000	
<b>JNH</b>											
Millfield Park	0		1		0		0		1		
<b>Keith Ashton</b>											
Braeburn House	0		0		1	£775,000 £4,235	0		1	£775,000 £4,235	
Bramley House	0		0		1	£775,000 £4,167	0		1	£775,000 £4,167	
Ingrave Road	0		0		2	£650,000 £5,000	0		2	£650,000 £5,000	
Peartree Lane	2	£752,500	0		0		0		2	£752,500	
<b>Land Charter Homes</b>											
Warley HQ	0		5	£347,000 £5,473	0		0		5	£347,000 £5,473	
<b>Marden Homes</b>											
Boyles Court	0		1	£1,500,000 £7,353	0		2	£1,197,500 £6,500	3	£1,298,333 £6,785	
<b>Parabar Estates</b>											
Rayleigh Road	2	£970,000	0		0		0		2	£970,000	
<b>Savills</b>											
Old Pump Works	0		2	£612,498 £5,919	0		0		2	£612,498 £5,919	
<b>Weston Homes /BPC Land</b>											
1023 West	0		9	£407,222 £6,217	0		0		9	£407,222 £6,217	
<b>William H Brown</b>											
The Penbury	0		2	£345,000	0		0		2	£345,000	
<b>ALL</b>	<b>7</b>	<b>£827,857</b>	<b>39</b>	<b>£421,131</b>	<b>6</b>	<b>£691,667</b>	<b>2</b>	<b>£1,197,500</b>	<b>54</b>	<b>£534,773</b>	
		<b>£5,624</b>		<b>£6,041</b>		<b>£4,680</b>		<b>£6,500</b>		<b>£5,864</b>	

Source: Market Survey (March 2022)



- 4.31 During the course of the research for the 2018 LPVA, sales offices and agents were contacted to enquire about the price achieved relative to the asking prices, and the incentives available to buyers. In most cases the feedback was that the units were 'realistically priced' or that as the market is improving, demand strong and that significant discounts are no longer offered. When pressed, it appeared that the discounts and incentives offered equate to about 2.5% of the asking prices. It was assumed that prices achieved, net of incentives offered to buyers, are 2.5% less than the above asking prices.
- 4.32 This exercise was repeated in March 2022. A range of feedback was received, but generally the position was that the '*price was the price*' and that whilst there were opportunities to discuss finishes, discounts were not available as that would be '*unfair on other buyers*' and it was important to be consistent across the site. This feedback is consistent with feedback from other studies HDH are carrying out in other parts of England.

### **Price Assumptions for Financial Appraisals**

- 4.33 It is necessary to form a view about the appropriate prices for the schemes to be appraised in the study. The preceding analysis does show that prices have increased since the 2018 LPVA.
- 4.34 Bringing together the evidence above (which we acknowledge is varied), the following approach to value is put to the May 2022 consultation. Two values are used, applying a slightly lower value to those in and adjacent to Brentwood, and a higher value in the remaining areas.
- a) Brownfield Sites. In terms of value the prices of the new homes developed are likely to be driven by the specific situation of the scheme rather than the general location. That is to say the value will be more strongly influenced by the specific site characteristics, the immediate neighbours and environment, rather than in which particular ward or postcode sector the scheme is located. Development is likely to be of a higher density than the greenfield sites and be based around schemes of flats, semi-detached housing and terraces with a low proportion of detached units.  
  
In the 2018 LPVA a slightly higher value was attributed to the larger brownfield sites than the smaller brownfield sites due to the ability of the developer to create a sense of place. This differentiation is no longer made.
  - b) Urban Flatted Schemes. This is considered to be a separate development type that is only likely to take place in central Brentwood.
  - c) Large Greenfield Sites. These are the potential strategic sites, and largest greenfield sites (over 200 units or so).
  - d) Medium Greenfield Sites. These are the greenfield sites in the range of 20 to 200 units that are likely to be brought forward by a single developer.
  - e) Small Greenfield Sites. These areas are in the smaller settlements and villages in the countryside. A premium value is applied in these areas.

- 4.35 Based on the asking prices from active developments, and informed by the general pattern of all house prices across the study area, the prices put to the consultation are as follows. It is important to note that this is a broad-brush, high-level study as required to inform the setting of CIL as required by CIL Regulation 14. The values between new developments and within new developments may vary considerably.
- 4.36 It is accepted that there are nuances and variables within these areas, but in a high level study of the type being undertaken, it is necessary to take a relatively simplistic approach. A differentiation has been made between schemes in and on the urban fringes of Brentwood and Ingatestone, and the remaining areas of the Borough.
- 4.37 As in 2018, house prices do vary across the Borough, but there is insufficient robust data and defensible evidence to support a more fine-grained approach. By working across the Borough in broad areas a cautious approach is being taken.

<b>Table 4.8 2022 Residential Price Assumptions (£/m<sup>2</sup>)</b>	
<b>Typology</b>	
Previously Developed Land	£5,100
Urban Flats	£5,750
Large Greenfield – Urban Fringe	£5,225
Large Greenfield	£5,350
Medium Greenfield – Urban Fringe	£5,120
Medium Greenfield	£5,350
Small Greenfield	£5,750

Source: HDH (March 2022)

- 4.38 Through the 2022 consultation, a promoter of a Strategic Site<sup>35</sup> noted:

*The Consultation does not allow for any variation in CIL rates across the borough which appears contrary to the evidence in the report. For instance, as shown in Table 4.6 Pilgrims Hatch and Great Warley (both suburbs of Brentwood) have average price per sqm at £5,700, Brentwood itself is £5,300 per square metre and lower value areas such as West Horndon this is around £3,700 per sq. m.. Thus, immediately this area is achieving around £2,000 per sqm less than other areas and £700 less than the next lowest (Mountnessing). Furthermore, on a price per square metre basis this should not reflect the over-riding house types.*

- 4.39 The CIL rates are informed by the outcome of the appraisals, rather than simply the values. No change is made in this regard.

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<sup>35</sup> Leona Hannify of Icini for EA Strategic Land.

### *Ground Rents*

- 4.40 Over the last 20 or so years many new homes have been sold subject to a ground rent. Such ground rents have recently become a controversial and political topic. In this study, no allowance is made for residential ground rents.

### **Affordable Housing**

- 4.41 The Council has a policy for the provision of affordable housing. In this study, it is assumed that such housing is constructed by the site developer and then sold to a Registered Provider (RP). This is a simplification of reality as there are many ways in which affordable housing is delivered, including the transfer of free land to RPs for them to build on or the retention of the units by the scheme's overall developer.
- 4.42 There are three main types of affordable housing: Social Rent, Affordable Rent and Affordable Home Ownership. In May 2021 the Government mandated 25% affordable homes to be a First Home, however this does not apply here due to the transitional arrangements.
- 4.43 The Council's current policy requirement is for 35% affordable housing on sites of 11 or more units.
- 4.44 The following values were used in the 2018 LPVA:
- |    |                            |                       |
|----|----------------------------|-----------------------|
| a. | Social Rent                | £1,475/m <sup>2</sup> |
| b. | Affordable Rent            | £1,850/m <sup>2</sup> |
| c. | Affordable Home Ownership: | 65% Market Value      |
- 4.45 These values are now updated, using the most recent data. It is assumed that affordable housing for rent is provided as Affordable Rent rather than Social Rent.

### *Social Rent*

- 4.46 The value of a rented property is strongly influenced by the passing rent – although factors such as the condition and demand for the units also have a strong impact. Social Rents are set at a local level through a national formula that smooths the differences between individual properties and ensures properties of a similar type pay a similar rent:

<b>Table 4.9 Social Rent</b>					
<b>General needs (social rent)</b>					
Average weekly rent (£ per week) and unit counts by unit size for Brentwood - large PRPs					
Unit Size	£ per week				Unit count
	Net rent	Formula rent	Service charge <sup>^</sup>	Gross rent <sup>^</sup>	
Non-self-contained	£0.00	£0.00	£0.00	£0.00	0
Bedsit	£0.00	£0.00	£0.00	£0.00	0
1 Bedroom	£100.31	£97.88	£11.44	£111.48	169
2 Bedroom	£117.23	£114.43	£9.29	£126.09	151
3 Bedroom	£135.97	£134.98	£6.01	£141.15	189
4 Bedroom	£161.88	£161.88	£2.47	£164.35	3
5 Bedroom	£0.00	£0.00	£0.00	£0.00	0
6+ Bedroom	£0.00	£0.00	£0.00	£0.00	0
All self-contained	£118.82	£116.83	£8.87	£127.05	512
<b>All stock sizes</b>	<b>£118.82</b>	<b>£116.83</b>	<b>£8.87</b>	<b>£127.05</b>	<b>512</b>

Owned stock. Large PRPs only - unweighted. Excludes Affordable Rent and intermediate rent, but includes other units with an exception under the Rent Policy Statement. Stock outside England is excluded.

Source: Statistical Data Return (SDR) 1 April 2020 to 31 March 2021

- 4.47 These rents are similar to those reported in the 2018 LPVA. The value of Social Rents is assessed assuming 10% management costs, 4% voids and bad debts and 6% repairs. These are capitalised at 4.5%.

<b>Table 4.10 Capitalisation of Social Rents</b>			
	1 Bedroom	2 Bedrooms	3 Bedrooms
Gross Rent	£5,216	£6,096	£7,070
Net Rent	£4,173	£4,877	£5,656
Value	£92,731	£108,373	£125,697
m <sup>2</sup>	50	70	84
£/m <sup>2</sup>	£1,855	£1,548	£1,496

Source: HDH (March 2022)

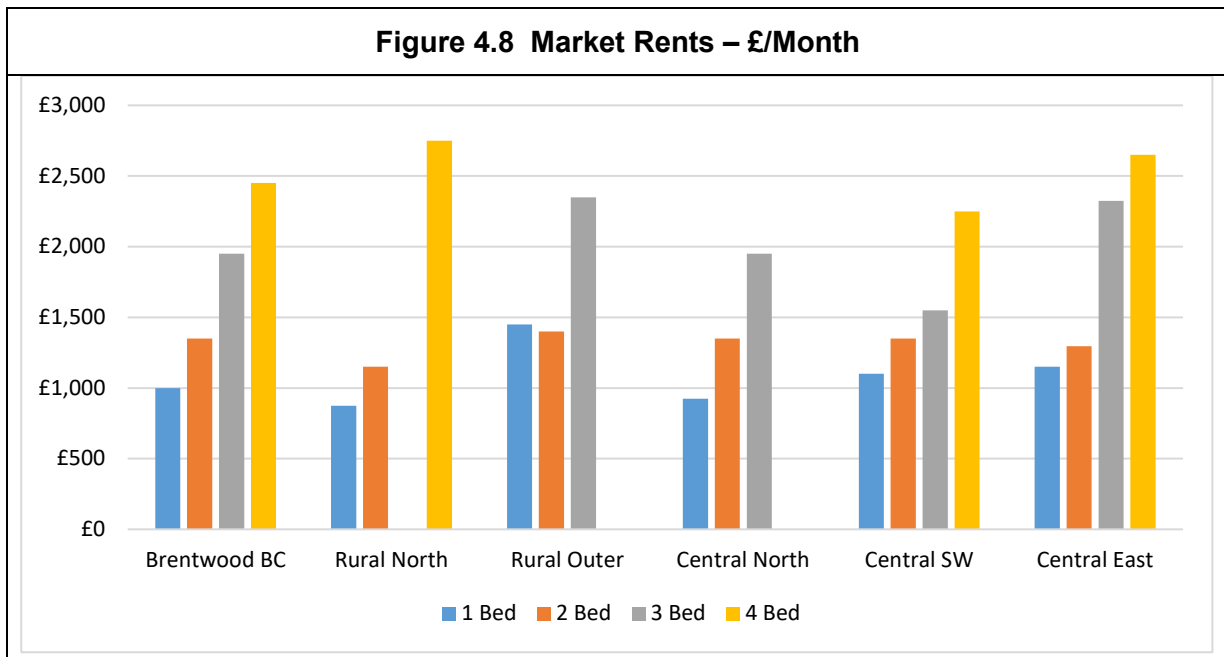
- 4.48 On this basis, a value of £1,550/m<sup>2</sup> across the study area can be assumed.

#### *Affordable Rent*

- 4.49 The modelling in this study is based on Affordable Rent capped at the Local Housing Allowance, rather than Social Rent. Under Affordable Rent a maximum rent of no more than 80% of the open market rent for that unit can be charged.



4.50 Following discussion with the Council, we have assumed the rent is in line with the Local Housing Allowance cap. These are set relative to market rents. It is assumed that, because a typical Affordable Rent unit will be new, it will command a premium rent that is a little higher than equivalent older private sector accommodation. In estimating the likely level of Affordable Rent, a survey of market rents across the Council area has been undertaken. There is relatively little variation in rents, except for the largest units, having said this, it is clear that rents have increased across the Borough.



Source: Market Survey (March 2022)

4.51 As part of the reforms to the social security system, housing benefit /local housing allowance is capped at the 3<sup>rd</sup> decile of open market rents for that property type, so in practice Affordable Rents are unlikely to be set above these levels. The cap is set by the Valuation Office Agency by Broad Rental Market Area (BRMA), however these BRMAs do not follow local authority boundaries. The relevant BRMA LHA caps are shown below. Where this is below the level of Affordable Rent at 80% of the median rent, it is assumed that the Affordable Rent is set at the LHA Cap.

<b>Table 4.11 BRMA Caps</b>			
	£/week	£/month	£/year
<b>Chelmsford BRMA</b>			
Shared Accommodation Rate:	£90.10	£390.43	£4,685.20
One Bedroom Rate:	£149.59	£648.22	£7,778.68
Two Bedrooms Rate:	£182.96	£792.83	£9,513.92
Three Bedrooms Rate:	£226.68	£982.28	£11,787.36
Four Bedrooms Rate:	£298.03	£1,291.46	£15,497.56
<b>Harlow &amp; Stortford BRMA</b>			
Shared Accommodation Rate:	£76.50	£331.50	£3,978.00
One Bedroom Rate:	£165.70	£718.03	£8,616.40
Two Bedrooms Rate:	£207.12	£897.52	£10,770.24
Three Bedrooms Rate:	£258.90	£1,121.90	£13,462.80
Four Bedrooms Rate:	£299.18	£1,296.45	£15,557.36
<b>Outer North East London BRMA</b>			
Shared Accommodation Rate:	£101.61	£440.31	£5,283.72
One Bedroom Rate:	£207.12	£897.52	£10,770.24
Two Bedrooms Rate:	£264.66	£1,146.86	£13,762.32
Three Bedrooms Rate:	£316.44	£1,371.24	£16,454.88
Four Bedrooms Rate:	£398.14	£1,725.27	£20,703.28
<b>South West Essex BRMA</b>			
Shared Accommodation Rate:	£76.64	£332.11	£3,985.28
One Bedroom Rate:	£161.10	£698.10	£8,377.20
Two Bedrooms Rate:	£201.37	£872.60	£10,471.24
Three Bedrooms Rate:	£247.40	£1,072.07	£12,864.80
Four Bedrooms Rate:	£306.66	£1,328.86	£15,946.32

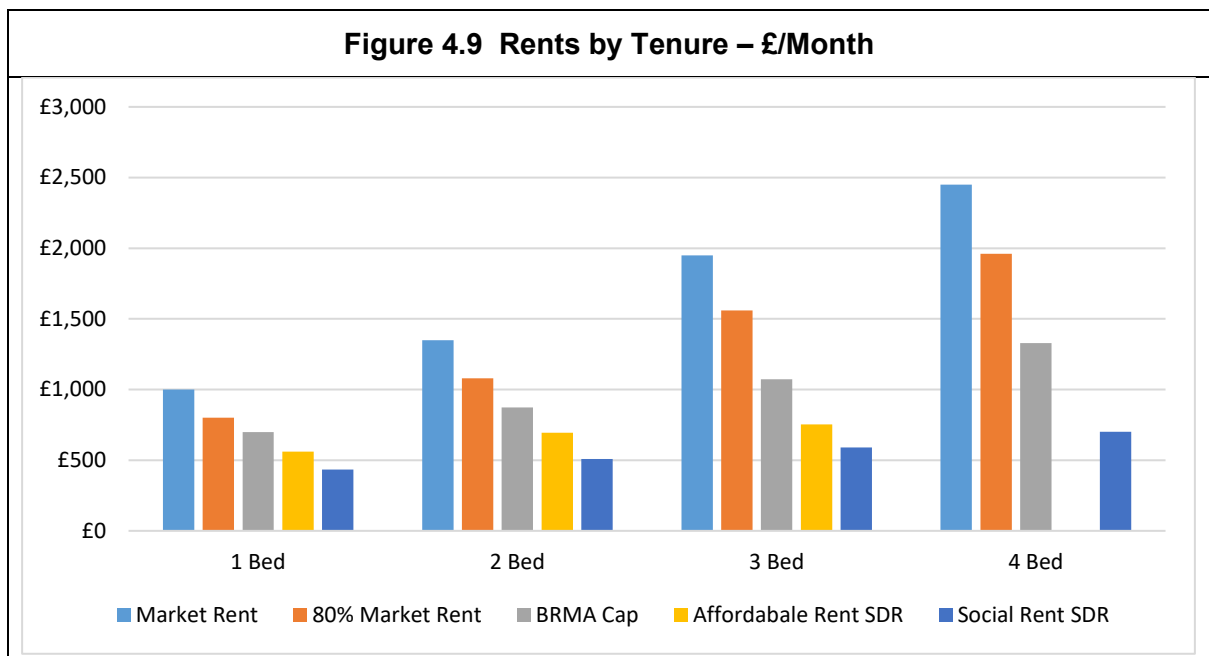
Source: VOA (March 2022)

4.52 These caps are higher than the Affordable Rents as reported in the most recent HCA data release, but less than 80% of market rents.

Table 4.12 Affordable Rents		
Affordable Rent general needs		
Average weekly gross rent (£ per week) and unit counts by unit size for Brentwood		
Unit Size	£ per week	
	Gross rent	Unit count
Non-self-contained	£0.00	0
Bedsit	£97.64	1
1 Bedroom	£129.47	54
2 Bedroom	£160.13	38
3 Bedroom	£173.90	16
4 Bedroom	£0.00	0
5 Bedroom	£0.00	0
6+ Bedroom	£0.00	0
All self-contained	£146.39	109
<b>All stock sizes</b>	<b>£146.39</b>	<b>109</b>
Owned stock. All PRPs owning Affordable Rent units - unweighted. Stock outside England is excluded.		

Source: Statistical Data Return (SDR) 1 April 2020 to 31 March 2021

4.53 The above data can be summarised as follows.



Source: Market Survey, HCA Statistical Return and VOA (March 2022)

4.54 In calculating the value of Affordable Rents we have allowed for 10% management costs, 4% voids and bad debts and 6% repairs, and capitalised the income at 5.5%. It is assumed that the Affordable Rent is set at the LHA Cap. On this basis affordable rented property has the following worth.

<b>Table 4.13 Capitalisation of Affordable Rents</b>			
	1 Bedroom	2 Bedrooms	3+ Bedrooms
Gross Rent	£8,377	£10,471	£12,865
Net Rent	£6,702	£8,377	£10,292
Value	£121,850	£152,309	£187,124
m <sup>2</sup>	50	70	84
£/m <sup>2</sup>	£2,437	£2,176	£2,228

Source: HDH (March 2022)

- 4.55 Using this method to assess the value of affordable housing, under the Affordable Rent tenure, a value of £2,280/m<sup>2</sup> is derived.

*Intermediate Products for Sale*

- 4.56 Intermediate products for sale include Shared Ownership and shared equity products. As in the 2018 LPVA, a value of 65% of open market value is assumed.
- 4.57 In November 2020, the Government undertook a consultation around the standard Shared Ownership model, the outcome of which was announced in April 2021:
- a. A reduction in the minimum first tranche share to 10%.
  - b. The ability of shared owners to staircase by 1% annually for up to 15 years, at a value based on the original purchase price uprated by the local House Price Index (and a reduction in the minimum staircasing threshold from 10% to 5%).
  - c. A ten-year ‘repair free period’ during which the landlord would fund repairs worth up to £500 per year, with a one-year rollover, with the shared owner responsible for undertaking repairs.
- 4.58 Discussions with RPs suggest that, having taken this change into account, values are unlikely to fall below 65% and that in some cases, they are still bidding at around 70% in the current market.
- 4.59 In relation to First Homes, these are assumed to subject to a 30% discount and that the £250,000 cap is assumed to apply.
- 4.60 It is important to note that there is an income cap that applies to Shared Ownership properties of £80,000/year<sup>36</sup>. Generally, the Council considers households should not spend more than 40% of their net household income on direct housing costs (mortgage or rent). This means the maximum monthly charge is in effect £1,300/month, which caps the mortgage at about

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<sup>36</sup> [Affordable home ownership schemes: Buying through shared ownership - GOV.UK \(www.gov.uk\)](https://www.gov.uk/government/news/affordable-home-ownership-schemes-buying-through-shared-ownership)

£450,000 (assuming a 25-year repayment at 3.5%). Assuming a 10% deposit, this means the maximum price under such products is about £490,000.

#### *Grant Funding*

- 4.61 It is assumed that grant is not available.

#### **Older People's Housing**

- 4.62 Housing for older people is generally a growing sector due to the demographic changes and the aging population. The sector brings forward two main types of product that are defined in paragraph 63-010-20190626 of the PPG:

**Retirement living or sheltered housing:** *This usually consists of purpose-built flats or bungalows with limited communal facilities such as a lounge, laundry room and guest room. It does not generally provide care services, but provides some support to enable residents to live independently. This can include 24 hour on-site assistance (alarm) and a warden or house manager.*

**Extra care housing or housing-with-care:** *This usually consists of purpose-built or adapted flats or bungalows with a medium to high level of care available if required, through an onsite care agency registered through the Care Quality Commission (CQC). Residents are able to live independently with 24 hour access to support services and staff, and meals are also available. There are often extensive communal areas, such as space to socialise or a wellbeing centre. In some cases, these developments are known as retirement communities or villages - the intention is for residents to benefit from varying levels of care as time progresses.*

- 4.63 HDH has received representations from the Retirement Housing Group (RHG) a trade group representing private sector developers and operators of retirement, care and Extracare homes. They have set out a case that Sheltered Housing and Extracare Housing should be tested separately. The RHG representations assume the price of a 1 bed Sheltered unit is about 75% of the price of existing 3 bed semi-detached houses and a 2 bed Sheltered property is about equal to the price of an existing 3 bed semi-detached house. In addition, it assumes Extracare Housing is 25% more expensive than Sheltered Housing.
- 4.64 A typical price of a 3 bed semi-detached home of £525,000 has been assumed in Brentwood and £550,000 in Ingatestone. On this basis it is assumed retirement and Extracare Housing has the following worth:

<b>Table 4.14 Worth of Retirement and Extracare</b>			
Brentwood			
	Area (m <sup>2</sup> )	£	£/m <sup>2</sup>
3 bed semi-detached		525,000	
1 bed Sheltered	50	393,750	7,875
2 bed Sheltered	75	525,000	7,000
1 bed Extracare	65	492,188	7,572
2 bed Extracare	80	656,250	8,203
Ingatestone			
3 bed semi-detached		550,000	
1 bed Sheltered	50	412,500	8,250
2 bed Sheltered	75	550,000	7,333
1 bed Extracare	65	515,625	7,933
2 bed Extracare	80	687,500	8,594

Source: HDH (March 2022)

- 4.65 There are very few retirement schemes being marketed or recently sold in the area at the time of this study. The Santhem Residences scheme in Shenfield is now marketing units from £540,000 to £900,000/unit, which derives values that are some £6,814/m<sup>2</sup> to £8,262/m<sup>2</sup>, which is broadly consistent with the above.
- 4.66 The following values are used in the appraisals, being unchanged from 2018:

<b>Table 4.15 Worth of Retirement and Extracare</b>	
<b>All Areas</b>	£/m <sup>2</sup>
Sheltered	7,000
Extracare	8,000

Source: HDH (March 2022)

- 4.67 In the 2018 LPVA allowance was made for ground rent. In this iteration of this assessment no allowance is made.
- 4.68 The provision of affordable housing has also been considered. It has not been possible to find any direct comparable where housing associations have purchased social units in a market led Extracare scheme. Private sector developers have been consulted. They have indicated that, whilst they have never disposed of any units in this way, they would expect the value to be in line with other affordable housing. However, they stressed that the buyer (be that the local authority or housing association) would need to undertake to meet the full service and care charges.

## 5. Non-Residential Values

- 5.1 This chapter sets out an assessment of the markets for non-residential property, providing a basis for the assumptions of prices to be used in financial appraisals for the sites tested in the study.
- 5.2 The starting point for this part of this study is the Council's existing available evidence. The following assumptions were used in the 2018 LPVA:

<b>Table 5.1 Non-Residential Values (£/m<sup>2</sup>) - 2018</b>					
	£/sqft	£/m <sup>2</sup>	Yield	Value	Assumption
Office	£23	£248	7.50%	£3,301	£3,000
Industrial	£8	£86	8.00%	£1,076	£1,000
Primary Retail	£30	£323	7.00%	£4,613	£4,600
Secondary Retail	£20	£215	8.00%	£2,691	£2,700
Supermarket	£23	£248	5.50%	£4,501	£4,500
Small Supermarkets	£19	£205	5.50%	£3,718	£3,700
Retail Warehouses	£17	£183	5.50%	£3,327	£3,325
Hotel					£3,000

Source: Table 5.2, 2018 LPVA (HDH, August 2018)

- 5.3 There is no need to consider all types of development in all situations – and certainly no point in testing the types of scheme that are unlikely to come forward as planned development. In this study we have considered the larger format office and industrial use and retail uses.
- 5.4 In Brentwood, market conditions will broadly reflect a combination of national economic circumstances and local supply and demand factors. However, even within a town there will be particular localities, and ultimately site-specific factors, that generate different values and costs.

### National Overview

- 5.5 The various non-residential markets in the Council area reflects national trends. An improved sentiment has been reported in the press:

*Q4 2021: UK Commercial Property Market Survey*

***Twelve-month expectations hit fresh highs for the industrial sector***

- *Outlook for values remains upbeat for industrials, data centres, multifamily and aged care facilities*
- *Covid developments stifle the recovery in tenant demand across the office sector during Q4*
- *But 66% of survey participants still feel office space is essential for a company to operate successfully*

*The Q4 2021 RICS UK Commercial Property Survey suggest conditions remain polarised across different portions of the real estate market. While already strong twelve-month projections were further upgraded in the industrial sector, offices and retail continue to struggle, with the situation not helped by the surge in Covid cases seen during the latest survey period.*

*During Q4, the headline net balance for occupier demand came in at +16%, similar to the reading of +18% returned previously. That said, across the three traditional sectors, only industrials posted a positive reading for tenant demand, with the net balance standing at +61%. Meanwhile, the comparable readings were -3% for offices and -21% for retail. With respect to offices, this latest figure marks a slight setback from a modestly positive trend cited in Q3 (+7%), with respondents pointing to the rapid spread of the omicron variant as a negative influence this quarter.*

*Looking at the longer term, some additional questions were included to further examine structural changes sweeping the office sector as a result of the pandemic. Importantly, when asked if office space is still essential for a company to operate successfully, 66% of respondents replied 'yes', while 29% felt otherwise (the remaining 5% did not have an opinion). Alongside this, 76% of contributors report that they are seeing a relative increase in demand for flexible and more local workspaces compared to only 13% who replied negatively. When asked if space allocation per desk had increased in the wake of the pandemic, 69% reported that more space has been allotted to individual desks. Notwithstanding the general perception that offices are still essential for businesses, 87% of respondents also report seeing re-purposing of office space for other uses, with 15% highlighting that this is occurring in significant volumes.*

*Turning to the rental outlook, respondents foresee a modest pick-up in prime office rents over the coming twelve months (+1%), while rents for secondary office space are anticipated to fall by around 3% (both similar reading to the Q3 results). Across the other market sectors, industrial rents are projected to rise by around +7% over the year head, the strongest expectations returned since this series was formed in 2014. On the same basis, secondary industrial rents are seen rising by 4%. Expectations remain negative for retail, with prime rents envisaged falling by 3% while secondary rents expected to see a near 6% decline. From a broad regional perspective, the only noticeable differences from the national averages are seen in the office sector. Indeed, prime office rents in London and the south are expected to edge higher over the year to come, while the Midlands and the North exhibit flat projections.....*

*Q4 2021: RICS UK Commercial Property Market Survey*

- 5.6 This chapter sets out an update of assessment of the markets for non-residential property, providing a basis for the assumptions of prices to be used in financial appraisals for the sites tested in the study.

### **Brentwood Non-Residential Market**

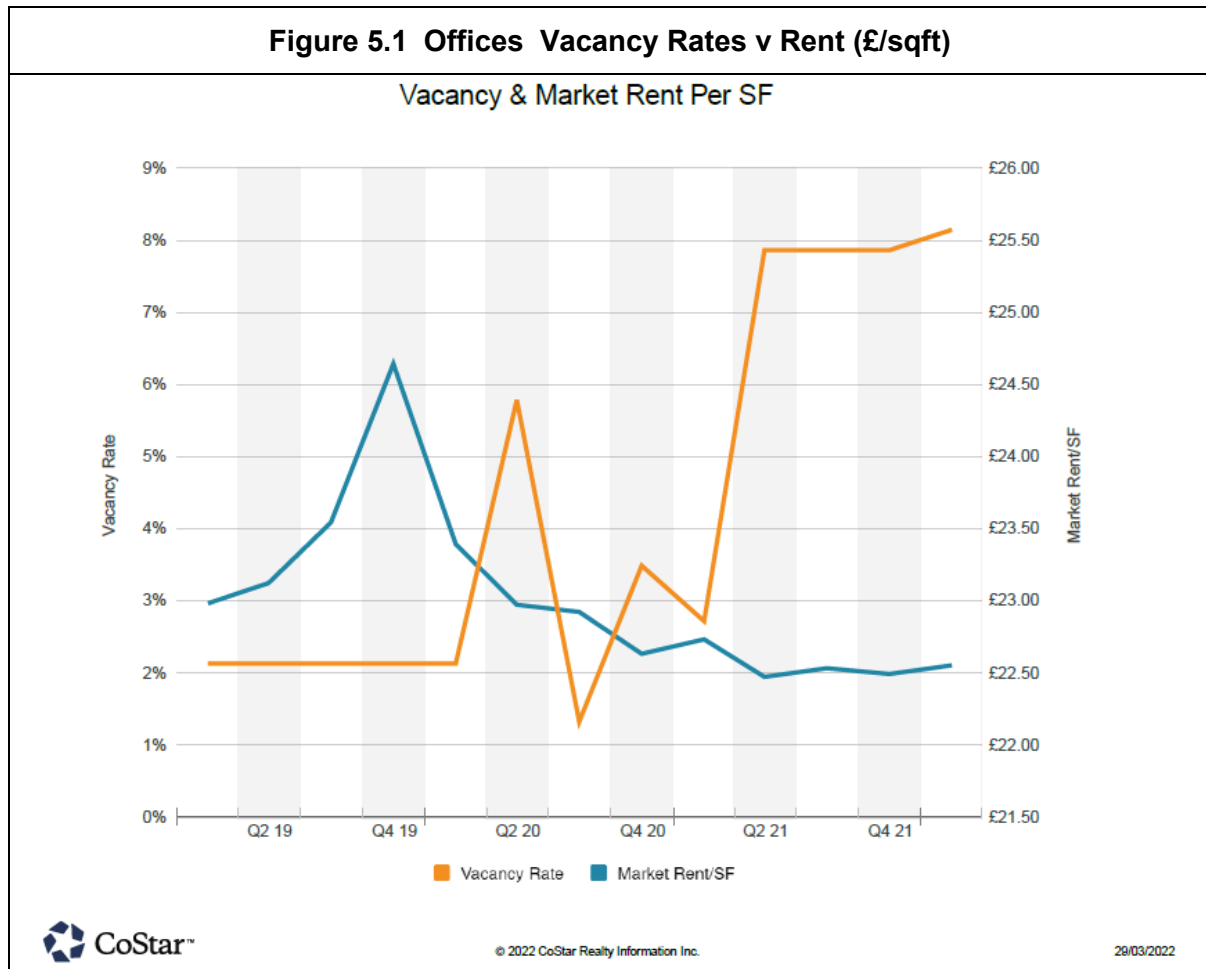
- 5.7 This study is concerned with new property that is likely to be purpose built. There is little evidence of a significant variance in price for newer premises more suited to modern business, although very local factors (such as the access to transport network) is reported to be important.
- 5.8 Various sources of market information have been analysed, the principal sources being the local agents, research published by national agents, and through the Estates Gazette's Property Link website (a commercial equivalent to Rightmove.com). In addition, information from CoStar (a property industry intelligence subscription service) has been used. Clearly much of this commercial space is 'second-hand' and not of the configuration, type and condition of new space that may come forward in the future, so is likely to command a lower rent than new property in a convenient well accessed location with car parking and that is well suited to the modern business environment.



5.9 **Appendix 8** includes market data from CoStar. Due to the relative sparsity of transactions and evidence since 2018, we have presented data for Basildon, Brentwood and Epping Forest Councils, being similarly located to the northeast of London / south Essex.

**Offices**

5.10 CoStar data shows a decrease in rents in the office sector over the last few years, and an increase in vacancy rates.



Source: CoStar (March 2022)

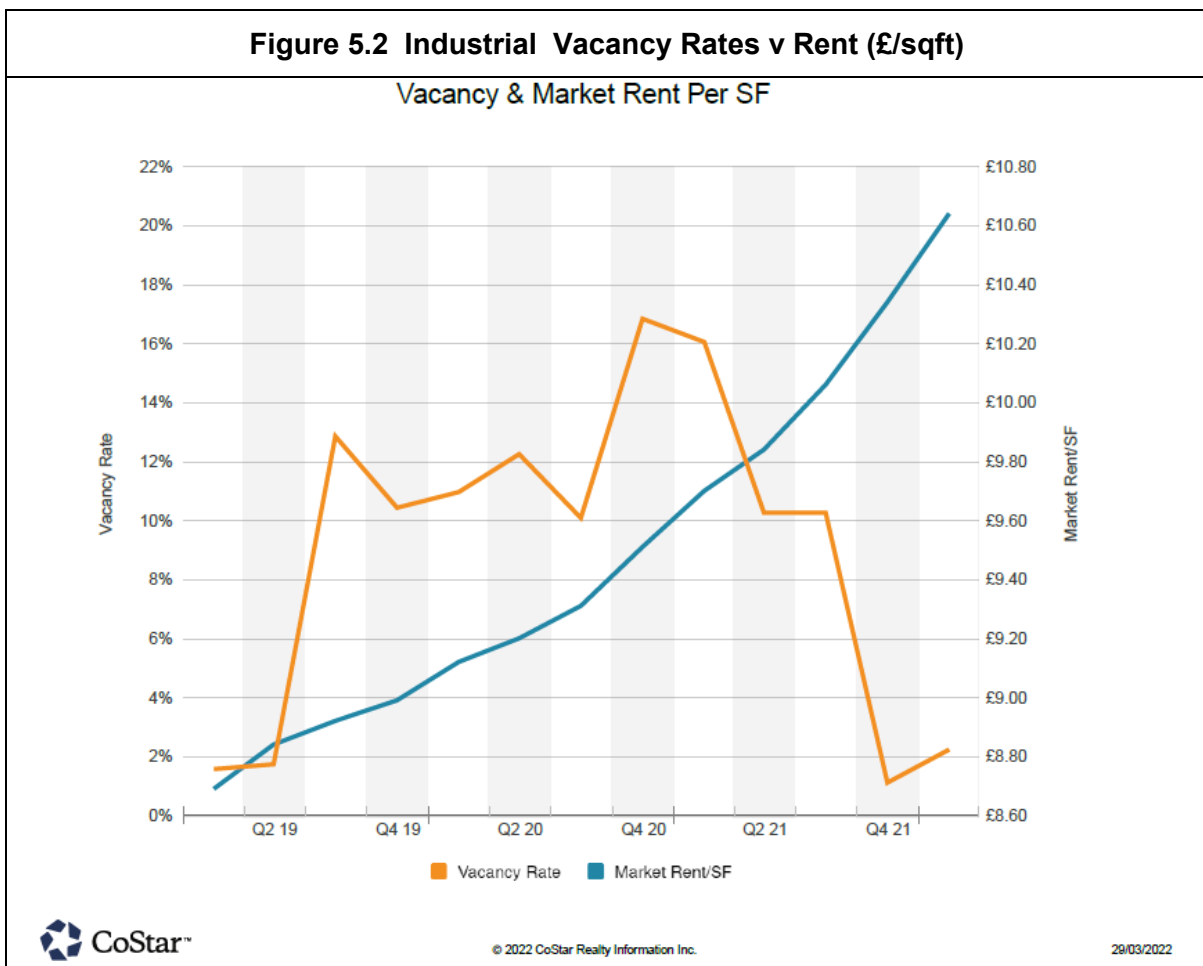
5.11 The office offering in Brentwood is limited, with few (if any) modern office schemes. There are several larger buildings, such as One London Road and the Academy Place schemes to the southwest of Brentwood town, and several larger buildings close to Brentwood Station, but most other office space tends to be in older buildings, close to the town centre, with limited parking.

5.12 The average rent across the 20 lettings in Brentwood is £188,50/m<sup>2</sup>/year, however there is a substantial range from less than £90/m<sup>2</sup>/year to over £330/m<sup>2</sup> per year.

- 5.13 In the 2018 LPA it was assumed that good quality new offices would generally achieve rents be in the region of £250/m<sup>2</sup>/year (£23/sqft/year). This assumption is carried forward and aligns with the rents achieved on more modern, flexible buildings, with adequate parking.
- 5.14 On average yields are around 6% and the median is fractionally less.
- 5.15 On this basis new office development would have a value of £3,900/m<sup>2</sup> (having allowed for a rent free / void period of 12 months). CoStar reports a high value of over £7,000/m<sup>2</sup>, however these are exceptional. Bearing in mind the nature of the new development that this study is concerned with, office development is assumed to have a value of £3,900/m<sup>2</sup>.

**Industrial and Distribution**

- 5.16 CoStar data also shows a decline in vacancy rates and an increase in rents over the few years in the industrial sector:



Source: CoStar (March 2022)

- 5.17 The existing industrial provision in the Borough is relatively dated and concentrated to the northeast of Brentwood at Tallon Road and Prospect Way where there are numerous manufacturing and trade counter type units. Similarly, there is a cluster of units at Hubert Road in the southwest of Brentwood. There are also existing clusters of development around Junctions 28 and 29 of the M25. In this regard, it is timely to note that St. Modwen has

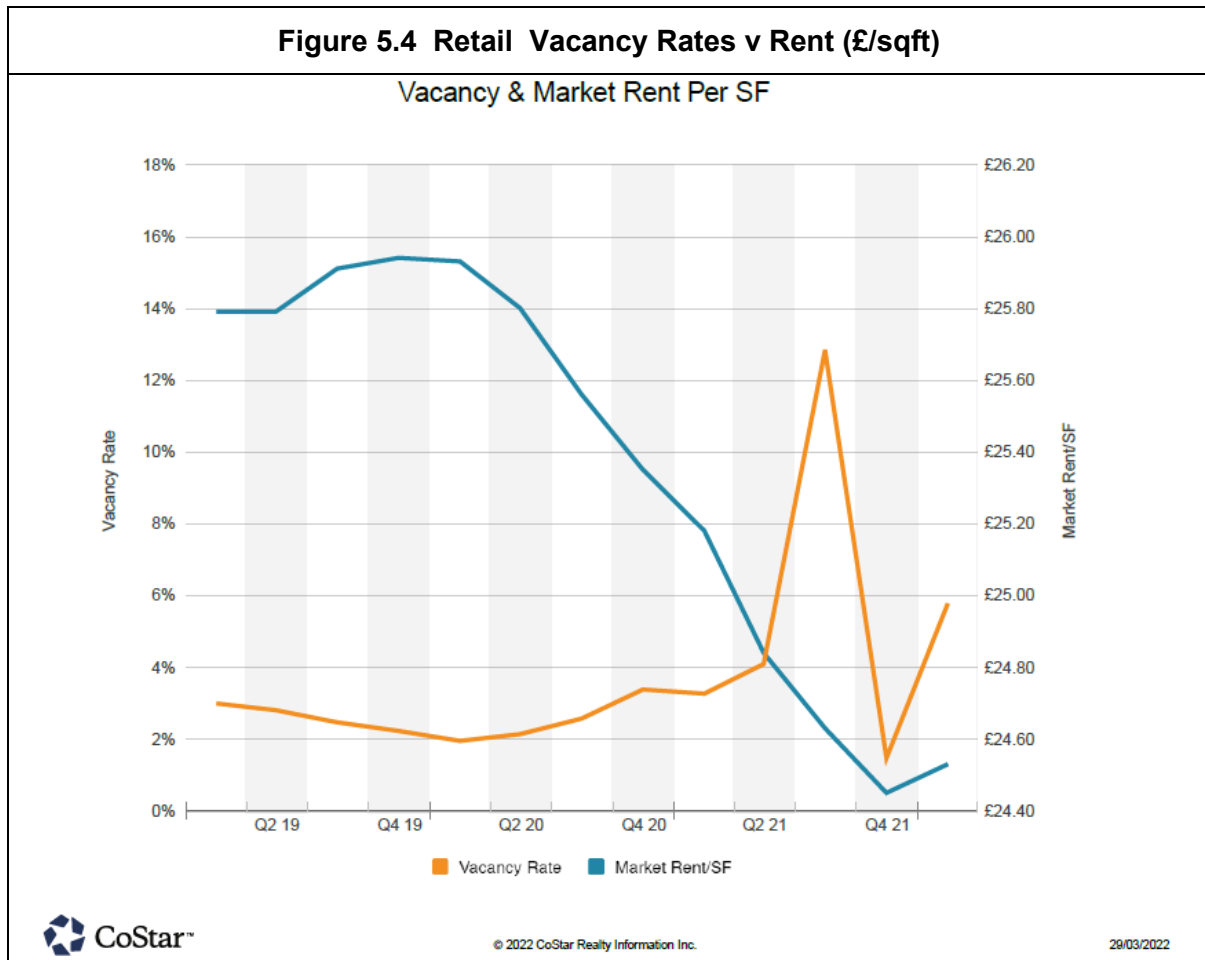


submitted a planning application for the Brentwood Enterprise Park in relation to a 26ha site at Junction 29 which includes over 100,000m<sup>2</sup> of warehousing and ancillary development.

- 5.18 The highest industrial rents are over £200/m<sup>2</sup>/year, although figures around £100/m<sup>2</sup>/year (£86/m<sup>2</sup> (£8/sqft) are more typical (being an increase from £86/m<sup>2</sup>/year set out in the 2018 LPVA). The yields reported by CoStar are generally below 5% for the largest, modern units.
- 5.19 Whilst there is little differentiation of rents relative to the size of the units in terms of rent, we have considered very large units in more detail as this is currently an area of particular growth. Due to the lack of local comparables, wider data has been drawn on. We have reviewed several sources.
- a. Savills, in *Big Shed Briefing* (Savills, January 2022), reports rents of £8.50/sqft to £25/sqft in London and the Southeast. A prime investment yields, on a national basis, of about 3.25% for multi let units and for distribution is given. It is notable that rents have increased and yields fallen in the last year.
  - b. CBRE, in *UK Logistics Market Summary Q4 2021* (CBRE, January 2022) reports the following for prime 'Big Box' rent in the South East submarket of £20.00.50 per sq. ft pa) (3.5% NIY).
  - c. Knight Frank, in *London & SE Industrial Market Research, 2021 Review* (Knight Frank, January 2022), reports prime rents of £25/sqft) and yields of 3.5%.
- 5.20 On this basis new large industrial (having allowed for a rent free / void period of 12 months) units are assumed to have a value of £2,100/m<sup>2</sup>. Smaller industrial (having allowed for a rent free / void period of 12 months) units are assumed to have a value of £1,445/m<sup>2</sup>. Taking a cautious approach, large logistics sheds would have a value of £2,800/m<sup>2</sup>.

### **Retail**

- 5.21 The CoStar data shows a decline in rents over the last few years.



Source: CoStar (March 2022)

- 5.22 The market is segmented with the core of Brentwood thriving, but with secondary locations remaining challenging. Activity in the retail property market is concentrated in the core of Brentwood. There is little current out-of-town retail activity in the Borough.
- 5.23 The average rents in Brentwood, as reported by CoStar, are a little under £300/m<sup>2</sup>/year<sup>37</sup>, but vary from about £110/m<sup>2</sup>/year to over £700/m<sup>2</sup>/year, although this should be considered to be an outlier as the next highest rent is reported to be about £460/m<sup>2</sup>/year. Rents for small units in the best central locations are currently over £365/m<sup>2</sup>/year although generally they are well below this level at around £275/m<sup>2</sup>/year in all but the best locations<sup>38</sup>. A value (based on a 5% yield) of £6,950/m<sup>2</sup> is used for town centre shop-based retail and a value (based on a 7.5% yield) of £3,400/m<sup>2</sup> is used for secondary location, shop-based retail.

<sup>37</sup> These rents are calculated over the whole building area rather than just the sales area.

<sup>38</sup> This area is relatively limed being restricted to the length of the High Street between the B185 (Kings Road / Weald Road) and the A128 (Ongar Road / Ingrave Road), but excluding the Baytree Centre (as it is set back from the High Street).

5.24 We have given consideration to supermarkets and retail warehouses. There is little local evidence that is publicly available relating to these in the Council area, however drawing on our wider experience we have assumed supermarket rents of £250/m<sup>2</sup> with a yield of 4.5% to give a value of £5,500/m<sup>2</sup>.

5.25 In the case of retail warehouses, we have assumed a rent of £180/m<sup>2</sup> and a yield of 5% giving a value of £3,365/m<sup>2</sup>.

### Hotels

5.26 There have been a number of new hotels in the area and there is a recognised need (and demand) for further provision. For the hotel sector, a rental of £4,500/room/year for newbuild hotels is assumed to apply across the area. Assuming a yield of 6%, this equates to a value of about £3,000/m<sup>2</sup>. It is important to note that this study is only concerned with newbuild hotels<sup>39</sup>.

### Appraisal Assumptions

5.27 The following assumptions have been used:

<b>Table 5.2 Non-Residential Values (£/m<sup>2</sup>) - 2022</b>					
	Rent £/m <sup>2</sup>	Yield	Rent free period	Value	Assumption
Offices	£250	6.00%	1.0	£3,931	£3,900
Industrial - Large	£100	4.50%	1.0	£2,127	£2,100
Industrial - Small	£100	6.50%	1.0	£1,445	£1,000
Logistics	£150	4.00%	2.0	£3,467	£2,800
Retail - Prime	£365	5.00%	1.0	£6,952	£6,950
Retail (elsewhere)	£275	7.50%	1.0	£3,411	£3,400
Supermarket	£250	4.50%	0.0	£5,556	£5,550
Retail warehouse	£180	5.00%	2.0	£3,265	£3,265
Hotel (per room)	£4,500	6.00%	0.0	£3,036	£3,035

Source: HDH (March 2022)

<sup>39</sup> 60 rooms x £4,500 = £270,000. 6% yield = £4,500,000. 60 rooms @19m<sup>2</sup> + 30% circulation space = £3,000/m<sup>2</sup>



## 6. Land Values

- 6.1 Chapters 2 and 3 set out the methodology used in this assessment to assess viability, as carried forward from the 2018 LPVA. An important element of the assessment is the value of the land. Under the method recommended in the Harman Guidance, the worth of the land before consideration of any increase in value, from a use that may be permitted through a planning consent, is the Existing Use Value (EUV). This is used as the starting point for the assessment.
- 6.2 In this chapter, the values of different types of land are considered. The value of land relates closely to the use to which it can be put and will range considerably from site to site. As this is a high-level study, the three main uses, being agricultural, residential and industrial have been researched. The amount of uplift that may be required to ensure that land will come forward and be released for development has then been considered.
- 6.3 In this context it is important to note that the PPG says (at 10-016-20180724) that the '*Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration. For any viability assessment data sources to inform the establishment the landowner premium should include market evidence and can include benchmark land values from other viability assessments*'. It is therefore necessary to consider the EUV as a starting point.
- 6.4 In the 2018 LPVA the following approach to deriving the BLV was taken
- a. Based on EUV + where the EUV is:
    - i. Industrial £1,200,000/ha
    - ii. Agricultural £25,000/ha
    - iii. Paddock £50,000/ha
    - iv. Dunton Hills (Agricultural / golf) £100,000/ha
  - b. On brownfield sites an uplift of 20% is used to give a Benchmark Land Value close to the median price paid for recently consented, policy compliant land – most of which is brownfield land.
  - c. On greenfield sites an uplift of £450,000 is used to give a Benchmark Land Value that is a little less than £500,000/ha. This is in line with the representations received and consistent with the price paid for greenfield sites.

### Existing Use Values

- 6.5 To assess development viability, it is necessary to analyse Existing and Alternative Use Values. EUV refers to the value of the land in its current use before planning consent is granted, for example, as agricultural land. AUV refers to any other potential use for the site, for example, a brownfield site may have an alternative use as industrial land.

6.6 The updated PPG includes a definition of land value as follows:

*How should land value be defined for the purpose of viability assessment?*

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

*In order to establish benchmark land value, plan makers, landowners, developers, infrastructure and affordable housing providers should engage and provide evidence to inform this iterative and collaborative process.*

PPG: 10-013-20190509

*What is meant by existing use value in viability assessment?*

*Existing use value (EUV) is the first component of calculating benchmark land value. EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development).*

*Sources of data can include (but are not limited to): land registry records of transactions; real estate licensed software packages; real estate market reports; real estate research; estate agent websites; property auction results; valuation office agency data; public sector estate/property teams' locally held evidence.*

PPG: 10-015-20190509

- 6.7 The land value should reflect policy requirements and planning obligations. The value of the land for a particular typology (or site) needs to be compared with the EUV. If the Residual Value does not exceed the EUV, plus the Landowner's Premium, then the development is not viable; if there is a surplus (i.e. profit) over and above the 'normal' developer's profit/return having paid for the land, then there is scope to make developer contributions. For the purpose of the present study, it is necessary to take a comparatively simplistic approach to determining the EUV. In practice, a wide range of considerations could influence the precise value that should apply in each case, and at the end of extensive analysis, the outcome might still be contentious.

### **Residential Land**

- 6.8 In August 2020, MHCLG published *Land value estimates for policy appraisal 2019*<sup>40</sup>. This was prepared by the Valuation Office Agency (VOA) and sets out land values at April 2019. The Brentwood figure is £7,000,000/ha. This figure assumes nil affordable housing. As

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<sup>40</sup> <https://www.gov.uk/government/publications/land-value-estimates-for-policy-appraisal-2019>



stressed in the paper, this is a hypothetical situation and *'the figures on this basis, therefore, may be significantly higher than could be reasonably obtained in the actual market'*.

6.9 The VOA assumed as follows:

- *Any liability for the Community Infrastructure Levy (CIL), even where it was planning policy as at 1 April 2019, has been excluded.*
- *It has been assumed that full planning consent is already in place; that no grants are available and that no major allowances need to be made for other s106/s278 costs.*
- *The figures provided are appropriate to a single, hypothetical site and should not be taken as appropriate for all sites in the locality.*
- *In a small number of cases schemes do not produce a positive land value in the Model. A 'floor value' of £370,000 (outside London) has been adopted to represent a figure at less than which it is unlikely (although possible in some cases) that 1 hectare of land would be released for residential development.*
- *This has been taken on a national basis and clearly there will be instances where the figure in a particular locality will differ based on supply and demand, values in the area, potential alternative uses etc. and other factors in that area.*
- *Each site is 1 hectare in area, of regular shape, with services provided up to the boundary, without contamination or abnormal development costs, not in an underground mining area, with road frontage, without risk of flooding, with planning permission granted and that no grant funding is available.*
- *The site will have a net developable area equal to 80% of the gross area (excluding London).*
- *For those local authorities outside London, the hypothetical scheme is for a development of 35, two storey, 2/3/4 bed dwellings with a total floor area of 3,150 square metres.*
- *For those local authorities in London, the hypothetical scheme varies by local authority area and reflects the type/scale of development expected in that locality. The attached schedules provide details of gross/net floor areas together with number of units and habitable rooms.*

*These densities are taken as reasonable in the context of this exercise and with a view to a consistent national assumption. However, individual schemes in many localities are likely to differ from this and different densities will impact on values achievable.*

6.10 There are few larger development sites being marketed in the area however there are a number of small development sites being marketed in the area (within 5 miles of Brentwood) at the time of this study. This includes parcels of land without planning potential.

**Table 6.1 Building Sites for Sale – March 2022**

	Ha	Units	asking Price	£/ha	£/unit	
Beuchamp Roding 1	139.620		£3,500,000	£25,068		Bare land.
Beuchamp Roding 2	1.340		£500,000	£373,134		Farm buildings.
Beuchamp Roding 3	23.310		£500,000	£21,450		Bare land.
Blind Lane, Billericay	8.084	1	£1,900,000	£235,032	£1,900,000	Consent for 8,072sqft house.
Hubbards Close, Hornchurch	0.362	3	£175,000	£483,425	£58,333	6 x 3 bedroom/2 bathroom semi-detached. Bungalow on site.
Norsey Road, Billericay	0.132	1	£1,650,000	£12,509,477	£1,650,000	8 bed detached on cleared site.
Church Road, Ongar	0.239	3	£1,000,000	£4,184,100	£333,333	Replace existing dwelling with 3 detached.
Mount Avenue, Hutton	0.072		£999,950	£13,811,464		Subject to planning.
Coxtie Green Road, Pilgrims Hatch	0.020	2	£799,995	£39,999,750	£399,998	Cottage and single plot.
Ramsden Heath	0.405	1	£795,000	£1,962,963	£795,000	Large single plot.
Blind Lane, Billericay	0.635	1	£550,000	£866,142	£550,000	Replace existing dwelling with 2 bed detached bungalow.
Blackmore Road, Kelvedon Hatch	0.038	1	£450,000	£11,842,105	£450,000	Replace workshop with 2,050sqft detached.
Meepshole Wood & Crays Wood, Ramsden Heath	28.760		£360,000	£12,517		Woodland.
Greens Farm Lane, Billericay		1	£185,000		£185,000	Single plot for 4 bed.
Doddinghurst Road, Doddinghurst	0.121		£175,000	£1,446,281		Secure freehold yard

Source: Market Survey (March 2022)

- 6.11 As in the research presented in the 2018 LPVA, it is important to note that some of these are 'Grand Design' type sites – rather than sites for the types of estate housing anticipated under the new Plan.
- 6.12 Recent transactions based on planning consents over the last few years and price paid information from the Land Registry have been researched and are set out in **Appendix 10** and summarised in the following table.

**Table 6.2 Recent Sales of Development Land**

	Decision Issued	Scheme name/address	Site Area (ha)	Total Units	Aff Units	Aff %	£/ha	£/unit
20/01111/FUL	06-Aug-21	Car Park Opp Central Office Ford Motor Co Ltd Eagle Way Great Warley Essex	5.29	133	27	20.30%	£7,939,509	£315,789
20/00704/FUL	21-Dec-21	Waterworks Spring Farm Dagwood Lane Doddinghurst Brentwood Essex CM15 0RX	3.5	15	0	0.00%	£192,857	£45,000
20/01019/REM 18/01601/OUT	06-Nov-20	Regent House Hubert Road	0.64	31	11	35.48%	£22,500,000	£464,516
19/01013/FUL	20-Dec-19	Land At Red Rose Farm Red Rose Lane Blackmore Ingatstone Essex CM4 0SA	0.62	12	4	33.33%	£1,911,290	£98,750
19/00937/FUL	20-Dec-19	Blood Transfusion Centre Crescent Drive Shenfield Essex CM15 8DN	1.50	86	8	9.30%	£4,682,000	£81,663
19/01721/FUL	16-Jun-20	Essex Police & La Plata House London Road Brentwood Essex CM14 4QJ	0.50	8	2	25.00%	£15,892,104	£993,257
16/01805/OUT 19/01307/FUL	20-Mar-20	Essex Police & La Plata House London Road Brentwood Essex CM14 4QJ	0.50	75	27	36.00%		
17/01584/FUL	13-Apr-18	The Old Pump Works Great Warley Street Great Warley Essex CM13 3JR	0.79	18	2	11.11%	£5,537,975	£243,056
16/00226/FUL	26-Apr-17	Land Rear of 139-141, Coxtie Green Road, Pilgrims Hatch, South Weald, Essex	0.44	12	2	16.67%		
15/00710/FUL	22-Nov-16	Land Adjacent To The New Folly Bell Mead Ingatstone Essex	0.4	16	5	31.25%	£5,750,000	£143,750
15/01084/FUL	02-Jun-16	Land Formerly Known As NV Tools St James Road Brentwood Essex	0.15	45	16	35.56%	£22,136,667	£73,789
15/01379/FUL	12-Feb-16	The Brentwood Training Centre Essex Way Warley Essex CM13 3AX	0.65	50	18	36.00%		
15/00155/FUL	26-May-15	The White House Ongar Road Kelvedon Hatch Essex CM15 0AA	0.4	14	5	35.71%	£3,187,500	£91,071

Source: Land Registry, CoStar and BBC (March 2022)

6.13 These values are on a whole site (gross area) basis and range considerably.



<b>Table 6.3 Recent Sales of Development Land - All</b>		
	£/ha	£/unit
Minimum	£192,857	£45,000
Average	£8,972,990	£255,064
Median	£5,643,987	£121,250
Maximum	£22,500,000	£993,257

Source: Land Registry, CoStar and BBC (March 2022)

- 6.14 It is important to note that several of the above parcels of land did not achieve the policy compliant levels of affordable housing. Those should be given limited weight.

<b>Table 6.4 Recent Sales of Development Land – Policy Compliant</b>		
	£/ha	£/unit
Minimum	£1,911,290	£73,789
Average	£11,097,091	£174,375
Median	£5,750,000	£98,750
Maximum	£22,500,000	£464,516

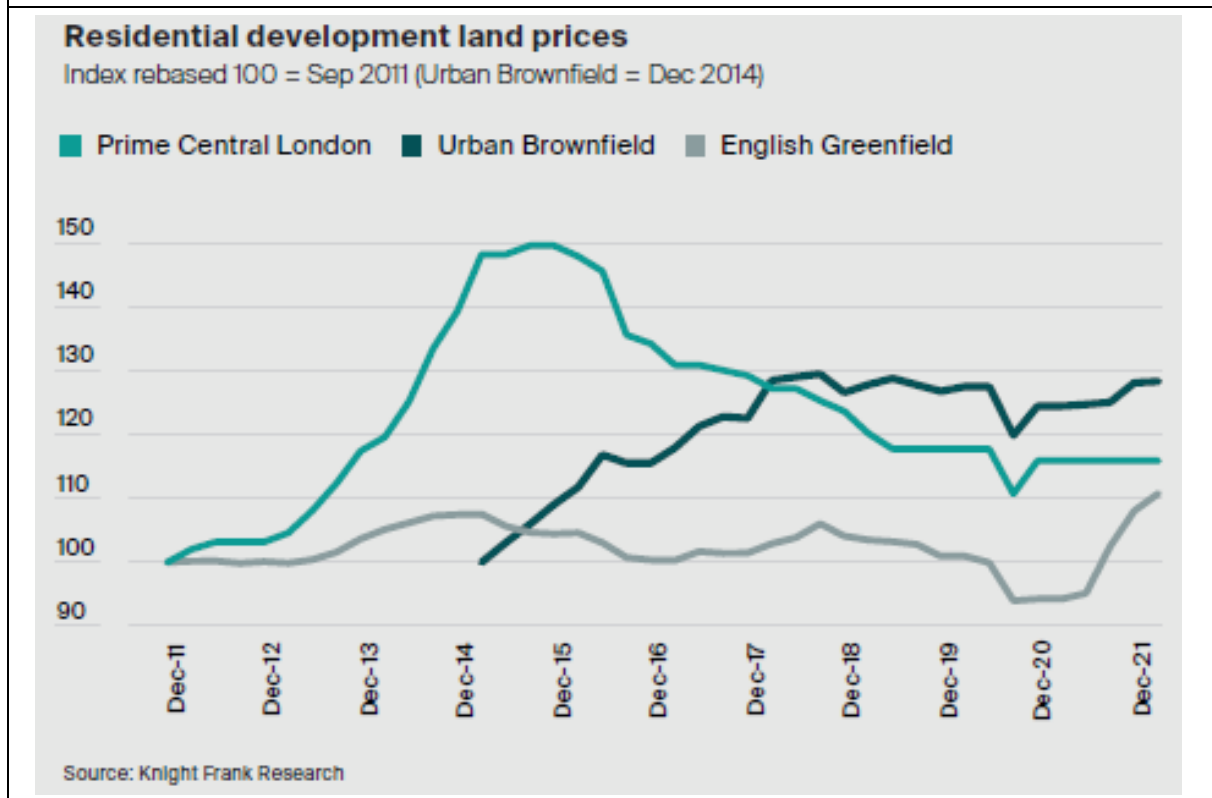
Source: Land Registry, CoStar and BBC (March 2022)

- 6.15 In this regard, we have a caveat and that is in relation to very large sites. Large sites have their own characteristics and are often subject to very significant infrastructure costs and amounts of open space which result in lower values. The median site size in the above data was 0.62ha and had an approval for 18 units. It is notable that the only transaction for a site of over 200 units was sold for about £350,000/ha, as recorded in the 2018 LPVA.
- 6.16 In the case of non-residential uses we have taken a similar approach to that taken with residential land except in cases where there is no change of use. Where industrial land is being developed for industrial purposes, we have assumed a Benchmark Land Value of the value of industrial land.

### **Industrial Land**

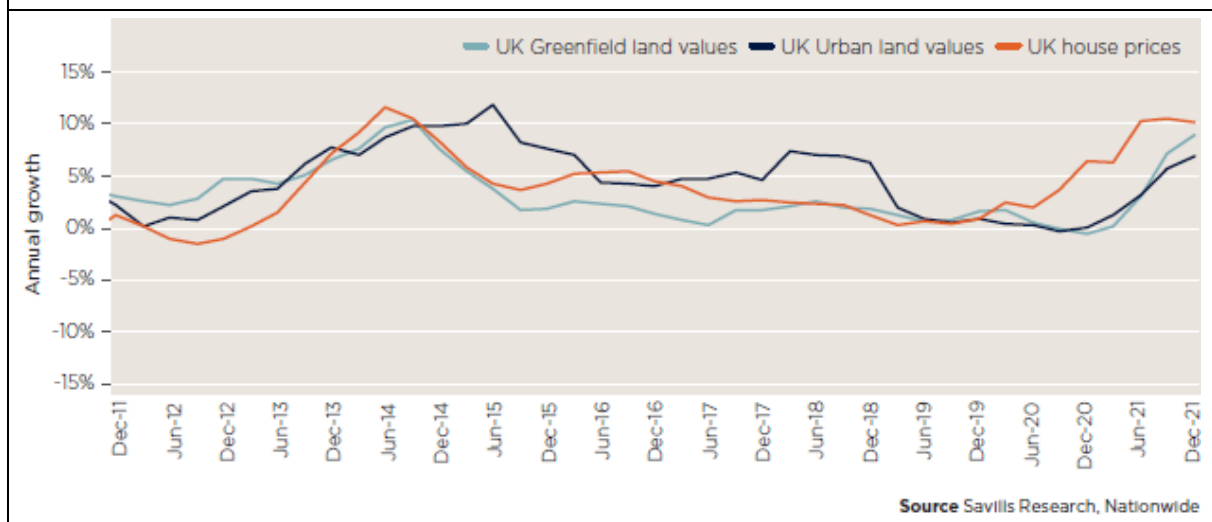
- 6.17 In the 2018 LPVA a value of £1,200,000/ha was assumed. *Land value estimates for policy appraisal* provides a value figure for industrial land in the Brentwood of £850,000/ha.
- 6.18 CoStar (a property market data service) includes details of industrial land however there is very little local evidence available so the combined areas of Epping Forest, Brentwood and Basildon have been considered, these are summarised in **Appendix 10**. These sites vary very considerably, with some including significant buildings or reflecting residential development potential.
- 6.19 There are several published indices Residential Development Land, these suggest a modest increase in residential land prices since the 2018 LPVA.

**Figure 6.1 Knight Frank Residential Development Land Index**



Source: Residential Development Land Index (Knight Frank, Q4 2021)

**Figure 6.2 Savills Residential Development Land Index**



Source: Market in minutes: Residential development land (Savills, Q4 2021)

6.20 In this update, the value of £1,200,000/ha is assumed to still apply.

6.21 In this context it is important to consider the EUV of the West Horndon site. This is an industrial park, part of which is currently used as a mixed-use industrial site that has a number of separate tenants and occupiers. It is beyond the scope of this study to assess whether the site is available for development immediately so have assumed that it is (as it is being actively



promoted into the Local Plan). It has been assumed that the EUV of this site is as for industrial land.

### **Agricultural and Paddocks**

- 6.22 The *RICS/RAU Rural Land Market Survey* reports agricultural land values on a regular basis. The most recent report<sup>41</sup> suggests an England average values of £27,178/ha (20ha to 80ha).
- 6.23 *Land value estimates for policy appraisal* (MHCLG, August 2020) provides a value figure for agricultural land in the area of £25,000/ha. We have checked this assumption:
- a. Savills *The Farmland Market*<sup>42</sup> suggests a value of £20,781/ha in Essex.
  - b. Strutt and Parker's *English Estates & Farmland Market Review Winter 2021/2022*<sup>43</sup> states 'the average value of arable land was £9,400/acre, while the average price of pasture was £7,400/acre'.
  - c. Carter Jonas *Farmland Market Update*<sup>44</sup> reports values of £8,500/acre for arable land and £6,800/acre for pasture.
- 6.24 At the time of this update there were several blocks of agricultural land available for sale. The asking prices were between £21,400/ha and £25,100/ha.
- 6.25 The assumption of £25,000/ha for agricultural land used in the 2018 LPVA has been carried into this assessment. As in the 2018 LPVA, a higher value of £50,000/ha for village and town edge paddocks is assumed.
- 6.26 In this context it is important to consider the EUV of the Dunton Hills Garden Village site. The assumption used in the Local Plan Hearing SoCG is carried forward and used here.

### **Existing Use Values Assumptions**

- 6.27 In this assessment the following Existing Use Value (EUV) assumptions are used, being carried forward from the 2018 Assessment.

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<sup>41</sup> [rics-rau-farmland-market-report-h1-2021.pdf](#)

<sup>42</sup> [spotlight---the-farmland-market-2022.pdf \(savills.co.uk\)](#)

<sup>43</sup> [Estates and farm agency, market value and market update \(struttandparker.com\)](#) f

<sup>44</sup> [Farmland Market Update Q4 2021 | Carter Jonas](#)

<b>Table 6.5 EUV Assumptions £/ha</b>	
Industrial	£1,200,000
Agricultural	£25,000
Paddock	£50,000
Dunton Hills (Agricultural / golf)	£100,000

Source: HDH 2022

### **Benchmark Land Values**

6.28 The approach used to derive BLV in the 2018 LPVA is carried into this assessment unchanged.

a. Based on EUV + where the EUV is:

- |  |               |
|--|---------------|
| i. Industrial                          | £1,200,000/ha |
| ii. Agricultural                       | £25,000/ha    |
| iii. Paddock                           | £50,000/ha    |
| iv. Dunton Hills (Agricultural / golf) | £100,000/ha   |

b. On brownfield sites an uplift of 20% is used to give a Benchmark Land Value close to the median price paid for recently consented, policy compliant land – most of which is brownfield land.

c. On greenfield sites an uplift of £450,000 is used to give a Benchmark Land Value that is a little less than £500,000/ha. This is in line with the representations received and consistent with the price paid for greenfield sites.

6.29 This approach was confirmed through the 2022 consultation by a Strategic Site promoter<sup>45</sup>.

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<sup>45</sup> Nigel Jones of Chesters Harcourt for CEG re Dunton Hill Garden Village.





## 7. Development Costs

- 7.1 This chapter considers the costs and other assumptions required to produce financial appraisals for the development typologies.

### Development Costs

#### *Construction costs: baseline costs*

- 7.2 The cost assumptions are derived from the Building Cost Information Service (BCIS)<sup>46</sup> data – using the figures re-based for Essex. The cost figure for ‘Estate Housing – Generally’ was £1,242/m<sup>2</sup> at the time of the 2018 LPVA<sup>47</sup>. At the time of the May 2022 consultation, this had<sup>48</sup> increased by 6.6% to £1,324/m<sup>2</sup>. In this iteration of the report the latest figure is £1,401/m<sup>2</sup>, being an increase of 11.3% since 2018 (see **Appendix 12**). The most recent figures are used.
- 7.3 The use of the BCIS data is suggested in the PPG (paragraph 10-012-20180724), however, it is necessary to appreciate that the volume housebuilders are likely to be able to achieve significant saving due to their economies of scale.
- 7.4 As set out in Chapter 2 above, the Government recently announced the outcome of its consultation on ‘The Future Homes Standard’<sup>49</sup>. This is linked to achieving the ‘net zero’ greenhouse gas emissions by 2050. This is considered in Chapter 8 below.
- 7.5 The appropriate build cost is applied to each house type, with the cost of Estate Housing Detached being applied to detached housing, the costs of flats being applied to flats and so on. Appropriate costs for non-residential uses are also applied. The median cost is used as in the 2018 Viability Assessment.
- 7.6 Through the 2022 consultation, a promoter of a Strategic Site<sup>50</sup> suggested that ‘*that the Council also have regard to Tender Price indices (TPI) which measure the movement in prices agreed between clients and contractors at ‘commit to construct’, normally when the tender is accepted*’. In this assessment that most recent BCIS costs are used, rather than an indexed cost.

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<sup>46</sup> BCIS is the Building Cost Information Service of the Royal Institution of Chartered Surveyors.

<sup>47</sup> BCIS Rebased to Essex – 4<sup>th</sup> August 2018

<sup>48</sup> BCIS Rebased to Essex – 26<sup>th</sup> March 2022

<sup>49</sup> [https://www.gov.uk/government/consultations/the-future-homes-standard-changes-to-part-l-and-part-f-of-the-building-regulations-for-new-dwellings?utm\\_source=7711646e-e9bf-4b38-ab4f-9ef9a8133f14&utm\\_medium=email&utm\\_campaign=govuk-notifications&utm\\_content=immediate](https://www.gov.uk/government/consultations/the-future-homes-standard-changes-to-part-l-and-part-f-of-the-building-regulations-for-new-dwellings?utm_source=7711646e-e9bf-4b38-ab4f-9ef9a8133f14&utm_medium=email&utm_campaign=govuk-notifications&utm_content=immediate)

<sup>50</sup> Leona Hannify of Icini for EA Strategic Land.

*Construction costs: affordable dwellings*

- 7.7 The procurement route for affordable housing is assumed to be through construction by the developer and then disposal to a housing association on completion. In the past, when considering the build cost of affordable housing provided through this route, we took the view that it should be possible to make a saving on the market housing cost figure, on the basis that one might expect the affordable housing to be built to a slightly different specification than market housing. However, the pressures of increasingly demanding standards for housing association properties have meant that, for conventional schemes of houses at least, it is no longer appropriate to use a reduced build cost; the assumption is of parity.

*Other normal development costs*

- 7.8 In addition to the BCIS £/m<sup>2</sup> build cost figures described above, allowance needs to be made for a range of site costs (roads, drainage and services within the site, parking, footpaths, landscaping and other external costs). Many of these items will depend on individual site circumstances and can only properly be estimated following a detailed assessment of each site. This is not practical within this broad-brush study and the approach taken is in line with the PPG and the Harman Guidance.
- 7.9 Nevertheless, it is possible to generalise. Drawing on experience and the comments of stakeholders it is possible to determine an allowance related to total build costs. This is normally lower for higher density than for lower density schemes since there is a smaller area of external works, and services can be used more efficiently. Large greenfield sites would also be more likely to require substantial expenditure on bringing mains services to the site.
- 7.10 A scale of allowances has been developed for the residential sites, ranging from 10% of build costs for the smaller sites, to 20% for the larger greenfield multi-outlet / multi-phase schemes. On the high density flatted schemes, we have assumed site costs of 5% (on the basis that it is likely to be on a serviced site and have very limited landscaping and other external works).
- 7.11 At the May 2022 consultation event it was suggested<sup>51</sup> that 15% would be a typical cost, however this may be insufficient. It is agreed that 15% is a normal cost in this regard, however a cautious approach is taken, carrying the 2018 assumption forward. Subsequently it was observed that 20% was '*far too low*' for the Officer's Meadow site and figures of £26.15m for an 825 unit scheme and £25.5m for a 700 unit scheme were suggested.
- 7.12 The 20% assumption equates to £22.349m, however the figures are not directly comparable with the suggested figures including a contingency allowance (5%) and the assumption does not. Further the submitted costs include abnormal and strategic infrastructure costs of over

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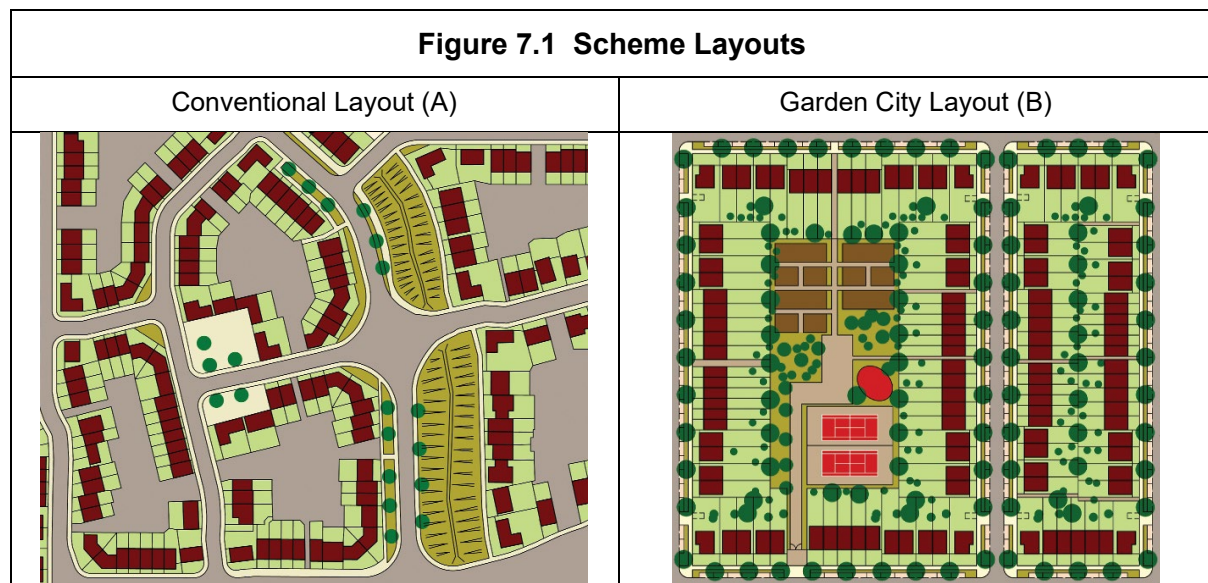
<sup>51</sup> Tom Hegan of Turner Morum re Officer's Meadow.

£8,000,000<sup>52</sup>. The PPG is clear that the abnormal costs should be reflected in the Benchmark Land Value and the strategic infrastructure costs are covered elsewhere.

- 7.13 Bearing in mind that it is a large Strategic Site, the contingency assumption has been brought in line with the other Strategic Sites(see below).

*Garden Village Principles*

- 7.14 It is assumed that the potential allocation at Dunton Hills would be developed under Garden City Principles.



Source: Nothing gained by overcrowding! TCPA 2012

- 7.15 This scheme is modelled broadly as in the Statement of Common Ground submitted to the Local Plan hearings (except with regard to the cashflow assumptions). The site promoter<sup>53</sup> noted, through the 2022 consultation, that site costs ‘would be higher’ however this was not quantified.

*Abnormal development costs and brownfield sites*

- 7.16 With regard to abnormal, paragraph 10-012-20180724 of the PPG says:

*... abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites. These costs should be taken into account when defining benchmark land value ...*

- 7.17 This needs to be read with paragraph 10-014-20180724 of the PPG that says that:

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<sup>52</sup> Being items 1.02, 1.04, 1.08, 3.01, 3.02, 4.06, 4.10, 4.11, 4.12, 10.01, 10.02, 10.03, 10.11.

<sup>53</sup> Nigel Jones of Chesters Harcourt for CEG re Dunton Hill Garden Village.

*Benchmark land value should: ... reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees and ...*

- 7.18 The consequence of this, when considering viability in the planning, is that abnormal costs should be added to the cost side of the viability assessment, but also reflected in (i.e. deducted from) the BLV. This has the result of balancing the abnormal costs on both elements of the appraisal.
- 7.19 This approach is consistent with the treatment of abnormals that was considered at Gedling Council's Examination in Public. As set out in Gedling, it may not be appropriate for abnormals to be built into appraisals in a high-level assessment of this type. Councils should not plan for the worst-case option – rather for the norm. For example, if two similar sites were offered to the market and one was previously in industrial use with significant contamination, and one was 'clean' then the landowner of the contaminated site would have to take a lower land receipt for the same form of development due to the condition of the land. The Inspector said:

*... demolition, abnormal costs and off site works are excluded from the VA, as the threshold land values assume sites are ready to develop, with no significant off site secondary infrastructure required. While there may be some sites where there are significant abnormal construction costs, these are unlikely to be typical and this would, in any case, be reflected in a lower threshold land value for a specific site. In addition such costs could, at least to some degree, be covered by the sum allowed for contingencies.*

- 7.20 In some cases, where the site involves redevelopment of land which was previously developed, there is the potential for abnormal costs to be incurred. Abnormal development costs might include demolition of substantial existing structures; flood prevention measures at waterside locations; remediation of any land contamination; remodelling of land levels; and so on. An additional allowance is made for abnormal costs associated with brownfield sites of 5% of the BCIS costs.
- 7.21 In summary, abnormal costs will be reflected in land value. Those sites that are less expensive to develop will command a premium price over and above those that have exceptional or abnormal costs.

#### *Fees*

- 7.22 Professional fees are assumed to amount to 10% of build costs and for non-residential development 8% is assumed.
- 7.23 Additional allowance is made for the planning application fee, acquisition costs, sales (disposal) fees and fees in relation to finance.

#### *Contingencies*

- 7.24 For previously undeveloped and otherwise straightforward sites, a contingency of 2.5% has been allowed for, with a higher figure of 5% on more risky types of development, previously developed land and on central locations. So the 5% figure was used on the brownfield sites and the 2.5% figure on the remainder.

- 7.25 A site promoter<sup>54</sup> noted, through the 2022 consultation, that a higher allowance should be made in relation to ‘infrastructure costs’. The infrastructure costs used, as provided by the Council, include appropriate contingency allowances.
- 7.26 The promoter of the Officer’s Meadow<sup>55</sup> site submitted a site specific appraisal through the consultation that used a 5% contingency. Whilst no rational was set out for this, bearing in mind that it is a large Strategic Site this assumption has been adopted here, so to be consistent.
- 7.27 It is accepted that we are in a period of inflation. Sensitivity testing to changes in costs and values will be carried out.

*S106 Contributions and the costs of infrastructure*

- 7.28 For many years, the Council has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure. The CIL Regulations (122 and 123) impact on this area of policy. Historically, many of the contributions from smaller sites either relate to very local matters (such as improvements to the highway close to or adjacent to the site) or more usually to more general contributions to off-site education and open spaces. These are now limited though the restrictions on pooling s106 payments from five or more sites that came into effect in April 2015 (see Chapter 2 above). In this study it is important that the costs of mitigation are reflected in the analysis. We have assumed all the modelled sites will contribute £2,500 per unit towards infrastructure – either site specific or more general<sup>56</sup>.
- 7.29 In relation to the Strategic Sites, the Council, working with the County Council and other partners, has assessed (bearing in mind the restraints of CIL Regulations 122 and 123) the s106 requests for each Strategic Site. In the 2018 LPVA the following s106 costs are used:

<b>Table 7.1 Strategic Sites Strategic Infrastructure and Mitigation Costs</b>				
	Units	Area ha	£	£/unit
Officers Meadows masterplan area	825	38.74	£18,073,121	£21,907
West Horndon masterplan	580	17.25	£14,468,399	£24,946
Dunton Hills Garden Village	3,500	257.00	£126,697,158	£36,199

Source: BBC (October 2018)

- 7.30 The figure for Dunton Hill was increased from £126,697,158 to £136,814,791 in the run up to Local Plan hearings and was used in the Statement of Common Ground prepared for the

<sup>54</sup> Nigel Jones of Chesters Harcourt for CEG re Dunton Hill Garden Village.

<sup>55</sup> Tom Hegan of Turner Morum re Officer’s Meadow.

<sup>56</sup> Analysis of recent planning approvals suggest an average payment of £1,140 per developed unit.

hearings. This increased figure is used here. The above figures are based on October 2018 costs. These have been indexed to July 2022<sup>57</sup> and have been updated as follows:

<b>Table 7.2 Strategic Sites Strategic Infrastructure and Mitigation Costs</b>						
	<b>Units</b>	<b>Area ha</b>	<b>2018</b>		<b>2022</b>	
			£	£/unit	£	£/unit
Officers Meadows masterplan area	825	38.74	£19,372,080	£23,481	£23,884,210	£28,951
West Horndon masterplan	580	17.25	£10,863,689	£18,730	£13,394,051	£23,093
Dunton Hills Garden Village	4,000	257.00	£136,814,791	£34,203	£168,681,590	£42,170
Brentwood Enterprise Park			£10,744,530		£13,247,138	

Source: BBC (July 2022)

7.31 Based on the current planning application for 112,466m<sup>2</sup> of space, the Brentwood Enterprise Park requirement works out at £118/m<sup>2</sup>.

7.32 The above costs are officers' best estimates. It will be necessary to keep these under review as the CIL process continues.

7.33 The promoter of Dunton Hills<sup>58</sup> noted as follows:

*... it should be confirmed that DHGV is a site where it is appropriate for CIL to be set at zero due to the district wide infrastructure/benefits and contributions to be secured through the S.106 agreement.*

7.34 This is not accepted. It is necessary that rates of CIL are informed by the viability evidence. The levels of other developer contribution, specifically the s106 requirements will impact on the rates of CIL and may lead to a zero rate.

7.35 At the May 2022 consultation event it was suggested<sup>59</sup> that that regard must be had to the additional costs that may arise as a result of M25 highways work as a result of Highways England's possible requirements.

<sup>57</sup>

BCIS General Building Cost Index		
Date	Index	Status
Oct-2018	354.2	Firm
Jul-2022	436.7	Forecast
Change	82.5	23.29%

<sup>58</sup> Nigel Jones of Chesters Harcourt for CEG re Dunton Hill Garden Village.

<sup>59</sup> Tom Hegan of Turner Morum re Officer's Meadow.

- 7.36 The IDP as published in Jan 2021 and subsequently examined and approved through the EiP. Following this, BBC also added the cost of A12 Junction 12 (which had not been included in the IDP version Jan 2021) so A12 Junction12 has been included in the above figures. It is unclear what is meant by M25 work requested by Highways England; if this is the additional lane on M25 to address background growth from the wider area, Highways England confirmed, at the EiP that they are not asking Brentwood to mitigate wider region's growth.
- 7.37 In addition to the above, it is necessary to consider the Recreation Avoidance Disturbance Strategy (RAMS) for potential impacts on the coastal protected biodiversity areas. This is only likely to affect new properties in the eastern area of Ingatestone Parish. The current tariff is £125.58/dwelling. This cost is assumed to be with the base costs for s106 (being £2,500/unit as set out above).

### **Financial and Other Appraisal Assumptions**

#### *VAT*

- 7.38 For simplicity, it has been assumed throughout, that either VAT does not arise, or that it can be recovered in full.

#### *Interest rates*

- 7.39 Our appraisals assume 6% pa for total debit balances, we have made no allowance for any equity provided by the developer. This does not reflect the current working of the market nor the actual business models used by developers. In most cases the smaller (non-plc) developers are required to provide between 30% and 40% of the funds themselves, from their own resources, so as to reduce the risk to which the lender is exposed. The larger plc developers tend to be funded through longer term rolling arrangements across multiple sites.
- 7.40 The 6% assumption may seem high given the low base rate figure (1% May 2022). Developers that have a strong balance sheet, and good track record, can undoubtedly borrow less expensively than this, but this reflects banks' view of risk for housing developers in the present situation. In the residential appraisals, a simple cashflow is used to calculate interest.
- 7.41 A site promoter<sup>60</sup> noted, through the 2022 consultation, that regard should be given to the recent increase in interest rates and a higher rate (say 7.5%) be used. Whilst base rates have increased, finance rates are little changed. A rate of 7% is now used.
- 7.42 The assumption that 6% interest is chargeable on all the funds employed, has the effect of overstating the total cost of interest as most developers are required to put some equity into most projects. In this study a cautious approach is being taken.

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<sup>60</sup> Nigel Jones of Chesters Harcourt for CEG re Dunton Hill Garden Village.

### *Developers' return*

7.43 An allowance needs to be made for developers' profit / return and to reflect the risk of development. Neither the NPPF, nor the CIL Regulations, nor the CIL Guidance provide useful guidance in this regard so, in reaching this decision, the RICS's '*Financial Viability in Planning*' (August 2012), the Harman Guidance *Viability Testing Local Plans, Advice for planning practitioners* (June 2012), and the HCA's Economic Appraisal Tool have been referred to. None of these documents are prescriptive, but they do set out some different approaches.

7.44 RICS's '*Financial Viability in Planning*' (August 2012) says:

*3.3.2 The benchmark return, which is reflected in a developer's profit allowance, should be at a level reflective of the market at the time of the assessment being undertaken. It will include the risks attached to the specific scheme. This will include both property-specific risk, i.e. the direct development risks within the scheme being considered, and also broader market risk issues, such as the strength of the economy and occupational demand, the level of rents and capital values, the level of interest rates and availability of finance. The level of profit required will vary from scheme to scheme, given different risk profiles as well as the stage in the economic cycle. For example, a small scheme constructed over a shorter timeframe may be considered relatively less risky and therefore attract a lower profit margin, given the exit position is more certain, than a large redevelopment spanning a number of years where the outturn is considerably more uncertain. ....*

7.45 The Harman Guidance says:

#### *Return on development and overhead*

*The viability assessment will require assumptions to be made about the average level of developer overhead and profit (before interest and tax).*

*The level of overhead will differ according to the size of developer and the nature and scale of the development. A 'normal' level of developer's profit margin, adjusted for development risk, can be determined from market evidence and having regard to the profit requirements of the providers of development finance. The return on capital employed (ROCE) is a measure of the level of profit relative to level of capital required to deliver a project, including build costs, land purchase, infrastructure, etc.*

*As with other elements of the assessment, the figures used for developer return should also be considered in light of the type of sites likely to come forward within the plan period. This is because the required developer return varies with the risk associated with a given development and the level of capital employed.*

*Smaller scale, urban infill sites will generally be regarded as lower risk investments when compared with complex urban regeneration schemes or large scale urban extensions.*

*Appraisal methodologies frequently apply a standard assumed developer margin based upon either a percentage of Gross Development Value (GDV) or a percentage of development cost. The great majority of housing developers base their business models on a return expressed as a percentage of anticipated gross development value, together with an assessment of anticipated return on capital employed. Schemes with high upfront capital costs generally require a higher gross margin in order to improve the return on capital employed. Conversely, small scale schemes with low infrastructure and servicing costs provide a better return on capital employed and are generally lower risk investments. Accordingly, lower gross margins may be acceptable.*

*This sort of modelling – with residential developer margin expressed as a percentage of GDV – should be the default methodology, with alternative modelling techniques used as the exception. Such an exception might be, for example, a complex mixed use development with*



*only small scale specialist housing such as affordable rent, sheltered housing or student accommodation.*

7.46 The HCA's Economic Appraisal Tool – the accompanying guidance for the tool kit says:

*Developer's Return for Risk and Profit (including developer's overheads)*

*Open Market Housing*

*The developer 'profit' (before taxation) on the open market housing as a percentage of the value of the open market housing. A typical figure currently may be in the region of 17.5-20% and overheads being deducted, but this is only a guide as it will depend on the state of the market and the size and complexity of the scheme. Flatted schemes may carry a higher risk due to the high capital employed before income is received.*

*Affordable Housing*

*The developer 'profit' (before taxation) on the affordable housing as a percentage of the value of the affordable housing (excluding SHG). A typical figure may be in the region of 6% (the profit is less than that for the open market element of the scheme, as risks are reduced), but this is only a guide.*

7.47 Paragraph 10-018-20180724 of the updated PPG says:

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

*Potential risk is accounted for in the assumed return for developers at the plan making stage. It is the role of developers, not plan makers or decision makers, to mitigate these risks. The cost of complying with policy requirements should be accounted for in benchmark land value. Under no circumstances will the price paid for land be relevant justification for failing to accord with relevant policies in the plan.*

*For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development. A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value and reduces risk. Alternative figures may also be appropriate for different development types.*

7.48 It is unfortunate that the above are not consistent, but it is clear that the purpose of including a developers' profit figure is not to mirror a particular business model, but to reflect the risk a developer is taking in buying a piece of land, and then expending the costs of construction before selling the property. The use of developers' profit in the context of area wide viability testing of the type required by the NPPF and CIL Regulation 14, is to reflect that level of risk.

7.49 Broadly there are four different approaches that could be taken:

- a. To set a different rate of return on each site to reflect the risk associated with the development of that site. This would result in a lower rate on the smaller and simpler sites – such as the greenfield sites, and a higher rate on the brownfield sites.
- b. To set a rate for the different types of unit produced – say 20% for market housing and 6% for affordable housing, as suggested by the HCA.
- c. To set the rate relative to costs – and thus reflect the risks of development.
- d. To set the rate relative to the gross development value.

- 7.50 In deciding which option to adopt, it is important to note that the intention is not to re-create any particular developer's business model. Different developers will always adopt different models and have different approaches to risk.
- 7.51 The argument is sometimes made that financial institutions require a 20% return on development value and if that is not shown they will not provide development funding. In the pre-Credit Crunch era there were some lenders who did take a relatively simplistic view to risk analysis but that is no longer the case. Most financial institutions now base their decisions behind providing development finance on sophisticated financial modelling that it is not possible to replicate in a study of this type. They require the developer to demonstrate a sufficient margin, to protect them in the case of changes in prices or development costs, but they will also consider a wide range of other factors, including the amount of equity the developer is contributing – both on a loan to value and loan to cost basis, the nature of development and the development risks that may arise due to demolition works or similar, the warranties offered by the professional team, whether or not the directors will provide personal guarantees, and the number of pre-sold units.
- 7.52 This is a high-level study where it is necessary and proportionate to take a relatively simplistic approach, so, rather than apply a differential return (either site by site or split between market and affordable housing), it is appropriate to make some broad assumptions.
- 7.53 In the initial iteration (the pre-consultation draft in August 2018) the developer's profit was assumed to be 20% of the value of market housing and 6% of the value of affordable housing. In relation to non-residential development an assumption of 15% is used. These assumptions should be considered with the assumption about interest rates in the previous section, where a cautious approach was taken with a relatively high interest rate, and the assumption that interest is charged on the whole of the development cost. Further consideration should also be given to the contingency sum in the appraisals which is also reflective of the risks.
- 7.54 Through the 2018 consultation it was highlighted that 'profit' should be expressed as a percentage of GDV rather than costs. This is accepted and agreed, as set out above the updated PPG says '*For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies*'. In line with the updated PPG, the developers' return was assessed as 17.5% of GDV being in the middle of the suggested range.
- 7.55 Through the 2022 consultation, a promoter of a Strategic Site<sup>61</sup> suggested that '*... many other local authorities with CIL provide for 20% profit on GDV...*' and that this assumption should be considered further. Local assumptions have been reviewed:

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<sup>61</sup> Leona Hannify of Icini for EA Strategic Land.

<b>Table 7.3 Neighbouring Councils – Developer’s Return Assumptions</b>			
Brentwood	Oct-18	HDH Planning	Residential 17.5% GDV Non-residential 15% GDV
Epping Forest	Sep-20	HDH Planning	Residential 20% Market Housing 6% Affordable Housing Non-residential 15% GDV
Thurrock	Jul-17	AECOM / HDH	Pre 2018 PPG Residential 20% Market Housing 6% Affordable Housing Non-residential 15% GDV
Chelmsford	Jan-18	HDH Planning	Residential 20% Market Housing 6% Affordable Housing Non-residential 15% GDV
Harlow Garden Town	Apr-19	Arup / HDH	Residential 20% Market Housing 6% Affordable Housing.
Basildon	Feb-18	Porter Planning Economics	Pre 2018 PPG 20% Market Value

Source: Council Websites (July 2022)

7.56 As assumption of 20%:6% for market:affordable housing is approximately equivalent to 17% across market and affordable housing or 20% of costs.

7.57 The developers’ return is assessed as 17.5%, being the assumption used in the 2018 Viability Assessment.

*Phasing and timetable*

7.58 A pre-construction period of six months is assumed for all of the sites. Each dwelling is assumed to be built over a nine-month period. The phasing programme for an individual site will reflect market take-up and would, in practice, be carefully estimated taking into account the site characteristics and, in particular, the size and the expected level of market demand. The rate of delivery will be an important factor when the Council is considering the release of sites so as to manage the delivery of housing and infrastructure. Two aspects are relevant, firstly the number of outlets that a development site may have, and secondly the number of units that an outlet may deliver.

7.59 On the whole, it is assumed a maximum, per outlet, delivery rate of 50 units per year. On a site with 35% affordable housing this equates to 33 market units per year. This is considered to be a cautious approach. On the smaller sites, we have assumed much slower rates to reflect the nature of the developer that is likely to be bringing smaller sites forward. These

assumptions are conservative and do, properly, reflect current practice. This is the appropriate assumption to make to be in line with the PPG and Harman Guidance.

- 7.60 At the May 2022 consultation event the issue of market saturation was raised<sup>62</sup>. This is where there are multiple outlets in close proximity, and where completion between outlets either results in slower rates or sales or in lower prices. The price assumptions adopted are generally cautions through the study and the build out rates are consistent with the Council's wider evidence base.

### **Site Acquisition and Disposal Costs**

#### *Site holding costs and receipts*

- 7.61 Each site is assumed to proceed immediately (following a 6 month mobilisation period) and so, other than interest on the site cost during construction, there is no allowance for holding costs, or indeed income, arising from ownership of the site.

#### *Acquisition costs*

- 7.62 A simplistic approach is taken, it is assumed an allowance 1.5% for acquisition agents' and legal fees.
- 7.63 Stamp duty is calculated at the prevailing rates.

#### *Disposal costs*

- 7.64 For the market and the affordable housing, sales and promotion and legal fees are assumed to amount to 3.5% of receipts. For disposals of affordable housing, these figures can be reduced significantly depending on the category, so in fact the marketing and disposal of the affordable element is probably less expensive than this.

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<sup>62</sup> Tom Hegan of Turner Morum.

## 8. Local Plan and Policy Requirements

8.1 The specific purpose of this study is to consider the effect of CIL may have on planned development as required by the NPPF, PPG and CIL Regulations. The analysis in the 2018 LPVA was based on the policies as set out in the Brentwood Local Plan Pre-Submission Draft, September 2018<sup>63</sup>. Now the Local Plan has been adopted, the adopted policies are reviewed, although it is important to note that in terms of the impact on viability, the requirements are largely unchanged. The policies that impact directly on viability through adding to the costs of development are considered below.

8.2 As well as the adopted policy requirements the changes in national policy are also considered.

### **Brentwood Local Plan 2016-2033 (adopted March 2022)**

#### *Strategic Policy MG01: Spatial Strategy*

8.3 This policy is a general enabling policy that directs the general distribution of development. The policy does not impact directly on viability.

#### *Strategic Policy MG02: Green Belt*

8.4 This policy restricts where development may take place. The policy does not impact directly on viability.

#### *Policy MG03: Settlement Hierarchy*

8.5 This policy is a general enabling policy that directs the general distribution of development. The policy does not impact directly on viability.

#### *Policy MG04: Health Impact Assessments (HIAs)*

8.6 This policy seeks an HIA on residential schemes of 50 or more and larger non-residential schemes. In itself an HIA is a small piece of work, the cost of which would be covered by the general assumptions for professional fees adopted in this report.

8.7 The changes to design that may arise are not over and above those covered elsewhere in the Local Plan.

#### *Policy MG05: Developer Contributions*

8.8 As set out in Chapter 7 above, for many years the Council has sought payments from developers to mitigate the impact of the development, through improvements to the local

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<sup>63</sup> As provided by the Council on 7<sup>th</sup> August 2018.

infrastructure. As in the 2018 LPVA, we have assumed all the modelled sites will contribute £2,500 per unit towards infrastructure – either site specific or more general. It is assumed that this is in addition to any new CIL.

- 8.9 In relation to the Strategic Sites, the Council, working with the County Council and other partners, has assessed (bearing in mind the restraints of CIL Regulations 122 and 123) the s106 requests for each Strategic Site. These have been updated as follows:

<b>Table 8.1 Key Sites Strategic Infrastructure and Mitigation Costs</b>				
	Units	Area ha	£	£/unit
Officers Meadows masterplan area	825	38.74	£19,372,080	£23,481
West Horndon masterplan	580	17.25	£10,863,689	£18,730
Dunton Hills Garden Village	4,000	257.00	£136,814,791	£34,203
Brentwood Enterprise Park			£10,744,530	

Source: BBC (March 2022)

- 8.10 A site promoter<sup>64</sup> noted, through the 2022 consultation, that a higher contingency allowance should be made in relation to ‘infrastructure costs’ as these ‘*are likely to be increased as more information becomes available and critically as build cost inflation, particularly in materials becomes evident*’. The infrastructure costs used, as provided by the Council, include appropriate contingency allowances.
- 8.11 In addition to the above, it is necessary to consider the Recreation Avoidance Disturbance Strategy (RAMS) for potential impacts on the coastal protected biodiversity areas. This is only likely to affect new properties in the eastern area of Ingatestone Parish. The current tariff is £125.58/dwelling. This cost is assumed to be with the base costs for s106 (being £2,500/unit as set out above).

*Policy MG06: Local Plan Review and Update*

- 8.12 The policy does not impact directly on viability.

*Strategic Policy BE01: Carbon Reduction, and Renewable Energy*

- 8.13 This policy seeks that

*All major development will be required to achieve at least a 10% reduction in carbon dioxide emissions above the requirements of Part L Building Regulations; and*

*New Non-residential development will be required to achieve a certified ‘Excellent’ rating under the BREEAM New Construction (Non-Domestic Buildings) 2018 scheme, or other equivalent standards.*

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<sup>64</sup> Nigel Jones of Chesters Harcourt for CEG re Dunton Hill Garden Village.

8.14 The policy then goes on to seek that:

*Wherever possible, application of major development will be required to provide a minimum of 10% of the predicted energy needs of the development from renewable energy.*

8.15 This is an area where national policy requirements have moved on, so the costs in relation to these requirements have been reconsidered.

8.16 There are a wide range of ways of lowering the greenhouse gas emissions on a scheme, although these do alter depending on the nature of the specific project. These can include simple measures around the orientation of the building, and measures to enable natural ventilation, through to altering the fundamental design and construction.

8.17 The Department of Levelling up, Communities and Housing, published the latest revision to Conservation of Fuel and Power, Approved Document L of the Building Regulations as a 'stepping stone' on the pathway to zero carbon homes. It sets the target of an interim 31% reduction in CO<sub>2</sub> emissions over 2013 standards for dwellings. The changes will apply to new homes that submit plans after June 2022 or have not begun construction before June 2023. It is assumed to apply to all new homes in this assessment.

8.18 The costs will depend on the specific changes made and are considered in Chapter 3 of the 2019 Government Consultation<sup>65</sup>. These costs have been indexed and would add about 3%<sup>66</sup> to the base cost of construction and are assumed to apply in the base appraisals.

8.19 The Council does not have current plans to move further towards zero carbon so this is not considered in this assessment.

8.20 With regard to the 10% energy generation, the cost of £1,750 /dwelling has been carried forward from the 2018 viability assessment and has been modelled in this regard.

8.21 It is timely to note that building to higher standards that result in lower running costs does result in higher values<sup>67</sup>.

8.22 The above relates to residential development. The performance of non-residential development is normally assessed using the BREEAM system<sup>68</sup>. The additional cost of

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<sup>65</sup> The Future Homes Standard 2019 Consultation on changes to Part L (conservation of fuel and power) and Part F (ventilation) of the Building Regulations for new dwellings (MHCLG, October 2019).

<sup>66</sup> BCIS March 2022 409.0 from BCIS Oct 2018 354.2 = 15.5%. £3,134x15.5%+£3,620. £3,620/85m<sup>2</sup> = £42.60/m<sup>2</sup>. £42.60/m<sup>2</sup> / BCIS Estate Housing £1,324 = 3.2%

<sup>67</sup> See *EPCs & Mortgages, Demonstrating the link between fuel affordability and mortgage lending* as prepared for Constructing Excellence in Wales and Grwp Carbon Isel / Digarbon Cymru (funded by the Welsh Government) and completed by BRE and *An investigation of the effect of EPC ratings on house prices* for Department of Energy & Climate Change (June 2013.)

<sup>68</sup> Building Research Establishment Environmental Assessment Method (BREEAM) was first published by the Building Research Establishment (BRE) in 1990 as a method of assessing, rating, and certifying the sustainability of buildings.

building to BREEAM Very Good standard is negligible as outlined in research<sup>69</sup> by BRE. The additional costs of BREEAM Excellent standard ranges from just under 1% and 5.5%, depending on the nature of the scheme with offices being a little under 2%. It is assumed that new non-residential development will be to BREEAM Excellent, and this increases the construction costs by 2% or so. This is tested in the base appraisals.

8.23 The emerging policy seeks a Sustainability Statement outlining their approach to the following issues:

- a) *adaptation to climate change*
- b) *carbon reduction*
- c) *water management*
- d) *site waste management*
- e) *use of materials.*

8.24 There are two aspects to these requirements. The first is the reporting element at the planning application stage. Whilst this is an additional cost, it is a cost that is covered in the allowance for fees which is at the upper end of the 'normal' range. The second is the cost of adaptations, we are advised that the Council is not seeking standards that are over and above those set out in Building Regulations except in the case of major development where there is a requirement for 10% renewable energy (see above).

*Policy BE02: Water Efficiency and Management*

8.25 New residential development will be required to achieve limits of 110 litres per person per day. In the base assumptions, it is assumed that measures to reduce the use of water, in line with the enhanced building regulations, will be introduced. The costs are modest, likely to be less than £5/dwelling<sup>70</sup>. This cost was based in 2014 so has been indexed<sup>71</sup> to £7/dwelling.

*Policy BE03: Establishing Low Carbon and Renewable Energy Infrastructure Network*

8.26 At the time of the 2018 LPVA, this was an area of policy that was being developed. The policy now seeks:

*New development proposals of over 500 dwelling units, including brownfield and urban extensions, or where the clustering of new sites totals more than 500 units, should include energy masterplans to incorporate decentralised energy infrastructure in line with the following hierarchy:*

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<sup>69</sup> *Delivering sustainable buildings: Savings and payback.* Yetunde Abdul, BRE and Richard Quartermaine, Sweett Group. Published by IHS BRE Press, 7 August 2014.

<sup>70</sup> Paragraph 285 Housing Standards Review, Final Implementation Impact Assessment, March 2015. Department for Communities and Local Government.

<sup>71</sup> BCIS Index March 2022 – 409.0, March 2014 – 314.9 = 30%



- 8.27 Whilst we are not aware of significant heat sources within the Borough at the time of writing, these can be useful sources of renewable energy, particularly from the incineration of waste, or from bio sources. New District Heating Schemes are therefore going to require the construction of a central heat plant as well as the distribution network infrastructure.
- 8.28 There are few published costs of District Heating Schemes in modern estate housing. There are savings to be made from not installing gas and boilers in each unit, but these are more than offset by the costs of laying the heat pipes through the site, heat metering etc. Informal discussions with suppliers suggest that the additional costs may be in the range of £3,000 to £7,000 per unit, which is supported by the limited published data<sup>72</sup>, depending on the size and shape of the project. In the 2018 LPVA this cost was not included in the base appraisals.
- 8.29 There is a significant system in LB Enfield run by Energetik which draws on energy sources in the Lee Valley. In this case this is not a requirement, rather an opportunity to maximise financial savings through reduced construction costs through using such efficient heat sources. Energetik has provided the following advice.
- a. A boiler and radiators with controls inside a home will cost marginally more than a boiler equivalent, and radiators with controls, probably around £300 more per home.
  - b. The pipe to the home and its cost will depend on the distance from the existing infrastructure and whether this is part of a block of flats and/or group of houses. This part of the infrastructure is often referred to as the secondary heating network and depends on the size and height of the development. On average, it costs £2,000 per flat and £4,000 per house for a secondary heating network. This will offset the incoming gas meter housing and meter rig plus gas pipework distribution to the flats and houses.
  - c. The cost of extending the Primary Heating Network to a development is £4,300 per home, whether it be an apartment or house. That cost is a flat cost regardless of the distance from the present network.
  - d. Normally the developer pays for item a and b above by delivering the work. The developer is invoiced over time until final payment upon connection (by Energetik) for item 3 upon signing a heat agreement.
  - e. Connection to the system can have knock on savings to the fabric of the home as a connection can result in the developer achieving at least a 50% reduction in total carbon towards its 100% saving requirement. At present it has to achieve a 35% reduction on-site but can offset the rest by paying £95 per tonne of carbon x 30 years. Energetik has calculated in the past that achieving 40% carbon on-site would cost in the order of £4,500 per home, (hence avoided cost tariff of £4,300 per home).

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<sup>72</sup> *Assessment of the Costs, Performance, and Characteristics of UK Heat Networks* (DoE&CC, 2015) provides some guidance for infrastructure to distribute heat, but not generation.

- 8.30 On the sites of over 500 units, an allowance has been made of £6,000/unit (this allowance has not been made to the Dunton site as we understand that it is not being applied here).

*Policy BE04: Managing Heat Risk*

- 8.31 This policy sets out design principles that do not add to the costs of development over and above those included elsewhere in this assessment.

*Policy BE05: Sustainable Drainage*

- 8.32 Sustainable Urban Drainage Systems (SuDS) are often a requirement. SuDS aim to limit the waste of water, reduce water pollution and flood risk relative to conventional drainage systems. In this study, it is anticipated that new development will be required to incorporate Sustainable Urban Drainage Schemes (SuDS). SuDS and the like can add to the costs of a scheme – although in larger projects these can be incorporated into public open space. It is assumed that the costs of SuDS are included within the additional costs on brownfield sites, however on the larger greenfield sites it is assumed that SuDS will be incorporated into the green spaces (subject to local ground conditions), and be delivered through soft landscaping within the wider site costs.

*Strategic Policy BE06: Communications Infrastructure*

- 8.33 This policy is a general enabling policy. The policy does not impact directly on viability.

*Policy BE07: Connecting New Developments to Digital Infrastructure*

- 8.34 This policy seeks that as ‘... a minimum, all new developments must be served by the fastest available broadband connection, installed on an open access basis ...’

- 8.35 This requirement has been superseded by the changes to Building regulations (Approved Document R). Generally, the cost of connecting to a fibre network will be equivalent to an older network. No additional cost is allowed for.

*Strategic Policy BE08: Strategic Transport Infrastructure, Strategic Policy BE09: Sustainable Means of Travel and Walkable Streets, Policy BE10: Sustainable Passenger Transport*

- 8.36 The additional costs of these policies are considered under *Policy MG05: Developer Contributions* above.

*Policy BE11: Electric and Low Emission Vehicle*

- 8.37 EV Charging facilities are now a requirement (from 25<sup>th</sup> June 2023) of Building Regulations (Approved Document S):

S1. (1) A new residential building with associated parking must have access to electric vehicle charge points as provided for in paragraph (2).

(2) The number of associated parking spaces which have access to electric vehicle charge points must be—

- (a) *the total number of associated parking spaces, where there are fewer associated parking spaces than there are dwellings contained in the residential building; or*
- (b) *the number of associated parking spaces that is equal to the total number of dwellings contained in the residential building, where there are the same number of associated parking spaces as, or more associated parking spaces than, there are dwellings.*
- (3) *Cable routes for electric vehicle charge points must be installed in any associated parking spaces which do not, in accordance with paragraph (2), have an electric vehicle charge point where—*
  - (a) *a new residential building has more than 10 associated parking spaces; and*
  - (b) *there are more associated parking spaces than there are dwellings contained in the residential building.*

8.38 It is assumed that all new homes have EV charging points. A cost of £976/unit<sup>73</sup> has been modelled. In relation to high density flatted schemes that do not include full parking provision, an allowance of £5,000 per 50 units is made for shared charging facilities.

*Policy BE12: Mitigating the Transport Impacts of Development*

8.39 The additional costs of this policy are considered under *Policy MG05: Developer Contributions* above.

*Policy BE13: Parking Standards*

8.40 It is assumed that the Council's wider assumptions with regard to development density and site capacity take these into account.

*Strategic Policy BE14: Creating Successful Places, Policy BE15: Planning for Inclusive Communities*

8.41 These policies concern overall design principles. These do not add to the cost of development over and above the costs considered elsewhere in this assessment.

*Strategic Policy BE16: Conservation and Enhancement of Historic Environment*

8.42 The policy does not impact directly on viability.

*Strategic Policy HP01: Housing Mix*

8.43 There are several aspects of this policy that impact on viability.

8.44 The housing mix is to be in line with that in the Council's SHMA:

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<sup>73</sup> Paragraph 9 Electric Vehicle Charging in Residential and Non-Residential Buildings (DfT, July 2019).

<b>Table 8.2 Housing Mix</b>				
<i>Tenure</i>	<i>One bedroom</i>	<i>Two bedrooms</i>	<i>Three bedrooms</i>	<i>Four+ bedroom</i>
Market	3.8%	35.8%	30.2%	30.2%
Discount home ownership/ shared ownership	28.2%	36.1%	23.6%	12.0%
Affordable Rent/social rent	30.7%	23.6%	19.4%	26.3%
Total	10.4%	33.2%	27.7%	28.7%

Source: Table 7.1. Brentwood Borough Council - SHMA, Part 2 (HDH, June 2018)

- 8.45 This is reflected in the modelling. This is not applied rigidly, rather informs the overall mix, having regard to the development type.
- 8.46 On sites of 10 or more, all units are to be built as M4(2) accessible and adaptable dwellings, on schemes of 60 units or more 5% of units are to be built to M4(3) wheelchair adaptable dwellings.
- 8.47 The additional costs of the further standards (as set out in the Approved Document M amendments included at Appendix B4<sup>74</sup>) are set out below. The key features of the 3 level standard (as summarised in the DCLG publication *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015)<sup>75</sup>, reflect accessibility as follows:
- Category 1 – Dwellings which provide reasonable accessibility
  - Category 2 – Dwellings which provide enhanced accessibility and adaptability (Part M4(2)).
  - Category 3 – Dwellings which are accessible and adaptable for occupants who use a wheelchair (Part M4(3)).
- 8.48 The cost of a wheelchair adaptable dwelling, based on the Wheelchair Housing Design Guide for a 3-bed house, is taken to be £10,111 per dwelling<sup>76</sup>. The cost of Category 2 is taken to be £521<sup>77</sup> (this compares with the £1,097 cost for the Lifetime Homes Standard). These costs have been indexed<sup>78</sup> by 30% to £13,145/dwelling and £680/dwelling respectively.
- 8.49 These requirements have been included in the modelling.

<sup>74</sup> <https://www.gov.uk/government/publications/access-to-and-use-of-buildings-approved-document-m>

<sup>75</sup>

[https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/418414/150327\\_-\\_HSR\\_IA\\_Final\\_Web\\_Version.pdf](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/418414/150327_-_HSR_IA_Final_Web_Version.pdf)

<sup>76</sup> Paragraph 153 *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015).

<sup>77</sup> Paragraph 157 *Housing Standards Review – Final Implementation Impact Assessment* (DCLG, March 2015).

<sup>78</sup> BCIS Index March 2022 – 409.0, March 2014 – 314.9 = 30%.

8.50 The policy also seeks, on development sites of 100 or more dwellings, a minimum of 5% self-build homes which can include custom housebuilding.

8.51 This requirement is included on the basis that the plots will be provided on a fully serviced basis. The costs of fully servicing the plot is taken to be the same as for other units on the scheme (about £25,000/unit), and the value is taken to be at the lower end of the range of plots being advertised for sale (£100,000/plot). These plots are assumed to be outside the affordable housing calculation and not to be subject to CIL.

*Policy HP02: Protecting the Existing Housing Stock*

8.52 The policy does not impact directly on viability.

*Policy HP03: Residential Density*

8.53 This policy sets out that:

*Proposals for new residential developments not allocated in the Plan:*

- a. *should take a design led approach to density which ensures schemes are sympathetic to local character and make efficient use of land;*
- b. *be expected to achieve a net density of at least 35 dwellings per hectare net or higher, unless the character of the surrounding area suggests that such densities would be inappropriate, or where other site constraints make such densities unachievable; and*
- c. *be expected to achieve a higher density, generally above 65 dwellings per hectare net in the Town Centre and District Shopping Centres listed below Strategic Policy PC04 Retail Hierarchy of Designated Centres, or other locations with good public transport accessibility, subject to Strategic Policy BE14 Creating Successful Places.*

8.54 These requirements are reflected in the modelling.

*Policy HP04: Specialist Accommodation*

8.55 This policy is a general enabling policy that directs the general distribution of development. The policy does not impact directly on viability.

8.56 As per the policy, the affordable housing requirements set out below are assumed.

*Policy HP05: Affordable Housing*

8.57 In line with the policy the requirement for '35% of the total number of residential units to be provided and maintained as affordable housing within all new residential development sites on proposals of 10 or more (net) units' is assumed to apply. The policy goes on seek a 'tenure split be made up of 86% Affordable/Social Rent and 14% as other forms of affordable housing'.

8.58 This is an area of change due to the requirement for 10% of all homes to be Affordable Home Ownership and the introduction of First Homes, however, as set out in Chapter 2 above, the transitional arrangements will apply in Brentwood so First Homes are not included in the modelling.

8.59 The tenure mix is as per this policy and the size mix is as per policy *HP01 Housing Mix* above.

*Policy HP06: Standards for New Housing*

8.60 The Council is seeking Nationally Described Space Standards on new homes.

<b>Table 8.3 National Space Standards. Minimum gross internal floor areas and storage (m<sup>2</sup>)</b>					
number of bedrooms	number of bed spaces	1 storey dwellings	2 storey dwellings	3 storey dwellings	built-in storage
1b	1p	39 (37)*			1
	2p	50	58		1.5
2b	3p	61	70		2
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6p	95	102	108	
4b	5p	90	97	103	3
	6p	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6p	103	110	116	3.5
	7p	112	119	125	
	8p	121	128	134	
6b	7p	116	123	129	4
	8p	125	132	138	

Source: Table 1, Technical housing standards – nationally described space standard (March 2015)

8.61 In this assessment the units are assumed to be in excess of these National Space Standards.

8.62 The policy seeks that new residential units will be expected to have direct access to an area of private and/or communal amenity space, and then goes on to specify various standards. For the purpose of this assessment the important factor is how this relates to density and the requirements for amenity space. These are covered elsewhere in this assessment.

*Policy HP07: Regularising Suitable Existing Traveller Sites, Policy HP08: Safeguarding Permitted Sites, Policy HP09: Sub-Division of Pitches or Plots, Policy HP10: Proposals for Gypsies, Travellers and Travelling Showpeople on Windfall sites*

8.63 These policies do not impact directly on viability.

*Strategic Policy PC01: Safeguarding Employment Land, Policy PC02: Supporting the Rural Economy, Strategic Policy PC03: Retail and Commercial Leisure Growth, Strategic Policy PC04: Retail Hierarchy of Designated Centres*

8.64 These policies do not impact directly on viability.

*Policy PC05: Brentwood Town Centre, Policy PC06: Mixed Use Development in Designated Centres, Policy PC07: Primary Shopping Areas, Policy PC08: Non-centre Uses, Policy PC09: Night Time Economy*

8.65 These policies do not impact directly on viability.

*Strategic Policy PC10: Protecting and Enhancing Community Facilities, Policy PC11: Education Facilities*

8.66 The additional costs of this policy are considered under *Policy MG05: Developer Contributions* above.

*Strategic Policy NE01: Protecting and Enhancing the Natural Environment*

8.67 The additional costs of this policy are considered under *Policy MG05: Developer Contributions* above.

*Strategic Policy NE02: Green and Blue Infrastructure, Policy NE03: Trees, Woodlands, Hedgerows, Policy NE04: Thames Chase Community Forest*

8.68 These policies do not impact directly on viability.

*Policy NE05: Open Space and Recreation Provision, Policy NE06: Allotments and Community Food Growing Space*

8.69 This policy sets out the following requirements:

- Outdoor Sport 3.15 ha per 1,000 population
- Children's Playing Space Between 0.13 – 0.17 ha per 1,000 population
- Allotments and Community Gardens 0.18 per ha per 1,000 population

8.70 The Council is in the process of updating its guidance in this regard and an increased assumption of 4.1ha per 1,000 population in relation to residential development is used in this study. It is assumed that this is provided on-site, unless stated (see Chapter 9 below), using an average household size of 2.4 persons.

8.71 The Council is developing equivalent requirements for non-residential development. Having discussed this with the Council it is unlikely that this requirement would have a material impact on site capacity, except on the highest density town centre sites. On such sites open space is most likely to be provided off site.

*Policy NE07: Protecting Land for Gardens*

8.72 This policy does not impact on viability.

*Strategic Policy NE08: Air Quality*

8.73 This policy seeks an Air Quality Impact Assessment on residential schemes of 10 or more and larger non-residential schemes. In itself, an AQIA is a normal requirement, the cost of which would be covered by the general assumptions for professional fees adopted in this report.

*Strategic Policy NE09: Flood Risk*

8.74 This policy overlaps with Policy BE05: Sustainable Drainage. See above

8.75 Policy NE10: Contaminated Land and Hazardous Substances, Policy NE11: Floodlighting and Illumination

8.76 These policies do not impact directly on viability.

**Biodiversity Net Gain**

8.77 Biodiversity Net Gain is not covered in the 2018 LPVA. It is assumed that the requirement for 10% Biodiversity Net Gain, as required by the Environment Act, is assumed to apply in the base appraisals<sup>79</sup>.

8.78 The requirement is that developers ensure habitats for wildlife are enhanced and left in a measurably better state than they were pre-development. They must assess the type of habitat and its condition before submitting plans, and then demonstrate how they are improving biodiversity – such as through the creation of green corridors, planting more trees, or forming local nature spaces.

8.79 Green improvements on-site would be preferred (and expected), but in the rare circumstances where they are not possible, developers will need to pay a levy for habitat creation or improvement elsewhere.

8.80 The costs of this type of intervention are modest and will be achieved through the use of more mixed planting plans, that use more locally appropriate native plants. To a large extent the costs of grass seeds and plantings will be unchanged. More thought and care will however go into the planning of the landscaping. There will be an additional cost of establishing the base line 'pre-development' situation, as a survey will need to be carried out.

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<sup>79</sup> Through the 2022 consultation, a promoter of a Strategic Site (Leona Hannify of Icini for EA Strategic Land) highlighted the importance of allowing for this cost. We confirm that this has been done.



- 8.81 The Government’s impact assessment<sup>80</sup> suggests an average cost of scenarios including where all the provision is on-site and where all is off-site.

<b>Table 8.4 Cost of Biodiversity Net Gain – South East</b>		
2017 based costs		
	<b>Scenario A</b> 100% on-site	<b>Scenario C</b> 100% off-site
Cost per ha of residential development	£3,456/ha	£63,841/ha
Cost per ha of non-residential development	£3,150/ha	£47,885/ha
Cost per greenfield housing unit	£162/unit	£3,305/unit
Cost per brownfield housing unit	£56/unit	£660/unit
Residential greenfield delivery costs as proportion of build costs	0.1%	2.4%
Residential brownfield delivery costs as proportion of build costs	<0.1%	0.5%
% of industrial land values	0.3%	3.0%
% of commercial land values (office edge of city centre)	0.2%	2.3%
% of commercial land values (office out of town - business park)	0.2%	2.6%

Source: Tables 14 to 23 : Biodiversity net gain and local nature recovery strategies – Impact Assessment

- 8.82 It is assumed provision will be on-site on greenfield sites and off-site on brownfield sites (this approach is different to that taken in the pre-consultation report). The percentage uplift costs are used as the costs per ha/unit are a little historic.
- 8.83 Much of the cost of implementing Biodiversity Net Gain is in the survey work and of the design, rather than the costs of the actual works.

### **Planning Obligations Supplementary Planning Guidance**

- 8.84 As noted through the 2022 consultation<sup>81</sup> the Council is preparing a Planning Obligations Supplementary Planning Guidance. This is at an early stage. In due course the Council will ensure that the proposed approach does not lead to double counting.

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<sup>80</sup> Table 14 and 15 Biodiversity net gain and local nature recovery strategies: impact Assessment. [https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/839610/net-gain-ia.pdf](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/839610/net-gain-ia.pdf)

<sup>81</sup> Suzanne Crawford of BNP Paribas Real Estate / Strutt & Parker for for St Modwen re Brentwood Enterprise Park.

## 9. Modelling

- 9.1 In the previous chapters, the general assumptions to be inputted into the development appraisals are set out. In this chapter, the modelling is set out. It is stressed that this is a high-level study that is seeking to capture the generality rather than the specific. The purpose is to establish the cumulative impact of the Council's policies on development viability.
- 9.2 The approach is to model a set of development sites that are broadly representative of the type of development that is likely to come forward under the new Local Plan.

### Residential Development

- 9.3 The emerging allocations have formed the basis of the modelling. There are 45 sites, of which 37 include a residential element. These have a total capacity of over 6,000 dwellings.

	Count	Total Area	Residential Units
Employment	6	65.24	0
Housing	30	93.18	2,244
Mixed Use	9	288.98	3,910
Total	45	447.40	6,154

Source: BBC (August 2018)

- 9.4 To inform the residential modelling these have been considered by their land use and distribution:

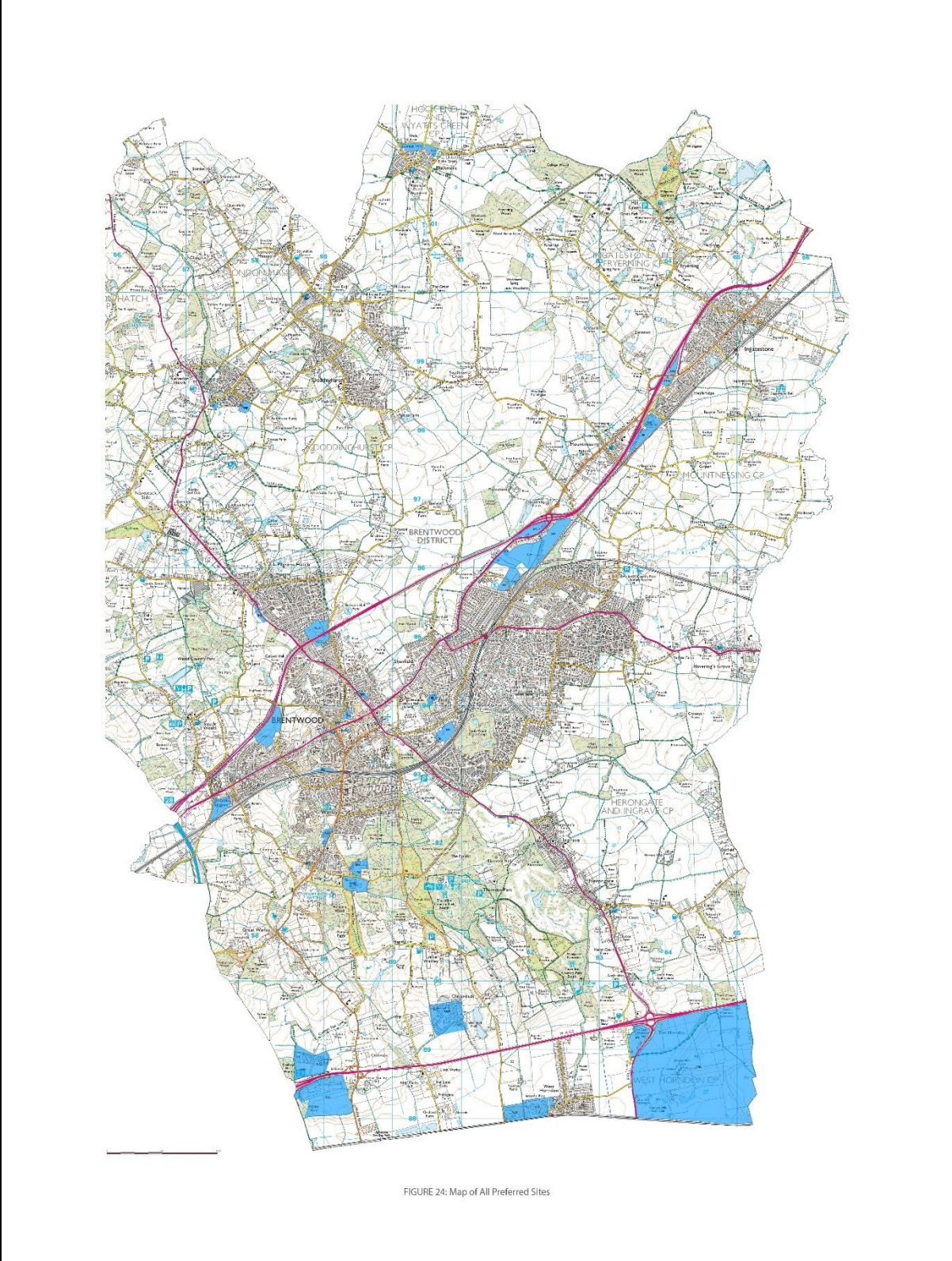
Table 9.2 Distribution of Allocations by Land Use						
Brownfield	Housing			Mixed		
	Area (ha)	Yield (dwellings)	Area (ha)	Yield (dwellings)	Area (ha)	Yield (dwellings)
Brentwood North	0.21	1.2%	48	8.0%	2.19	380
Brentwood South	0.33	1.8%	31	5.2%		
Brentwood West	1.34	7.4%	145	24.1%		
Brizes & Doddinghurst	0.00	0.0%		0.0%		
Herongate, Ingrave & West Horndon	0.00	0.0%		0.0%	17.25	580
Ingatestone, Fryerning and Mountnessing	6.04	33.2%	98	16.3%		
Pilgrims Hatch	1.20	6.6%	38	6.3%		
Shenfield	3.69	20.3%	75	12.5%		
South Weald		0.0%		0.0%		
Tipps Cross		0.0%		0.0%		
Warley	5.41	29.7%	166	27.6%	8.09	350
<b>SUB TOTAL</b>	<b>18.22</b>		<b>601</b>		<b>27.53</b>	<b>1,310</b>
Greenfield	Housing			Mixed		
	Area (ha)	Yield (dwellings)	Area (ha)	Yield (dwellings)	Area (ha)	Yield (dwellings)
Brentwood North	2.20	2.9%		0.0%		
Brentwood South		0.0%		0.0%		
Brentwood West	10.93	14.6%	200	12.2%		
Brizes & Doddinghurst	3.02	4.0%	53	3.2%		
Herongate, Ingrave & West Horndon		0.0%		0.0%	257.00	2,500
Ingatestone, Fryerning and Mountnessing	3.45	4.6%	120	7.3%		
Pilgrims Hatch	5.99	8.0%	200	12.2%		
Shenfield	37.50	50.0%	820	49.9%	4.45	100
South Weald	5.88	7.8%	125	7.6%		
Tipps Cross	5.65	7.5%	116	7.1%		
Warley	0.34	0.5%	9	0.5%		
<b>SUB TOTAL</b>	<b>74.96</b>		<b>1,643</b>		<b>261.45</b>	<b>2,600</b>
<b>TOTAL</b>	<b>93.18</b>		<b>2,244</b>		<b>288.98</b>	<b>3,910</b>

Source: BBC (August 2018)

9.5 The Allocations are as shown on the following plan.



**Figure 9.1 Allocation Sites (as at August 2018)**



Source: BBC (August 2018)

9.6 The main characteristics of the draft allocations are summarised as follows and form the basis of the modelling.

<b>Table 9.3 Allocations by Land Use</b>				
	<b>Ha</b>		<b>Units</b>	
<b>Brownfield</b>				
Count	13	41.9%		
Sum	39.71	10.4%	1,813	29.5%
Average	2.21	0.6%	139	
<b>Greenfield</b>				
Count	17	54.8%		
Sum	339.00	88.7%	4,221	68.6%
Average	16.95		248	
<b>Mixed</b>				
Count	1	3.2%		
Sum	3.45		120	1.9%
Average	3.45		120	
<b>Total</b>				
Count	31	100.0%		
Sum	382.16	100.0%	6,154	100.0%
Average	9.80		199	

Source: BBC (August 2018)

9.7 In terms of location, the allocations are distributed across the Borough.

<b>Table 9.4 Distribution of Potential Sites by Parish</b>					
	Sites	Area	Capacity	Average	Average
		ha	Unit	ha	Units
Brentwood North	3	4.60	428	1.15	143
Brentwood South	1	0.33	31	0.33	31
Brentwood West	3	12.27	345	4.09	115
Brizes & Doddinghurst	2	3.02	53	1.51	27
Herongate, Ingrave & West Horndon	2	274.25	3,080	68.56	1,540
Ingatestone, Fryerning and Mountnessing	3	9.49	218	3.16	73
Pilgrims Hatch	2	7.19	238	3.60	119
Shenfield	6	45.64	995	4.56	166
South Weald	1	5.88	125	5.88	125
Tipps Cross	4	5.65	116	1.41	29
Warley	4	13.84	525	2.77	131
<b>TOTAL</b>	<b>31</b>	<b>382.16</b>	<b>6,154</b>	<b>9.80</b>	<b>199</b>

Source: BBC (August 2018)

9.8 When it comes to developing the typologies, it is important that they are related to the size of the planned development sites.

<b>Table 9.5 Distribution of Allocations by Size</b>				
	Sites		Capacity	
>1,000	1	3%	2,500	41%
500 - 999	2	6%	1,090	18%
100-499	8	26%	1,633	27%
50-99	7	23%	543	9%
25-49	8	26%	316	5%
10-25	2	6%	43	1%
<10	3	10%	29	0%
	31	100%	6,154	100%

Source: BBC (August 2018)

### **Residential Modelling and Typologies**

9.9 To inform the modelling, the characteristics of the sites were considered in terms of location, size and suggested use, as set out in the tables above. We have modelled a set of representative sites in the Council area.

9.10 As set out in Chapter 8 above, we have followed the policy on development density that specifies that residential densities will generally be expected to be 35 dwellings per hectare and that higher densities, generally above 65 dwellings per hectare net, will be expected in town and district centres or other locations with good public transport accessibility.

9.11 In addition to the above, in all cases we have applied the following net developable area assumptions to the modelling. These are taken from the Site Selection Methodology and Summary of Outcomes, Working Draft (January 2018).

<b>Table 9.6 Development Densities</b>	
<b>Site Size</b>	<b>Gross to Net Development Ratio</b>
Up to 0.4ha	100%
0.4 - 2ha	90%
2 - 10ha	75%
10-99ha	65%
100+	50%

Source: Page 11, Site Selection Methodology and Summary of Outcomes, Working Draft (January 2018)

9.12 The final aspect to the modelling is the effect of the policies that cover Open Space in New Development / Open Space, Community, Sport and Recreational Facilities / Green

Infrastructure. As set out in Chapter 7 above, sites of 50 units and larger are assumed to have at least 15% open space.

- 9.13 It is acknowledged that modelling is never totally representative, however the aim of this work is to broadly test development the viability of sites likely to come forward over the plan-period. This will assist with developing the Plan and the policies within it as well as to inform the Council's plan-making. The work is high level, so there are likely to be sites that will not be able to deliver the affordable housing target and indeed, as set out at the start of this report, there are some sites that will be unviable even without any policy requirements (for example brownfield sites with high remediation costs). There is little scope for exemptions to be granted, however, where the affordable housing target and other policy requirements cannot be met, the developer will continue to be able to negotiate with the planning authority. The Council must weigh up the factors for and against a scheme, and the ability to deliver affordable housing will be an important factor. The modelled sites are reflective of development sites in the study area that are likely to come forward during the plan-period.

*Development assumptions*

- 9.14 In arriving at appropriate assumptions for residential development on each site, the built forms used in the appraisals are appropriate to the current development practices. In addition, the policy requirements, as set out in Chapter 8 above, in terms of density, mix and open space are incorporated into the modelling.
- 9.15 A set of typologies has been developed that responds to the variety of development situations and densities typical in the area, and this is used to inform development assumptions for sites. This approach enables us to form a view about floorspace density, based on the amount of development, measured in net floorspace per hectare, to be accommodated upon the site. This is a key variable because the amount of floorspace which can be accommodated on a site relates directly to the Residual Value, and is an amount which developers will normally seek to maximise (within the constraints set by the market).
- 9.16 A typical post-PPG3/PPS3 built form would provide development at between 3,000m<sup>2</sup>/ha to 3,550m<sup>2</sup>/ha on a substantial site, or sensibly shaped smaller site. A representative housing density might be 30/net ha to 35/net ha. This has become a common development format. It provides for a majority of houses but with a small element of flats, in a mixture of two storey and two and a half to three storey form, with some rectangular emphasis to the layout.
- 9.17 Some schemes have an appreciably higher density development providing largely or wholly apartments, in blocks of three storeys or higher, with development densities of 6,900m<sup>2</sup>/ha and dwelling densities of 100units/ha upwards; with other schemes of lower density, in the rural edge situations.
- 9.18 The main characteristics of the modelled sites are set out in the table below.
- 9.19 The West Horndon site has significant existing buildings on it. At the time of this study the extent of these are not known. In due course, at the development management stage, it will be necessary to consider Vacant Buildings Credit. The updated PPG describes this as:

*What is the vacant building credit?*

*National policy provides an incentive for brownfield development on sites containing vacant buildings. Where a vacant building is brought back into any lawful use, or is demolished to be replaced by a new building, the developer should be offered a financial credit equivalent to the existing gross floorspace of relevant vacant buildings when the local planning authority calculates any affordable housing contribution which will be sought. Affordable housing contributions may be required for any increase in floorspace.*

*PPG 23b-021-20160519*

9.20 In addition, CIL is only due on 'net new development'. The PPG sets out:

*In certain circumstances the floorspace of an existing building can be taken into account in calculating the chargeable amount. Each case is a matter for the collecting authority to judge.*

*Where part of an existing building has been in lawful use for a continuous period of 6 months within the past 3 years, parts of that building that are to be demolished or retained can be taken into account. The way those parts are taken into account is set out in the formula in regulation 40(7) (as amended by the 2014 Regulations).*

*Where an existing building does not meet the 6-month lawful use requirement, its demolition (or partial demolition) is not taken into account. However, parts of that building that are to be retained as part of the chargeable development can still be taken into account if the intended use matches a use that could have lawfully been carried out without requiring a new planning permission. The detailed requirements are set out in regulation 40 (as amended by the 2014 Regulations). Because there must be a lawful use, parts of that building where the use has been abandoned cannot be taken into account here.*

*PPG 25-057-20140612*

9.21 The rules around Vacant Buildings Credit and the calculation of net new development are nuanced and need to be carefully considered at the time of the planning application. If they apply (and that will depend on the site specific facts) the liability for affordable housing and / or CIL will be reduced. For the purpose of this study, ignoring the existing floor space is a cautious approach.



**Table 9.7 Summary of Modelled Sites – Areas and Densities**

		Current Use	Units	Area Ha			Density Units/ha		Density m2/ha	
				Total	Gross	Net	%	Gross		Net
1	Officers Meadows	Green	825	38.740	38.740	28.200	72.8%	21.30	35.00	2,661
2	West Horndon	Brown	580	17.250	17.250	10.230	59.3%	33.62	35.00	5,162
3	Dunton	Green	4,000	257.000	257.000	128.500	50.0%	15.56	35.00	2,831
4	Large Green 200	Green	200	10.284	7.619	5.714	55.6%	26.25	35.00	3,181
5	Medium Green 40	Green	40	2.057	1.270	1.143	55.6%	31.50	35.00	3,223
6	Medium Green 40 Fri	Green	40	2.057	1.270	1.143	55.6%	31.50	35.00	3,223
7	Medium Green 20	Green	20	0.635	0.635	0.571	90.0%	31.50	35.00	3,062
8	Medium Green 20 Fri	Green	20	0.635	0.635	0.571	90.0%	31.50	35.00	3,228
9	Medium Green 12	Green	12	0.352	0.343	0.343	97.3%	35.00	35.00	3,409
10	Medium Green 12 Fri	Green	12	0.352	0.343	0.343	97.3%	35.00	35.00	3,409
11	Large Brown 100	Brown	100	3.951	2.222	1.667	42.2%	45.00	60.00	5,526
12	Large Brown 100 HD	Brown	100	3.823	1.810	1.538	40.2%	55.25	65.00	5,349
13	Large Brown 40	Brown	40	2.057	1.270	1.143	55.6%	31.50	35.00	3,223
14	Large Brown 40 HD	Brown	40	1.529	0.684	0.615	40.2%	58.50	65.00	5,451
15	Medium Brown 20	Brown	20	0.635	0.635	0.571	90.0%	31.50	35.00	3,127
16	Medium Brown 20 HI	Brown	20	0.324	0.308	0.308	95.1%	65.00	65.00	5,321
17	Medium Brown 12	Brown	12	0.352	0.343	0.343	97.3%	35.00	35.00	3,351
18	Medium Brown 12 H	Brown	12	0.194	0.185	0.185	95.1%	65.00	65.00	5,422
19	Small Green 9	Green	9	0.300	0.300	0.300	100.0%	30.00	30.00	3,117
20	Small Green 4	Green	4	0.133	0.133	0.133	100.0%	30.00	30.00	3,000
21	Small Brown 9	Brown	9	0.257	0.257	0.257	100.0%	35.00	35.00	3,169
22	Small Brown 9 HD	Brown	9	0.138	0.138	0.138	100.0%	65.00	65.00	4,704
23	Small Brown 4	Brown	4	0.100	0.100	0.100	100.0%	40.00	40.00	3,700
24	Small Brown 4 HD	Brown	4	0.040	0.040	0.040	100.0%	100.00	100.00	6,710

Source: HDH (July 2022)

9.22 Through the September 2018 consultation it was suggested that smaller developers may produce units around 150m<sup>2</sup>. The sizes of the units modelled are included in **Appendix 11** below. The larger units are of this scale, so adjustment is made.



- 9.23 It was also suggested that some sites may come forward at different densities. This is accepted, but the purpose of this study is to test the delivery of the new Local Plan – in the context of the policies within it. It is important that the assumptions used are consistent with the wider evidence base so no change is made in this regard.

### **Older People's Housing**

- 9.24 A private Sheltered/retirement and an Extracare scheme have been modelled, each on a 0.5ha site as follows.
- a. A private Sheltered/retirement scheme of 25 x 1 bed units of 50m<sup>2</sup> and 35 x 2 bed units of 75m<sup>2</sup> to give a net saleable area (GIA) of 2,875m<sup>2</sup>. We have assumed a further 20% non-saleable service and common areas to give a scheme GIA of 4,680m<sup>2</sup>.
  - b. An Extracare scheme of 36 x 1 bed units of 65m<sup>2</sup> and 24 x 2 bed units of 80m<sup>2</sup> to give a net saleable area (GIA) of 4,260m<sup>2</sup>. We have assumed a further 35% non-saleable service and common areas to give a scheme GIA of 5,751m<sup>2</sup>.

### **Employment Uses**

- 9.25 In line with the CIL Regulations, we have only assessed developments of over 100m<sup>2</sup>. There are other types of development (such as retail development, petrol filling stations and garden centres etc). We have not included these in this high-level assessment due to the great diversity of project that may arise.
- 9.26 For this assessment, we have assessed a number of development types. We have based our modelling on the following development types:
- a. **Offices.** These are more than 250m<sup>2</sup>, will be of steel frame construction, be over several floors and will be located on larger business parks. Typical larger units in the Council area are around 1,000m<sup>2</sup> – we will use this as the basis of our modelling.  
  
We have made assumptions about the site coverage and density of development on the sites. We have assumed 75% coverage on the office sites in the urban situation and 25% elsewhere. We have assumed two story construction, in the business park situation, and four-story construction in the urban situation.
  - b. **Large Industrial.** Modern industrial units of over 2,000m<sup>2</sup>. There is little new space being constructed. This is used as the basis of the modelling. We have assumed 40% coverage which is based on single storey construction.
  - c. **Small Industrial.** Modern industrial units of 400m<sup>2</sup>. We have assumed 40% coverage which is based on single storey construction.
  - d. **Distribution.** These will normally be on a business park and be of simple steel frame construction, the walls will be of block work and insulated cladding and there will be a small office area. Typical small units in the area are around 3,000m<sup>2</sup> – we will use this as the basis of our modelling.

9.27 We have not looked at the plethora of other types of commercial and employment development beyond office and industrial/storage uses in this study.

### **Retail**

9.28 For this study, we have assessed the following types of space. It is important to remember that this assessment is looking at the ability of new projects to bear an element of CIL – it is only therefore necessary to look at the main types of development likely to come forward in the future. We have modelled the following distinct types of retail development for the sake of completeness – although it should be noted that no such development is scheduled to take place on the specific sites.

a. **Supermarkets** Two typologies have been modelled.

First is a single storey retail unit development with a gross (i.e. GIA) area of 4,000m<sup>2</sup>. It is assumed to occupy a total site area of 1.33ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.

Second is based on a smaller supermarket, typical of the units that may be developed by operators such as Aldi and Lidl. We have assumed a 1,200m<sup>2</sup> unit on a 0.4ha site (40% coverage) to allow for car parking.

b. **Retail Warehouse** is a single storey retail unit development with a gross (i.e. GIA) area of 2,500m<sup>2</sup>. It is assumed to occupy a total site area of 0.5ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.

c. **Shop** is a brick-built development on two storeys, of 150 m<sup>2</sup>. No car parking or loading space is allowed for, and the total site area (effectively the building footprint) is 0.019ha.

9.29 In line with the CIL Regulations, we have only assessed developments of over 100m<sup>2</sup>. There are other types of retail development, such as small single farm shops, petrol filling stations and garden centres. We have not included these in this high-level study due to the great diversity of project that may arise.

9.30 In developing these typologies, we have made assumptions about the site coverage and density of development on the sites. We have assumed simple, single storey construction and have assumed that there are no mezzanine floors.

### **Hotels and Leisure**

9.31 The leisure industry is very diverse and ranges from conventional hotels and roadside budget hotels, to cinemas, theatres, historic attractions, equestrian centres, stables and ménages. We have reviewed this sector and there is currently very little activity in this sector, either at the planning stage or the construction stage. This is an indication that development in this sector is at the margins of viability at the moment. Having considered this further we have

assessed a modern hotel on a town edge site (both Travelodge and Premier Inn are seeking sites in the area).

- 9.32 We have assumed that this is a 60 bedroom product ( $60 \times 19\text{m}^2 + 30\%$  circulation space =  $1,824\text{m}^2$ ) with ample car parking on a 0.4ha (1 acre) site.



## 10. Residential Appraisals

- 10.1 At the start of this chapter it is important to stress that the results of the appraisals do not, in themselves, determine policy. The results of this study are one of a number of factors that the Council will consider, including the need for infrastructure, other available evidence, such as the Council's track record in delivering affordable housing and collecting payments under s106.
- 10.2 The appraisals use the residual valuation approach, they assess the value of a site after taking into account the costs of development, the likely income from sales and/or rents and a developers' return. The Residual Value represents the maximum bid for the site where the payment is made in a single tranche on the acquisition of a site. In order for the proposed development to be viable, it is necessary for this Residual Value to exceed the Existing Use Value (EUV) by a satisfactory margin, being the Benchmark Land Value (BLV).
- 10.3 Initially a set of full policy-on base appraisals have been run. Further sets have then been run with different levels of CIL. Development appraisals are sensitive to changes in price, so appraisals have been run with various changes in the cost of construction and in prices.
- 10.4 As set out above, for each development type the Residual Value is calculated. The results are set out and presented for each site and per gross hectare to allow comparison between sites. In the tables in this chapter, the results are colour coded using a traffic light system:
- a. **Green Viable** – where the Residual Value per hectare exceeds the BLV per hectare (being the EUV plus the appropriate uplift to provide a landowners' premium).
  - b. **Amber Marginal** – where the Residual Value per hectare exceeds the EUV but not the BLV. These sites should not be considered as viable when measured against the test set out – however, depending on the nature of the site and the owner, they may come forward.
  - c. **Red Non-viable** – where the Residual Value does not exceed the EUV.
- 10.5 A report of this type applies relatively simple assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a typology is shown as viable does not necessarily mean that that type of development will come forward and vice versa. An important part of any final consideration of viability will be relating the results of this study to what is actually happening on the ground in terms of development.

### Base Appraisals – Mainstream Housing

- 10.6 The appraisals are based on the full policy-on scenario with all the policy requirements, being as follows.
- a. Affordable Housing                      35% as 30% Affordable Home Ownership / 70% Affordable Rent – in line with the requirements for 10% AHO.

- b. Design 95% Part M4(2), 5% Part M4(3), Water efficiency, 10% Biodiversity Net Gain, EV Charging (except high density flats), POS as per policy unless stated, District Heating.
- c. Developer Contributions s106 as £/unit at the following rates:
- Strategic Sites As estimated.
  - All other £2,500/unit.

10.7 The base appraisals are included in **Appendix 12**.

**Table 10.1 Residential Appraisals – Residual Values**

						Area (ha)		Units	Residual Value (£)		
						Gross	Net		Gross ha	Net ha	Site
Site 1	Officers Meadows	Shenfield	Green		Agricultural	38.74	28.20	825	1,159,739	1,593,202	44,928,301
Site 2	West Horndon	West Horndon	Brown		PDL	17.25	10.23	580	1,964,678	3,312,874	33,890,702
Site 3	Dunton	East Horndon	Green		Ag / Golf	257.00	128.50	4,000	436,230	872,460	112,111,167
Site 4	Large Green 200	Urban Fringe	Green		Agricultural	7.62	5.71	200	2,423,795	3,258,550	18,620,284
Site 5	Medium Green 40	Rural	Green		Agricultural	1.27	1.14	40	2,824,524	3,797,290	4,339,760
Site 6	Medium Green 40 Fringe	Urban Fringe	Green		Agricultural	1.27	1.14	40	2,546,052	3,422,912	3,911,900
Site 7	Medium Green 20	Rural	Green		Agricultural	0.63	0.57	20	3,276,924	3,641,027	2,080,587
Site 8	Medium Green 20 Fringe	Urban Fringe	Green		Agricultural	0.63	0.57	20	2,958,102	3,286,780	1,878,160
Site 9	Medium Green 12	Rural	Green		Agricultural	0.34	0.34	12	3,979,778	4,090,097	1,402,319
Site 10	Medium Green 12 Fringe	Urban Fringe	Green		Agricultural	0.34	0.34	12	3,304,513	3,396,114	1,164,382
Site 11	Large Brown 100	Urban Area	Brown		Industrial	2.22	1.67	100	3,068,180	4,879,633	8,132,722
Site 12	Large Brown 100 HD	Urban Area	Brown		Industrial	1.81	1.54	100	2,885,242	4,730,643	7,277,913
Site 13	Large Brown 40	Urban Area	Brown		Industrial	1.27	1.14	40	2,167,623	2,914,152	3,330,459
Site 14	Large Brown 40 HD	Urban Area	Brown		Industrial	0.68	0.62	40	3,099,180	5,081,415	3,127,025
Site 15	Medium Brown 20	Urban Area	Brown		Industrial	0.63	0.57	20	2,655,949	2,951,055	1,686,317
Site 16	Medium Brown 20 HD	Urban Area	Brown		Industrial	0.31	0.31	20	4,698,566	4,940,448	1,520,138
Site 17	Medium Brown 12	Urban Area	Brown		Industrial	0.34	0.34	12	3,057,560	3,142,315	1,077,365
Site 18	Medium Brown 12 HD	Urban Area	Brown		Industrial	0.18	0.18	12	4,882,500	5,133,851	947,788
Site 19	Small Green 9	Generally	Green		Paddock	0.30	0.30	9	5,827,468	5,827,468	1,748,240
Site 20	Small Green 4	Generally	Green		Paddock	0.13	0.13	4	5,505,559	5,505,559	734,075
Site 21	Small Brown 9	Generally	Brown		Industrial	0.26	0.26	9	4,736,128	4,736,128	1,217,862
Site 22	Small Brown 9 HD	Generally	Brown		Industrial	0.14	0.14	9	6,669,262	6,669,262	923,436
Site 23	Small Brown 4	Generally	Brown		Industrial	0.10	0.10	4	5,173,534	5,173,534	517,353
Site 24	Small Brown 4 HD	Generally	Brown		Industrial	0.04	0.04	4	7,817,743	7,817,743	312,710

Source: HDH (July 2022)





- 10.8 The results vary across the typologies and sites, although this is largely due to the different assumptions around the nature of each site and typology.
- 10.9 The Residual Value is not an indication of viability by itself, simply being the maximum price a developer may bid for a parcel of land, and still make an adequate return. In the following tables the Residual Value is compared with the BLV. The BLV being an amount over and above the EUV that is sufficient to provide the willing landowner to sell the land for development as set out in Chapter 6 above.

<b>Table 10.2 Residual Value v BLV – Residential Development</b>					
			EUV	BLV	Residual Value
Site 1	Officers Meadows	Shenfield	25,000	480,000	1,159,739
Site 2	West Horndon	West Horndon	1,200,000	1,440,000	1,964,678
Site 3	Dunton	East Horndon	100,000	570,000	436,230
Site 4	Large Green 200	Urban Fringe	25,000	480,000	2,423,795
Site 5	Medium Green 40	Rural	25,000	480,000	2,824,524
Site 6	Medium Green 40 Fringe	Urban Fringe	25,000	480,000	2,546,052
Site 7	Medium Green 20	Rural	25,000	480,000	3,276,924
Site 8	Medium Green 20 Fringe	Urban Fringe	25,000	480,000	2,958,102
Site 9	Medium Green 12	Rural	50,000	510,000	3,979,778
Site 10	Medium Green 12 Fringe	Urban Fringe	50,000	510,000	3,304,513
Site 11	Large Brown 100	Urban Area	1,200,000	1,440,000	3,068,180
Site 12	Large Brown 100 HD	Urban Area	1,200,000	1,440,000	2,885,242
Site 13	Large Brown 40	Urban Area	1,200,000	1,440,000	2,167,623
Site 14	Large Brown 40 HD	Urban Area	1,200,000	1,440,000	3,099,180
Site 15	Medium Brown 20	Urban Area	1,200,000	1,440,000	2,655,949
Site 16	Medium Brown 20 HD	Urban Area	1,200,000	1,440,000	4,698,566
Site 17	Medium Brown 12	Urban Area	1,200,000	1,440,000	3,057,560
Site 18	Medium Brown 12 HD	Urban Area	1,200,000	1,440,000	4,882,500
Site 19	Small Green 9	Generally	50,000	510,000	5,827,468
Site 20	Small Green 4	Generally	50,000	510,000	5,505,559
Site 21	Small Brown 9	Generally	1,200,000	1,440,000	4,736,128
Site 22	Small Brown 9 HD	Generally	1,200,000	1,440,000	6,669,262
Site 23	Small Brown 4	Generally	1,200,000	1,440,000	5,173,534
Site 24	Small Brown 4 HD	Generally	1,200,000	1,440,000	7,817,743

Source: HDH July 2022)

10.10 The residual value, on most typologies, is somewhat greater than as reported in the 2018 Viability Assessment. This is to be expected bearing in mind that values have increased more than costs over the last few years.

### **Base Appraisals – Older People’s Housing**

10.11 As well as mainstream housing, we have considered the Sheltered and Extracare sectors separately. The results of these are summarised as follows. In each case allowance, has



been made for 35% affordable housing, and a s106 developer contribution of £2,500/unit. The full appraisals are set out in **Appendix 13** below:

<b>Table 10.3 Residual Value v BLV – Older People’s Housing</b>					
			EUV	BLV	Residual Value
Site 1	Sheltered	Greenfield	50,000	500,000	9,001,265
Site 1	Sheltered	Brownfield	1,200,000	1,440,000	7,715,211
Site 1	Extracare	Greenfield	50,000	500,000	8,784,336
Site 1	Extracare	Brownfield	1,200,000	1,440,000	7,983,314

Source: HDH (July 2022)

10.12 The Residual Value exceeds the EUV and the BLV by a substantial margin indicating that specialist older peoples housing is able to bear the Council’s full policy requirements including 35% affordable housing.

### **Residential Rates of CIL**

10.13 Viability testing in the context of CIL concerns the ‘*effects*’ on development viability of the imposition of CIL. The Council has taken into account the importance of the provision of infrastructure on the ability to meet its objectives through development and to deliver its Development Plan.

10.14 The test that will be applied to the proposed rates of CIL are set out in the updated CIL Guidance. The test is whether the sites and the scale of development identified in the Plan are subject to such a scale of obligations and policy burdens (when considered together) that their ability to be developed viably is threatened by CIL. The viability evidence has considered the full range of the Council’s policy requirements, including the need for infrastructure funding. The test is whether CIL threatens the Development Plan as a whole, rather than a specific site.

### **Viability Evidence – Rates and Zones**

10.15 In considering CIL in this report the assessment is based on the Council’s planning policies as set out in the now adopted Local Plan. The policies have been updated in line with national requirements as appropriate.

10.16 The viability analysis has been carried out in line with the requirements of the NPPF, CIL Regulations and PPG (which includes the CIL Guidance). This is a prescriptive process that is aiming to understand development viability in the plan-making / CIL-setting context in a high-level way. It is a high-level process that does not look at the deliverability of individual sites or any particular developers’ business model or methodology.

10.17 A range of development typologies and the Strategic Sites have been modelled, and from this, the effect of CIL is inferred. These modelled typologies are based on the sites that are anticipated to come forward under the new Local Plan.

- 10.18 This study uses the Residual Value methodology as set out in the Harman Guidance. This assesses the impact of introducing CIL in the context of meeting all the Council's other policy requirements. Using evidence of local house prices and non-residential values, local development costs and assumptions about the availability of development finance, developer's profits and the general characteristics of development in the Brentwood Borough Council area, an assessment is made of the amount by which land values may be depressed by CIL and whether that is sufficient to deter landowners from making their land available for development.
- 10.19 CIL may be set for different development types and by different areas – although it is necessary to keep any charging schedule simple.

*The Potential for CIL – Mainstream Housing*

- 10.20 In this section, we have run appraisals with a range of levels of CIL. It is important to note that in the analysis earlier in this report, it was assumed that the developer contributions under s106, over and above CIL were charged on all units (market and affordable). In the following analysis the rates of CIL are only applied to the market housing and are calculated on a £/m<sup>2</sup> basis.
- 10.21 In Chapter 3 above we set out the principle of Additional Profit. Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land, developed the site and sold the units (including provision of any affordable housing that is required).
- 10.22 The following tables show the Additional Profit. This is the amount over and above the Benchmark Land Value, having provided the full policy requirements set out in the emerging Plan. The appraisals include the allowances for strategic infrastructure and mitigation, under s106, as in the Base Appraisals in Chapter 10 above, (typologies at £2,500/unit and the Strategic Sites as estimated).

<b>Table 10.4 Additional Profit</b>					
				£ site	£/m2
Site 1	Officers Meadows	Shenfield	Agricultural	36,276,404	665
Site 2	West Horndon	West Horndon	PDL	11,606,890	302
Site 3	Dunton	East Horndon	Ag / Golf	-61,919,335	-234
Site 4	Large Green 200	Urban Fringe	Agricultural	18,707,078	1,415
Site 5	Medium Green 40	Rural	Agricultural	4,041,364	1,516
Site 6	Medium Green 40 Fringe	Urban Fringe	Agricultural	3,561,349	1,336
Site 7	Medium Green 20	Rural	Agricultural	1,992,292	1,533
Site 8	Medium Green 20 Fringe	Urban Fringe	Agricultural	1,765,190	1,363
Site 9	Medium Green 12	Rural	Agricultural	1,369,426	1,605
Site 10	Medium Green 12 Fringe	Urban Fringe	Agricultural	1,102,485	1,292
Site 11	Large Brown 100	Urban Area	Industrial	5,097,441	764
Site 12	Large Brown 100 HD	Urban Area	Industrial	4,305,861	755
Site 13	Large Brown 40	Urban Area	Industrial	1,298,129	487
Site 14	Large Brown 40 HD	Urban Area	Industrial	1,894,444	821
Site 15	Medium Brown 20	Urban Area	Industrial	866,139	646
Site 16	Medium Brown 20 HD	Urban Area	Industrial	1,182,761	1,029
Site 17	Medium Brown 12	Urban Area	Industrial	639,442	767
Site 18	Medium Brown 12 HD	Urban Area	Industrial	749,714	1,087
Site 19	Small Green 9	Generally	Paddock	1,786,629	1,911
Site 20	Small Green 4	Generally	Paddock	739,787	1,849
Site 21	Small Brown 9	Generally	Industrial	950,893	1,167
Site 22	Small Brown 9 HD	Generally	Industrial	810,712	1,245
Site 23	Small Brown 4	Generally	Industrial	415,388	1,123
Site 24	Small Brown 4 HD	Generally	Industrial	278,180	1,036

Source: HDH (July 2022)

10.23 The Additional Profit varies considerably. When the Additional Profit is considered across the area, it can be seen that there is considerable capacity to bear CIL on all the sites, other than Dunton Garden Village.

10.24 CIL Regulation 14 (as amended) sets out the core principle for setting CIL:

*Setting rates*

- (1) *In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between—*
- (a) *the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and*

(b) *the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.*

(2) *In setting rates ...*

10.25 Viability testing in the context of CIL is to assess the 'effects' on development. Ultimately the test that will be applied to CIL is as set out the examination section of the PPG:

10.26 A further set of appraisals have been run that incorporate CIL at a range of levels, the results of which are set out in the table below. When considering these results, it is necessary to have regard to the PPG. This refers to a 'buffer' (with added emphasis).

*A charging authority's proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is room for some pragmatism. It would be appropriate to ensure that a 'buffer' or margin is included, so that the levy rate is able to support development when economic circumstances adjust. In all cases, the charging authority should be able to explain its approach clearly.*

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10.27 With this in mind, the BLV has been lifted by 30%, being in line with the assumption used in many other situations.



10.28 This analysis shows that across all the typologies the Residual Value exceeds BLV +30% for rates of CIL of up to £500/m<sup>2</sup> on the greenfield sites and £350/m<sup>2</sup> on most brownfield sites, indicating that development is likely to be viable with these levels of CIL. Of the Strategic Sites, Officer's Meadows is likely to be able to bear up to £375/m<sup>2</sup>, however the West Horndon site has a much-reduced capacity at about £25/m<sup>2</sup>. The Dunton site does not have capacity to bear CIL.

*CIL as a proportion of Land Value and Gross Development Value*

10.29 To further inform the CIL rate setting process, we have calculated CIL as a proportion of the Residual Value and the Gross Development Value.

10.30 CIL as the proportion of the Residual Value, in approximate terms, represents the percentage fall in land value that a landowner may receive. As set out earlier in this report, it is inevitable that CIL will depress land prices. This is recognised in the RICS Guidance and was considered at the Greater Norwich CIL examination<sup>82</sup>. In Greater Norwich it was suggested that landowners may accept a 25% fall in land prices following the introduction of CIL saying:

*22. Thirdly the work done by the Councils to demonstrate what funds are likely to be available for CIL (Appendix 1 of the Note following Day 1) relies on the full 25% of the benchmark land value being available for the CIL "pot". While this may sometimes be the case it is unlikely that it will always apply. Even if some landowners may be prepared to accept less than 75% of the benchmark value, the 25% figure should be treated as a maximum and not an average. Using 25% to try to establish what the theoretical maximum amount in a CIL "pot" may be is reasonable, but when thinking about setting a CIL charge in the real world it would be prudent to treat it as a maximum that will only apply on some occasions in some circumstances.*

10.31 It is important to note that a wide-ranging debate took place at that CIL Examination and on the specific local circumstances. It would however be prudent to set CIL at a rate that does not result in a fall in land prices of greater than 25% or so.

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<sup>82</sup> Greater Norwich Development Partnership – for Broadland District Council, Norwich City Council and South Norfolk Council by Keith Holland BA (Hons) Dip TP, MRTPI ARICS Date: 4 December 2012



Table 10.6 CIL as a Proportion of Residual Value

		£0	£25	£50	£75	£100	£125	£150	£175	£200	£225	£250
Site 1	Officers Meadows											
Site 2	West Horndon	0%	3%	6%	10%	14%	18%	22%	27%	32%	37%	43%
Site 3	Dunton	0%	3%	6%	9%	13%	16%	20%	25%	29%	34%	39%
Site 4	Large Green 200	0%	6%	13%	21%	31%	41%	54%	68%	87%	110%	138%
Site 5	Medium Green 40	0%	2%	3%	5%	7%	8%	10%	12%	14%	16%	18%
Site 6	Medium Green 40 Fringe	0%	2%	4%	5%	7%	9%	11%	14%	16%	18%	21%
Site 7	Medium Green 20	0%	2%	3%	5%	7%	8%	10%	12%	14%	16%	19%
Site 8	Medium Green 20 Fringe	0%	2%	4%	5%	7%	9%	12%	14%	16%	18%	21%
Site 9	Medium Green 12	0%	2%	3%	5%	6%	8%	10%	12%	14%	16%	18%
Site 10	Medium Green 12 Fringe	0%	2%	4%	6%	8%	10%	12%	15%	17%	20%	23%
Site 11	Large Brown 100	0%	2%	4%	7%	9%	11%	14%	17%	20%	23%	26%
Site 12	Large Brown 100 HD	0%	2%	4%	6%	9%	11%	13%	16%	19%	21%	24%
Site 13	Large Brown 40	0%	2%	4%	6%	9%	11%	14%	16%	19%	22%	25%
Site 14	Large Brown 40 HD	0%	2%	4%	6%	8%	10%	12%	15%	17%	20%	23%
Site 15	Medium Brown 20	0%	2%	4%	6%	9%	11%	14%	16%	19%	22%	25%
Site 16	Medium Brown 20 HD	0%	2%	4%	6%	8%	10%	13%	15%	18%	21%	23%
Site 17	Medium Brown 12	0%	2%	4%	6%	8%	11%	13%	16%	18%	21%	24%
Site 18	Medium Brown 12 HD	0%	2%	4%	6%	8%	10%	12%	15%	17%	20%	22%
Site 19	Small Green 9	0%	1%	3%	4%	6%	7%	9%	10%	12%	14%	15%
Site 20	Small Green 4	0%	1%	3%	4%	6%	7%	9%	11%	12%	14%	16%
Site 21	Small Brown 9	0%	2%	3%	5%	7%	9%	11%	13%	15%	18%	20%
Site 22	Small Brown 9 HD	0%	2%	4%	6%	8%	10%	12%	14%	16%	19%	21%
Site 23	Small Brown 4	0%	2%	4%	6%	8%	10%	12%	14%	17%	19%	22%
Site 24	Small Brown 4 HD	0%	2%	4%	7%	9%	12%	15%	18%	21%	24%	27%

		£275	£300	£325	£350	£375	£400	£425	£450	£475	£500
Site 1	Officers Meadows										
Site 2	West Horndon	49%	56%	64%	72%	82%	92%	104%	117%	131%	148%
Site 3	Dunton	45%	51%	57%	65%	72%	81%	91%	101%	113%	126%
Site 4	Large Green 200	175%	226%	300%	417%	628%	1129%	3819%	-3250%	-1208%	-71%
Site 5	Medium Green 40	24%	27%	30%	33%	37%	40%	44%	47%	51%	56%
Site 6	Medium Green 40 Fringe	20%	23%	25%	27%	30%	33%	36%	38%	41%	45%
Site 7	Medium Green 20	25%	26%	29%	31%	34%	38%	41%	45%	48%	52%
Site 8	Medium Green 20 Fringe	23%	23%	26%	28%	31%	33%	36%	39%	42%	46%
Site 9	Medium Green 12	20%	22%	25%	27%	30%	32%	35%	38%	41%	44%
Site 10	Medium Green 12 Fringe	25%	28%	31%	35%	38%	42%	46%	50%	54%	58%
Site 11	Large Brown 100	28%	33%	37%	41%	45%	49%	54%	59%	64%	70%
Site 12	Large Brown 100 HD	28%	31%	34%	38%	42%	46%	50%	55%	60%	65%
Site 13	Large Brown 40	28%	32%	35%	39%	43%	47%	52%	57%	62%	67%
Site 14	Large Brown 40 HD	28%	29%	32%	35%	39%	42%	46%	50%	54%	59%
Site 15	Medium Brown 20	28%	31%	35%	38%	43%	47%	51%	56%	61%	67%
Site 16	Medium Brown 20 HD	26%	29%	33%	36%	40%	44%	48%	52%	57%	61%
Site 17	Medium Brown 12	27%	30%	34%	37%	41%	45%	49%	54%	59%	64%
Site 18	Medium Brown 12 HD	25%	28%	31%	34%	38%	41%	45%	49%	53%	58%
Site 19	Small Green 9	17%	19%	21%	23%	25%	27%	30%	32%	34%	37%
Site 20	Small Green 4	18%	20%	22%	24%	26%	28%	30%	33%	35%	38%
Site 21	Small Brown 9	23%	25%	28%	31%	34%	37%	40%	43%	47%	51%
Site 22	Small Brown 9 HD	24%	27%	30%	33%	36%	40%	43%	47%	51%	55%
Site 23	Small Brown 4	25%	27%	30%	34%	37%	40%	44%	48%	52%	56%
Site 24	Small Brown 4 HD	31%	35%	39%	43%	48%	53%	58%	64%	70%	77%

Source: HDH (July 2022)

10.32 Above it was found that most sites were viable at rates of CIL of £500/m<sup>2</sup> on the greenfield sites and £350/m<sup>2</sup> on the brownfield sites. CIL at above £250/m<sup>2</sup> would however have a



notable impact on land prices with values potentially falling over 50% on some sites. The analysis in the table above suggests a maximum rate of £250/m<sup>2</sup> or so may be appropriate on the typologies, with £150/m<sup>2</sup> on the Officer's Meadows and West Horndon Strategic Sites.

- 10.33 Plan-wide viability testing is not an exact science. The process is based on high level modelling and assumptions and development costs and assumptions. The process adopted by many developers is similar, hence the use of contingency sums, the competitive return assumptions and the generally cautious approach. In the following tables we have set out CIL, at a range of rates, as a proportion of the Gross Development Value (GDV). Generally, we would advise that CIL should be less than 5% or so of GDV.

Table 10.7 CIL as a Proportion of Scheme Value (GDV)

		£0	£25	£50	£75	£100	£125	£150	£175	£200	£225	£250
Site 1	Officers Meadows	0.00%	0.41%	0.81%	1.22%	1.62%	2.03%	2.43%	2.84%	3.24%	3.65%	4.05%
Site 2	West Horndon	0.00%	0.41%	0.83%	1.24%	1.65%	2.06%	2.48%	2.89%	3.30%	3.71%	4.13%
Site 3	Dunton	0.00%	0.40%	0.79%	1.19%	1.59%	1.98%	2.38%	2.78%	3.17%	3.57%	3.97%
Site 4	Large Green 200	0.00%	0.41%	0.81%	1.22%	1.62%	2.03%	2.43%	2.84%	3.24%	3.65%	4.05%
Site 5	Medium Green 40	0.00%	0.40%	0.79%	1.19%	1.58%	1.98%	2.37%	2.77%	3.17%	3.56%	3.96%
Site 6	Medium Green 40 Fringe	0.00%	0.41%	0.82%	1.23%	1.65%	2.06%	2.47%	2.88%	3.29%	3.70%	4.12%
Site 7	Medium Green 20	0.00%	0.40%	0.81%	1.21%	1.61%	2.02%	2.42%	2.82%	3.23%	3.63%	4.03%
Site 8	Medium Green 20 Fringe	0.00%	0.42%	0.84%	1.26%	1.68%	2.10%	2.52%	2.93%	3.35%	3.77%	4.19%
Site 9	Medium Green 12	0.00%	0.40%	0.80%	1.19%	1.59%	1.99%	2.39%	2.78%	3.18%	3.58%	3.98%
Site 10	Medium Green 12 Fringe	0.00%	0.41%	0.83%	1.24%	1.66%	2.07%	2.48%	2.90%	3.31%	3.73%	4.14%
Site 11	Large Brown 100	0.00%	0.41%	0.82%	1.24%	1.65%	2.06%	2.47%	2.88%	3.30%	3.71%	4.12%
Site 12	Large Brown 100 HD	0.00%	0.40%	0.80%	1.20%	1.60%	2.00%	2.40%	2.80%	3.20%	3.60%	4.00%
Site 13	Large Brown 40	0.00%	0.41%	0.82%	1.24%	1.65%	2.06%	2.47%	2.88%	3.29%	3.71%	4.12%
Site 14	Large Brown 40 HD	0.00%	0.40%	0.80%	1.19%	1.59%	1.99%	2.39%	2.79%	3.19%	3.58%	3.98%
Site 15	Medium Brown 20	0.00%	0.43%	0.85%	1.28%	1.71%	2.14%	2.56%	2.99%	3.42%	3.84%	4.27%
Site 16	Medium Brown 20 HD	0.00%	0.40%	0.81%	1.21%	1.61%	2.02%	2.42%	2.83%	3.23%	3.63%	4.04%
Site 17	Medium Brown 12	0.00%	0.41%	0.83%	1.24%	1.65%	2.06%	2.48%	2.89%	3.30%	3.72%	4.13%
Site 18	Medium Brown 12 HD	0.00%	0.40%	0.80%	1.20%	1.59%	1.99%	2.39%	2.79%	3.19%	3.59%	3.99%
Site 19	Small Green 9	0.00%	0.43%	0.87%	1.30%	1.74%	2.17%	2.61%	3.04%	3.48%	3.91%	4.35%
Site 20	Small Green 4	0.00%	0.43%	0.87%	1.30%	1.74%	2.17%	2.61%	3.04%	3.48%	3.91%	4.35%
Site 21	Small Brown 9	0.00%	0.49%	0.98%	1.47%	1.96%	2.44%	2.93%	3.42%	3.91%	4.40%	4.89%
Site 22	Small Brown 9 HD	0.00%	0.48%	0.97%	1.45%	1.93%	2.41%	2.90%	3.38%	3.86%	4.35%	4.83%
Site 23	Small Brown 4	0.00%	0.49%	0.97%	1.46%	1.95%	2.44%	2.92%	3.41%	3.90%	4.39%	4.87%
Site 24	Small Brown 4 HD	0.00%	0.47%	0.95%	1.42%	1.90%	2.37%	2.85%	3.32%	3.80%	4.27%	4.75%
Site 1	Officers Meadows		4.46%	4.86%	5.27%	5.67%	6.08%	6.48%	6.89%	7.29%	7.70%	8.10%
Site 2	West Horndon		4.54%	4.95%	5.37%	5.78%	6.19%	6.60%	7.02%	7.43%	7.84%	8.25%
Site 3	Dunton		4.36%	4.76%	5.15%	5.55%	5.95%	6.34%	6.74%	7.14%	7.53%	7.93%
Site 4	Large Green 200		4.46%	4.86%	5.27%	5.67%	6.08%	6.48%	6.89%	7.29%	7.70%	8.10%
Site 5	Medium Green 40		4.35%	4.75%	5.14%	5.54%	5.93%	6.33%	6.73%	7.12%	7.52%	7.91%
Site 6	Medium Green 40 Fringe		4.55%	4.94%	5.35%	5.76%	6.17%	6.59%	7.00%	7.41%	7.82%	8.23%
Site 7	Medium Green 20		4.43%	4.84%	5.24%	5.64%	6.05%	6.45%	6.85%	7.26%	7.66%	8.06%
Site 8	Medium Green 20 Fringe		4.61%	5.03%	5.45%	5.87%	6.29%	6.71%	7.13%	7.55%	7.97%	8.38%
Site 9	Medium Green 12		4.37%	4.77%	5.17%	5.57%	5.97%	6.36%	6.76%	7.16%	7.56%	7.95%
Site 10	Medium Green 12 Fringe		4.55%	4.97%	5.38%	5.79%	6.21%	6.62%	7.04%	7.45%	7.86%	8.28%
Site 11	Large Brown 100		4.53%	4.94%	5.36%	5.77%	6.18%	6.59%	7.00%	7.42%	7.83%	8.24%
Site 12	Large Brown 100 HD		4.40%	4.80%	5.20%	5.60%	6.01%	6.41%	6.81%	7.21%	7.61%	8.01%
Site 13	Large Brown 40		4.53%	4.94%	5.35%	5.77%	6.18%	6.59%	7.00%	7.41%	7.83%	8.24%
Site 14	Large Brown 40 HD		4.38%	4.78%	5.18%	5.58%	5.97%	6.37%	6.77%	7.17%	7.57%	7.96%
Site 15	Medium Brown 20		4.70%	5.13%	5.55%	5.98%	6.41%	6.83%	7.26%	7.69%	8.12%	8.54%
Site 16	Medium Brown 20 HD		4.44%	4.84%	5.25%	5.65%	6.05%	6.46%	6.86%	7.27%	7.67%	8.07%
Site 17	Medium Brown 12		4.54%	4.96%	5.37%	5.78%	6.19%	6.61%	7.02%	7.43%	7.85%	8.26%
Site 18	Medium Brown 12 HD		4.39%	4.78%	5.18%	5.58%	5.98%	6.38%	6.78%	7.18%	7.58%	7.97%
Site 19	Small Green 9		4.78%	5.22%	5.65%	6.09%	6.52%	6.96%	7.39%	7.83%	8.26%	8.70%
Site 20	Small Green 4		4.78%	5.22%	5.65%	6.09%	6.52%	6.96%	7.39%	7.83%	8.26%	8.70%
Site 21	Small Brown 9		5.38%	5.87%	6.36%	6.84%	7.33%	7.82%	8.31%	8.80%	9.29%	9.78%
Site 22	Small Brown 9 HD		5.31%	5.79%	6.28%	6.76%	7.24%	7.73%	8.21%	8.69%	9.17%	9.66%
Site 23	Small Brown 4		5.36%	5.85%	6.34%	6.82%	7.31%	7.80%	8.29%	8.77%	9.26%	9.75%
Site 24	Small Brown 4 HD		5.22%	5.70%	6.17%	6.64%	7.12%	7.59%	8.07%	8.54%	9.02%	9.49%

Source: HDH (July 2022)



10.34 This analysis shows that CIL at the above rates would be less than 5% or so of the Gross Development Value. On this basis the Council can have further confidence that development would not be put at risk.

*The Potential for CIL – Older People’s Housing*

10.35 As well as mainstream housing, we have considered the retirement sectors separately. The following table show the Additional Profit. This is the amount over and above the Benchmark Land Value, having provided the full policy requirements set out in the emerging Plan. The appraisals include the allowances for strategic infrastructure and mitigation, under s106, as in the Base Appraisals in Chapter 10 above, (typologies at £2,500/unit and the Strategic Sites as estimated).

<b>Table 10.8 Additional Profit – Older People’s Housing</b>					
				£ Site	£/m <sup>2</sup>
Site 1	Sheltered	Greenfield	Paddock	3,417,621	1,128
Site 1	Sheltered	Brownfield	Industrial	2,063,799	681
Site 1	Extracare	Greenfield	Paddock	3,286,808	877
Site 1	Extracare	Brownfield	Industrial	13,888,148	3,850

Source: HDH (July 2022)

10.36 When the Additional Profit is considered, it can be seen that there is considerable capacity to bear CIL on all the sites.

10.37 As for mainstream housing, we have run further appraisals with a range of levels of CIL We have run simple appraisals based on the assumptions set out in the earlier sections of this report. In the following analysis we have shown the impact of CIL: As above the BLV has been lifted by 30%.

Table 10.9 Residual Value v BLV +30%

	CIL	Greenfield			Brownfield				
		EUV	BLV Plus 30%	Residual Value Sheltered	Extracare	EUV	BLV Plus 30%	BLV Sheltered	Extracare
Site 1	£0	50,000	650,000	9,001,265	8,784,336	1,200,000	1,872,000	7,715,211	7,983,314
Site 2	£20	50,000	650,000	8,878,233	8,632,221	1,200,000	1,872,000	8,020,864	8,399,714
Site 3	£40	50,000	650,000	8,755,202	8,480,107	1,200,000	1,872,000	7,897,833	8,253,233
Site 4	£60	50,000	650,000	8,632,170	8,327,992	1,200,000	1,872,000	7,774,801	8,106,752
Site 5	£80	50,000	650,000	8,509,138	8,175,877	1,200,000	1,872,000	7,651,769	7,960,271
Site 6	£100	50,000	650,000	8,386,106	8,023,762	1,200,000	1,872,000	7,528,737	7,813,790
Site 7	£120	50,000	650,000	8,263,075	7,871,648	1,200,000	1,872,000	7,405,705	7,667,309
Site 8	£140	50,000	650,000	8,140,043	7,719,533	1,200,000	1,872,000	7,282,674	7,520,828
Site 9	£160	50,000	650,000	8,017,011	7,567,418	1,200,000	1,872,000	7,159,642	7,374,347
Site 10	£180	50,000	650,000	7,893,979	7,415,303	1,200,000	1,872,000	7,036,610	7,227,866
Site 11	£200	50,000	650,000	7,770,948	7,263,189	1,200,000	1,872,000	6,913,578	7,081,386
Site 12	£220	50,000	650,000	7,647,916	7,111,074	1,200,000	1,872,000	6,790,547	6,934,905
Site 13	£240	50,000	650,000	7,524,884	6,958,959	1,200,000	1,872,000	6,667,515	6,788,424
Site 14	£260	50,000	650,000	7,401,852	6,806,844	1,200,000	1,872,000	6,544,483	6,641,943
Site 15	£280	50,000	650,000	7,278,821	6,654,730	1,200,000	1,872,000	6,421,451	6,495,462
Site 16	£300	50,000	650,000	7,155,789	6,502,615	1,200,000	1,872,000	6,298,420	6,348,981
Site 17	£320	50,000	650,000	7,032,757	6,350,500	1,200,000	1,872,000	6,175,388	6,202,500
Site 18	£340	50,000	650,000	6,909,725	6,198,385	1,200,000	1,872,000	6,052,356	6,056,019
Site 19	£360	50,000	650,000	6,786,693	6,046,270	1,200,000	1,872,000	5,929,324	5,909,539
Site 20	£380	50,000	650,000	6,663,662	5,894,156	1,200,000	1,872,000	5,806,293	5,763,058
Site 21	£400	50,000	650,000	6,540,630	5,742,041	1,200,000	1,872,000	5,683,261	5,616,577
Site 22	£420	50,000	650,000	6,417,598	5,589,926	1,200,000	1,872,000	5,560,229	5,470,096
Site 23	£440	50,000	650,000	6,294,566	5,437,811	1,200,000	1,872,000	5,437,197	5,323,615
Site 24	£460	50,000	650,000	6,171,535	5,285,697	1,200,000	1,872,000	5,314,166	5,177,134
Site 25	£480	50,000	650,000	6,048,503	5,133,582	1,200,000	1,872,000	5,191,134	5,030,653
Site 26	£500	50,000	650,000	5,925,471	4,981,467	1,200,000	1,872,000	5,068,102	4,884,172

Source: HDH (July 2022)

10.38 This analysis shows that across all the typologies the Residual Value exceeds BLV +30% for rates of CIL of up to £500/m<sup>2</sup>, indicating that development is likely to be viable with that level of CIL.



10.39 To further inform the CIL rate setting process, we have calculated CIL as a proportion of the Residual Value and the Gross Development Value. It would however be prudent to set CIL at a rate that does not result in a fall in land prices of greater than 25% or so.

<b>Table 10.10 CIL as a Proportion of Residual Value</b>						
	CIL Rate	Greenfield			Brownfield	
		Sheltered	Extracare		Sheltered	Extracare
Site 1	£0	0.00%	0.00%		0.00%	0.00%
Site 2	£20	1.37%	1.74%		1.51%	1.72%
Site 3	£40	2.77%	3.53%		3.07%	3.50%
Site 4	£60	4.21%	5.40%		4.68%	5.34%
Site 5	£80	5.70%	7.33%		6.34%	7.25%
Site 6	£100	7.23%	9.34%		8.05%	9.23%
Site 7	£120	8.80%	11.42%		9.82%	11.29%
Site 8	£140	10.42%	13.59%		11.65%	13.43%
Site 9	£160	12.09%	15.84%		13.54%	15.65%
Site 10	£180	13.82%	18.19%		15.50%	17.97%
Site 11	£200	15.60%	20.63%		17.53%	20.38%
Site 12	£220	17.43%	23.18%		19.63%	22.89%
Site 13	£240	19.33%	25.84%		21.81%	25.51%
Site 14	£260	21.29%	28.62%		24.08%	28.24%
Site 15	£280	23.31%	31.52%		26.42%	31.10%
Site 16	£300	25.41%	34.57%		28.86%	34.09%
Site 17	£320	27.57%	37.75%		31.40%	37.22%
Site 18	£340	29.82%	41.10%		34.04%	40.51%
Site 19	£360	32.15%	44.61%		36.79%	43.95%
Site 20	£380	34.56%	48.30%		39.66%	47.57%
Site 21	£400	37.06%	52.19%		42.65%	51.38%
Site 22	£420	39.66%	56.30%		45.78%	55.40%
Site 23	£440	42.36%	60.63%		49.04%	59.63%
Site 24	£460	45.17%	65.21%		52.46%	64.11%
Site 25	£480	48.09%	70.06%		56.03%	68.84%
Site 26	£500	51.14%	75.20%		59.79%	73.86%
Site 27	£520	54.31%	80.68%		63.72%	79.19%
Site 28	£540	57.62%	86.50%		67.86%	84.86%
Site 29	£560	61.08%	92.72%		72.22%	90.90%
Site 30	£580	64.69%	99.37%		76.81%	97.36%

Source: HDH (July 2022)

- 10.40 Above it was found that most sites were viable at rates of CIL of £500/m<sup>2</sup>. CIL at above £220/m<sup>2</sup> would however have a notable impact on land prices with values potentially falling over 25%. The analysis in the table above suggests a maximum rate of £220/m<sup>2</sup> or so may be appropriate for specialist older people's housing.
- 10.41 In the following tables we have set out CIL, at a range of rates, as a proportion of the Gross Development Value (GDV). Generally, we would advise that CIL should be less than 5% or so of GDV.

<b>Table 10.11 CIL as a Proportion of Scheme Value (GDV)</b>						
	CIL Rate	Greenfield			Brownfield	
		Sheltered	Extracare		Sheltered	Extracare
Site 1	£0	0.00%	0.00%		0.00%	0.00%
Site 2	£20	0.29%	0.29%		0.29%	0.28%
Site 3	£40	0.58%	0.59%		0.58%	0.56%
Site 4	£60	0.87%	0.88%		0.87%	0.85%
Site 5	£80	1.16%	1.17%		1.16%	1.13%
Site 6	£100	1.46%	1.46%		1.46%	1.41%
Site 7	£120	1.75%	1.76%		1.75%	1.69%
Site 8	£140	2.04%	2.05%		2.04%	1.97%
Site 9	£160	2.33%	2.34%		2.33%	2.26%
Site 10	£180	2.62%	2.64%		2.62%	2.54%
Site 11	£200	2.91%	2.93%		2.91%	2.82%
Site 12	£220	3.20%	3.22%		3.20%	3.10%
Site 13	£240	3.49%	3.51%		3.49%	3.38%
Site 14	£260	3.79%	3.81%		3.79%	3.67%
Site 15	£280	4.08%	4.10%		4.08%	3.95%
Site 16	£300	4.37%	4.39%		4.37%	4.23%
Site 17	£320	4.66%	4.69%		4.66%	4.51%
Site 18	£340	4.95%	4.98%		4.95%	4.79%
Site 19	£360	5.24%	5.27%		5.24%	5.08%
Site 20	£380	5.53%	5.56%		5.53%	5.36%
Site 21	£400	5.82%	5.86%		5.82%	5.64%
Site 22	£420	6.12%	6.15%		6.12%	5.92%
Site 23	£440	6.41%	6.44%		6.41%	6.20%
Site 24	£460	6.70%	6.74%		6.70%	6.49%
Site 25	£480	6.99%	7.03%		6.99%	6.77%
Site 26	£500	7.28%	7.32%		7.28%	7.05%
Site 27	£520	7.57%	7.61%		7.57%	7.33%
Site 28	£540	7.86%	7.91%		7.86%	7.61%
Site 29	£560	8.15%	8.20%		8.15%	7.90%
Site 30	£580	8.44%	8.49%		8.44%	8.18%

Source: HDH (July 2022)

10.42 This analysis shows that CIL at the above rates would be less than 5% or so of the Gross Development Value. On this basis the Council can have further confidence that development would not be put at risk.



### **Impact of Change in Values and Costs**

- 10.43 Whatever rates of CIL are adopted, development viability should not be unduly sensitive to future changes in prices and costs. In this report, the analysis is based on the build costs produced by BCIS. As well as producing estimates of build costs, BCIS also produces various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts (at July 2022) an increase in prices of 8.22% over the next 3 years<sup>83</sup>.
- 10.44 As set out in Chapter 4, we are in a current period of uncertainty in the property market. It is not the purpose of this report to predict the future of the market. We have run a further set of appraisals for the residential development, that incorporate the recommended rates of CIL (£250/m<sup>2</sup> for general development, £150/m<sup>2</sup> for Officer's Meadows and £25/m<sup>2</sup> for West Horndon). tested a range of cost and price change scenarios. In this analysis, we have assumed all other matters in the base appraisals remain unchanged.

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BCIS General Building Cost Index		
Jul-2022	436.7	Forecast
Jul-2025	472.6	Forecast
Change	35.9	8.22%

**Table 10.12 Impact of Changes in Build Costs and Values**

	Residential Value	EUV	BLV Residual Value						+20%	+15%	+10%	+5%	+0%	-5%	-10%	-15%	-20%
			+20%	+15%	+10%	+5%	+0%	-5%									
	BCIS																
Site 1	Officers Meadows	25,000	480,000	376,316	521,625	666,934	812,242	954,499	528,619	743,085	954,499	1,165,190	1,375,882	1,586,574	1,797,266		
Site 2	West Horndon	1,200,000	1,440,000	940,988	1,183,392	1,425,795	1,668,198	1,910,602	1,209,025	1,559,814	1,910,602	2,261,390	2,612,178	2,962,966	3,311,536		
Site 3	Dunton	100,000	570,000	117,454	197,899	278,344	357,472	436,230	203,144	320,266	436,230	552,195	666,778	781,250	895,723		
Site 4	Large Green 200	25,000	480,000	1,239,573	1,426,409	1,613,245	1,800,081	1,986,917	1,412,666	1,699,792	1,986,917	2,274,043	2,561,168	2,848,294	3,135,419		
Site 5	Medium Green 40	25,000	480,000	1,549,747	1,758,396	1,967,045	2,175,694	2,384,343	1,736,593	2,060,468	2,384,343	2,708,218	3,032,093	3,355,968	3,679,843		
Site 6	Medium Green 40 Fringe	25,000	480,000	1,271,275	1,479,924	1,688,573	1,897,222	2,105,871	1,485,968	1,795,919	2,105,871	2,415,822	2,725,774	3,035,725	3,345,677		
Site 7	Medium Green 20	25,000	480,000	1,790,950	2,032,541	2,274,132	2,515,722	2,757,313	2,001,359	2,379,336	2,757,313	3,135,290	3,513,266	3,891,243	4,269,220		
Site 8	Medium Green 20 Fringe	25,000	480,000	1,479,701	1,719,862	1,960,024	2,200,185	2,440,346	1,719,156	2,079,751	2,440,346	2,800,942	3,161,537	3,522,132	3,882,727		
Site 9	Medium Green 12	50,000	510,000	2,213,334	2,501,335	2,789,336	3,077,337	3,365,338	2,459,695	2,912,517	3,365,338	3,818,160	4,270,981	4,723,803	5,176,624		
Site 10	Medium Green 12 Fringe	50,000	510,000	1,481,873	1,783,923	2,085,973	2,388,023	2,690,073	1,823,365	2,256,719	2,690,073	3,123,428	3,556,782	3,990,137	4,423,491		
Site 11	Large Brown 100	1,200,000	1,440,000	1,182,027	1,493,916	1,805,806	2,117,695	2,429,585	1,563,640	1,996,612	2,429,585	2,862,558	3,295,530	3,728,503	4,161,476		
Site 12	Large Brown 100 HD	1,200,000	1,440,000	1,166,359	1,452,564	1,738,768	2,024,972	2,311,176	1,521,909	1,916,543	2,311,176	2,705,810	3,100,444	3,495,078	3,889,712		
Site 13	Large Brown 40	1,200,000	1,440,000	855,900	1,073,785	1,291,671	1,509,556	1,727,442	1,124,971	1,426,206	1,727,442	2,028,677	2,329,913	2,631,148	2,932,384		
Site 14	Large Brown 40 HD	1,200,000	1,440,000	1,315,751	1,616,457	1,917,163	2,217,868	2,518,574	1,690,298	2,104,436	2,518,574	2,932,713	3,346,851	3,760,990	4,175,128		
Site 15	Medium Brown 20	1,200,000	1,440,000	1,073,333	1,335,087	1,596,841	1,858,596	2,120,350	1,366,010	1,753,180	2,120,350	2,487,520	2,854,689	3,221,859	3,589,029		
Site 16	Medium Brown 20 HD	1,200,000	1,440,000	1,908,967	2,381,009	2,853,051	3,325,093	3,797,135	2,507,466	3,152,300	3,797,135	4,441,969	5,086,804	5,731,638	6,376,473		
Site 17	Medium Brown 12	1,200,000	1,440,000	1,236,131	1,541,389	1,846,648	2,151,906	2,457,164	1,610,229	2,033,697	2,457,164	2,880,632	3,304,099	3,727,567	4,151,034		
Site 18	Medium Brown 12 HD	1,200,000	1,440,000	2,111,205	2,578,702	3,046,200	3,513,698	3,981,196	2,679,415	3,330,305	3,981,196	4,632,086	5,282,977	5,933,867	6,584,758		
Site 19	Small Green 9	50,000	510,000	3,879,379	4,168,665	4,457,952	4,747,239	5,036,525	3,854,575	4,445,550	5,036,525	5,627,501	6,218,476	6,809,451	7,400,426		
Site 20	Small Green 4	50,000	510,000	3,591,058	3,879,349	4,167,641	4,455,932	4,744,224	3,598,861	4,171,543	4,744,224	5,316,905	5,889,586	6,462,267	7,034,948		
Site 21	Small Brown 9	1,200,000	1,440,000	2,778,595	3,066,894	3,355,193	3,643,493	3,931,792	2,862,918	3,397,355	3,931,792	4,466,229	5,000,666	5,535,103	6,069,540		
Site 22	Small Brown 9 HD	1,200,000	1,440,000	3,631,065	4,092,181	4,553,298	5,014,414	5,475,531	3,860,375	4,667,953	5,475,531	6,283,109	7,090,687	7,898,265	8,705,843		
Site 23	Small Brown 4	1,200,000	1,440,000	2,779,241	3,143,070	3,506,898	3,870,726	4,234,555	2,974,424	3,604,489	4,234,555	4,864,620	5,494,685	6,124,751	6,754,816		
Site 24	Small Brown 4 HD	1,200,000	1,440,000	3,005,180	3,792,423	4,565,274	5,338,124	6,110,974	3,678,374	4,895,366	6,110,974	7,296,256	8,477,622	9,658,987	10,840,353		

Source: HDH (July 2022)



- 10.45 The analysis demonstrates that most development is likely to be able to absorb increases in build costs of at least 10%, but if costs were to increase by over 15%, then viability would be impacted. A modest fall in values (relative to costs) is unlikely to have a significant impact on viability.



## 11. Non-Residential Appraisals

- 11.1 In the preceding chapters we set out the assumptions for the non-residential development appraisals and concluded – at least initially – that the main cost and income assumptions apply across the Borough. Based on the assumptions set out previously, we have run a set of development financial appraisals for the non-residential development types. The detailed appraisal results are set out in **Appendix 14** and summarised in the table below.
- 11.2 As with the residential appraisals, we have used the Residual Valuation approach. We have run appraisals to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents, and an appropriate amount of developers' profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. To assess viability, we have used the same methodology with regard to the Benchmark Land Values (Existing / Alternative Land Use 'plus').
- 11.3 As for residential development, the Residual Value has been calculated with a range of levels of CIL.

Employment Uses

**Table 11.1 Appraisal Results showing Approximate Residual Value  
Employment Uses**

GREENFIELD		Offices - Central	Offices - Small	Offices - Park	Industrial	Industrial - Small	Distribution
	£/m2	0	0	0	0	0	0
<b>RESIDUAL VALUE</b>	<b>Site</b>	<b>-43,091</b>	<b>-26,729</b>	<b>23,471</b>	<b>1,877,711</b>	<b>-403,449</b>	<b>4,365,939</b>
Existing Use Value	£/ha	50,000	50,000	50,000	50,000	50,000	50,000
Viability Threshold	£/ha	500,000	500,000	500,000	500,000	500,000	500,000
Residual Value	£/ha	-603,278	-748,402	88,017	1,877,711	-4,034,487	3,820,197
Additional Profit		-78,806	-44,586	-109,862	1,377,711	-453,449	3,794,511
		-39	-89	-55	344	-1,134	949
BROWNFIELD		Offices - Central	Offices - Small	Offices - Park	Industrial	Industrial - Small	Distribution
	£/m2	0	0	0	0	0	0
<b>RESIDUAL VALUE</b>	<b>Site</b>	<b>-462,034</b>	<b>-132,415</b>	<b>-400,551</b>	<b>1,496,366</b>	<b>-460,371</b>	<b>4,305,081</b>
Existing Use Value	£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Viability Threshold	£/ha	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000
Residual Value	£/ha	-6,468,474	-3,707,625	-1,502,065	1,496,366	-4,603,707	3,766,946
Additional Profit		-564,891	-183,844	-784,551	56,366	-604,371	2,659,367
		-282	-368	-392	14	-1,511	665
Brentwood Enterprise Park							
	£/m2	0					
<b>RESIDUAL VALUE</b>	<b>Site</b>	<b>99,999,738</b>					
Existing Use Value	£/ha	1,200,000					
Viability Threshold	£/ha	1,440,000					
Residual Value	£/ha	2,199,730					
Additional Profit		34,537,338					
		307					

Source: HDH (July 2022)



- 11.4 The results are consistent with those presented in 2018, except in relation to industrial uses which show a marked improvement in the Residual Value. In addition, logistics uses are shown as being viable and having capacity to bear CIL.
- 11.5 It is necessary to consider the St. Modwen Brentwood Enterprise Park. This site is subject to a current planning application, and it is anticipated that the site will make a £13,247,138 contribution towards strategic infrastructure and mitigation measures. Based on the current planning application for 112,466m<sup>2</sup> of space, this requirement works out at £118/m<sup>2</sup>. The above analysis does not make any allowance for s106 costs. The Brentwood Enterprise Park Site is currently in mixed uses, with part of the site being in agricultural use, but a significant part of the site is in a range of yard / depot / outdoor storage uses, with some temporary buildings being on-site. Whilst this site may be consented before CIL is adopted, a separate appraisal has been run for this Strategic Site, that includes the anticipated s106 costs.

Retail and Hotel

Table 11.2 Appraisal Results showing Approximate Residual Value									
Retail and Hotel									
GREENFIELD		Prime Retail	Secondary Retail	Supermarket	Retail Warehouse	Hotel			
	£/m2	0	0	0	0	0			
	Site	707,571	124,920	2,771,940	5,445,593	-208,168			
Existing Use Value	£/ha	50,000	50,000	50,000	50,000	50,000			
Viability Threshold	£/ha	500,000	500,000	500,000	500,000	500,000			
Residual Value	£/ha	28,302,834	4,996,784	9,239,801	6,806,991	-473,109			
Additional Profit		695,071	112,420	2,621,940	5,045,593	-428,168			
		3,475	562	2,185	1,261	-289			
BROWNFIELD		Prime Retail	Secondary Retail	Supermarket	Retail Warehouse	Hotel			
	£/m2	0	0	0	0	0			
	Site	678,098	95,446	2,571,279	5,039,450	-509,155			
Existing Use Value	£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000			
Viability Threshold	£/ha	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000			
Residual Value	£/ha	27,123,903	3,817,853	8,570,931	6,299,313	-1,157,170			
Additional Profit		642,098	59,446	2,139,279	3,887,450	-1,142,755			
		3,210	297	1,783	972	-771			

Source: HDH (July 2022)

11.6 Retail development is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin (indicating the ability to make developer contributions).

11.7 The analysis includes hotel use. This is not shown to be viable on greenfield or on brownfield land.







Table 11.3b Non-Residential Uses - Brownfield

Industrial		0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
CIL	RESIDUAL VALUE	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>	£/m <sup>2</sup>
Existing Use Value	£761	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Viability Threshold	£761	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000	1,872,000
Residual Value	£/m <sup>2</sup>	-671	-672	-673	-674	-675	-676	-677	-678	-679	-680	-681	-682	-683	-684	-685	-686	-687	-688	-689	-690	-691
Additional Profit		56,36	26,08	106,43	190,63	273,23	355,33	438,03	520,43	602,53	685,23	767,53	850,43	932,93	1,015,13	1,097,23	1,179,13	1,261,03	1,342,93	1,424,83	1,506,73	1,588,63
CIL as %	total Value	0.0%	5.7%	12.9%	19.2%	27.4%	35.9%	47.9%	60.9%	75.4%	91.0%	110.0%	140.0%	180.0%	240.0%	320.0%	420.0%	550.0%	720.0%	940.0%	1,220.0%	1,560.0%
GOV	GOV	0.0%	0.0%	2.0%	3.0%	4.0%	5.0%	6.0%	7.0%	8.0%	9.0%	10.0%	11.0%	12.0%	13.0%	14.0%	15.0%	16.0%	17.0%	18.0%	19.0%	20.0%

Source: HDH (July 2022)

11.10 The above analysis suggests the following rates of CIL. In considering these rates it is assumed that shop-based retail is likely to be on brownfield sites and distribution and logistics uses are likely to be on greenfield sites.

- a. Office Development £0/m<sup>2</sup>
- b. Industrial Development
  - i. Greenfield £80/m<sup>2</sup>
  - ii. Brownfield £0/m<sup>2</sup>
- c. Distribution and Logistics £140/m<sup>2</sup>



d.	Prime Retail	£340/m <sup>2</sup>
e.	Other Retail	£80/m <sup>2</sup>
f.	Supermarket	£260/m <sup>2</sup>
g.	Retail Warehouse	£160/m <sup>2</sup>
h.	Hotel	£0/m <sup>2</sup>



## 12. Setting Brentwood's CIL

- 12.1 This final chapter brings together the findings of this report and provides a non-technical summary of the overall assessment that can be read on a standalone basis. Having said this, a viability assessment of this type is, by its very nature, a technical document that is prepared to address the very specific requirements of the National Planning Policy Framework (NPPF), so it is recommended the report is read in full. As this is a summary chapter, some of the content of earlier chapters is repeated.
- 12.2 This document sets out the methodology used, the key assumptions adopted, and the results. It has been prepared to assist the Council with the assessment of the viability in the context of setting a Community Infrastructure Levy. The NPPF, the updated Planning Practice Guidance (PPG) and the Harman Viability Guidance require stakeholder engagement – particularly with members of the development industry. Consultation has taken place and, whilst there was not universal agreement, a broad consensus was achieved.
- 12.3 HDH Planning & Development Ltd prepared the *Local Plan Viability Assessment* (HDH, October 2018) and supported the Council through the plan-making and examination process. The 2018 Local Plan Viability Assessment (LPVA) included consideration of CIL and rates were recommended. The 2018 LPVA was considered in detail through the Local Plan Examination. The inspectors concluded that the '*Council's viability assessment 2018 provides a robust assessment of the overall cumulative impact of the policies in the Plan, in accordance with national policy, good practice guidance and relevant regulations...*'. The viability evidence is sound and is the appropriate starting point for the consideration of CIL.
- 12.4 This CIL Viability Assessment updates the 2018 LPVA, taking into account the changes in costs and values and also picks up changes in national policy that have been made over the last few years. Where possible the approach, the methodology and assumptions used in the 2018 LPVA are carried forward into this report, and are only changed where absolutely necessary. This document follows the structure of the 2018 LPVA, setting out the methodology used, the key assumptions adopted, and contains an assessment of the effect of CIL on viability.
- 12.5 In May 2022 the Government published the *Levelling-up and Regeneration Bill*. This includes reference to a new national Infrastructure Levy. The Bill suggests that the Infrastructure Levy would be set, having regard to viability, and makes reference to the *Infrastructure Levy Regulations*. *Infrastructure Levy Regulations* has yet to be published. It will be necessary for the Council to monitor the progress of the Bill and in due course review this report, as and when the Regulations are published.

### Compliance

- 12.6 HDH Planning & Development Ltd is a firm regulated by the Royal Institution of Chartered Surveyors (RICS). As a firm regulated by the RICS it is necessary to have regard to RICS Professional Standards and Guidance. There are two principal pieces of relevant guidance,

being the *Financial viability in planning: conduct and reporting RICS professional statement, England (1<sup>st</sup> Edition, May 2019)* and *Assessing viability in planning under the National Planning Policy Framework 2019 for England, GUIDANCE NOTE* (RICS, 1st edition, March 2021). HDH confirms that the RICS Guidance has been followed.

### **Viability Testing under the NPPF and Updated PPG, and CIL Regulations**

12.7 This assessment is undertaken in line with the requirements of the NPPF, the PPG and the CIL Regulations. The CIL Regulations came into effect in April 2010 and have been subject to subsequent amendment. CIL Regulation 14 (as amended) sets out the core principle for setting CIL.

#### *Setting rates*

(1) *In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between—*

- (a) *the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and*
- (b) *the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.*

(2) *In setting rates ...*

12.8 Viability testing in the context of CIL is to assess the ‘effects’ on development. Ultimately the test that will be applied to CIL is as set out in the examination section of the PPG. This assessment has updated the existing evidence base. This assessment will form one part of the evidence that Brentwood Borough Council will use if a decision is made to pursue CIL.

12.9 This study has drawn on the existing available evidence where available. In due course, this study will form one part of the evidence that the Council will use to set CIL. The Council will also consider other ‘existing available evidence’, the comments of stakeholders and wider priorities.

#### *Viability Guidance*

12.10 There is no specific technical guidance on how to test viability in the 2021 NPPF or the updated PPG, although the updated PPG includes guidance in a number of specific areas. There are several sources of guidance and appeal decisions that support the methodology HDH has developed. This study follows the Harman Guidance. In line with the updated PPG, this study follows the EUV Plus (EUV+) methodology, that is to compare the Residual Value generated by the viability appraisals, with the EUV plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and above the EUV is central to the assessment of viability. It must be set at a level to provide a return to the landowner. To inform the judgement as to whether the uplift is set at the appropriate level, reference is made to the market value of the land both with and without the benefit of planning permission for development.

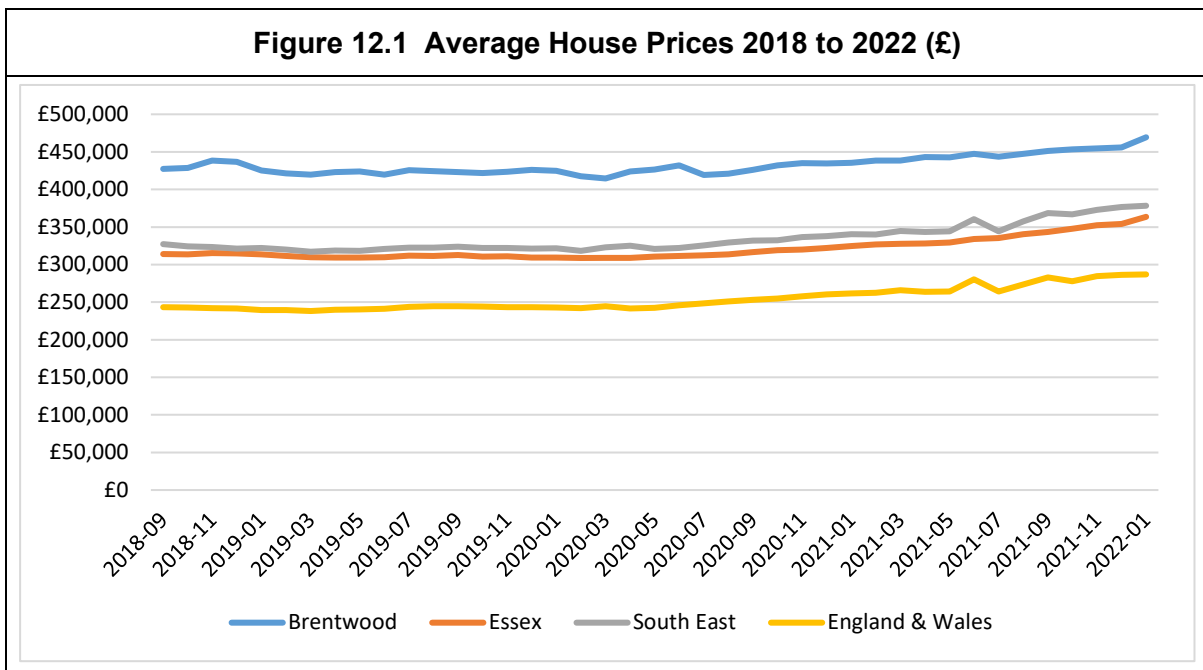
12.11 The availability and cost of land are matters at the core of viability for any property development. The format of the typical valuation is:

$$\begin{array}{c}
 \textbf{Gross Development Value} \\
 \text{(The combined value of the complete development)} \\
 \text{LESS} \\
 \textbf{Cost of creating the asset, including a profit margin} \\
 \text{(Construction + fees + finance charges)} \\
 = \\
 \textbf{RESIDUAL VALUE}
 \end{array}$$

- 12.12 The result of the calculation indicates a land value, the Residual Value. The Residual Value is the top limit of what a developer could offer for a site and still make a satisfactory return (i.e. profit).
- 12.13 The 2021 NPPF, the PPG, the CIL Regulations and CIL Guidance are clear that the assessment of viability should, be based on existing available evidence rather than new evidence. The evidence that is available from the Council has been reviewed. This includes that which has been prepared earlier in the plan-making process, and that which the Council holds, in the form of development appraisals that have been submitted by developers in connection with specific developments – most often to support negotiations around the provision of affordable housing or s106 contributions.

**Residential Market**

- 12.14 An assessment of the housing market has been undertaken, providing the basis for the assumptions on house prices to be used in the financial appraisals for the sites tested in the study. The study is concerned not just with the prices but the differences across different areas. Since 2018 the housing market has moved on, with average house prices increasing steadily over the period:



Source: Land Registry (March 2022). Contains public sector information licensed under the Open Government Licence v3.0.



- 12.15 On average, in Brentwood, prices have increased by about 10%. This is somewhat less than in Essex (16%) or across England & Wales (18%). Since 2018 the UK economy and property markets have been through a period of considerable uncertainty caused by Brexit, COVID-19 and now the Russian invasion of Ukraine.
- 12.16 When the impact of COVID-19 became apparent in early 2020, a range of views of the anticipated impact on the property markets were expressed., almost all predicted a fall in values, generally of about 10% during 2020. To some extent, COVID-19 was expected to exacerbate the impact of leaving the European Union through the Brexit process. In fact, house prices rose in 2020 and have continued to rise. The Land Registry reports that house prices have increased across England and Wales by about 17% since the first lockdown in March 2020.
- 12.17 When ranked across England and Wales, the average house price for Brentwood is 28<sup>th</sup> (out of 331) at £595,223. This is an increase of 22% (from £490,000) at the time of the 2018 LPVA. To set this in context, the council at the middle of the rank (166 - Swale), has an average price of £314,268. The median price is a little lower than the mean at £490,000, being an increase of 18% (from £415,000) at the time of the 2018 LPVA.
- 12.18 The research into house prices has been refreshed, and bringing together the evidence (which we acknowledge is varied), the following values were put to the May 2022 consultation and used in this assessment. Two values are used, applying a slightly lower value to those in and adjacent to Brentwood, and a higher value in the remaining areas.
- 12.19 As in 2018, house prices do vary across the Borough, but there is insufficient robust data and defensible evidence to support a more fine-grained approach. By working across the Borough in broad areas a cautious approach is being taken.

<b>Table 12.1 Pre-consultation (2022) Residential Price Assumptions (£/m<sup>2</sup>)</b>	
<b>Typology</b>	
Previously Developed Land	£5,100
Urban Flats	£5,750
Large Greenfield – Urban Fringe	£5,225
Large Greenfield	£5,350
Medium Greenfield – Urban Fringe	£5,120
Medium Greenfield	£5,350
Small Greenfield	£5,750

Source: HDH (March 2022)

### **Affordable Housing**

- 12.20 In this update, it is assumed that such housing is constructed by the site developer and then sold to a Registered Provider (RP).
- a. Social Rent - a value of £1,550/m<sup>2</sup> across the study area is assumed.



- b. Affordable Rent - a value of £2,280/m<sup>2</sup> across the study area is assumed.
- c. Affordable Home Ownership – it is assumed that this tenure has a value of 65% of Open Market Value.

12.21 Due to the transitional arrangements, the requirements for First Homes do not apply in Brentwood.

#### *Older People's Housing*

12.22 Housing for older people is generally a growing sector due to demographic changes and the aging population. A value of £7,000/m<sup>2</sup> is used for Sheltered Housing and £8,000/m<sup>2</sup> is used for Extra care housing.

#### **Non-Residential Values**

12.23 In Brentwood, market conditions broadly reflect a combination of national economic circumstances and local supply and demand factors. However even within a town there will be particular localities, and ultimately site-specific factors, that generate different values and costs.

12.24 The following assumptions have been used:

<b>Table 12.2 Non-Residential Values (£/m<sup>2</sup>) - 2022</b>					
	Rent £/m <sup>2</sup>	Yield	Rent free period	Value	Assumption
Offices	£250	6.00%	1.0	£3,931	£3,900
Industrial - Large	£100	4.50%	1.0	£2,127	£2,100
Industrial - Small	£100	6.50%	1.0	£1,445	£1,000
Logistics	£150	4.00%	2.0	£3,467	£2,800
Retail - Central	£365	5.00%	1.0	£6,952	£6,950
Retail (elsewhere)	£275	7.50%	1.0	£3,411	£3,400
Supermarket	£250	4.50%	0.0	£5,556	£5,550
Retail warehouse	£180	5.00%	2.0	£3,265	£3,265
Hotel (per room)	£4,500	6.00%	0.0	£3,036	£3,035

Source: HDH (March 2022)

#### **Land Values**

12.25 An important element of the assessment is the value of the land. Under the method recommended in the Harman Guidance, the worth of the land before consideration of any increase in value, from a use that may be permitted through a planning consent, is the Existing Use Value (EUV). This is used as the starting point for the assessment.

12.26 In this assessment the following Existing Use Value (EUV) assumptions are used.

<b>Table 12.3 EUV Assumptions £/ha</b>	
Industrial	£1,200,000
Agricultural	£25,000
Paddock	£50,000
Dunton Hills (Agricultural / golf)	£100,000

Source: HDH 2022

### Benchmark Land Values

6.30 The approach used to derive BLV in the 2018 LPVA is carried into this assessment unchanged.

a. Based on EUV + where the EUV is:

i.	Industrial	£1,200,000/ha
ii.	Agricultural	£25,000/ha
iii.	Paddock	£50,000/ha
iv.	Dunton Hills (Agricultural / golf)	£100,000/ha

b. On brownfield sites an uplift of 20% is used to give a Benchmark Land Value close to the median price paid for recently consented, policy compliant land – most of which is brownfield land.

c. On greenfield sites an uplift of £450,000 is used to give a Benchmark Land Value that is a little less than £500,000/ha. This is in line with the representations received and consistent with the price paid for greenfield sites.

### Development Costs

12.27 This the costs and other assumptions required to produce financial appraisals for the development typologies have been updated. Two changes have been made.

12.28 The cost assumptions are derived from the Building Cost Information Service (BCIS) data – using the figures re-based for Essex. The cost figure for ‘Estate Housing – Generally’ was £1,242/m<sup>2</sup> at the time of the 2018 LPVA. At the time of the May 2022 consultation, this had increased by 6.6% to £1,324/m<sup>2</sup>. In this iteration of the report the latest figure is £1,401/m<sup>2</sup>, being an increase of 11.3% since 2018. The most recent figures are used.

#### *S106 Contributions and the costs of infrastructure*

12.29 We have assumed all the modelled sites will contribute £2,500 per unit towards infrastructure – either site specific or more general. In relation to the Strategic Sites the Council has assessed the s106 requests for each site. These have been updated.

12.30 The figure for Dunton Hill was increased from £126,697,158 to £136,814,791 in the run up to Local Plan hearings and was used in the Statement of Common Ground prepared for the hearings. The figures have been indexed from their October 2018 base date to July 2022 as follows:

<b>Table 12.4 Strategic Sites Strategic Infrastructure and Mitigation Costs</b>						
	<b>Units</b>	<b>Area ha</b>	<b>2018</b>		<b>2022</b>	
			£	£/unit	£	£/unit
Officers Meadows masterplan area	825	38.74	£19,372,080	£23,481	£23,884,210	£28,951
West Horndon masterplan	580	17.25	£10,863,689	£18,730	£13,394,051	£23,093
Dunton Hills Garden Village	4,000	257.00	£136,814,791	£34,203	£168,681,590	£42,170
Brentwood Enterprise Park			£10,744,530		£13,247,138	

Source: BBC (July 2022)

12.31 Based on the current planning application for 112,466m<sup>2</sup> of space, the Brentwood Enterprise Park requirement works out at £118/m<sup>2</sup>.

### **Local Plan Policy Requirements**

12.32 The specific purpose of this study is to consider the effect of CIL may have on planned development as required by the NPPF, PPG and CIL Regulations. The analysis in the 2018 LPVA was based on the policies as set out in the Brentwood Local Plan Pre-Submission Draft, September 2018. Now the Local Plan has been adopted, the adopted policies are reviewed, although it is important to note that in terms of the impact on viability, the requirements are largely unchanged. The policies that impact directly on viability through adding to the costs of development are considered below.

12.33 As well as the adopted policy requirements the changes in national policy are also considered.

### **Modelling**

12.34 The approach is to model a set of development sites that are broadly representative of the type of development that is likely to come forward under the new Local Plan. The Strategic Sites are modelled individually.

12.35 Both the West Horndon Site have significant existing buildings on them. At the time of this study the extent of these are not known. In due course, it may be necessary to consider Vacant Buildings Credit.

12.36 A range of non-residential uses are also modelled.

## Setting CIL

- 12.37 Viability testing in the context of CIL concerns the ‘*effects*’ on development viability of the imposition of CIL. The Council has taken into account the importance of the provision of infrastructure on the ability to meet its objectives through development and to deliver its Development Plan.
- 12.38 The test that will be applied to the proposed rates of CIL are set out in the updated CIL Guidance. The test is whether the sites and the scale of development identified in the Plan are subject to such a scale of obligations and policy burdens (when considered together) that their ability to be developed viably is threatened by CIL. The viability evidence has considered the full range of the Council’s policy requirements, including the need for infrastructure funding. The test is whether CIL threatens the Development Plan as a whole, rather than a specific site.

### *Differential Rates, Charging Zones and Strategic Sites*

- 12.39 CIL Regulation 13 gives the flexibility to charge variable rates by zone and development type, however, there has been some uncertainty around the charging of differential rates.
- 12.40 The advice in this assessment is based on the assumption that the Strategic Sites’ infrastructure and mitigation costs will be as set out earlier in this report. Should the final costs be significantly different to this amount it may be necessary to revisit this advice (if they are lower, then viability would be improved).
- 12.41 We recommend that the Council continues to work with the sites’ promoters to better understand the delivery of the Strategic Sites.

### *New Regulations and Guidance*

- 12.42 This viability assessment has been prepared in line with the current CIL Guidance and the CIL Regulations, best practice, and the various other sources of relevant Guidance. As set out in Chapter 2 above, further changes are expected, possibly including the fundamental reform of the levy, it will be necessary to keep this under review.

### *Developers’ Comments*

- 12.43 Part of the process of preparing this report has been engagement with the development industry (as set out in **Appendix 2** to **Appendix 4**). In due course, if the Council decides to proceed with CIL, it will consult further at the Draft Charging Schedule (DCS) stage. It will be necessary to take the views of the industry into account.

### *Neighbouring Authorities*

- 12.44 The rates of CIL introduced by neighbouring local authorities provide interesting contextual information when the Council comes to set its rates of CIL (although each Council must draw on its own evidence base). A very high rate may be viable, however if a neighbouring authority

has set a low rate, then the Development Plan could be put at risk as developers may prefer to develop in an area with a lower rate of CIL. Limited weight should be given to those not adopted.

### Chelmsford

12.45 CIL was introduced from 1<sup>st</sup> June 2014 at the following rates<sup>84</sup>:

Type of Development	CIL Charge
<b>Residential</b> (Use Class C3 including sheltered or specialist housing)	£125 per sq m.
<b>Retail – Convenience</b> (Use Class A1 [food])	£150 per sq m.
<b>Retail – All other retail</b> (Use Class A1 [non-food] and Use Classes A2-A5 and sui generis uses akin to non-food retail)	£87 per sq m.
<b>All other uses</b> (including Use Classes B, C1, C2, and D and any other sui generis uses)	£0 per sq m.

Source: Chelmsford Adopted CIL Charging Schedule

12.46 These rates have been increased through indexation.

### Basildon

12.47 The Council has published Basildon Local Plan and CIL Viability Update Study, Final Report. Porter Planning Economics, February 2018. This recommended the following rates of CIL.

Use/location	Rate per liable sqm
Residential uses in Basildon Town	£50
Residential uses in Wickford	£230
Residential uses in Billericay	£350
Retirement homes in Billericay	£100
Extra-care homes in Billericay	£0
Residential uses in Strategic site H12 East Basildon Borough	zero
Residential uses in Retirement and Extra-care homes outside Billericay	zero
Retail floorspace outside of defined town centres	£90
All other forms of non-residential floorspace	zero

Table 7.1 Recommended CIL charges in Basildon Borough. Basildon Local Plan and CIL Viability Update Study, Final Report. Porter Planning Economics, February 2018

<sup>84</sup> <https://www.chelmsford.gov.uk/planning-and-building-control/community-infrastructure-levy/>

12.48 The Council has not consulted on a PDCS<sup>85</sup>.

Thurrock

12.49 The Council has suspended the Community Infrastructure Levy that was under development between February 2011 and March 2015. A new Community Infrastructure Levy is now being developed alongside the New Local Plan for Thurrock<sup>86</sup>.

Epping Forest

12.50 The Council has not yet identified a preferred policy approach. At this stage there are no published rates<sup>87</sup>.

*S106 History*

12.51 BBC has a mechanism for collecting contributions under the s106 system. This evidence is presented outside of this report.

*Costs of Infrastructure and Sources of Funding*

12.52 BBC has reviewed the requirement for infrastructure to support new development and the costs of providing this. The Council will consider the amounts of funding that may or may not be available from other sources. We understand that the Council has a funding gap, that is to say the cost of providing the infrastructure is more than the identified funding.

12.53 When a Council strikes the balance and sets the levels of CIL, the amount of funding required is a material consideration as it may be that the delivery of the Plan is threatened in the absence of CIL to pay for infrastructure. However, it should be stressed that CIL should be set with regard to the effect of CIL on development viability. There is no expectation that CIL should pay for all of the infrastructure requirements in an area. There are a range of other funding sources that are taken into account. The Council will need to consider the total amount of money that may be received through the consequence of development (from CIL, from s106 payments, and from the New Homes Bonus etc) when striking the balance as to its level of CIL.

12.54 When setting out the costs and other sources of funding, the Council will need to consider the amount that can be retained to cover the cost of administering CIL (5%) and the amount to be passed to the local neighbourhood (see below) under the localism provisions as these will substantially reduce the monies available.

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<sup>85</sup> <http://www.basildon.gov.uk/planningpolicy>

<sup>86</sup> <https://www.thurrock.gov.uk/planning-obligations/community-infrastructure-levy>

<sup>87</sup> <http://www.eppingforestdc.gov.uk/index.php/home/file-store/category/447-infrastructure>

<b>Parish Council and a Neighbourhood Plan</b> = 25% uncapped paid to Parish	<b>Parish Council but no Neighbourhood Plan</b> = 15% capped at £100/dwelling paid to Parish
<b>No Parish Council but a Neighbourhood Plan</b> = 25% uncapped - Local Authority consults with community	<b>No Parish Council and no Neighbourhood Plan</b> = 15% capped at £100/dwelling - Local Authority consults with community

### *Instalment Policy*

12.55 The CIL Guidance sets out:

*Regulation 70 (as amended by the 2012 and 2013 Regulations) provides for payment by instalment where an instalment policy is in place (and explains which instalment policy applies where there is more than one in an area – for example, in London). Where no instalment policy is in place, someone has assumed liability and a commencement notice has been submitted (and the authority has not determined a deemed commencement date), then payment is due in full at the end of 60 days after the intended commencement date (see regulation 70(7), and see regulation 7 and section 56(4) of the Town and Country Planning Act 1990, for the definition of ‘commencement of development’).*

*PPG: 25-128-20190901*

12.56 If an Instalment Policy is not adopted, then payment is due on full at the end of 60 days after commencement. To require payment, particularly on large schemes in such a short time scale, could have a dramatic and serious impact on the delivery of projects. It is our firm recommendation that the Council has an Instalment Policy. Not to do so could put the Development Plan at serious risk.

### **Viability Evidence – Rates and Zones**

12.57 In considering CIL in this report the assessment is based on the Council’s planning policies as set out in the now adopted Local Plan. The policies have been updated in line with national requirements as appropriate.

12.58 CIL may be set for different development types and by different areas – although it is necessary to keep any charging schedule simple.

12.59 The appraisals use the residual valuation approach – that is, they are designed to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents and a developers’ return. The Residual Value represents the maximum bid for the site where the payment is made in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the EUV by a satisfactory margin. Several sets of appraisals have been run at increasing rates of CIL.

12.60 The appraisals are based on the full policy-on scenario with all the policy requirements, being as follows.

- a. Affordable Housing      35% as 30% Affordable Home Ownership / 70% Affordable Rent – in line with the requirements for 10% AHO.
- b. Design                      95% Part M4(2), 5% Part M4(3), Water efficiency, 10% Biodiversity Net Gain, EV Charging (except high density flats), POS as per policy unless stated, District Heating.
- c. Developer Contributions    s106 as £/unit at the following rates:  
Strategic Sites    As estimated.  
All other    £2,500/unit.

*The Potential for CIL – Mainstream Housing*

12.61 Viability testing in the context of CIL is to assess the ‘effects’ on development. Ultimately the test that will be applied to CIL is as set out the examination section of the PPG. Appraisals have been run with a range of levels of CIL. When considering these results, it is necessary to have regard to the PPG. This refers to a ‘buffer’ (with added emphasis).

*A charging authority’s proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is room for some pragmatism. It would be appropriate to ensure that a ‘buffer’ or margin is included, so that the levy rate is able to support development when economic circumstances adjust. In all cases, the charging authority should be able to explain its approach clearly.*

*PPG 25-021-20190901*

12.62 With this in mind, the BLV has been lifted by 30%, being in line with the assumption used in many other situations.





12.63 This analysis shows that across all the typologies the Residual Value exceeds BLV +30% for rates of CIL of up to £500/m<sup>2</sup> on the greenfield sites and £350/m<sup>2</sup> on most brownfield sites, indicating that development is likely to be viable with these levels of CIL. Of the Strategic Sites, Officer's Meadows is likely to be able to bear up to £375/m<sup>2</sup>, however the West Horndon site has a much-reduced capacity at about £25/m<sup>2</sup>. The Dunton site does not have capacity to bear CIL.

*CIL as a proportion of Land Value and Gross Development Value*

12.64 To further inform the CIL rate setting process, we have calculated CIL as a proportion of the Residual Value and the Gross Development Value.

12.65 CIL as the proportion of the Residual Value, in approximate terms, represents the percentage fall in land value that a landowner may receive. As set out earlier in this report, it is inevitable that CIL will depress land prices. This is recognised in the RICS Guidance and was considered at the Greater Norwich CIL examination<sup>88</sup>. In Greater Norwich it was suggested that landowners may accept a 25% fall in land prices following the introduction of CIL. It is important to note that a wide-ranging debate took place at that CIL Examination and on the specific local circumstances. It would however be prudent to set CIL at a rate that does not result in a fall in land prices of greater than 25% or so.

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<sup>88</sup> Greater Norwich Development Partnership – for Broadland District Council, Norwich City Council and South Norfolk Council by Keith Holland BA (Hons) Dip TP, MRTPI ARICS Date: 4 December 2012

Table 12.6 CIL as a Proportion of Residual Value

Site	Officers Meadows	Shenfield	£0	£25	£50	£75	£100	£125	£150	£175	£200	£225	£250
Site 1	Officers Meadows	Shenfield	0%	3%	6%	10%	14%	18%	22%	27%	32%	37%	43%
Site 2	West Horndon	West Horndon	0%	3%	6%	9%	13%	16%	20%	25%	29%	34%	39%
Site 3	Dunton	East Horndon	0%	6%	13%	21%	31%	41%	52%	68%	87%	110%	138%
Site 4	Large Green 200	Urban Fringe	0%	2%	4%	6%	8%	10%	12%	14%	17%	19%	22%
Site 5	Medium Green 40	Rural	0%	2%	3%	5%	7%	8%	10%	12%	14%	16%	18%
Site 6	Medium Green 40 Fringe	Urban Fringe	0%	2%	4%	5%	7%	9%	11%	14%	16%	18%	21%
Site 7	Medium Green 20	Rural	0%	2%	3%	5%	7%	8%	10%	12%	14%	16%	19%
Site 8	Medium Green 20 Fringe	Urban Fringe	0%	2%	4%	5%	7%	9%	12%	14%	16%	18%	21%
Site 9	Medium Green 12	Rural	0%	2%	3%	5%	6%	8%	10%	12%	14%	16%	18%
Site 10	Medium Green 12 Fringe	Urban Fringe	0%	2%	4%	6%	8%	10%	12%	15%	17%	20%	23%
Site 11	Large Brown 100	Urban Area	0%	2%	4%	7%	9%	11%	14%	17%	20%	23%	26%
Site 12	Large Brown 100 HD	Urban Area	0%	2%	4%	6%	9%	11%	13%	16%	19%	21%	24%
Site 13	Large Brown 40	Urban Area	0%	2%	4%	6%	9%	11%	14%	16%	19%	22%	25%
Site 14	Large Brown 40 HD	Urban Area	0%	2%	4%	6%	8%	10%	12%	15%	17%	20%	23%
Site 15	Medium Brown 20	Urban Area	0%	2%	4%	6%	9%	11%	14%	16%	19%	22%	25%
Site 16	Medium Brown 20 HD	Urban Area	0%	2%	4%	6%	8%	10%	13%	15%	18%	21%	23%
Site 17	Medium Brown 12	Urban Area	0%	2%	4%	6%	8%	11%	13%	16%	18%	21%	24%
Site 18	Medium Brown 12 HD	Urban Area	0%	2%	4%	6%	8%	10%	12%	15%	17%	20%	22%
Site 19	Small Green 9	Generally	0%	1%	3%	4%	6%	7%	9%	10%	12%	14%	15%
Site 20	Small Green 4	Generally	0%	1%	3%	4%	6%	7%	9%	11%	12%	14%	16%
Site 21	Small Brown 9	Generally	0%	2%	3%	5%	7%	9%	11%	13%	15%	18%	20%
Site 22	Small Brown 9 HD	Generally	0%	2%	4%	6%	8%	10%	12%	14%	16%	19%	21%
Site 23	Small Brown 4	Generally	0%	2%	4%	6%	8%	10%	12%	14%	17%	19%	22%
Site 24	Small Brown 4 HD	Generally	0%	2%	4%	7%	9%	12%	15%	18%	21%	24%	27%

Site	Officers Meadows	Shenfield	£275	£300	£325	£350	£375	£400	£425	£450	£475	£500
Site 1	Officers Meadows	Shenfield	49%	56%	64%	72%	82%	92%	104%	117%	131%	148%
Site 2	West Horndon	West Horndon	45%	51%	57%	65%	72%	81%	91%	101%	113%	126%
Site 3	Dunton	East Horndon	175%	226%	300%	417%	628%	1129%	3819%	-3250%	-1208%	-71%
Site 4	Large Green 200	Urban Fringe	24%	27%	30%	33%	37%	40%	44%	47%	51%	56%
Site 5	Medium Green 40	Rural	20%	23%	25%	27%	30%	33%	36%	38%	41%	45%
Site 6	Medium Green 40 Fringe	Urban Fringe	25%	26%	29%	31%	34%	38%	41%	45%	48%	52%
Site 7	Medium Green 20	Rural	21%	23%	26%	28%	31%	33%	36%	39%	42%	46%
Site 8	Medium Green 20 Fringe	Urban Fringe	23%	26%	29%	32%	35%	38%	42%	45%	49%	53%
Site 9	Medium Green 12	Rural	20%	22%	25%	27%	30%	32%	35%	38%	41%	44%
Site 10	Medium Green 12 Fringe	Urban Fringe	25%	28%	31%	35%	38%	42%	46%	50%	54%	58%
Site 11	Large Brown 100	Urban Area	28%	33%	37%	41%	45%	49%	54%	59%	64%	70%
Site 12	Large Brown 100 HD	Urban Area	28%	31%	34%	38%	42%	46%	50%	55%	60%	65%
Site 13	Large Brown 40	Urban Area	28%	32%	35%	39%	43%	47%	52%	57%	62%	67%
Site 14	Large Brown 40 HD	Urban Area	28%	29%	32%	35%	39%	42%	46%	50%	54%	59%
Site 15	Medium Brown 20	Urban Area	28%	31%	35%	38%	43%	47%	51%	56%	61%	67%
Site 16	Medium Brown 20 HD	Urban Area	26%	29%	33%	36%	40%	44%	48%	52%	57%	61%
Site 17	Medium Brown 12	Urban Area	27%	30%	34%	37%	41%	45%	49%	54%	59%	64%
Site 18	Medium Brown 12 HD	Urban Area	25%	28%	31%	34%	38%	41%	45%	49%	53%	58%
Site 19	Small Green 9	Generally	17%	19%	21%	23%	25%	27%	30%	32%	34%	37%
Site 20	Small Green 4	Generally	18%	20%	22%	24%	26%	28%	30%	33%	35%	38%
Site 21	Small Brown 9	Generally	23%	25%	28%	31%	34%	37%	40%	43%	47%	51%
Site 22	Small Brown 9 HD	Generally	24%	27%	30%	33%	36%	40%	43%	47%	51%	55%
Site 23	Small Brown 4	Generally	25%	27%	30%	34%	37%	40%	44%	48%	52%	56%
Site 24	Small Brown 4 HD	Generally	31%	35%	39%	43%	48%	53%	58%	64%	70%	77%

Source: HDH (July 2022)

12.66 Above it was found that most sites were viable at rates of CIL of £500/m<sup>2</sup> on the greenfield sites and £350/m<sup>2</sup> on the brownfield sites. CIL at above £250/m<sup>2</sup> would however have a



notable impact on land prices with values potentially falling over 50% on some sites. The analysis in the table above suggests a maximum rate of £250/m<sup>2</sup> or so may be appropriate on the typologies, with £150/m<sup>2</sup> on the Officer's Meadows and West Horndon Strategic Sites.

12.67 Plan-wide viability testing is not an exact science. The process is based on high level modelling and assumptions and development costs and assumptions. The process adopted by many developers is similar, hence the use of contingency sums, the competitive return assumptions and the generally cautious approach. In the following tables we have set out CIL, at a range of rates, as a proportion of the Gross Development Value (GDV). Generally, we would advise that CIL should be less than 5% or so of GDV.

12.68 This analysis shows that CIL at the above rates would be less than 5% or so of the Gross Development Value. On this basis the Council can have further confidence that development would not be put at risk.

#### *Older People's Housing*

12.69 As well as mainstream housing, we have considered the retirement sectors separately. We have run further appraisals with a range of levels of CIL. We have run simple appraisals based on the assumptions set out in the earlier sections of this report. In the following analysis we have shown the impact of CIL: As above the BLV has been lifted by 30%.

Table 12.7 Residual Value v BLV +30%

Site	CIL	Greenfield			Brownfield				
		EUV	BLV Plus 30%	Residual Value Sheltered	Extracare	EUV	BLV Plus 30%	BLV Sheltered	Extracare
Site 1	£0	50,000	650,000	9,001,265	8,784,336	1,200,000	1,872,000	7,715,211	7,983,314
Site 2	£20	50,000	650,000	8,878,233	8,632,221	1,200,000	1,872,000	8,020,864	8,399,714
Site 3	£40	50,000	650,000	8,755,202	8,480,107	1,200,000	1,872,000	7,897,833	8,253,233
Site 4	£60	50,000	650,000	8,632,170	8,327,992	1,200,000	1,872,000	7,774,801	8,106,752
Site 5	£80	50,000	650,000	8,509,138	8,175,877	1,200,000	1,872,000	7,651,769	7,960,271
Site 6	£100	50,000	650,000	8,386,106	8,023,762	1,200,000	1,872,000	7,528,737	7,813,790
Site 7	£120	50,000	650,000	8,263,075	7,871,648	1,200,000	1,872,000	7,405,705	7,667,309
Site 8	£140	50,000	650,000	8,140,043	7,719,533	1,200,000	1,872,000	7,282,674	7,520,828
Site 9	£160	50,000	650,000	8,017,011	7,567,418	1,200,000	1,872,000	7,159,642	7,374,347
Site 10	£180	50,000	650,000	7,893,979	7,415,303	1,200,000	1,872,000	7,036,610	7,227,866
Site 11	£200	50,000	650,000	7,770,948	7,263,189	1,200,000	1,872,000	6,913,578	7,081,386
Site 12	£220	50,000	650,000	7,647,916	7,111,074	1,200,000	1,872,000	6,790,547	6,934,905
Site 13	£240	50,000	650,000	7,524,884	6,958,959	1,200,000	1,872,000	6,667,515	6,788,424
Site 14	£260	50,000	650,000	7,401,852	6,806,844	1,200,000	1,872,000	6,544,483	6,641,943
Site 15	£280	50,000	650,000	7,278,821	6,654,730	1,200,000	1,872,000	6,421,451	6,495,462
Site 16	£300	50,000	650,000	7,155,789	6,502,615	1,200,000	1,872,000	6,298,420	6,348,981
Site 17	£320	50,000	650,000	7,032,757	6,350,500	1,200,000	1,872,000	6,175,388	6,202,500
Site 18	£340	50,000	650,000	6,909,725	6,198,385	1,200,000	1,872,000	6,052,356	6,056,019
Site 19	£360	50,000	650,000	6,786,693	6,046,270	1,200,000	1,872,000	5,929,324	5,909,539
Site 20	£380	50,000	650,000	6,663,662	5,894,156	1,200,000	1,872,000	5,806,293	5,763,058
Site 21	£400	50,000	650,000	6,540,630	5,742,041	1,200,000	1,872,000	5,683,261	5,616,577
Site 22	£420	50,000	650,000	6,417,598	5,589,926	1,200,000	1,872,000	5,560,229	5,470,096
Site 23	£440	50,000	650,000	6,294,566	5,437,811	1,200,000	1,872,000	5,437,197	5,323,615
Site 24	£460	50,000	650,000	6,171,535	5,285,697	1,200,000	1,872,000	5,314,166	5,177,134
Site 25	£480	50,000	650,000	6,048,503	5,133,582	1,200,000	1,872,000	5,191,134	5,030,653
Site 26	£500	50,000	650,000	5,925,471	4,981,467	1,200,000	1,872,000	5,068,102	4,884,172

Source: HDH (July 2022)

12.70 This analysis shows that across all the typologies the Residual Value exceeds BLV +30% for rates of CIL of up to £500/m<sup>2</sup>, indicating that development is likely to be viable with that level of CIL.



12.71 To further inform the CIL rate setting process, we have calculated CIL as a proportion of the Residual Value and the Gross Development Value. It would however be prudent to set CIL at a rate that does not result in a fall in land prices of greater than 25% or so.

<b>Table 12.8 CIL as a Proportion of Residual Value</b>						
	CIL Rate	Greenfield			Brownfield	
		Sheltered	Extracare		Sheltered	Extracare
Site 1	£0	0.00%	0.00%		0.00%	0.00%
Site 2	£20	1.37%	1.74%		1.51%	1.72%
Site 3	£40	2.77%	3.53%		3.07%	3.50%
Site 4	£60	4.21%	5.40%		4.68%	5.34%
Site 5	£80	5.70%	7.33%		6.34%	7.25%
Site 6	£100	7.23%	9.34%		8.05%	9.23%
Site 7	£120	8.80%	11.42%		9.82%	11.29%
Site 8	£140	10.42%	13.59%		11.65%	13.43%
Site 9	£160	12.09%	15.84%		13.54%	15.65%
Site 10	£180	13.82%	18.19%		15.50%	17.97%
Site 11	£200	15.60%	20.63%		17.53%	20.38%
Site 12	£220	17.43%	23.18%		19.63%	22.89%
Site 13	£240	19.33%	25.84%		21.81%	25.51%
Site 14	£260	21.29%	28.62%		24.08%	28.24%
Site 15	£280	23.31%	31.52%		26.42%	31.10%
Site 16	£300	25.41%	34.57%		28.86%	34.09%
Site 17	£320	27.57%	37.75%		31.40%	37.22%
Site 18	£340	29.82%	41.10%		34.04%	40.51%
Site 19	£360	32.15%	44.61%		36.79%	43.95%
Site 20	£380	34.56%	48.30%		39.66%	47.57%
Site 21	£400	37.06%	52.19%		42.65%	51.38%
Site 22	£420	39.66%	56.30%		45.78%	55.40%
Site 23	£440	42.36%	60.63%		49.04%	59.63%
Site 24	£460	45.17%	65.21%		52.46%	64.11%
Site 25	£480	48.09%	70.06%		56.03%	68.84%
Site 26	£500	51.14%	75.20%		59.79%	73.86%
Site 27	£520	54.31%	80.68%		63.72%	79.19%
Site 28	£540	57.62%	86.50%		67.86%	84.86%
Site 29	£560	61.08%	92.72%		72.22%	90.90%
Site 30	£580	64.69%	99.37%		76.81%	97.36%

Source: HDH (July 2022)

12.72 Above it was found that most sites were viable at rates of CIL of £500/m<sup>2</sup>. CIL at above £220/m<sup>2</sup> would however have a notable impact on land prices with values potentially falling over 25%. The analysis in the table above suggests a maximum rate of £220/m<sup>2</sup> or so may be appropriate for specialist older people's housing.

*Non-Residential Development*

12.73 As with the residential appraisals, we have used the Residual Valuation approach. We have run appraisals to assess the value of the site after taking into account the costs of development, the likely income from sales and/or rents, and an appropriate amount of developers' profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. To assess viability, we have used the same methodology with regard to the Benchmark Land Values (Existing / Alternative Land Use 'plus').

12.74 As for residential development, the Residual Value has been calculated with a range of levels of CIL. The results are consistent with those presented in 2018, except in relation to industrial uses which show a marked improvement in the Residual Value. In addition, logistics uses are shown as being viable and having capacity to bear CIL.

12.75 It is necessary to consider the St. Modwen Brentwood Enterprise Park. This site is subject to a current planning application, and it is anticipated that the site will make a £13,247,138 contribution towards strategic infrastructure and mitigation measures. Based on the current planning application for 112,466m<sup>2</sup> of space, this requirement works out at £118/m<sup>2</sup>. The analysis in this assessment does not make any allowance for s106 costs. The Brentwood Enterprise Park Site is currently in mixed uses, with part of the site being in agricultural use, but a significant part of the site is in a range of yard / depot / outdoor storage uses, with some temporary buildings being on-site. This site may be consented before CIL is adopted, however if the determination of the scheme is delayed it will be necessary to model the site as a strategic site, taking into account the costs of strategic infrastructure and mitigation.

12.76 Retail development is shown as viable with the Residual Value exceeding the Benchmark Land Value by a substantial margin (indicating the ability to make developer contributions. The analysis includes hotel use. This is not shown to be viable on greenfield or on brownfield land.

12.77 The analysis indicates the scope for CIL on industrial and logistics uses and for retail uses. Further appraisals have been run with varied levels of CIL and tested against a BLV plus 30%, as was done for residential development.







f.	Supermarket	£260/m <sup>2</sup>
g.	Retail Warehouse	£160/m <sup>2</sup>
h.	Hotel	£0/m <sup>2</sup>

### **Setting CIL - Recommendations**

13.1 The findings of this report do not determine the rates of CIL, but are one of a number of factors that the Council may consider when setting CIL. In setting CIL there are three main elements that need to be brought together:

- a. Evidence of the infrastructure requirements
- b. Viability evidence
- c. The input of stakeholders.

12.79 Outside this report the Council has carried out a substantial amount of work looking at the infrastructure requirements of the area. In striking a balance between the different rates of CIL, the Council needs to consider a range of factors including those set out below.

12.80 In this chapter we have set out the range of factors to be considered when reviewing CIL. Through the process of engagement with the Council and taking into account all the matters set out above, it was decided that:

- a. CIL is required to fund infrastructure. Having taken into account the other sources of finance there is a 'funding gap' and CIL could make a useful contribution to fund the infrastructure required to support the development most likely to come forward prior to the adoption of the new Local Plan.
- b. Affordable housing remains a Council priority but the Council also puts weight on the delivery of infrastructure.
- c. The Council and its partners have been successful in securing capital funding for infrastructure but there remains a significant 'funding gap'.
- d. That it would be preferable, if supported by evidence, to 'keep things simple' and not have multiple rates of CIL – although it was recognised that it was appropriate to have differential rates. It was agreed that a fine grained approach was not desirable.
- e. CIL setting is a qualitative and a quantitative process. CIL is not calculated through a predetermined formula. The Council is required to '*strike the balance between (a) the desirability of funding from CIL ... the ... cost of infrastructure required to support the development of its area, ... and (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.*

13.2 Based on the above, the following rates of CIL are recommended:

<b>Table 12.10 Updated Recommended Rates of CIL – July 2022</b>	
<b>Development Type</b>	
<b>Residential</b>	
Officer's Meadows	£150/m <sup>2</sup>
West Horndon Masterplan Area	£25/m <sup>2</sup>
Dunton Hills Garden Village	£0/m <sup>2</sup>
All other Areas	£250/m <sup>2</sup>
Older people's housing)	£220/m <sup>2</sup>
<b>Retail</b>	
General Retail – Prime areas <sup>89</sup>	£340/m <sup>2</sup>
General Retail – Other areas	£80/m <sup>2</sup>
Supermarket	£260/m <sup>2</sup>
Retail Warehouse	£160/m <sup>2</sup>
<b>Industrial Development</b>	
Greenfield	£80/m <sup>2</sup>
Brownfield	£0/m <sup>2</sup>
Distribution and Logistics	£140/m <sup>2</sup>
<b>All Other Development</b>	£0/m <sup>2</sup>

Source: HDH (July 2022)

### **Next Steps**

- 12.81 The recommendations in this study are 'a consultant's view' and do not reflect the particular priorities and emphasis that Brentwood Borough Council may put on different parts of its Development Plan. The above suggested rates are supported by the evidence – however there is considerable scope for the Council to strike a different balance.
- 12.82 We stress that the information in this report is an important element of the evidence for setting CIL, but is only one part of the evidence; the wider context needs to be considered.

---

<sup>89</sup> This area is relatively limited being restricted to the length of the High Street between the B185 (Kings Road / Weald Road) and the A128 (Ongar Road / Ingrave Road), but excluding the Baytree Centre (as it is set back from the High Street).



## Appendix 1 – Scope of Works

Now that the Local Plan has been examined and adopted the Council wishes to pick up the viability work to consider CIL. Can you please update the *Local Plan Viability Assessment* (HDH, October 2018) and, if appropriate, recommend rates of CIL.

The update should:

- Build on the Council's existing viability evidence.
- Be in line with the updated CIL Regulations and NPPF.
- Follow the requirements of the updated PPG, RICS Guidance and current best practice.
- Pick up changes in local and national policy as needs be.



## Appendix 2 – Consultees

<b>Organisation</b>	<b>Attendee</b>
Brentwood Borough Council (BBC)	Simon Drummond-Hay from HDH Planning, on behalf of BBC
	Tim Parton from DAC Planning, on behalf of BBC
	Jonathan Quilter
	Thom Hoang (TH)
	Camilla Carruthers
Essex County Council	Britney Lees
	Alethea Evans
	Anne Clitheroe
Chesters Harcourt	Nigel Jones
Sphere25	Jon Turner
Marrons Planning	Reiss Sadler
Crest Nicholson	Matthew Parsons
Anderson Group	Mr Alasdair Sherry
Savills	Mr Ben Thomas
Turner Morum LLP	Tom Hegan
MS Scott	Richard Martin
Stonebond	Sean Marten
Iceni Projects	Ryan Walker
Countryside Properties	Carl Glossop
BNP Paribas	Caroline McDade





## Appendix 3 – Consultation Presentation

*The pages in this appendix are not numbered.*





## CIL Viability Assessment Consultation Event

30<sup>th</sup> May 2022

 Please use the chat icon to ask questions or leave comments
  Please raise a hand to ask a question or to make a comment

 To avoid sound interference please mute your microphone

 Planning & Development

1

1

## Agenda

Methodology


- Harman Guidance / RICS Guidance / PPG

Main Assumptions

- Prices
- Costs
- Commercial prices
- Modelling

The Viability Test

Moving Forward




2

## Setting CIL

- Recently adopted Local Plan
- Viability based on *Local Plan Viability Assessment* (HDH, October 2018) as examined through Local Plan Process
 

*355. Overall therefore we are satisfied that the evidence credibly indicates that the cumulative impact of the Plan's policies will not put implementation of the Plan at serious risk.*
- Viability Refresh, update costs and values, respond to national changes
  - Future Homes Standard / Part L, First Homes (not here), 10% Biodiversity Net Gain, EV Charging




3

## Key issue – the 'effects'

**CIL Regulation 14**

- *Setting rates*
  - (1) *In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between—*
    - (a) *the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and*
    - (b) *the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.*
  - (2) *In setting rates ...*



4

## 2022 Queen's Speech

*"A bill will be brought forward to drive local growth, empowering local leaders to regenerate their areas, and ensuring everyone can share in the United Kingdom's success. The planning system will be reformed to give residents more involvement in local development."*

*The main benefits of the Bill would be:*

- ...
- ...
- *Capturing more of the financial value created by development with a locally set, non-negotiable levy to deliver the infrastructure that communities need, such as housing, schools, GPs and new roads.*
- *Simplifying and standardising the process for local plans so that they are produced more quickly and are easier for communities to influence.*



5

## Levelling-up and Regeneration Bill

24G (3) For the purposes of subsection (2), IL regulations may make provision about—

- (a) how the level of affordable housing provided in the area is to be measured, and
  - (b) how the level of funding provided by developers is to be 5 measured.
- (4) A charging authority, in setting rates or other criteria, must have regard, to the extent and in the manner specified by IL regulations, to—
- (a) **matters specified by IL regulations relating to the economic viability of development** (which may include, in particular, actual or potential economic effects of the imposition of IL);
  - (b) matters specified by IL regulations relating to the actual or 15 potential economic effects (including increases in the value of land) of—



6

## PPG Viability in plan-making

- 10-003 – based on 'Typologies'
- 10-004 – use average costs and values
- 10-005 – strategic sites (no new allocations)
- 10-006 – consultation



7

## Standard Viability Test - Residual Value

### STEP 1

#### Gross Development Value

(The combined value of the complete development)

LESS

#### Cost of creating the asset, including PROFIT

(Construction + fees + finance charges)

=

#### RESIDUAL VALUE

### STEP 2

Residual Value v Existing Use Value

8



8

## PPG Land Value 10-013

Benchmark Land Value (BLV)

=

Existing Use Value (EUV) 'plus a premium  
for the landowner'



9

## PPG BLV – 10-014

- Based on EUV
- Allow for a premium to the landowner
- Reflect abnormal costs, site specific infrastructure and fees
- Be informed by market evidence from policy compliant schemes
  - *In plan making, the landowner premium should be tested and balanced against emerging policies.*



10

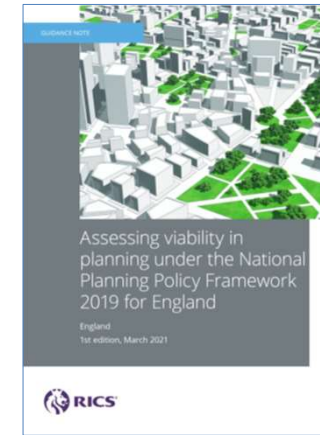
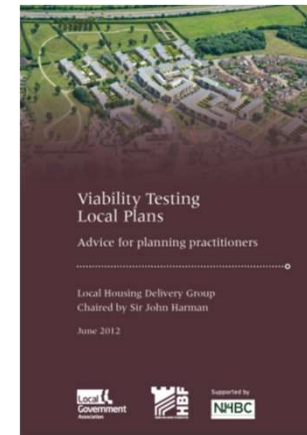
## PPG Developers' Return

- 10-018
  - *For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. ... A lower figure may be more appropriate in consideration of delivery of affordable housing ...*



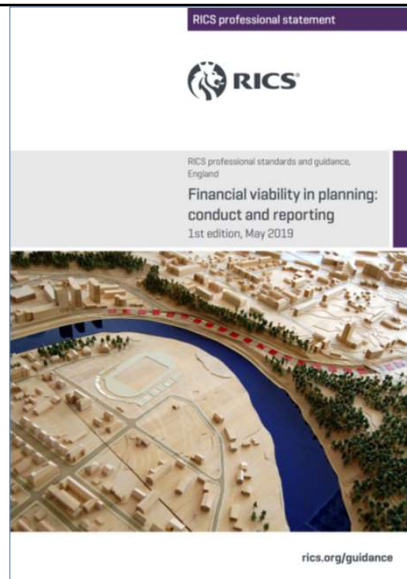
11

## Harman / RICS



12

## Mandatory RICS Guidance



13

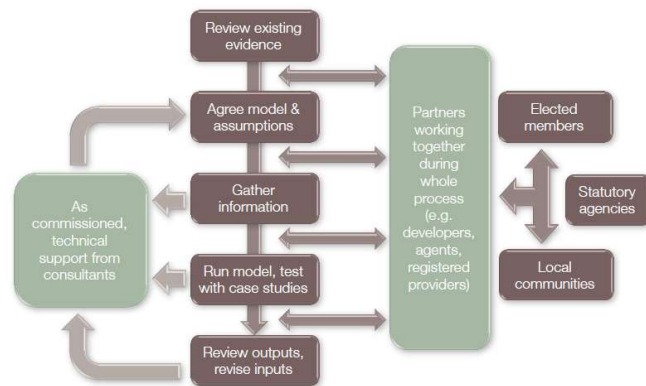
## RICS Guidance – so what?

- mandatory for Chartered Surveyors
- with objectivity, impartially and without interference and with reference to all appropriate available sources of information
- include instructions
- no performance-related or contingent fees
- presumption is that a viability assessment should be published in full
- a non-technical summary
- includes appropriate sensitivity testing
- responsible for sub-contractors / specialists
- (value engineering)



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## Engagement Phases



15

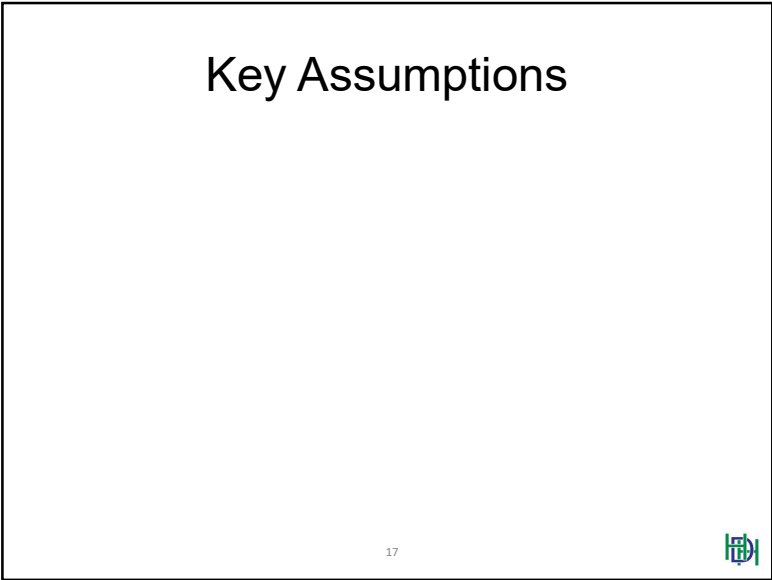
## Methodology

- Data Gathering
  - Values
  - Costs
  - Land
- Modelling
  - Typologies
  - Residential, employment, retail
- Appraisals
  - Residual Value v EUV Plus

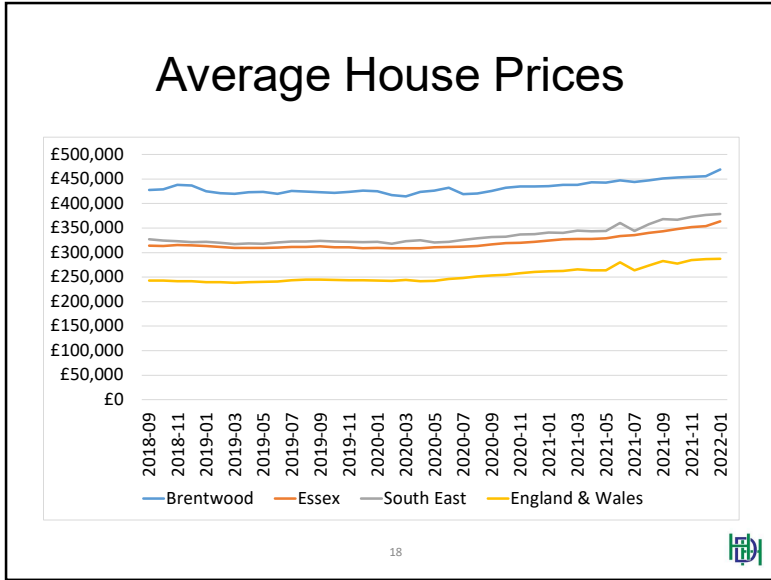
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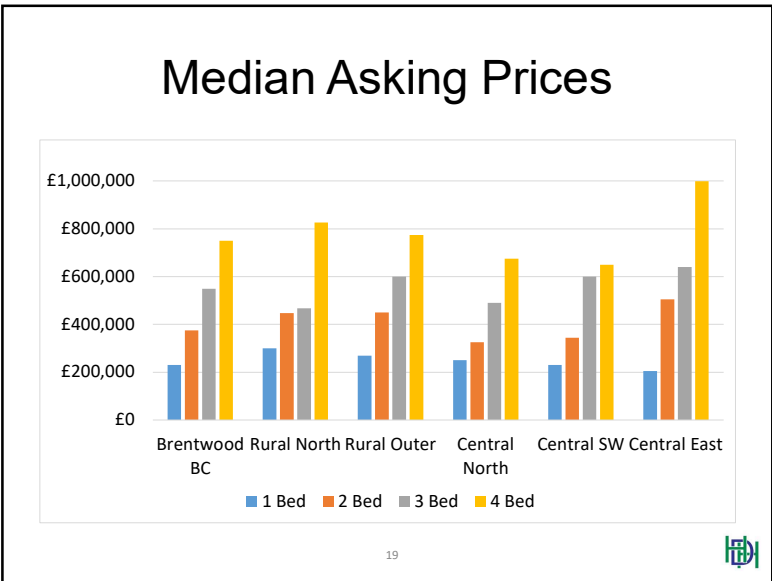
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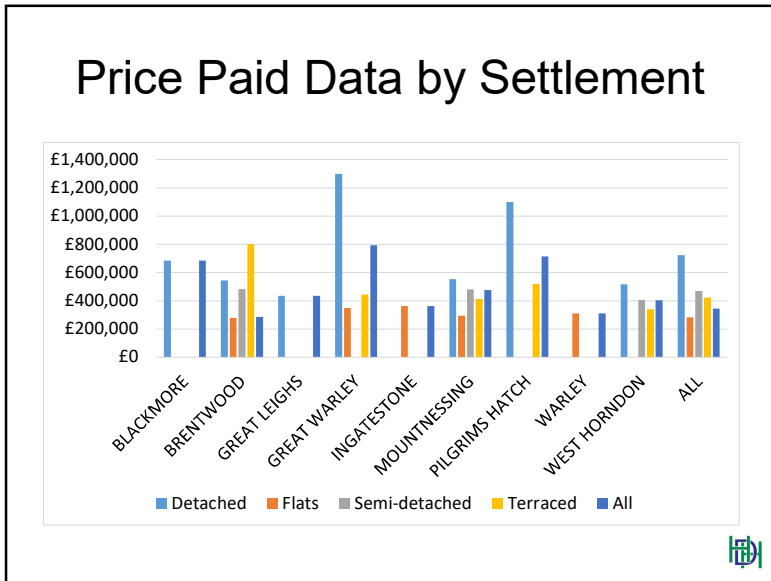
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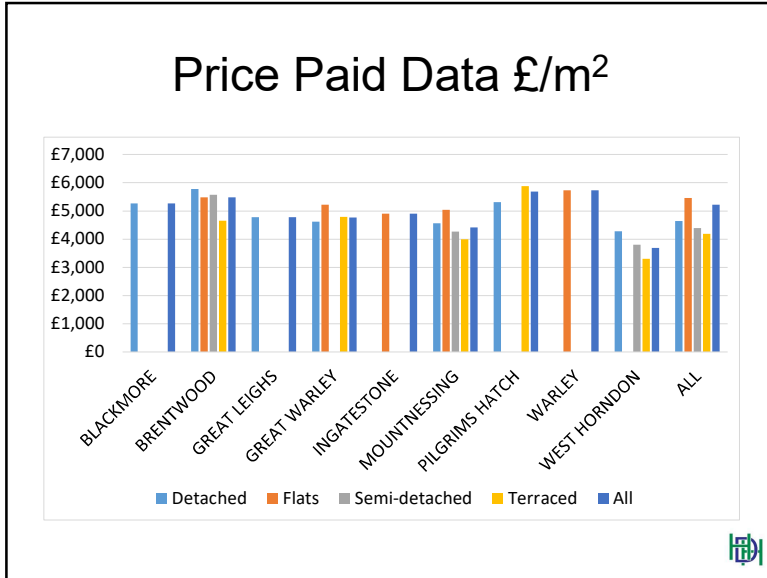
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20



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### Newbuild Asking Prices

Agent / Developer	Detached		Flats		Semi-detached		Terraced		All	
	Count	Average £	Count	Average £/m <sup>2</sup>	Count	Average £	Count	Average £/m <sup>2</sup>	Count	Average £
Balgore Hayes	1	£825,000	0		0		0		1	£825,000
Ashwells Court	0	£4,940	0		1	£600,000	0		1	£600,000
Nags Head Lane	0		0		0	£5,000	0		0	£5,000
Beresfords	0		0		1	£700,000	0		1	£700,000
Brentwood Road	1	£675,000	0		0		0		1	£675,000
Dance Viny	0	£6,308	0		0		0		0	£6,308
Ingrave House	0		5	£359,000	0		0		5	£359,000
Connells	0		1	£250,000	0		0		1	£250,000
One Brentwood	0		0		0		0		0	
Douglas Allen	0		7	£290,000	0		0		7	£290,000
Regent House	0		0	£5,144	0		0		0	£5,144
Farview Homes	0		6	£518,833	0		0		6	£518,833
Noia	0		0	£6,141	0		0		0	£6,141
Jenkins	1	£850,000	0		0		0		1	£850,000
La Plata Grove	0		0		0		0		0	
JNH	0		1		0		0		1	
Millfield Park	0		0		0		0		0	
Keith Ashton	0		0		1	£775,000	£4,235		1	£775,000
Braeburn House	0		0		1	£775,000	£4,167		1	£775,000
Bramley House	0		0		0		0		0	£4,167
Ingrave Road	2	£752,500	0		2	£650,000	£5,000		2	£650,000
Peartree Lane	0		0		0		0		0	£5,000
Land Charter Homes	0		5	£347,000	0		0		5	£347,000
Worley HQ	0		1	£1,500,000	0		0		1	£1,500,000
Marden Homes	0		0	£7,353	0		2	£1,197,500	0	£6,500
Boyles Court	0		0		0		0		0	£6,500
Parabar Estates	2	£970,000	0		0		0		2	£970,000
Bayleigh Road	0		0		0		0		0	
Savills	0		2	£612,498	0		0		2	£612,498
Old Pump Works	0		9	£407,222	0		0		9	£407,222
Weston Homes / BPC Land	0		0	£6,217	0		0		0	£6,217
1023 West	0		0		0		0		0	
William H Brown	0		2	£345,000	0		0		2	£345,000
The Pembury	0		6	£691,667	0		0		6	£691,667
ALL	7	£827,857	39	£421,131	6	£691,667	£4,680		2	£1,197,500
									6	£6,500
									54	£534,773

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### Price Assumptions (£/m<sup>2</sup>)

Typology	Price Assumption (£/m <sup>2</sup> )
Previously Developed Land	£5,100
Urban Flats	£5,750
Large Greenfield – Urban Fringe	£5,225
Large Greenfield	£5,350
Medium Greenfield – Urban Fringe	£5,120
Medium Greenfield	£5,350
Small Greenfield	£5,750

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### Affordable Housing

- Affordable Rent**  
 LHA CAP; Management 10%; Voids & bad debts 4%; Repairs 6%; Yield 4%  
**= £2,280/m<sup>2</sup>**
- Social Rent**  
 Management 10%; Voids & bad debts 4%; Repairs 6%; Yield 4%  
**= £1,550/m<sup>2</sup>**
- Affordable Home Ownership**  
 50% Share; Rent 2.75%  
**= 65% OMV**
- First Homes**  
**N/A**

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## Older Peoples Housing

All Areas	£/m <sup>2</sup>
Sheltered	7,000
Extracare	8,000



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## Non-Residential Values

	Rent £/m <sup>2</sup>	Yield	Rent free period	Value	Assumption
Offices - Large	£250	6.00%	1.0	£3,931	£3,900
Industrial - Large	£100	4.50%	1.0	£2,127	£2,100
Industrial - Small	£100	6.50%	1.0	£1,445	£1,000
Logistics	£150	4.00%	2.0	£3,467	£2,800
Retail - Central	£365	5.00%	1.0	£6,952	£6,950
Retail (elsewhere)	£275	7.50%	1.0	£3,411	£3,400
Supermarket	£250	4.50%	0.0	£5,556	£5,550
Retail warehouse	£180	5.00%	2.0	£3,265	£3,265
Hotel (per room)	£4,500	6.00%	0.0	£3,036	£3,035



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## Land - Land Registry PPD

	Decision Issued	Scheme name/address	Site Area (ha)	Total Units	Aff Units	Aff %	£/ha	£/unit
20/01111/FUL	06-Aug-21	Car Park Opp Central Office Ford Motor Co Ltd Eagle Way Great Warley Essex	5.29	133	27	20.30%	£7,939,509	£315,789
20/00704/FUL	21-Dec-21	Waterworks Spring Farm Dagwood Lane Doddinghurst Brentwood Essex CM15 9RX	3.5	15	0	0.00%	£192,857	£45,000
20/01019/REM 18/01601/OUT	06-Nov-20	Regent House Hubert Road	0.64	31	11	35.48%	£22,500,000	£464,516
19/01013/FUL	20-Dec-19	Land At Red Rose Farm Red Rose Lane Blackmore Ingatstone Essex CM4 0SA	0.62	12	4	33.33%	£1,911,290	£98,750
19/00937/FUL	20-Dec-19	Blood Transfusion Centre Crescent Drive Shenfield Essex CM15 8DN	1.50	86	8	9.30%	£4,682,000	£81,663
19/01721/FUL	16-Jun-20	Essex Police & La Plata House London Road Brentwood Essex CM14 4QJ	0.50	8	2	25.00%	£15,892,104	£993,297
16/01805/OUT 19/01307/FUL	20-Mar-20	Essex Police & La Plata House London Road Brentwood Essex CM14 4QJ	0.50	75	27	36.00%		
17/01594/FUL	13-Apr-18	The Old Pump Works Great Warley Street Great Warley Essex CM13 3JR	0.79	18	2	11.11%	£5,537,975	£243,096
16/00226/FUL	26-Apr-17	Land Rear of 139-141, Coxtie Green Road, Pilgrims Hatch, South Weald, Essex	0.44	12	2	16.67%		
15/00710/FUL	22-Nov-16	Land Adjacent To The New Folly Bell Mead Ingatstone Essex	0.4	16	5	31.25%	£5,750,000	£143,750
15/01084/FUL	02-Jun-16	Land Formerly Known As NV Tools St James Road Brentwood Essex	0.15	45	16	35.56%	£22,136,667	£73,789
15/01379/FUL	12-Feb-16	The Brentwood Training Centre Essex Way Warley Essex CM13 3AX	0.65	50	18	36.00%		
15/00155/FUL	26-May-15	The White House Ongar Road Kelvedon Hatch Essex CM15 0AA	0.4	14	5	35.71%	£3,187,500	£91,071



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## Existing Use Value £/ha

- Agricultural Land £25,000/ha
- Paddock Land £50,000/ha
- Previously Developed £1,200,000/ha
- Dunton Hills (Ag/Golf) £100,000/ha

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28

## Development Costs 1

- Construction BCIS median
- Site Costs 5% to 20%
- Brownfield +5%
- Fees 10%
- Contingencies 2.5% / 5%

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## Development Costs 2

- Interest 6%
- Developer's Return 17.5
- Sales 2.5% + 1%

30



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## Local Plan and National Policies

Affordable Housing 35% (86% / 14% - No First Homes).


Sustainability 10% on-site generation, EV charging, Water conservation, 10% BNG, District Heating.

Design 95% Part M4(2), 5% Part M4(3), NDSS, Open Space.

Developer Contributions S106 £2,500/unit

	Units	Area ha	£	£/unit
Officers Meadows masterplan area	825	38.74	£19,372,080	£23,481
West Horndon masterplan	580	17.25	£10,863,689	£18,730
Dunton Hills Garden Village	4,000	257.00	£136,814,791	£34,203
Brentwood Enterprise Park			£10,744,530	

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## Modelling – based on Land Availability Assessment (LAA)

		Current Use	Units	Area Ha			%	Density Units/ha		Density m2/ha
				Total	Gross	Net		Gross	Net	
1	Officers Meadows	Green Agricultural	825	38.740	38.740	28.200	72.8%	21.30	35.00	2,661
2	West Horndon	Brown PDL	580	17.250	17.250	10.230	59.3%	33.62	35.00	5,162
3	Dunton	Green Ag / Golf	4,000	257.000	257.000	128.500	50.0%	15.56	35.00	2,831
4	Large Green 200	Green Agricultural	200	7.619	7.619	5.714	75.0%	26.25	35.00	3,181
5	Medium Green 40	Green Agricultural	40	1.477	1.270	1.143	77.4%	31.50	35.00	3,223
6	Medium Green 40 Fringe	Green Agricultural	40	1.477	1.270	1.143	77.4%	31.50	35.00	3,223
7	Medium Green 20	Green Agricultural	20	0.738	0.635	0.571	77.4%	31.50	35.00	3,062
8	Medium Green 20 Fringe	Green Agricultural	20	0.747	0.635	0.571	76.5%	31.50	35.00	3,228
9	Medium Green 12	Green Agricultural	12	0.443	0.343	0.343	77.4%	35.00	35.00	3,409
10	Medium Green 12 Fringe	Green Agricultural	12	0.443	0.343	0.343	77.4%	35.00	35.00	3,409
11	Large Brown 100	Brown Industrial	100	2.502	2.222	1.667	66.6%	45.00	60.00	5,526
12	Large Brown 100 HD	Brown Industrial	100	1.810	1.810	1.538	85.0%	55.25	65.00	5,349
13	Large Brown 40	Brown Industrial	40	1.477	1.270	1.143	77.4%	31.50	35.00	3,223
14	Large Brown 40 HD	Brown Industrial	40	0.684	0.684	0.615	90.0%	58.50	65.00	5,451
15	Medium Brown 20	Brown Industrial	20	0.738	0.635	0.571	77.4%	31.50	35.00	3,127
16	Medium Brown 20 HD	Brown Industrial	20	0.308	0.308	0.308	100.0%	65.00	65.00	5,321
17	Medium Brown 12	Brown Industrial	12	0.343	0.343	0.343	100.0%	35.00	35.00	3,351
18	Medium Brown 12 HD	Brown Industrial	12	0.185	0.185	0.185	100.0%	65.00	65.00	5,422
19	Small Green 9	Green Paddock	9	0.300	0.300	0.300	100.0%	30.00	30.00	3,117
20	Small Green 4	Green Paddock	4	0.167	0.133	0.133	80.0%	30.00	30.00	3,000
21	Small Brown 9	Brown Industrial	9	0.257	0.257	0.257	100.0%	35.00	35.00	3,165
22	Small Brown 9 HD	Brown Industrial	9	0.138	0.138	0.138	100.0%	65.00	65.00	4,708
23	Small Brown 4	Brown Industrial	4	0.100	0.100	0.100	100.0%	40.00	40.00	3,700
24	Small Brown 4 HD	Brown Industrial	4	0.040	0.040	0.040	100.0%	100.00	100.00	6,710

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## CIL as % Residual Value

Site	Officers	Members	£50	£25	£50	£75	£100	£125	£150	£175	£200	£225	£250
Site 1 Officers Meadows	Weston	Weston	250	250	250	250	250	250	250	250	250	250	250
Site 2 West Hamdon	West Hamdon	West Hamdon	250	250	250	250	250	250	250	250	250	250	250
Site 3 Purton	East Hamdon	East Hamdon	450	450	450	450	450	450	450	450	450	450	450
Site 4 Large Green 200	Urban Fringe	Urban Fringe	250	250	250	250	250	250	250	250	250	250	250
Site 5 Medium Green 40	Rural	Rural	100	100	100	100	100	100	100	100	100	100	100
Site 6 Medium Green 40 Fringe	Urban Fringe	Urban Fringe	250	250	250	250	250	250	250	250	250	250	250
Site 7 Medium Green 20	Rural	Rural	100	100	100	100	100	100	100	100	100	100	100
Site 8 Medium Green 20 Fringe	Urban Fringe	Urban Fringe	250	250	250	250	250	250	250	250	250	250	250
Site 9 Medium Green 12	Rural	Rural	100	100	100	100	100	100	100	100	100	100	100
Site 10 Large Brown 100	Urban Area	Urban Area	250	250	250	250	250	250	250	250	250	250	250
Site 11 Large Brown 100 HD	Urban Area	Urban Area	250	250	250	250	250	250	250	250	250	250	250
Site 12 Large Brown 40	Urban Area	Urban Area	250	250	250	250	250	250	250	250	250	250	250
Site 13 Large Brown 40 HD	Urban Area	Urban Area	250	250	250	250	250	250	250	250	250	250	250
Site 14 Medium Brown 20	Urban Area	Urban Area	250	250	250	250	250	250	250	250	250	250	250
Site 15 Medium Brown 20 HD	Urban Area	Urban Area	250	250	250	250	250	250	250	250	250	250	250
Site 16 Medium Brown 12	Urban Area	Urban Area	250	250	250	250	250	250	250	250	250	250	250
Site 17 Medium Brown 12 HD	Urban Area	Urban Area	250	250	250	250	250	250	250	250	250	250	250
Site 18 Small Green 4	Generality	Generality	100	100	100	100	100	100	100	100	100	100	100
Site 19 Small Green 9	Generality	Generality	100	100	100	100	100	100	100	100	100	100	100
Site 20 Small Brown 4 HD	Generality	Generality	250	250	250	250	250	250	250	250	250	250	250
Site 21 Small Brown 4	Generality	Generality	250	250	250	250	250	250	250	250	250	250	250
Site 22 Small Brown 4 HD	Generality	Generality	250	250	250	250	250	250	250	250	250	250	250
Site 23 Small Brown 4 HD	Generality	Generality	250	250	250	250	250	250	250	250	250	250	250



## CIL as % GDV

Site	Officers	Members	£50	£25	£50	£75	£100	£125	£150	£175	£200	£225	£250
Site 1 Officers Meadows	Weston	Weston	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 2 West Hamdon	West Hamdon	West Hamdon	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 3 Purton	East Hamdon	East Hamdon	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 4 Large Green 200	Urban Fringe	Urban Fringe	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 5 Medium Green 40	Rural	Rural	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 6 Medium Green 40 Fringe	Urban Fringe	Urban Fringe	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 7 Medium Green 20	Rural	Rural	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 8 Medium Green 20 Fringe	Urban Fringe	Urban Fringe	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 9 Medium Green 12	Rural	Rural	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 10 Large Brown 100	Urban Area	Urban Area	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 11 Large Brown 100 HD	Urban Area	Urban Area	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 12 Large Brown 40	Urban Area	Urban Area	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 13 Large Brown 40 HD	Urban Area	Urban Area	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 14 Medium Brown 20	Urban Area	Urban Area	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 15 Medium Brown 20 HD	Urban Area	Urban Area	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 16 Medium Brown 12	Urban Area	Urban Area	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 17 Medium Brown 12 HD	Urban Area	Urban Area	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 18 Small Green 4	Generality	Generality	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 19 Small Green 9	Generality	Generality	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 20 Small Brown 4 HD	Generality	Generality	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 21 Small Brown 4	Generality	Generality	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 22 Small Brown 4 HD	Generality	Generality	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%
Site 23 Small Brown 4 HD	Generality	Generality	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%	0.41%



## Moving Forward

- Circulate presentation
- Circulate rough and ready first draft of report
- Comments by midday 1<sup>st</sup> July 2022
- To: [planning.policy@brentwood.gov.uk](mailto:planning.policy@brentwood.gov.uk)



## Appendix 4 – Consultation Notes

No.	Speaker	Item
1.		<b>Introduction</b>
	JQ	<p>Brentwood Council is aware of the proposed changes to CIL in the Levelling Up and Regeneration Bill, however these are unknown at present. The Council will continue monitoring the progress of the Bill and take appropriate actions as required.</p> <p>In terms of time frame, following findings from the focused workshop, the Council aims to consult CIL in September 2022.</p>
	SD	<p>HDH Planning undertook the 2018 Local Plan Viability Assessment supporting the Local Plan process which was examined and found sound. This piece of work is an update from the previous Viability Assessment, it also picks up changes in national policy since then.</p> <p>This viability consultation will inform the draft charging schedule. The formal consultation on the setting of the levy will take place when the draft charging schedule is published.</p> <p>As the Local Plan has just been adopted, the assessment contains a fully policy-on set of appraisals, assuming all other policy requirements have been met before CIL is set.</p> <p>We will circulate the draft report which contains the evidence we collected. When you respond please provide evidence that can be used for us to update our assumptions. Please do not hesitate to flag up the part of your response that may be commercially sensitive and should be kept confidential.</p> <p>The presentation provides an overview of guidance documents, methodology, and key assumptions.</p> <p>At the end of the presentation, there will be some early emerging results. Stressed not to put weight on early emerging results, as it is inevitable that assumptions will change as a result of the consultation, as we take into account the comments that are made.</p>
2.		<b>Presentation</b>
	SD	<p>a. Methodology – SD explained the purpose of the update and the overall approach.</p>
		<p>No comments or questions were provided from attendees.</p>
	SD	<p>b. Main assumptions - SD provided a summary of changes which have occurred since previous viability work was undertaken and explained the main assumptions used in the draft Viability Assessment.</p>

	Tom Hegan	<b>Question:</b> In respect of site costs analysis - 20% on top off BCIS, what would this cover? Is it intended to cover all plot external works and strategic infrastructure costs other than those allowed for in the abnormal (IDP costs)
	SD	<b>Answer:</b> We have the BCIS costs, the site costs and separately to that we have the abnormal costs and we have the strategic infrastructure and mitigation costs in the IDP. So the 20% is to cover all on-site costs, including roads and service connections, landscaping / garden areas, all things other than the houses themselves.
		No other comments or questions were provided from attendees.
	SD	c. Viability Test - SD presented early results from the CIL testing to demonstrate the ability of sites to afford a CIL contribution
		No comments or questions were provided from attendees.
	SD	d. Moving forward - SD emphasised that comments on values, costs, and assumptions within the draft VA are required to support the process moving forward
		No comments or questions were provided from attendees during the presentation.
<b>3.</b>		<b>Discussion</b>
	Tom Hegan	<b>Question:</b> A stand out issue was the assumed site cost allowance used, in my experience plot externals would typically be 15% on top of BCIS median. The figure used feels insufficient drawing from my experiences, may need more per site. Will provide comments accordingly through the document consultation.
	SD	<b>Answer:</b> We are open to the inclusion of a site promotion cost to allow for further costs on site, this has previously been included on the Dunton Hills site.
	Tom Hegan	<b>Question:</b> Expressed a second issue concerning 'market saturation', what allowances have been made if any for multiple house developers building and selling at the same time? Stating that given the pressure on sales on strategic sites in particular this is likely to have a depressing effect on price.
	SD	<b>Answer:</b> Concerning market saturation, the balance on price and outlet is around the products offered. If everyone was to build the same product there would be a negative effect. However, referencing examples from other areas experiencing high levels of development, in reality the different prices and ranges of products negate the need for an allowance on this. HDH confirmed we are open to getting the assumptions right and welcomed

		comments on this and further consideration. Note that site value assumptions are cautious.
	Tom Hegan	<b>Question:</b> What is the basis of the £2,500 for S106? What does it cover?
	SD	<b>Answer:</b> There are site specific things that CIL won't cover, hence a need to put the figure in the appraisal to cover S106, the purpose being it covers the things that are likely to be site specific i.e. RAMS, pedestrian crossing, bus stops, etc.
	Alethea Evans	<b>Observation:</b> Explained the funding behind Brentwood's CIL workstream and the role of ECC. Pointed towards Castle Point as a LPA who have recently been through the CIL process. In support of CIL's work, Castle Point produced a list to delineate the difference between CIL spending and S106. Recommended that this is reviewed as an example of how Brentwood Council may present this within their work.
		No further questions or comments were provided. Meeting concluded.

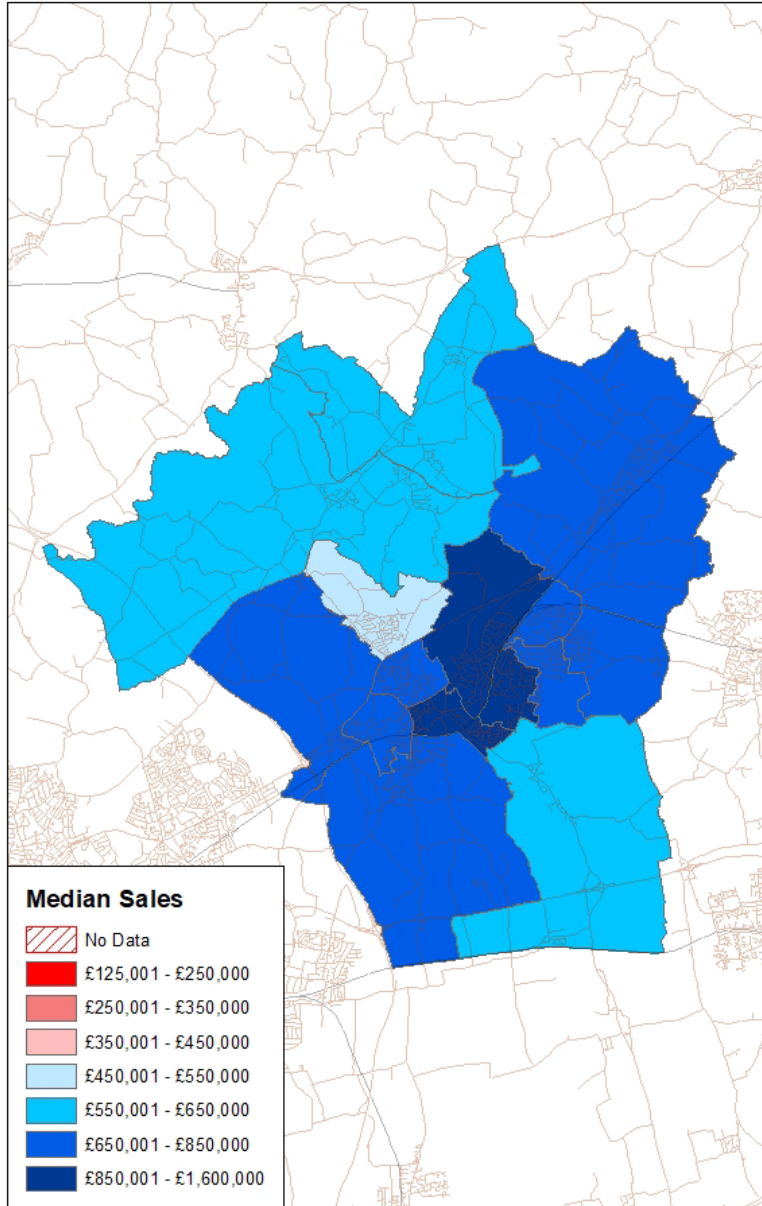




# Appendix 5 – Price Maps



## Brentwood Borough Council Median Sales by Ward - Detached 1/1/19 - 1/3/22

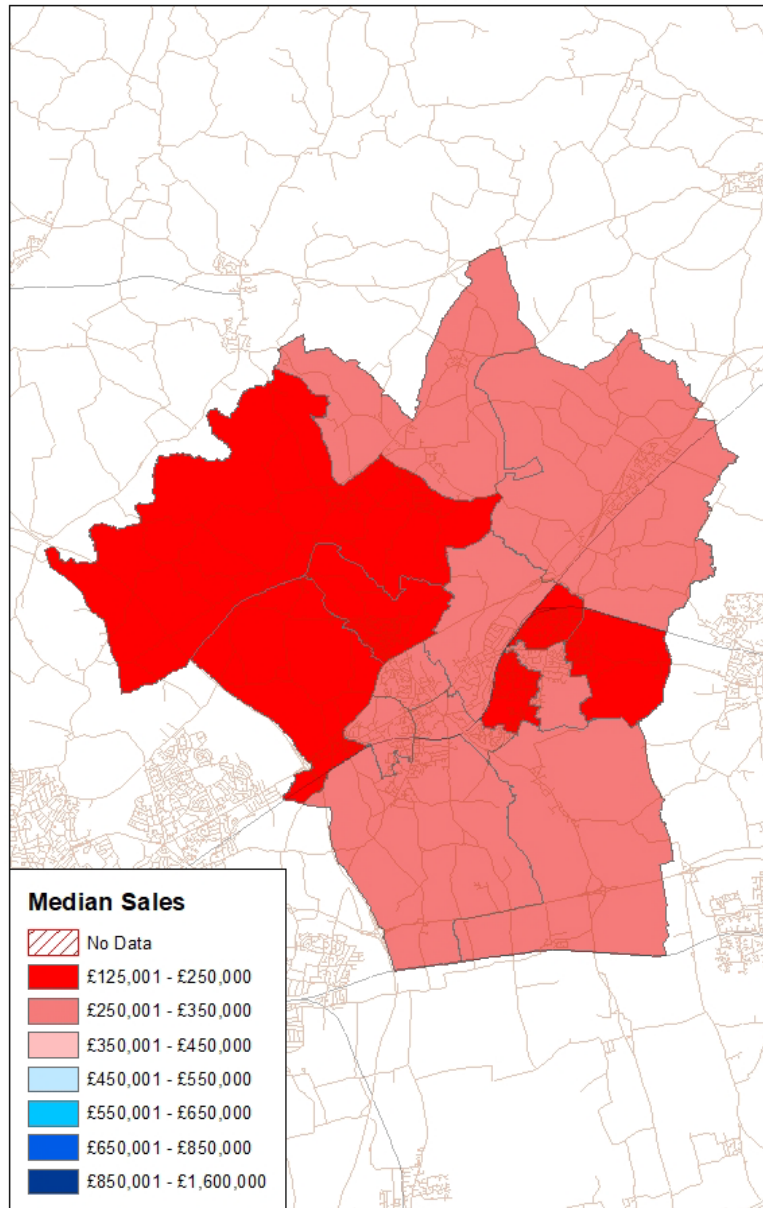


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### Brentwood Borough Council Median Sales by Ward - Flats 1/1/19 - 1/3/22

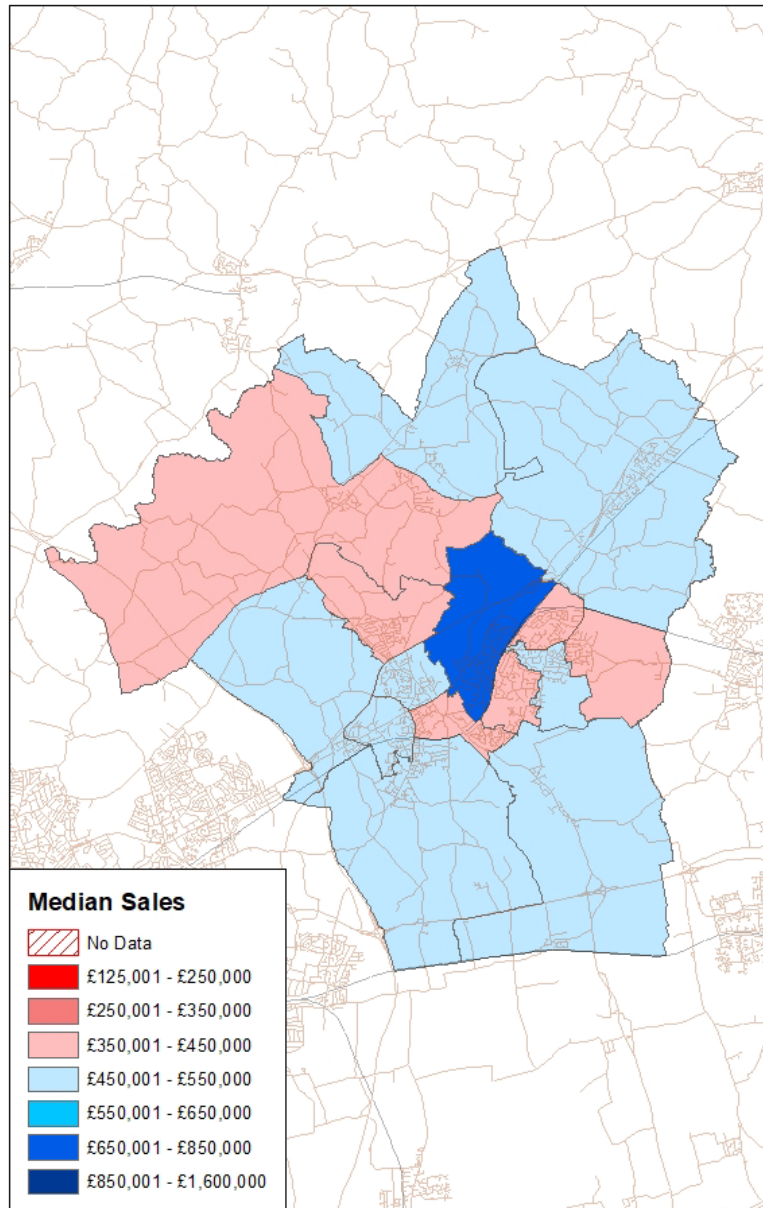


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### Brentwood Borough Council Median Sales by Ward - Semis 1/1/19 - 1/3/22

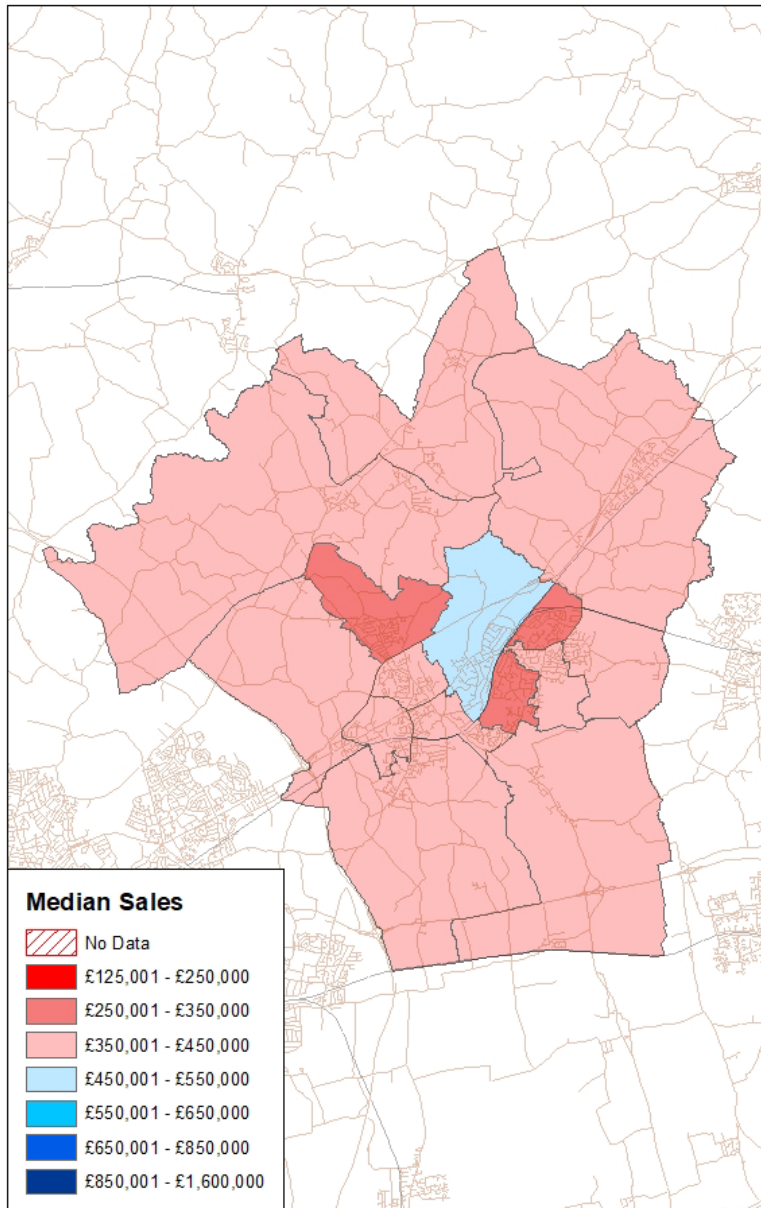


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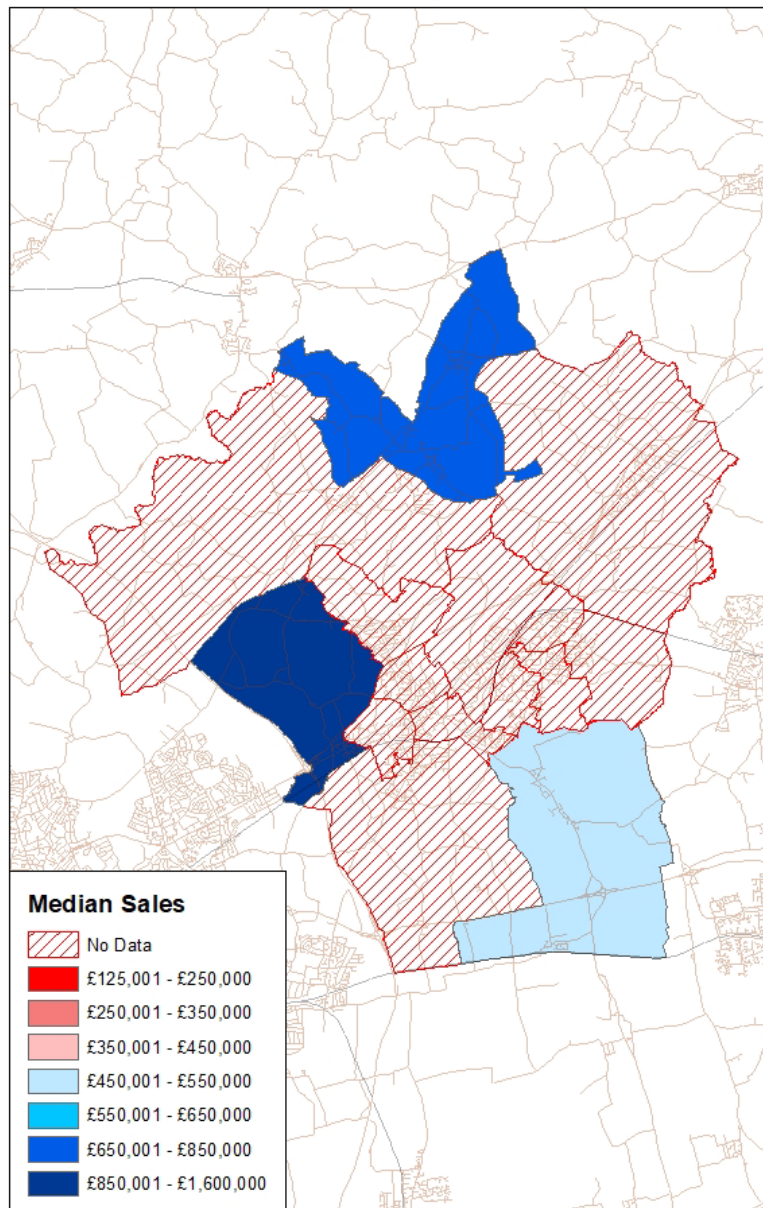
### Brentwood Borough Council Median Sales by Ward - Terraced 1/1/19 - 1/3/22



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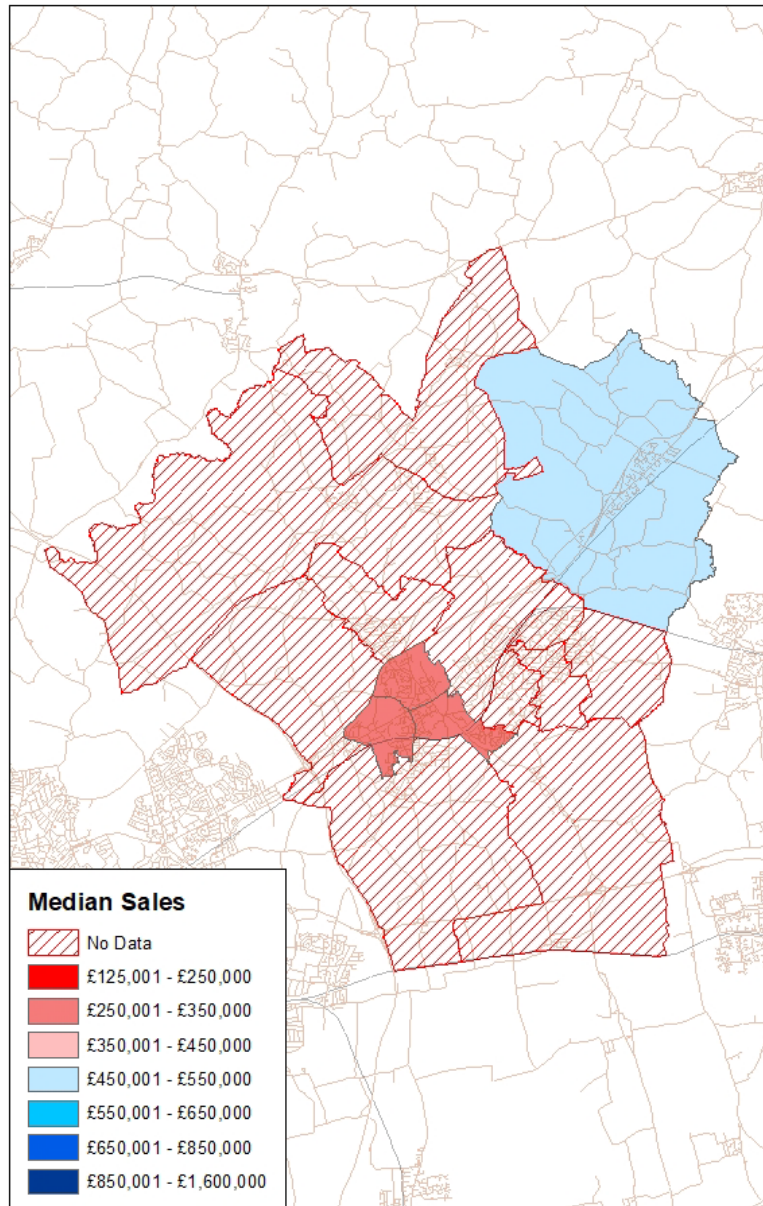
 Brentwood Borough Council  
Median Sales by Ward - Newbuild Detached  
1/1/19 - 1/3/22



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### Brentwood Borough Council Median Sales by Ward - Newbuild Flats 1/1/19 - 1/3/22

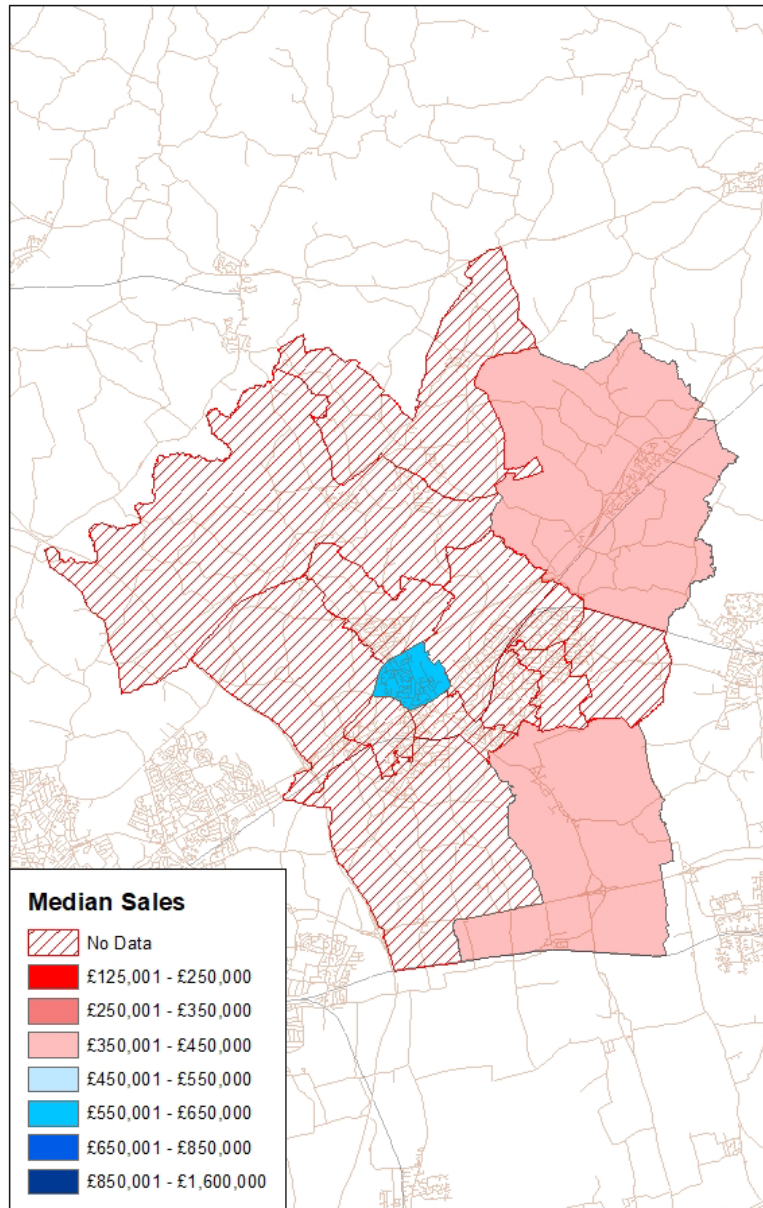


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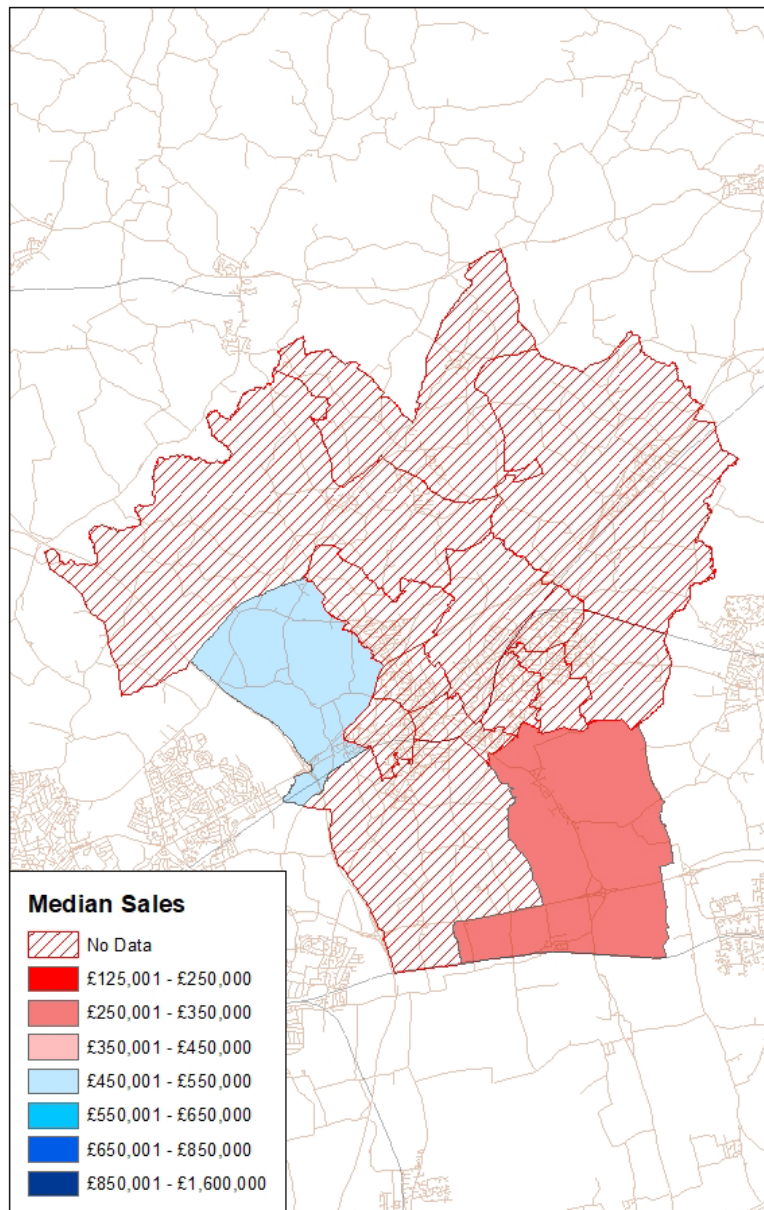
### Brentwood Borough Council Median Sales by Ward - Newbuild Semis 1/1/19 - 1/3/22



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### Brentwood Borough Council Median Sales by Ward - Newbuild Terraced 1/1/19 - 1/3/22



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## Appendix 6 –Land Registry PPD and EPC Data – Residential

2022

Date	Price Paid	Type	SAON	PAON	Street	Locality	Town	Postcode	M2	£/M2
04/01/2018	£412,500	S		3	BURNTWOOD WAY	BRENTWOOD	BRENTWOOD	CM14 4GH	73	£5,651
08/01/2018	£540,000	S		16A	WESTWOOD AVENUE	BRENTWOOD	BRENTWOOD	CM14 4PA	73	£7,397
12/01/2018	£459,995	T		10	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	93	£4,946
15/01/2018	£499,995	D		17	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£4,587
16/01/2018	£489,995	S		19	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£4,495
18/01/2018	£489,995	D		16	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£4,495
23/01/2018	£482,995	S		15	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	135	£3,578
26/01/2018	£440,000	S		5	BURNTWOOD WAY	BRENTWOOD	BRENTWOOD	CM14 4GH	93	£4,731
26/01/2018	£482,995	S		21	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	135	£3,578
29/01/2018	£482,995	S		14	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	135	£3,578
31/01/2018	£454,995	T		8	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	93	£4,892
31/01/2018	£272,500	F	8	THE APARTMENTS	WEALD ROAD	BRENTWOOD	BRENTWOOD	CM14 4SX	43	£6,337
07/02/2018	£425,000	S		16	WESTWOOD AVENUE	BRENTWOOD	BRENTWOOD	CM14 4PA	95	£4,474
08/02/2018	£660,000	D		7	RIVER COURT	MOUNTNESSING	BRENTWOOD	CM15 0FG	149	£4,430
09/02/2018	£340,000	F	FLAT 5	LUKE COURT, 100	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4GQ	68	£5,000
09/02/2018	£482,995	S		20	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	135	£3,578
23/02/2018	£1,470,000	D		5	WOODSIDE PLACE	GREAT WARLEY	BRENTWOOD	CM13 3FP	291	£5,052
26/02/2018	£499,995	T		24	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£4,587
02/03/2018	£215,000	F	12	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	53	£4,057
02/03/2018	£210,000	F	2	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	53	£3,962
02/03/2018	£215,000	F	7	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	53	£4,057
05/03/2018	£499,995	D		23	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£4,587
08/03/2018	£499,995	D		22	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£4,587
16/03/2018	£352,500	F	13	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	68	£5,184
19/03/2018	£444,995	T		9	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	93	£4,785
26/03/2018	£650,000	D		27	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	149	£4,362
28/03/2018	£489,995	S		13	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£4,495
29/03/2018	£1,140,000	D		1	WOODSIDE PLACE	GREAT WARLEY	BRENTWOOD	CM13 3FP	247	£4,615
29/03/2018	£444,995	T		2	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	93	£4,785
03/04/2018	£489,995	D		12	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£4,495
20/04/2018	£650,000	D		25	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£5,963
23/04/2018	£454,995	T		3	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	93	£4,892
24/04/2018	£650,000	D		26	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	149	£4,362
27/04/2018	£454,995	T		4	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	93	£4,892
27/04/2018	£349,995	F		45	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	67	£5,224
04/05/2018	£489,995	D		9	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£4,495
08/05/2018	£489,995	D		8	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£4,495
11/05/2018	£489,995	T		7	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£4,495
17/05/2018	£537,000	D		4	BURNTWOOD WAY	BRENTWOOD	BRENTWOOD	CM14 4GH	93	£5,774



18/05/2018	£484,995	S		10	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	135	£3,593
21/05/2018	£484,995	S		11	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	135	£3,593
25/05/2018	£650,000	D		1	WIDVALE ROAD	MOUNTNESSING	BRENTWOOD	CM15 0FF	149	£4,362
29/05/2018	£489,995	D		32	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£4,495
31/05/2018	£1,200,000	D		8	MAGNOLIA CRESCENT	GREAT WARLEY	BRENTWOOD	CM13 3FG	250	£4,800
31/05/2018	£265,000	F	2	HENRY PLACE, 7 - 9	THE MOUNT	BRENTWOOD	BRENTWOOD	CM14 4QR	66	£4,015
06/06/2018	£410,000	F	9	HENRY PLACE, 7 - 9	THE MOUNT	BRENTWOOD	BRENTWOOD	CM14 4QR	100	£4,100
07/06/2018	£349,995	F		46	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	67	£5,224
11/06/2018	£489,995	D		34	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£4,495
13/06/2018	£250,000	F	5	HENRY PLACE, 7 - 9	THE MOUNT	BRENTWOOD	BRENTWOOD	CM14 4QR	66	£3,788
13/06/2018	£250,000	F	6	HENRY PLACE, 7 - 9	THE MOUNT	BRENTWOOD	BRENTWOOD	CM14 4QR	66	£3,788
13/06/2018	£489,995	D		33	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£4,495
22/06/2018	£660,000	D		4	RIVER COURT	MOUNTNESSING	BRENTWOOD	CM15 0FG	149	£4,430
25/06/2018	£492,995	S		30	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	112	£4,402
27/06/2018	£492,995	S		31	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	112	£4,402
29/06/2018	£454,995	T		7	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	93	£4,892
29/06/2018	£290,000	F	3	HENRY PLACE, 7 - 9	THE MOUNT	BRENTWOOD	BRENTWOOD	CM14 4QR	109	£2,661
29/06/2018	£482,995	S		35	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	112	£4,312
29/06/2018	£500,000	F	14	BELL MEAD HEIGHTS	BELL MEAD	INGATESTONE	INGATESTONE	CM4 0FQ	81	£6,173
02/07/2018	£482,995	S		36	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	112	£4,312
02/07/2018	£460,000	F	11	BELL MEAD HEIGHTS	BELL MEAD	INGATESTONE	INGATESTONE	CM4 0FQ	72	£6,389
09/07/2018	£482,995	S		37	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	112	£4,312
12/07/2018	£382,500	F	7	HENRY PLACE, 7 - 9	THE MOUNT	BRENTWOOD	BRENTWOOD	CM14 4QR	109	£3,509
13/07/2018	£330,000	F	6	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	61	£5,410
16/07/2018	£635,000	D		5	WIDVALE ROAD	MOUNTNESSING	BRENTWOOD	CM15 0FF	149	£4,262
20/07/2018	£1,474,995	D		2	WOODSIDE PLACE	GREAT WARLEY	BRENTWOOD	CM13 3FP	286	£5,157
20/07/2018	£482,995	S		38	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	112	£4,312
20/07/2018	£485,000	F	16	BELL MEAD HEIGHTS	BELL MEAD	INGATESTONE	INGATESTONE	CM4 0FQ	80	£6,063
20/07/2018	£460,000	F	9	BELL MEAD HEIGHTS	BELL MEAD	INGATESTONE	INGATESTONE	CM4 0FQ	70	£6,571
23/07/2018	£482,995	S		39	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	112	£4,312
23/07/2018	£482,995	S		40	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	112	£4,312
23/07/2018	£482,995	S		41	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	112	£4,312
27/07/2018	£482,995	S		42	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	112	£4,312
30/07/2018	£350,000	F	4	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	78	£4,487
30/07/2018	£299,995	F		1	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	49	£6,122
30/07/2018	£310,000	F		3	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	91	£3,407
30/07/2018	£280,000	F		4	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	57	£4,912
30/07/2018	£299,995	F		5	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	51	£5,882
30/07/2018	£300,000	F		6	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	72	£4,167
31/07/2018	£1,378,775	D		4	WOODSIDE PLACE	GREAT WARLEY	BRENTWOOD	CM13 3FP	316	£4,363
31/07/2018	£419,995	T		5	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	93	£4,516
03/08/2018	£340,000	F	11	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	61	£5,574
17/08/2018	£800,000	T		22	REGENT WAY	BRENTWOOD	BRENTWOOD	CM14 4TY	172	£4,651
17/08/2018	£280,000	F		44A	CRESCENT ROAD	WARLEY	BRENTWOOD	CM14 5JR	49	£5,714
22/08/2018	£419,995	T		6	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	93	£4,516
22/08/2018	£345,000	F		44	CRESCENT ROAD	WARLEY	BRENTWOOD	CM14 5JR	58	£5,948
22/08/2018	£122,778	F	1	BELL MEAD HEIGHTS	BELL MEAD	INGATESTONE	INGATESTONE	CM4 0FQ	65	£1,889

22/08/2018	£91,111	F	2	BELL MEAD HEIGHTS	BELL MEAD	INGATESTONE	INGATESTONE	CM4 0FQ	48	£1,898
22/08/2018	£266,867	F	3	BELL MEAD HEIGHTS	BELL MEAD	INGATESTONE	INGATESTONE	CM4 0FQ	66	£4,043
22/08/2018	£91,111	F	4	BELL MEAD HEIGHTS	BELL MEAD	INGATESTONE	INGATESTONE	CM4 0FQ	48	£1,898
22/08/2018	£193,133	F	5	BELL MEAD HEIGHTS	BELL MEAD	INGATESTONE	INGATESTONE	CM4 0FQ	48	£4,024
29/08/2018	£280,000	F		42A	CRESCENT ROAD	WARLEY	BRENTWOOD	CM14 5JR	49	£5,714
30/08/2018	£232,500	F	22	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	32	£7,266
30/08/2018	£222,500	F	33	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	41	£5,427
30/08/2018	£220,000	F	9	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	34	£6,471
30/08/2018	£270,000	F		42C	CRESCENT ROAD	WARLEY	BRENTWOOD	CM14 5JR	48	£5,625
31/08/2018	£1,249,995	D		3	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	260	£4,808
31/08/2018	£199,995	F	8	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	33	£6,060
31/08/2018	£240,000	F	70	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	39	£6,154
31/08/2018	£247,500	F	94	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	34	£7,279
31/08/2018	£325,000	F		44C	CRESCENT ROAD	WARLEY	BRENTWOOD	CM14 5JR	55	£5,909
03/09/2018	£214,995	F	3	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	31	£6,935
03/09/2018	£250,000	F	101	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	41	£6,098
05/09/2018	£227,000	F	21	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	33	£6,879
10/09/2018	£349,500	F		42B	CRESCENT ROAD	WARLEY	BRENTWOOD	CM14 5JR	61	£5,730
14/09/2018	£235,000	F	19	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	39	£6,026
17/09/2018	£222,500	F	14	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	34	£6,544
17/09/2018	£207,500	F	25	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	33	£6,288
20/09/2018	£205,000	F	5	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	32	£6,406
21/09/2018	£235,000	F	48	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	34	£6,912
21/09/2018	£235,000	F	99	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	34	£6,912
24/09/2018	£349,950	F		44B	CRESCENT ROAD	WARLEY	BRENTWOOD	CM14 5JR	62	£5,644
25/09/2018	£202,500	F	20	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	31	£6,532
26/09/2018	£230,000	F	87	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	39	£5,897
27/09/2018	£300,000	F	4	HENRY PLACE, 7 - 9	THE MOUNT	BRENTWOOD	BRENTWOOD	CM14 4QR	65	£4,615
28/09/2018	£225,000	F	15	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	46	£4,891
28/09/2018	£210,000	F	31	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	34	£6,176
28/09/2018	£285,000	F		42	CRESCENT ROAD	WARLEY	BRENTWOOD	CM14 5JR	51	£5,588
05/10/2018	£206,000	F	26	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	34	£6,059
08/10/2018	£499,995	D		60	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	109	£4,587
11/10/2018	£277,500	F	16	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	42	£6,607
11/10/2018	£295,000	F	20	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	45	£6,556
11/10/2018	£280,000	F	24	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	42	£6,667
11/10/2018	£295,000	F	25	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	49	£6,020
11/10/2018	£290,000	F	27	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	49	£5,918
11/10/2018	£245,000	F	16	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	41	£5,976
16/10/2018	£519,995	D		2	RIVER COURT	MOUNTNESSING	BRENTWOOD	CM15 0FG	109	£4,771
19/10/2018	£350,000	F	1	HENRY PLACE, 7 - 9	THE MOUNT	BRENTWOOD	BRENTWOOD	CM14 4QR	65	£5,385
19/10/2018	£250,000	F	49	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	46	£5,435
19/10/2018	£220,000	F	53	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	39	£5,641
19/10/2018	£240,000	F	67	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	41	£5,854
22/10/2018	£270,000	F	31	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	39	£6,923
22/10/2018	£270,000	F	42	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	42	£6,429
22/10/2018	£253,000	F	46	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	38	£6,658

24/10/2018	£340,000	F	85	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	61	£5,574
25/10/2018	£1,381,500	D		3	WOODSIDE PLACE	GREAT WARLEY	BRENTWOOD	CM13 3FP	316	£4,372
26/10/2018	£1,095,000	D		CLEMENTS WOOD HOUSE, 5	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	291	£3,763
26/10/2018	£205,000	F	38	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	33	£6,212
26/10/2018	£205,000	F	55	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	33	£6,212
26/10/2018	£185,000	F	6	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	333	£556
29/10/2018	£255,000	F	17	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	39	£6,538
31/10/2018	£285,000	F	10	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	49	£5,816
31/10/2018	£550,000	D		7	BURNTWOOD WAY	BRENTWOOD	BRENTWOOD	CM14 4GH	95	£5,789
31/10/2018	£205,000	F	72	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	33	£6,212
31/10/2018	£482,995	T		63	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	112	£4,312
01/11/2018	£350,000	F	5	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	85	£4,118
01/11/2018	£209,000	T		47	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	75	£2,787
02/11/2018	£270,000	F	83	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	46	£5,870
02/11/2018	£494,995	S		58	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	95	£5,210
02/11/2018	£482,995	T		65	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	112	£4,312
05/11/2018	£335,000	F	11	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	47	£7,128
05/11/2018	£330,000	F	12	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	49	£6,735
05/11/2018	£360,000	F	15	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	50	£7,200
05/11/2018	£297,000	F	9	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	48	£6,188
09/11/2018	£267,500	F	100	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	46	£5,815
09/11/2018	£225,500	F	82	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	34	£6,632
14/11/2018	£250,000	F	4	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	36	£6,944
15/11/2018	£250,000	F	3	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	39	£6,410
15/11/2018	£310,000	F	39	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	46	£6,739
16/11/2018	£240,000	F	32	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	46	£5,217
16/11/2018	£218,000	F	42	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	33	£6,606
16/11/2018	£227,500	F	43	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	34	£6,691
16/11/2018	£472,995	S		56	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	112	£4,223
19/11/2018	£472,000	T		64	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	112	£4,214
19/11/2018	£410,000	F	7	BELL MEAD HEIGHTS	BELL MEAD	INGATESTONE	INGATESTONE	CM4 0FQ	68	£6,029
20/11/2018	£194,500	F	57	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	33	£5,894
22/11/2018	£190,000	F	40	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	33	£5,758
22/11/2018	£250,000	F	50	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	41	£6,098
22/11/2018	£320,000	F	1	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	61	£5,246
23/11/2018	£300,000	F	51	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	62	£4,839
23/11/2018	£275,000	F		2	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	48	£5,729
23/11/2018	£494,995	S		59	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	95	£5,210
27/11/2018	£225,000	F	44	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	33	£6,818
27/11/2018	£247,000	T		66	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	75	£3,293
28/11/2018	£505,000	F	10	BELL MEAD HEIGHTS	BELL MEAD	INGATESTONE	INGATESTONE	CM4 0FQ	97	£5,206
30/11/2018	£255,000	F	35	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	39	£6,538
30/11/2018	£265,000	F	FLAT 10	FLAT 17	ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	54	£4,907
30/11/2018	£280,000	F	FLAT 11	FLAT 17	ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	53	£5,283
04/12/2018	£262,000	F	FLAT 3	FLAT 17	ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	56	£4,679



04/12/2018	£260,000	F	FLAT 6	17	ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	53	£4,906
04/12/2018	£275,000	F	FLAT 7	17	ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	53	£5,189
06/12/2018	£202,500	F	74	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	33	£6,136
06/12/2018	£202,500	F	91	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	33	£6,136
10/12/2018	£385,000	F	8	HENRY PLACE, 7 - 9	THE MOUNT	BRENTWOOD	BRENTWOOD	CM14 4QR	109	£3,532
10/12/2018	£210,000	F	77	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	34	£6,176
10/12/2018	£287,000	F	95	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	54	£5,315
12/12/2018	£355,000	F	10	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	85	£4,176
12/12/2018	£482,995	S		57	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	112	£4,312
14/12/2018	£232,000	F	84	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	41	£5,659
14/12/2018	£428,000	F	13	BELL MEAD HEIGHTS	BELL MEAD	INGATESTONE	INGATESTONE	CM4 0FQ	72	£5,944
14/12/2018	£385,000	F	6	BELL MEAD HEIGHTS	BELL MEAD	INGATESTONE	INGATESTONE	CM4 0FQ	59	£6,525
17/12/2018	£352,000	F	28	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	56	£6,286
18/12/2018	£190,000	F	23	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	33	£5,758
20/12/2018	£235,000	F	36	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	39	£6,026
04/01/2019	£215,000	F	59	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	33	£6,515
14/01/2019	£487,500	F	12	BELL MEAD HEIGHTS	BELL MEAD	INGATESTONE	INGATESTONE	CM4 0FQ	87	£5,603
24/01/2019	£250,000	F	33	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	38	£6,579
08/02/2019	£360,000	F	14	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	63	£5,714
08/02/2019	£205,000	F	4	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	33	£6,212
15/02/2019	£330,000	F	30	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	50	£6,600
18/02/2019	£235,000	F	2	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	39	£6,026
22/02/2019	£220,000	F	65	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	34	£6,471
28/02/2019	£250,000	F	FLAT 2	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	46	£5,435
28/02/2019	£355,000	F	29	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	63	£5,635
01/03/2019	£355,000	F	13	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	45	£7,889
08/03/2019	£595,000	S		30	REGENT WAY	BRENTWOOD	BRENTWOOD	CM14 4TY	106	£5,613
13/03/2019	£366,500	F	54	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	58	£6,319
13/03/2019	£366,500	F	55	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	68	£5,390
15/03/2019	£357,000	F	9	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	78	£4,577
18/03/2019	£270,000	F	1	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	42	£6,429
18/03/2019	£262,000	F	19	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	38	£6,895
18/03/2019	£272,000	F	23	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	46	£5,913
18/03/2019	£253,000	F	34	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	40	£6,325
18/03/2019	£262,000	F	38	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	41	£6,390
18/03/2019	£282,000	F	40	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	40	£7,050
18/03/2019	£228,000	F	45	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	30	£7,600
18/03/2019	£269,000	F	5	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	23	£11,696
18/03/2019	£262,000	F	7	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	46	£5,696
18/03/2019	£275,000	F	8	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	46	£5,978
21/03/2019	£193,000	F	56	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	32	£6,031
22/03/2019	£360,000	F	FLAT	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	80	£4,500
			12							
27/03/2019	£258,000	F		11	BANK PLACE	BRENTWOOD	BRENTWOOD	CM14 4GE	53	£4,868
28/03/2019	£300,000	F	27	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	55	£5,455
28/03/2019	£300,000	F	29	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	51	£5,882
28/03/2019	£335,000	F	3	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	54	£6,204



28/03/2019	£300,000	F	31	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	53	£5,660
28/03/2019	£300,000	F	32	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	53	£5,660
28/03/2019	£240,000	F	4	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	36	£6,667
28/03/2019	£230,000	F	5	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	36	£6,389
28/03/2019	£279,000	F	6	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	50	£5,580
29/03/2019	£250,000	F	FLAT 15	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	44	£5,682
29/03/2019	£250,000	F	FLAT 3	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	44	£5,682
29/03/2019	£247,500	F		3	BANK PLACE	BRENTWOOD	BRENTWOOD	CM14 4GE	45	£5,500
29/03/2019	£245,000	F		9	BANK PLACE	BRENTWOOD	BRENTWOOD	CM14 4GE	48	£5,104
29/03/2019	£215,000	F	60	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	34	£6,324
16/04/2019	£229,000	F	116	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	34	£6,735
16/04/2019	£265,000	F	117	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	46	£5,761
16/04/2019	£265,000	F	134	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	46	£5,761
17/04/2019	£247,000	F		7	BANK PLACE	BRENTWOOD	BRENTWOOD	CM14 4GE	47	£5,255
17/04/2019	£242,000	F	121	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	39	£6,205
17/04/2019	£230,000	F	123	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	33	£6,970
18/04/2019	£300,000	F	20	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	48	£6,250
18/04/2019	£270,000	F	22	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	48	£5,625
18/04/2019	£218,000	F	111	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	34	£6,412
29/04/2019	£325,000	F	1	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	52	£6,250
29/04/2019	£300,000	F	26	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	54	£5,556
29/04/2019	£300,000	F	28	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	57	£5,263
30/04/2019	£185,000	F	37	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	31	£5,968
30/04/2019	£281,000	F	109	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	52	£5,404
03/05/2019	£550,000	F	8	BELL MEAD HEIGHTS	BELL MEAD	INGATESTONE	INGATESTONE	CM4 0FQ	103	£5,340
09/05/2019	£335,000	F	25	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	55	£6,091
10/05/2019	£280,000	F		1	BANK PLACE	BRENTWOOD	BRENTWOOD	CM14 4GE	55	£5,091
10/05/2019	£247,500	F	104	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	39	£6,346
16/05/2019	£290,000	F	23	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	45	£6,444
17/05/2019	£293,000	F	19	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	48	£6,104
17/05/2019	£295,000	F	2	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	46	£6,413
17/05/2019	£250,000	F		5	BANK PLACE	BRENTWOOD	BRENTWOOD	CM14 4GE	45	£5,556
23/05/2019	£275,000	F	11	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	44	£6,250
23/05/2019	£295,000	F	33	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	59	£5,000
24/05/2019	£212,500	F	73	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	32	£6,641
28/05/2019	£210,000	F	76	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	33	£6,364
31/05/2019	£265,000	F	24	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	52	£5,096
03/06/2019	£192,000	F	39	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	32	£6,000
05/06/2019	£274,000	F	FLAT 4 17		ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	77	£3,558
06/06/2019	£235,000	F	24	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	33	£7,121
14/06/2019	£285,000	F	21	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	48	£5,938
14/06/2019	£272,000	F	41	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	52	£5,231
17/06/2019	£282,500	F	49	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	49	£5,765
17/06/2019	£340,000	F	FLAT 8 17		ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	57	£5,965
21/06/2019	£369,000	F	47	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	80	£4,613
25/06/2019	£221,500	F	128	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	34	£6,515



05/07/2019	£332,000	F	FLAT 1	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	73	£4,548
05/07/2019	£270,000	F	FLAT	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	61	£4,426
			13							
05/07/2019	£320,000	F	FLAT	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	71	£4,507
			18							
05/07/2019	£346,000	F	FLAT 6	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	76	£4,553
05/07/2019	£332,000	F	FLAT 7	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	73	£4,548
05/07/2019	£237,500	F	FLAT 9	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	44	£5,398
08/07/2019	£360,000	F	FLAT	17	ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	56	£6,429
			12							
12/07/2019	£285,000	F	112	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	54	£5,278
12/07/2019	£246,000	F	69	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	52	£4,731
12/07/2019	£210,000	F	89	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	33	£6,364
12/07/2019	£282,000	F	92	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	52	£5,423
25/07/2019	£275,000	F	75	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	52	£5,288
26/07/2019	£325,000	F	36	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	37	£8,784
26/07/2019	£325,000	F	6	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	44	£7,386
26/07/2019	£268,000	F	FLAT 9	17	ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	77	£3,481
31/07/2019	£230,000	F	12	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	41	£5,610
31/07/2019	£725,000	F	10	BRESCIA HOUSE, 3 - 7	EASTFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4TZ	156	£4,647
31/07/2019	£317,500	F	6	BRESCIA HOUSE, 3 - 7	EASTFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4TZ	66	£4,811
31/07/2019	£432,050	F	7	BRESCIA HOUSE, 3 - 7	EASTFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4TZ	80	£5,401
01/08/2019	£466,000	F	5	BRESCIA HOUSE, 3 - 7	EASTFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4TZ	104	£4,481
02/08/2019	£260,000	F	10	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	54	£4,815
05/08/2019	£217,500	F	93	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	33	£6,591
06/08/2019	£256,500	F	7	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	45	£5,700
06/08/2019	£256,500	F	8	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	44	£5,830
06/08/2019	£256,500	F	9	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	44	£5,830
06/08/2019	£565,000	F	8	BRESCIA HOUSE, 3 - 7	EASTFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4TZ	97	£5,825
07/08/2019	£335,000	F	3		EASTFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4HB	65	£5,154
07/08/2019	£263,500	F	66	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	46	£5,728
08/08/2019	£265,000	F	27	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	54	£4,907
14/08/2019	£420,000	F	FLAT	17	ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	91	£4,615
			16							
15/08/2019	£280,000	F	FLAT 5	17	ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	54	£5,185
16/08/2019	£180,000	F	13	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	33	£5,455
23/08/2019	£260,000	F	7	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	52	£5,000
23/08/2019	£265,000	F	FLAT 1	17	ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	53	£5,000
30/08/2019	£247,500	F	35	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	52	£4,760
03/09/2019	£375,000	T	2		ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	126	£2,976
03/09/2019	£325,000	T	7		ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	85	£3,824
03/09/2019	£320,000	T	9		ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	85	£3,765
05/09/2019	£325,000	T	6		ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	111	£2,928
05/09/2019	£330,000	S	14		ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	85	£3,882
05/09/2019	£560,000	F	7		EASTFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4HB	91	£6,154
06/09/2019	£325,000	T	3		ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	111	£2,928
06/09/2019	£325,000	T	4		ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	111	£2,928

06/09/2019	£330,000	F	48	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	69	£4,783
06/09/2019	£550,000	T		141	COXTIE GREEN ROAD	PILGRIMS HATCH	BRENTWOOD	CM14 5PT	89	£6,180
17/09/2019	£230,000	F	30	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	51	£4,510
20/09/2019	£320,000	T		5	ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	111	£2,883
23/09/2019	£260,000	F	FLAT 2	17	ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	56	£4,643
26/09/2019	£330,000	F		5	EASTFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4HB	62	£5,323
27/09/2019	£300,000	F	26	LIBRARY HOUSE	NEW ROAD	BRENTWOOD	BRENTWOOD	CM14 4GD	47	£6,383
02/10/2019	£257,000	F	86	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	52	£4,942
02/10/2019	£399,995	S		4	WIDVALE ROAD	MOUNTNESSING	BRENTWOOD	CM15 0FF	75	£5,333
04/10/2019	£254,000	F	FLAT	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	46	£5,522
			14							
04/10/2019	£227,000	F	FLAT 8	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	46	£4,935
04/10/2019	£256,500	F	10	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	44	£5,830
04/10/2019	£585,000	F	1	BRESCIA HOUSE, 3 - 7	EASTFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4TZ	116	£5,043
25/10/2019	£370,000	T		23	ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	98	£3,776
25/10/2019	£195,000	F	88	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	31	£6,290
25/10/2019	£325,000	F	3	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	68	£4,779
28/10/2019	£367,000	T		21	ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	98	£3,745
31/10/2019	£550,000	D		20	ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	121	£4,545
01/11/2019	£330,000	S		15	ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	85	£3,882
06/11/2019	£425,000	S		16	ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	98	£4,337
08/11/2019	£198,000	F	71	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	31	£6,387
15/11/2019	£350,000	F	4	BRESCIA HOUSE, 3 - 7	EASTFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4TZ	57	£6,140
18/11/2019	£525,000	D		19	ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	121	£4,339
19/11/2019	£470,000	S		12	ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	137	£3,431
22/11/2019	£191,000	F	54	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	31	£6,161
28/11/2019	£240,000	F	135	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	41	£5,854
29/11/2019	£1,100,000	D		3	RAINBIRD PLACE	PILGRIMS HATCH	BRENTWOOD	CM14 5UR	207	£5,314
06/12/2019	£512,500	F	2	BRESCIA HOUSE, 3 - 7	EASTFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4TZ	107	£4,790
11/12/2019	£550,000	F	FLAT	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	82	£6,707
			45							
13/12/2019	£260,000	F	14	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	54	£4,815
13/12/2019	£260,000	F	17	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	56	£4,643
16/12/2019	£238,000	F	118	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	41	£5,805
18/12/2019	£345,000	F	9	BRESCIA HOUSE, 3 - 7	EASTFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4TZ	57	£6,053
19/12/2019	£505,000	D		13	ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	121	£4,174
03/01/2020	£360,250	F	FLAT	17	ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	113	£3,188
			13							
03/01/2020	£360,000	F	FLAT	17	ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	83	£4,337
			14							
03/01/2020	£360,000	F	FLAT	17	ONGAR ROAD	BRENTWOOD	BRENTWOOD	CM15 9AU	87	£4,138
			15							
06/01/2020	£210,000	F	90	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	32	£6,563
10/01/2020	£400,000	F	12	BRESCIA HOUSE, 3 - 7	EASTFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4TZ	69	£5,797
17/01/2020	£220,000	F	125	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	33	£6,667
24/01/2020	£258,000	F	FLAT	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	44	£5,864
			10							



31/01/2020	£275,000	F	28	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	54	£5,093
03/02/2020	£200,000	F	15	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	36	£5,556
03/02/2020	£200,000	F	16	ESSEX HOUSE	FAIRFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4BU	36	£5,556
10/02/2020	£275,000	F	29	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	55	£5,000
25/02/2020	£290,000	F	130	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	54	£5,370
28/02/2020	£359,500	F	42	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	69	£5,210
02/03/2020	£290,000	F	126	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	52	£5,577
06/03/2020	£198,000	F	108	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	33	£6,000
11/03/2020	£490,000	T		143	COXTIE GREEN ROAD	PILGRIMS HATCH	BRENTWOOD	CM14 5PT	88	£5,568
16/03/2020	£290,000	F	114	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	55	£5,273
19/03/2020	£260,000	F	103	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	52	£5,000
30/03/2020	£250,000	F	FLAT 11	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	45	£5,556
07/04/2020	£210,000	F	107	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	32	£6,563
16/06/2020	£475,000	S		11	ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	137	£3,467
30/06/2020	£260,000	F	18	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	52	£5,000
30/06/2020	£275,000	F	61	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	54	£5,093
09/07/2020	£375,000	F	1	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	66	£5,682
14/07/2020	£445,000	F	3	BRESCIA HOUSE, 3 - 7	EASTFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4TZ	91	£4,890
28/07/2020	£497,000	D		10	ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	121	£4,107
05/08/2020	£225,000	F	110	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	33	£6,818
06/08/2020	£280,500	F	63	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	55	£5,100
12/08/2020	£222,000	F	127	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	33	£6,727
12/08/2020	£230,000	F	133	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	34	£6,765
24/08/2020	£510,000	D		18	ELLIOTS CLOSE	WEST HORNDON	BRENTWOOD	CM13 3FU	121	£4,215
04/09/2020	£591,515	F	11	BRESCIA HOUSE, 3 - 7	EASTFIELD ROAD	BRENTWOOD	BRENTWOOD	CM14 4TZ	117	£5,056
04/09/2020	£265,000	F	120	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	52	£5,096
09/10/2020	£264,000	F	11	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	54	£4,889
23/10/2020	£345,000	F	37	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	66	£5,227
20/11/2020	£340,000	F	8	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	68	£5,000
26/11/2020	£510,000	F	44	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	83	£6,145
08/12/2020	£112,590	F	27	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	66	£1,706
11/12/2020	£397,000	F	31	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	64	£6,203
11/12/2020	£434,995	D		28	RADCLIFFE WAY	GREAT LEIGHS	CHELMSFORD	CM3 1FN	91	£4,780
17/12/2020	£345,000	F	36	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	66	£5,227
18/12/2020	£129,600	F	5	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	66	£1,964
23/12/2020	£240,000	F	FLAT 5	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	45	£5,333
08/01/2021	£270,000	F	62	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	54	£5,000
08/01/2021	£275,000	F	80	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	55	£5,000
26/01/2021	£270,000	F	44	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	54	£5,000
10/02/2021	£347,500	F	39	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	55	£6,318
16/02/2021	£270,000	F	79	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	54	£5,000
17/02/2021	£420,000	F	21	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	64	£6,563
22/02/2021	£325,000	F	19	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	55	£5,909
26/02/2021	£99,000	F	14	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	69	£1,435
26/02/2021	£115,200	F	17	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	66	£1,745
26/02/2021	£108,000	F	32	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	69	£1,565



05/03/2021	£330,000	F	38	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	55	£6,000
10/03/2021	£136,800	F	30	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	59	£2,319
11/03/2021	£685,000	D	2	SANDFORD PADDOCKS	RED ROSE LANE	BLACKMORE	INGATESTONE	CM4 0SA	130	£5,269
22/03/2021	£435,000	F	2	PRIMROSE MEWS, 2	PRIMROSE HILL	BRENTWOOD	BRENTWOOD	CM14 4DS	71	£6,127
22/03/2021	£430,000	F	3	PRIMROSE MEWS, 2	PRIMROSE HILL	BRENTWOOD	BRENTWOOD	CM14 4DS	80	£5,375
22/03/2021	£480,000	F	6	PRIMROSE MEWS, 2	PRIMROSE HILL	BRENTWOOD	BRENTWOOD	CM14 4DS	77	£6,234
24/03/2021	£285,000	F	34	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	61	£4,672
29/03/2021	£220,000	F	FLAT 4	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	44	£5,000
30/03/2021	£328,500	F		59	CROWN STREET	BRENTWOOD	BRENTWOOD	CM14 4BD	61	£5,385
30/03/2021	£340,000	F		61	CROWN STREET	BRENTWOOD	BRENTWOOD	CM14 4BD	61	£5,574
30/03/2021	£462,500	F	10	PRIMROSE MEWS, 2	PRIMROSE HILL	BRENTWOOD	BRENTWOOD	CM14 4DS	84	£5,506
30/03/2021	£108,000	F	18	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	55	£1,964
31/03/2021	£111,600	F	4	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	69	£1,617
26/04/2021	£240,000	F	12	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	55	£4,364
30/04/2021	£380,000	F	11	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	64	£5,938
14/05/2021	£248,000	F	52	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	52	£4,769
24/05/2021	£117,000	F	15	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	66	£1,773
28/05/2021	£370,000	F	10	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	59	£6,271
28/05/2021	£300,000	F	12	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	69	£4,348
28/05/2021	£94,500	F	24	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	69	£1,370
28/05/2021	£360,000	F	34	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	69	£5,217
16/06/2021	£210,000	F	FLAT 16	HUNTERS COURT, 120	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4AF	44	£4,773
18/06/2021	£108,000	F	6	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	66	£1,636
25/06/2021	£129,600	F	16	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	66	£1,964
25/06/2021	£340,000	F	29	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	55	£6,182
25/06/2021	£212,000	F	106	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	33	£6,424
26/06/2021	£129,600	F	26	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	66	£1,964
01/07/2021	£270,000	F	96	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	54	£5,000
09/07/2021	£286,000	F	64	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	56	£5,107
31/08/2021	£277,500	F	13	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	56	£4,955
03/09/2021	£360,000	F	20	LUNA ST. JAMES, 12	ST JAMES ROAD	BRENTWOOD	BRENTWOOD	CM14 4JW	59	£6,102
07/09/2021	£202,000	F	105	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	31	£6,516
17/09/2021	£260,000	F	1	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WL	52	£5,000
17/12/2021	£275,000	F	97	REGENT HOUSE	HUBERT ROAD	BRENTWOOD	BRENTWOOD	CM14 4WN	55	£5,000

## 2018

Date	Type	SAON	PAON	Street	Locality	Town	Postcode	Price Paid	m2	£/m2
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24/03/2016	F	FLAT 5	GRASMERE	ALEXANDER LANE	HUTTON	BRENTWOOD	CM13 1AG	£520,000	86	£6,047
20/10/2017	F		1	ESSEX WAY	GREAT WARLEY	BRENTWOOD	CM13 3AX	£314,995	69	£4,565
19/02/2016	D		2	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£574,995	114	£5,044
29/04/2016	D		4	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£499,995	103	£4,854
18/07/2016	D		6	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£859,995	157	£5,478
30/06/2017	S		7	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£600,000	112	£5,357
22/04/2017	D		8	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£539,995	103	£5,243
14/07/2017	S		9	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£620,000	112	£5,536
26/07/2016	D		10	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£874,995	157	£5,573
21/04/2017	D		11	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£600,000	102	£5,882
12/08/2016	D		12	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£999,995	238	£4,202
07/12/2017	D		13	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£599,995	102	£5,882
30/01/2017	D		14	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£965,000	247	£3,907
22/12/2017	D		15	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£1,100,000	247	£4,453
26/09/2016	D		16	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£695,000	127	£5,472
28/04/2017	D		18	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£880,000	157	£5,605
30/06/2017	D		20	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£859,995	157	£5,478
21/07/2017	D		22	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£724,995	127	£5,709
31/07/2017	D		24	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£724,995	127	£5,709
31/07/2017	D		26	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£599,995	127	£4,724
23/11/2017	D		30	WATLINGTON GARDENS	GREAT WARLEY	BRENTWOOD	CM13 3FA	£724,995	127	£5,709
06/05/2016	D		1	MAGNOLIA CRESCENT	GREAT WARLEY	BRENTWOOD	CM13 3FG	£749,995	129	£5,814
29/01/2016	T		2	MAGNOLIA CRESCENT	GREAT WARLEY	BRENTWOOD	CM13 3FG	£539,995	103	£5,243
29/01/2016	T		3	MAGNOLIA CRESCENT	GREAT WARLEY	BRENTWOOD	CM13 3FG	£524,995	103	£5,097
29/01/2016	T		4	MAGNOLIA CRESCENT	GREAT WARLEY	BRENTWOOD	CM13 3FG	£524,995	103	£5,097
29/01/2016	T		5	MAGNOLIA CRESCENT	GREAT WARLEY	BRENTWOOD	CM13 3FG	£524,995	103	£5,097
29/01/2016	T		6	MAGNOLIA CRESCENT	GREAT WARLEY	BRENTWOOD	CM13 3FG	£524,995	103	£5,097
05/08/2016	T		7	MAGNOLIA CRESCENT	GREAT WARLEY	BRENTWOOD	CM13 3FG	£675,000	154	£4,383
28/01/2016	D		9	MAGNOLIA CRESCENT	GREAT WARLEY	BRENTWOOD	CM13 3FG	£600,000	103	£5,825
15/01/2016	D		10	MAGNOLIA CRESCENT	GREAT WARLEY	BRENTWOOD	CM13 3FG	£674,995	127	£5,315
17/08/2017	D		11	MAGNOLIA CRESCENT	GREAT WARLEY	BRENTWOOD	CM13 3FG	£860,000	157	£5,478
05/05/2016	D		1	SYCAMORE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FJ	£539,995	102	£5,294
25/05/2016	D		2	SYCAMORE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FJ	£522,495	102	£5,123
24/03/2016	D		3	SYCAMORE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FJ	£549,995	102	£5,392
28/07/2016	D		4	SYCAMORE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FJ	£859,995	157	£5,478
29/07/2016	D		1	JASMINE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FL	£695,000	127	£5,472
24/04/2017	D		2	JASMINE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FL	£999,995	247	£4,049
29/07/2016	D		3	JASMINE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FL	£874,995	157	£5,573
29/07/2016	D		4	JASMINE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FL	£895,995	155	£5,781
08/12/2017	D		12	TURNER CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FN	£599,995	102	£5,882
23/02/2018	D		5	WOODSIDE PLACE	GREAT WARLEY	BRENTWOOD	CM13 3FP	£1,470,000	291	£5,052
15/12/2017	T		1	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£459,995	93	£4,946
29/03/2018	T		2	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£444,995	93	£4,785
31/01/2018	T		8	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£454,995	93	£4,892
19/03/2018	T		9	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£444,995	93	£4,785
12/01/2018	T		10	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£459,995	93	£4,946
17/11/2017	F		22	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£309,995	66	£4,697



17/11/2017	F	23	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£314,995	71	£4,437
17/11/2017	F	24	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£312,995	66	£4,742
14/12/2017	F	26	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£315,995	66	£4,788
19/10/2017	F	31	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£304,995	64	£4,766
20/10/2017	F	32	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£239,995	53	£4,528
20/10/2017	F	34	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£314,995	69	£4,565
20/10/2017	F	35	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£242,995	51	£4,765
26/10/2017	F	36	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£309,995	64	£4,844
27/10/2017	F	37	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£249,995	53	£4,717
19/10/2017	F	38	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£334,995	71	£4,718
26/10/2017	F	39	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£324,995	69	£4,710
27/10/2017	F	40	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£257,995	51	£5,059
10/11/2017	F	41	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£252,000	53	£4,755
10/11/2017	F	42	FLORENCE CLOSE	GREAT WARLEY	BRENTWOOD	CM13 3FQ	£399,995	71	£5,634
27/11/2017	D	1	BURNWOOD WAY	BRENTWOOD	BRENTWOOD	CM14 4GH	£570,000	94	£6,064
10/11/2017	S	2	BURNWOOD WAY	BRENTWOOD	BRENTWOOD	CM14 4GH	£470,000	93	£5,054
04/01/2018	S	3	BURNWOOD WAY	BRENTWOOD	BRENTWOOD	CM14 4GH	£412,500	73	£5,651
26/01/2018	S	5	BURNWOOD WAY	BRENTWOOD	BRENTWOOD	CM14 4GH	£440,000	93	£4,731
31/10/2017	S	6	BURNWOOD WAY	BRENTWOOD	BRENTWOOD	CM14 4GH	£415,000	73	£5,685
21/12/2017	F	2	LUKE COURT, 100	WILLIAM HUNTER WAY	BRENTWOOD	CM14 4GQ	£335,000	68	£4,926
31/10/2017	F	8	LUKE COURT, 100	WILLIAM HUNTER WAY	BRENTWOOD	CM14 4GQ	£275,000	56	£4,911
21/11/2017	F	9	LUKE COURT, 100	WILLIAM HUNTER WAY	BRENTWOOD	CM14 4GQ	£310,000	54	£5,741
29/09/2017	F	FLAT 1	LUKE COURT, 100	WILLIAM HUNTER WAY	BRENTWOOD	CM14 4GQ	£230,000	44	£5,227
12/10/2017	F	FLAT 2	LUKE COURT, 100	WILLIAM HUNTER WAY	BRENTWOOD	CM14 4GQ	£315,000	60	£5,250
26/09/2017	F	FLAT 3	LUKE COURT, 100	WILLIAM HUNTER WAY	BRENTWOOD	CM14 4GQ	£240,000	47	£5,106
26/09/2017	F	FLAT 4	LUKE COURT, 100	WILLIAM HUNTER WAY	BRENTWOOD	CM14 4GQ	£230,000	42	£5,476
09/02/2018	F	FLAT 5	LUKE COURT, 100	WILLIAM HUNTER WAY	BRENTWOOD	CM14 4GQ	£340,000	68	£5,000
30/10/2017	F	FLAT 7	LUKE COURT, 100	WILLIAM HUNTER WAY	BRENTWOOD	CM14 4GQ	£375,000	95	£3,947
24/05/2017	F	1	FINLEY COURT, 1A	FAIRFIELD ROAD	BRENTWOOD	CM14 4LR	£322,000	56	£5,750
25/05/2017	F	10	FINLEY COURT, 1A	FAIRFIELD ROAD	BRENTWOOD	CM14 4LR	£325,000	51	£6,373
24/05/2017	F	11	FINLEY COURT, 1A	FAIRFIELD ROAD	BRENTWOOD	CM14 4LR	£318,880	51	£6,253
24/05/2017	F	2	FINLEY COURT, 1A	FAIRFIELD ROAD	BRENTWOOD	CM14 4LR	£275,000	44	£6,250
24/05/2017	F	3	FINLEY COURT, 1A	FAIRFIELD ROAD	BRENTWOOD	CM14 4LR	£335,000	56	£5,982
24/05/2017	F	4	FINLEY COURT, 1A	FAIRFIELD ROAD	BRENTWOOD	CM14 4LR	£395,000	56	£7,054
24/05/2017	F	5	FINLEY COURT, 1A	FAIRFIELD ROAD	BRENTWOOD	CM14 4LR	£261,000	44	£5,932
24/05/2017	F	6	FINLEY COURT, 1A	FAIRFIELD ROAD	BRENTWOOD	CM14 4LR	£330,000	56	£5,893
25/05/2017	F	7	FINLEY COURT, 1A	FAIRFIELD ROAD	BRENTWOOD	CM14 4LR	£365,000	56	£6,518
24/05/2017	F	8	FINLEY COURT, 1A	FAIRFIELD ROAD	BRENTWOOD	CM14 4LR	£238,500	44	£5,420
24/05/2017	F	9	FINLEY COURT, 1A	FAIRFIELD ROAD	BRENTWOOD	CM14 4LR	£322,000	56	£5,750
18/09/2017	F	2	OSCAR HOUSE, 1B	FAIRFIELD ROAD	BRENTWOOD	CM14 4LR	£275,000	46	£5,978
15/09/2017	F	3	OSCAR HOUSE, 1B	FAIRFIELD ROAD	BRENTWOOD	CM14 4LR	£250,000		
07/02/2018	S	16	WESTWOOD AVENUE	BRENTWOOD	BRENTWOOD	CM14 4PA	£425,000	95	£4,474
08/01/2018	S	16A	WESTWOOD AVENUE	BRENTWOOD	BRENTWOOD	CM14 4PA	£540,000	73	£7,397
08/12/2017	F	1	THE APARTMENTS	WEALD ROAD	BRENTWOOD	CM14 4SX	£242,500	36	£6,736
24/10/2017	F	10	THE APARTMENTS	WEALD ROAD	BRENTWOOD	CM14 4SX	£325,000	46	£7,065
30/11/2017	F	2	THE APARTMENTS	WEALD ROAD	BRENTWOOD	CM14 4SX	£248,750	39	£6,378
30/10/2017	F	3	THE APARTMENTS	WEALD ROAD	BRENTWOOD	CM14 4SX	£260,000	39	£6,667



30/10/2017	F	4	THE APARTMENTS	WEALD ROAD	BRENTWOOD	BRENTWOOD	CM14 4SX	£270,000	43	£6,279
20/12/2017	F	5	THE APARTMENTS	WEALD ROAD	BRENTWOOD	BRENTWOOD	CM14 4SX	£255,000	36	£7,083
07/12/2017	F	6	THE APARTMENTS	WEALD ROAD	BRENTWOOD	BRENTWOOD	CM14 4SX	£250,000	39	£6,410
30/10/2017	F	7	THE APARTMENTS	WEALD ROAD	BRENTWOOD	BRENTWOOD	CM14 4SX	£248,000	39	£6,359
31/01/2018	F	8	THE APARTMENTS	WEALD ROAD	BRENTWOOD	BRENTWOOD	CM14 4SX	£272,500	43	£6,337
30/10/2017	F	9	THE APARTMENTS	WEALD ROAD	BRENTWOOD	BRENTWOOD	CM14 4SX	£290,000	39	£7,436
02/03/2018	F	12	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	£215,000	53	£4,057
16/03/2018	F	13	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	£352,500	68	£5,184
02/03/2018	F	2	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	£210,000	53	£3,962
02/03/2018	F	7	CULYERS YARD, 40	WILLIAM HUNTER WAY	BRENTWOOD	BRENTWOOD	CM14 4WT	£215,000	53	£4,057
26/01/2016	F	FLAT 18 SOUTH STUDIO	THE CLOCK TOWER	THE GALLERIES	WARLEY	BRENTWOOD	CM14 5GF	£435,000	130	£3,346
04/02/2016	F		THE CLOCK TOWER	THE GALLERIES	WARLEY	BRENTWOOD	CM14 5GF	£230,000	54	£4,259
30/06/2016	D	1		WHITEFIELD WAY	KELVEDON HATCH	BRENTWOOD	CM15 0FA	£669,950	163	£4,110
30/06/2016	S	7		WHITEFIELD WAY	KELVEDON HATCH	BRENTWOOD	CM15 0FA	£535,500	124	£4,319
30/06/2016	S	8		WHITEFIELD WAY	KELVEDON HATCH	BRENTWOOD	CM15 0FA	£539,950	124	£4,354
29/06/2016	D	9		WHITEFIELD WAY	KELVEDON HATCH	BRENTWOOD	CM15 0FA	£637,000	160	£3,981
21/10/2016	D	10		WHITEFIELD WAY	KELVEDON HATCH	BRENTWOOD	CM15 0FA	£625,000	160	£3,906
26/10/2016	D	11		WHITEFIELD WAY	KELVEDON HATCH	BRENTWOOD	CM15 0FA	£625,000	160	£3,906
30/06/2016	D	12		WHITEFIELD WAY	KELVEDON HATCH	BRENTWOOD	CM15 0FA	£600,000	160	£3,750
22/06/2016	S	13		WHITEFIELD WAY	KELVEDON HATCH	BRENTWOOD	CM15 0FA	£539,950	126	£4,285
15/07/2016	S	14		WHITEFIELD WAY	KELVEDON HATCH	BRENTWOOD	CM15 0FA	£545,000	126	£4,325
25/05/2018	D	1		WIDVALE ROAD	MOUNTNESSING	BRENTWOOD	CM15 0FF	£650,000	149	£4,362
02/10/2017	S	2		WIDVALE ROAD	MOUNTNESSING	BRENTWOOD	CM15 0FF	£409,995	75	£5,467
13/10/2017	S	6		WIDVALE ROAD	MOUNTNESSING	BRENTWOOD	CM15 0FF	£399,995	75	£5,333
16/10/2017	S	8		WIDVALE ROAD	MOUNTNESSING	BRENTWOOD	CM15 0FF	£399,995	75	£5,333
27/10/2017	S	10		WIDVALE ROAD	MOUNTNESSING	BRENTWOOD	CM15 0FF	£399,995	75	£5,333
20/10/2017	S	12		WIDVALE ROAD	MOUNTNESSING	BRENTWOOD	CM15 0FF	£399,995	75	£5,333
03/11/2017	S	14		WIDVALE ROAD	MOUNTNESSING	BRENTWOOD	CM15 0FF	£399,995	75	£5,333
03/11/2017	S	16		WIDVALE ROAD	MOUNTNESSING	BRENTWOOD	CM15 0FF	£399,995	75	£5,333
20/11/2017	T	22		WIDVALE ROAD	MOUNTNESSING	BRENTWOOD	CM15 0FF	£399,995	75	£5,333
27/11/2017	D	1		RIVER COURT	MOUNTNESSING	BRENTWOOD	CM15 0FG	£670,000	149	£4,497
04/12/2017	D	3		RIVER COURT	MOUNTNESSING	BRENTWOOD	CM15 0FG	£519,995	109	£4,771
10/11/2017	D	5		RIVER COURT	MOUNTNESSING	BRENTWOOD	CM15 0FG	£660,000	149	£4,430
31/07/2017	D	6		RIVER COURT	MOUNTNESSING	BRENTWOOD	CM15 0FG	£660,000	149	£4,430
08/02/2018	D	7		RIVER COURT	MOUNTNESSING	BRENTWOOD	CM15 0FG	£660,000	149	£4,430
18/05/2018	D	10		ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	£484,995	135	£3,593
21/05/2018	S	11		ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	£484,995	135	£3,593
03/04/2018	D	12		ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	£489,995	109	£4,495
29/01/2018	S	14		ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	£482,995	135	£3,578
23/01/2018	S	15		ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	£482,995	135	£3,578
15/01/2018	D	17		ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	£499,995	109	£4,587
16/01/2018	S	19		ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	£489,995	109	£4,495
09/02/2018	S	20		ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	£482,995	135	£3,578
26/01/2018	S	21		ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	£482,995	135	£3,578
08/03/2018	D	22		ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	£499,995	109	£4,587
05/03/2018	D	23		ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	£499,995	109	£4,587

26/02/2018	T		24	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	£499,995	109	£4,587	
20/04/2018	D		25	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	£650,000	149	£4,362	
26/03/2018	D		27	ELM GARDENS	MOUNTNESSING	BRENTWOOD	CM15 0FH	£650,000	149	£4,362	
04/09/2017	D	3		THE LANDINGS	OUTINGS LANE	DODDINGHURST	BRENTWOOD	CM15 0LS			
30/11/2017	D	4		THE LANDINGS	OUTINGS LANE	DODDINGHURST	BRENTWOOD	CM15 0LS			
05/10/2017	S	5		THE LANDINGS	OUTINGS LANE	DODDINGHURST	BRENTWOOD	CM15 0LS			
22/09/2017	S	6		THE LANDINGS	OUTINGS LANE	DODDINGHURST	BRENTWOOD	CM15 0LS			
06/10/2017	D	7		THE LANDINGS	OUTINGS LANE	DODDINGHURST	BRENTWOOD	CM15 0LS			
17/08/2017	D	8		THE LANDINGS	OUTINGS LANE	DODDINGHURST	BRENTWOOD	CM15 0LS			
14/11/2016	D	1		TRUELOVES GRANGE	TRUELOVES LANE	INGATESTONE	INGATESTONE	CM4 0NQ	£1,550,000	301	£5,150
26/02/2016	D	10		TRUELOVES GRANGE	TRUELOVES LANE	INGATESTONE	INGATESTONE	CM4 0NQ	£1,620,000	429	£3,776
04/03/2016	D	2		TRUELOVES GRANGE	TRUELOVES LANE	INGATESTONE	INGATESTONE	CM4 0NQ	£1,500,000	347	£4,323
30/06/2016	D	3		TRUELOVES GRANGE	TRUELOVES LANE	INGATESTONE	INGATESTONE	CM4 0NQ	£1,560,000	310	£5,032
24/02/2017	D	4		TRUELOVES GRANGE	TRUELOVES LANE	INGATESTONE	INGATESTONE	CM4 0NQ	£1,650,000	431	£3,828
30/06/2016	D	6		TRUELOVES GRANGE	TRUELOVES LANE	INGATESTONE	INGATESTONE	CM4 0NQ	£1,820,000	448	£4,063
31/03/2016	D	7		TRUELOVES GRANGE	TRUELOVES LANE	INGATESTONE	INGATESTONE	CM4 0NQ	£2,000,000	463	£4,320
21/03/2017	D	8		TRUELOVES GRANGE	TRUELOVES LANE	INGATESTONE	INGATESTONE	CM4 0NQ	£1,700,000	410	£4,146
16/12/2016	D	9		TRUELOVES GRANGE	TRUELOVES LANE	INGATESTONE	INGATESTONE	CM4 0NQ	£1,600,000	293	£5,461

## Appendix 7 – Residential Newbuild Asking Prices (July 2018)

2022

Developer /Agent	Development	Address	Address	Postcode	Name	Beds	Floors	Type	m2	Asking Price	£/m2
Marden Homes	Boyles Court	Dark Lane	Great Warley	CM14	plot 5	3	2	F	204	£1,500,000	£7,353
	Boyles Court	Dark Lane	Great Warley	CM14		5	2	T	223	£1,400,000	£6,278
	Boyles Court	Dark Lane	Great Warley	CM14		3	2	T	148	£995,000	£6,723
Parabar Estates	Rayleigh Road	Rayleigh Road	Hutton	CM13 1SG		3	2	D		£970,000	
Land Charter Homes	Warley HQ	Eagle Way	Great Warley	CM13		1	1	F	45	£260,000	£5,778
	Warley HQ	Eagle Way	Great Warley	CM13		1	1	F	53	£287,500	£5,425
	Warley HQ	Eagle Way	Great Warley	CM13		2	1	F	56	£340,000	£6,071
	Warley HQ	Eagle Way	Great Warley	CM13		2	1	F	84	£420,000	£5,000
	Warley HQ	Eagle Way	Great Warley	CM13		2	1	F	84	£427,500	£5,089
Weston Homes /BPC Land	1023 West		Brentwood	CM14 4QJ		1	1	F	51	£265,000	£5,196
	1023 West		Brentwood	CM14 4QJ		1	1	F	52	£270,000	£5,192
	1023 West		Brentwood	CM14 4QJ		2	1	F	72	£442,500	£6,146
	1023 West		Brentwood	CM14 4QJ		1	1	F	47	£355,000	£7,553
	1023 West		Brentwood	CM14 4QJ		2	1	F	73	£460,000	£6,301
	1023 West		Brentwood	CM14 4QJ		2	1	F	73	£462,500	£6,336
	1023 West		Brentwood	CM14 4QJ		2	1	F	72	£465,000	£6,458
	1023 West		Brentwood	CM14 4QJ		2	1	F	73	£470,000	£6,438
	1023 West		Brentwood	CM14 4QJ		2	1	F	75	£475,000	£6,333
Douglas Allen	Regent House	Hubert Road	Brentwood	CM14		2	1	F	52	£260,000	£5,000
	Regent House	Hubert Road	Brentwood	CM14		2	1	F	52	£275,000	£5,288
	Regent House	Hubert Road	Brentwood	CM14		2	1	F		£285,000	
	Regent House	Hubert Road	Brentwood	CM15		2	1	F		£295,000	
	Regent House	Hubert Road	Brentwood	CM16		2	1	F		£300,000	
	Regent House	Hubert Road	Brentwood	CM17		2	1	F		£305,000	
	Regent House	Hubert Road	Brentwood	CM18		2	1	F		£310,000	
Connells	One Brentwood	Bishops Gate	Brentwood	CM14		1	1	F		£250,000	
Beresfords	Ingrave House	Ingrave Road	Brentwood	CM15		1	1	F	46	£265,000	£5,761
	Ingrave House	Ingrave Road	Brentwood	CM15		1	1	F		£285,000	
	Ingrave House	Ingrave Road	Brentwood	CM16		1	1	F	47	£315,000	£6,702
	Ingrave House	Ingrave Road	Brentwood	CM17		2	1	F	68	£420,000	£6,176
	Ingrave House	Ingrave Road	Brentwood	CM18		2	1	F	74	£510,000	£6,892
JNH	Millfield Park		Brentwood			1	1	F	47		
William H Brown	The Pembury	Fairfield Road	Brentwood			1	1	F		£295,000	
	The Pembury	Fairfield Road	Brentwood			2	1	F		£395,000	
Fariview Homes	Nola	Crescent Drive	Shenfield	CM15		2	1	F	61	£405,000	£6,639
	Nola	Crescent Drive	Shenfield	CM16		2	1	F	61	£407,000	£6,672
	Nola	Crescent Drive	Shenfield	CM17		2	1	F	85	£526,000	£6,188
	Nola	Crescent Drive	Shenfield	CM18		2	1	F	91	£553,000	£6,077
	Nola	Crescent Drive	Shenfield	CM19		2	1	F	97	£573,000	£5,907



	Nola	Crescent Drive	Shenfield	CM20	3	1	F	121	£649,000	£5,364
Savills	Old Pump Works	Great Warley Street	Brentwood	CM13	3	1	F	104	£599,995	£5,769
Savills	Old Pump Works	Great Warley Street	Brentwood	CM13	3	1	F	103	£625,000	£6,068
Balgore Hayes	Nags Head Lane	Nags Head Lane	Brentwood	CM14	4	3	S	120	£600,000	£5,000
Keith Ashton	Ingrave Road	Ingrave Road	Brentwood		4	2	S	130	£650,000	£5,000
	Ingrave Road	Ingrave Road	Brentwood		4	2	S	130	£650,000	£5,000
	Peartree Lane	Peartree Lane	Doddinghurst		4	2	D		£730,000	
	Peartree Lane	Peartree Lane	Doddinghurst		3	1	D		£775,000	
	Braeburn House	Gloucester Road	Pilgrims Hatch	CM15	4	2	S	183	£775,000	£4,235
	Bramley House	Gloucester Road	Pilgrims Hatch	CM15	4	2	S	186	£775,000	£4,167
Beresfords	Danes Way	Danes Way	Pilgrims Hatch	CM15	3	2	D	107	£675,000	£6,308
	Brentwood Road	Brentwood Road	Herongate	CM13	4	2	S		£700,000	
Balgore Hayes	Ashwells Court	Ashwell Road	Pilgrims Hatch	CM15	4	2	D	167	£825,000	£4,940
Jenkins	La Plata Grove	La Plata Grove	Brentwood		5	3	D		£850,000	
Parabar Estates	Rayleigh Road	Rayleigh Road	Hutton	CM13 1SG	3	2	D		£970,000	

## 2018

Name of agent	Development			Postcode	Beds	T/SD/D	Flat	House	Asking Price	£/m2
<b>Brentwood Rural</b>										
Keith Ashton		Tipps Cross Lane	Hook End	CM15	2	f	84		£350,000	£4,154
					2	f	88		£385,000	£4,395
Beresfords	Culyers Yard	Hunters Walk	Brentwood	CM14	2	f			£370,000	
					2	f			£325,000	
					2	f			£330,000	
					2	f			£350,000	
					2	f			£365,000	
					2	f			£375,000	
					2	f			£385,000	
Bellway	The Hatchlands	Mascalls Lane	Warley	CM14	5	d			£1,249,995	
<b>Brentwood NE Rural</b>										
Weston Homes	The Elms	Mountnessing	Brentwood	CM15 0TR	1	f	51		£279,995	£5,540
					3	sd		101		
Marden Homes	Bellmead	High St	Ingatstone	CM4	2	f	59		£385,000	£6,516
					2	f	68		£415,000	£6,102
					2	f	72		£475,000	£6,597
					2	f	88		£525,000	£5,961
					2	f	98		£535,000	£5,484
					2	f	103		£565,000	£5,484
Beresfords	Flint Mews	Chelmsford Road	Shenfield	CM15	4	sd		200	£900,000	£4,491
<b>Central East</b>										
Beresfords	Knights Court	Knights Way	Brentwood	CM13	4	sd			£474,950	
Savills	The Laurels	Alexander Lane	Hutton, Shenfield	CM13	4	sd		147	£950,000	£6,443





					4	sd		168	£950,000	£5,650
<b>Central South</b>										
William H Brown	Regent House	Hubert Road	Brentwood		1	f	38		£260,000	£6,843
					1	f	34		£220,000	£6,470
					2	f	52		£280,000	£5,382
					2	f	52		£290,000	£5,574
Savills	Library House	New Rd	Brentwood	CM14	1	f	31		£249,950	£7,960
					1	f	39		£280,000	£7,210
					1	f	49		£300,000	£6,163
					2	f	47		£330,000	£6,979
					2	f	50		£370,000	£7,444
					2	f	52		£410,000	£7,895
William H Brown	Station Place	Kings Road	Brentwood	CM14	1	f	56		£280,000	£4,973
					2	f	78		£350,000	£4,501
					2	f	81		£375,000	£4,645
							81		£435,000	£5,388
Balgores Hayes	The Mount	Railway Square	Brentwood	CM14	2	f			£400,000	
Hilbery Chaplin		Burntwood Way	Brentwood	CM14	3	d		88	£550,000	£6,250
<b>Central West</b>										
William H Brown	Hunters Court	William Hunter Way	Brentwood	CM14	1	f			£250,000	
					1	f			£260,000	
					1	f			£270,000	
					2	f			£370,000	
					2	f			£390,000	
William H Brown	Roth House	High St	Brentwood	CM14	2	f			£260,000	
					2	f			£260,000	
					2	f			£280,000	
Savills	Regents Place	Regent Place	Brentwood	CM14	2	sd		85	£525,000	£6,142
					3	sd		108	£625,000	£5,785
					3	sd		124	£650,000	£5,245
					4	t		175	£800,000	£4,580
					4	t		174	£825,000	£4,749
Balgores Hayes	Eclipse Apartments	Ongar Road	Brentwood	CM15	2	f			£400,000	
					1	f			£260,000	



## Appendix 8 – CoStar Non-Residential Data

*The pages in this appendix are not numbered.*



Deals

Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

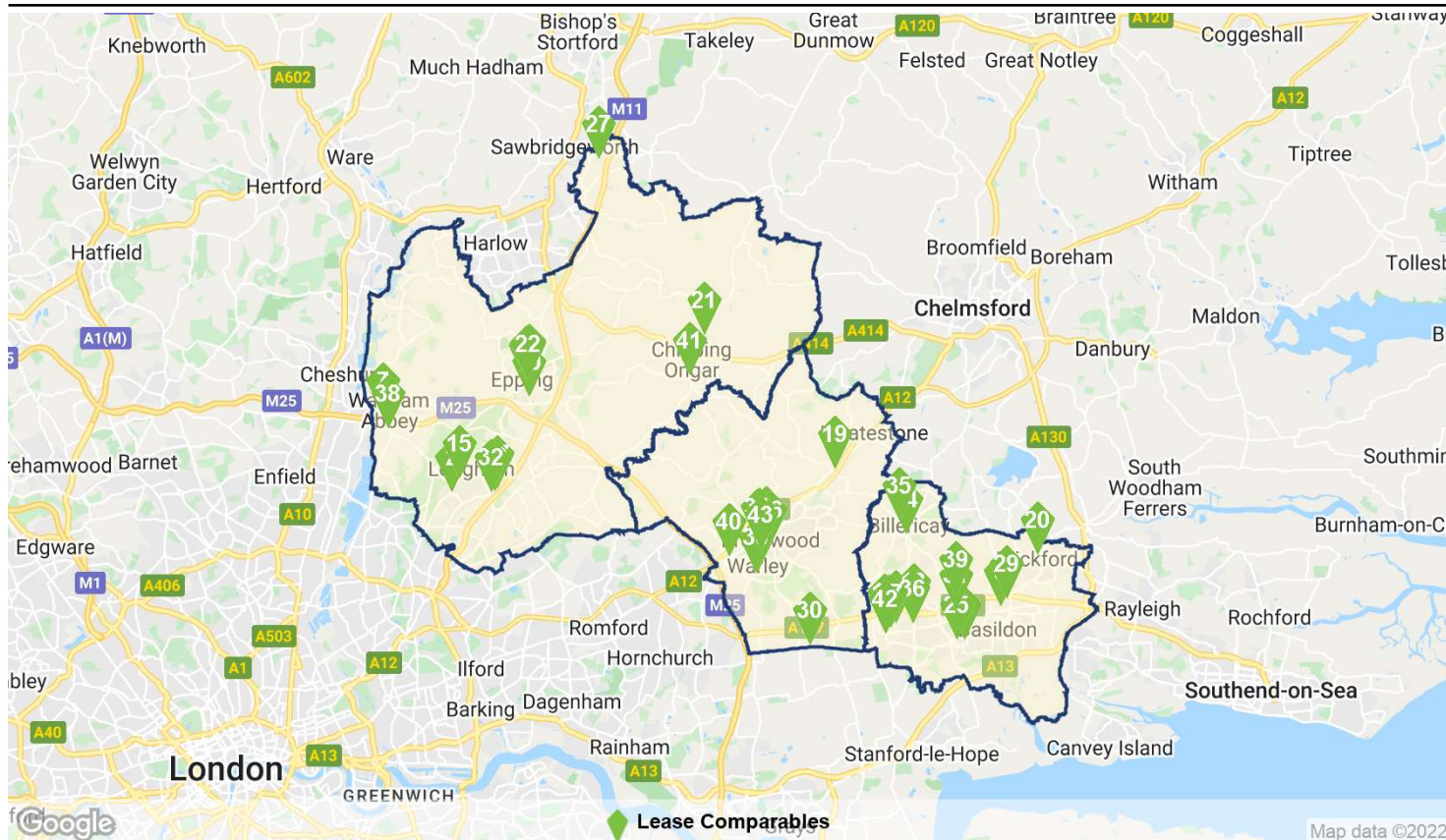
# 77

# £16.90

# £20.22

# 10

### TOP 50 LEASE COMPARABLES



### SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	52	£4.84	£16.90	£16.72	£33.30
Achieved Rent Per SF	25	£8.36	£20.22	£18.21	£30.75
Net Effective Rent Per SF	16	£8.17	£19.56	£17.97	£30.75
Asking Rent Discount	16	0.0%	8.5%	1.2%	23.1%
TI Allowance	-	-	-	-	-
Rent Free Months	10	0	9	11	29

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	60	1	10	7	107
Deal Size	77	750	4,178	1,581	43,138
Lease Deal in Months	29	12.0	80.0	60.0	264.0
Floor Number	77	GRND	1	1	6

# Lease Comps Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 Southfields Business Park 3 Sylvan Ct	★★★★★	1,785	1st	1/15/2022	New	£19.61	Asking
2 Crown House 151-159 High Rd	★★★★★	835	1st	1/5/2022	New	£16.00	Effective
3 Carlton House Hemnal St	★★★★★	993	2nd	12/17/2021	New	-	-
4 196a High St	★★★★★	1,431	1st	12/14/2021	New	£16.77	Asking
2 Crown House 151-159 High Rd	★★★★★	1,230	3rd	12/8/2021	New	£17.50	Effective
5 Civic Centre 323 High St	★★★★★	9,510	2nd	12/3/2021	New	£13.95	Effective
6 10-12 Southernhay	★★★★★	1,337	1-2	12/1/2021	New	£11.22	Asking
7 168-171 Brooker Rd	★★★★★	5,076	GRND	11/22/2021	New	£10.00	Asking
8 Hornsby Sq	★★★★★	940	GRND	11/11/2021	New	£11.12	Starting
9 Honywood Rd	★★★★★	3,814	GRND,1	10/11/2021	New	£8.52	Asking
10 30 Bower HI	★★★★★	6,931	GRND,1	9/30/2021	New	£4.84	Asking
11 27-31 High St	★★★★★	1,182	GRND	8/30/2021	New	-	-
12 Astra House Christy Way	★★★★★	825	2nd	8/16/2021	New	£15.27	Asking
13 Laindon Trade Park 30 Hemmells	★★★★★	1,563	GRND,1	8/16/2021	New	£15.78	Asking
14 Cumberland House 127-129 High St	★★★★★	3,000	1st	8/1/2021	New	-	-
15 Enterprise House 10 Church HI	★★★★★	1,581	1st	6/10/2021	New	£7.74	Asking
16 273-275 High St	★★★★★	2,456	GRND,1	6/10/2021	New	-	-
17 York House Langston Rd	★★★★★	1,713	GRND	6/10/2021	New	£16.00	Asking
18 200 William Hunter Way	★★★★★	1,132	GRND	6/4/2021	New	-	-
19 Fernwood House Roman Rd	★★★★★	2,190	1st	6/2/2021	New	£18.38	Asking
20 Gibraltar House 2-10 High St	★★★★★	750	GRND	5/25/2021	New	£16.67	Asking

# Lease Comps Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
21 The Fyfield Business Ce... Fyfield Rd	★★★★★	1,500	GRND	5/12/2021	New	£33.30	Asking
22 240 High St	★★★★★	993	2nd	4/15/2021	New	£19.13	Asking
12 Astra House Christy Way	★★★★★	1,150	1st	4/8/2021	New	£17.22	Starting
23 Clocktower House Station Rd	★★★★★	2,238	1st	4/6/2021	New	£15.64	Asking
24 Juniper House The Drive	★★★★★	4,999	1st	4/5/2021	New	£24.00	Asking
25 Church Walk House Church Walk	★★★★★	22,167	GRND,1-2	3/12/2021	New	£18.50	Asking
26 Town Hall Ingrave	★★★★★	2,242	GRND	3/1/2021	New	£25.00	Asking
27 Quickbury Farm 6A Hatfield Heath Rd	★★★★★	1,847	GRND	2/16/2021	New	£15.02	Asking
28 Sterling House 214-215 Langston Rd	★★★★★	2,366	2nd	2/11/2021	New	-	-
29 Phoenix House Christopher Martin Rd	★★★★★	1,100	1st	2/4/2021	New	£20.00	Starting
30 Churchill House Station Rd	★★★★★	1,287	GRND	1/31/2021	New	£20.00	Asking
31 Regency House Miles Gray Rd	★★★★★	6,652	GRND,1-2	1/15/2021	New	£18.50	Asking
32 Langston Rd	★★★★★	3,350	GRND,1	1/14/2021	New	£19.35	Effective
33 Countryside House The Drive	★★★★★	38,878	GRND,1-2	12/2/2020	Renewal	£30.75	Effective
34 2 Weald Rd	★★★★★	1,693	GRND,1	12/1/2020	New	£10.04	Starting
35 Woodbrook Close	★★★★★	1,650	GRND	11/26/2020	New	£21.94	Starting
36 The Broadways High Rd	★★★★★	1,285	GRND	11/24/2020	New	£15.60	Asking
37 Seax Court Seax Ct	★★★★★	870	1st	11/12/2020	New	-	-
30 Churchill House Station Rd	★★★★★	2,148	GRND,1	11/11/2020	New	£20.00	Asking
35 Woodbrook Close	★★★★★	1,750	1st	11/6/2020	New	£22.50	Starting
38 Gunpowder Park Centre Sewardstone Rd	★★★★★	1,590	GRND	10/27/2020	New	£13.52	Asking

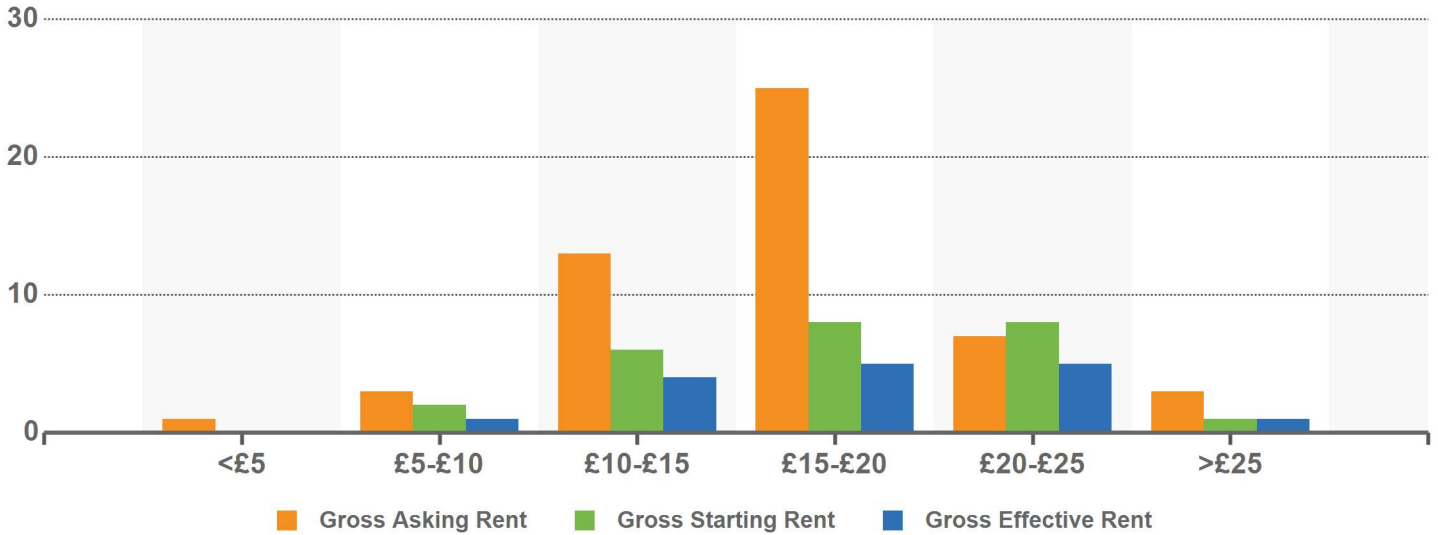
# Lease Comps Summary

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
<b>39</b> Unit 1 Daniels Farm Wash Rd	★★★★★	1,072	GRND	10/27/2020	New	-	-
<b>40</b> Academy Place 1-9 Brook St	★★★★★	6,954	GRND	10/1/2020	New	£21.95	Effective
<b>40</b> Academy Place 1-9 Brook St	★★★★★	5,763	1st	10/1/2020	New	£22.05	Effective
<b>12</b> Astra House Christy Way	★★★★★	1,450	1st	9/15/2020	New	£14.89	Asking
<b>12</b> Astra House Christy Way	★★★★★	1,320	2nd	9/15/2020	New	£13.79	Asking
<b>41</b> 47 High St	★★★★★	1,042	1st	9/10/2020	New	£14.44	Asking
<b>42</b> Bramston Way	★★★★★	1,683	1st	9/9/2020	New	£16.63	Asking
<b>43</b> 9 Queens Rd	★★★★★	944	GRND	9/4/2020	New	-	-

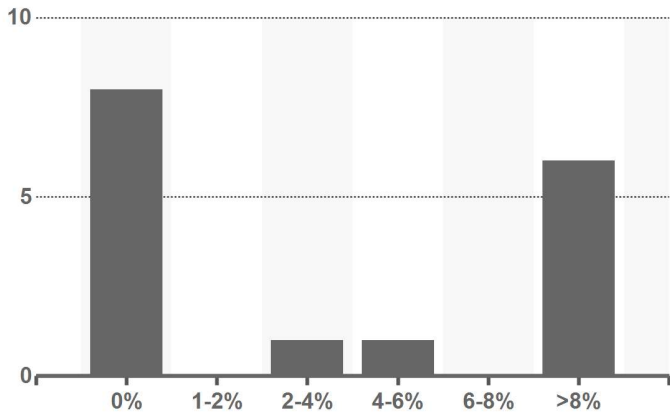


Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
<b>£16.90</b>	<b>£20.22</b>	<b>£19.56</b>	<b>9.3</b>

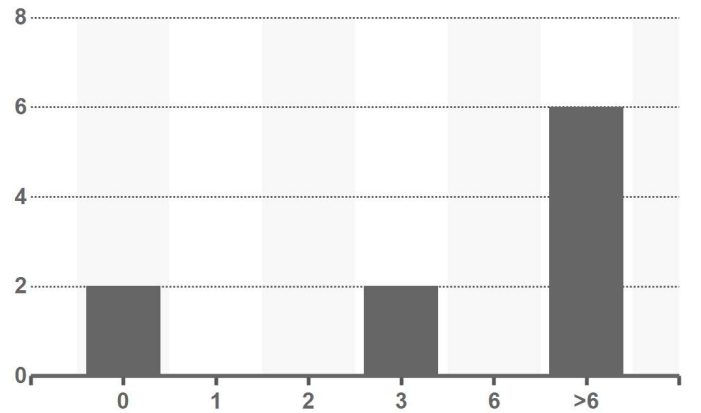
DEALS BY GROSS ASKING, GROSS STARTING, AND GROSS EFFECTIVE RENT

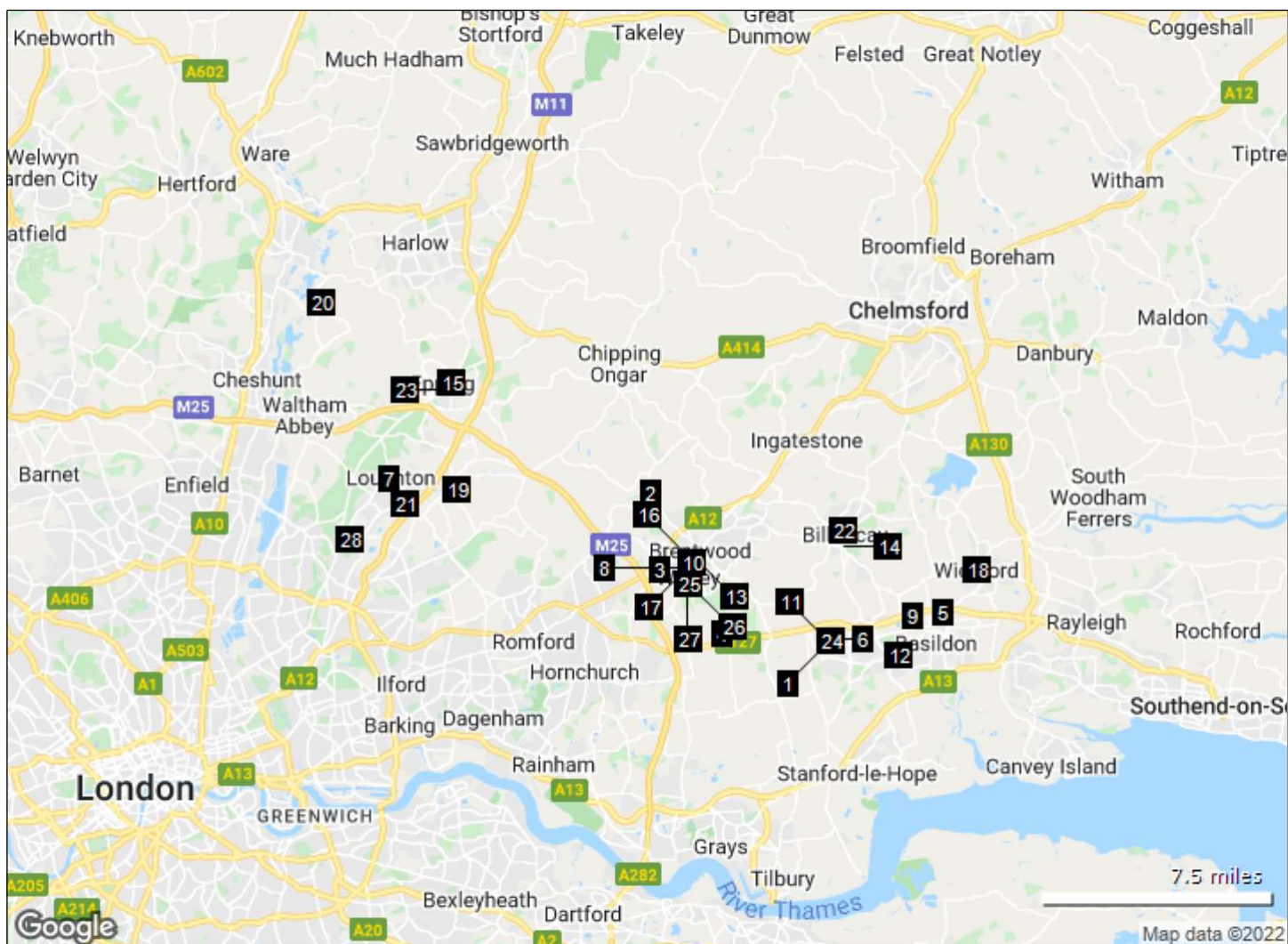


DEALS BY ASKING RENT DISCOUNT



DEALS BY MONTHS FREE RENT





	Address	City	Property Info	Sale Info
1	11 Argent Court (Part of Multi-Property Sale)	Basildon	2,590 SF Office	Sold: £614,524 (£237.27/SF)
2	Martin McColl House, Ashwells Row	Brentwood	43,434 SF Office	Sold: £7,300,000 (£168.07/SF)
3	Academy Place, 1-9 Brook St	Brentwood	46,006 SF Office/Office Building	Sold: £14,250,000 (£309.74/SF)
4	Childerditch Hall Dr (Part of Multi-Property Sale)	Brentwood	926 SF Office	Sold: £792,800 (£856.16/SF)
5	Sigma House Offices, Christopher Martin Rd (Part of Multi-Property Sale)	Basildon	114,188 SF Office	Sold: £27,526,049 (£241.06/SF)
6	Beechwood House, 2-3 Christy	Basildon	7,776 SF Office	Sold: £2,100,000 (£270.06/SF)
7	134 Church HI	Loughton	3,600 SF Office	Sold: £1,100,000 (£305.56/SF)
8	The Granary, 4-6 Crescent Rd	Brentwood	6,799 SF Office	Pending: w/Asking Price of £2,300,000 (£338.29/SF)
9	Janus House, 1 Endeavour Dr	Basildon	116,989 SF Office	Sold: £27,800,000 (£237.63/SF)
10	Fairfield House, Fairfield Rd	Brentwood	9,190 SF Office	Sold: £2,300,000 (£250.27/SF)
11	Mayne House - Juniper Park, Fenton Way (Part of Multi-Property Sale)	Basildon	44,673 SF Office	Sold: £5,076,626 (£113.64/SF)
12	Great Oaks House, Great Oaks (Part of Portfolio)	Basildon	54,432 SF Office	Sold: £6,485,117 (£119.14/SF)

13	107-107B High St	Brentwood	1,160 SF Office	Sold: -
14	Mayflower House, 128A High St (Part of Portfolio)	Billericay	4,453 SF Office	Sold: -
15	District Council Offices, 323 High St	Epping	21,553 SF Office	Sold: £2,050,000 (£95.11/SF)
16	47 Kings Rd	Brentwood	819 SF Office	Sold: -
17	Ewing House, 130 Kings Rd	Brentwood	23,052 SF Office	Sold: £6,100,000 (£264.62/SF)
18	14 London Rd	Wickford	4,677 SF Office	Sold: £1,100,000 (£235.19/SF)
19	Auction House, Market Pl	Romford	2,380 SF Office	Sold: £710,000 (£298.32/SF)
20	64-66 North St	Waltham Abbey	3,444 SF Office	Sold: £2,450,000 (£711.38/SF)
21	Cr@te, 15 Oakwood HI	Loughton	10,800 SF Office	Sold: £590,000 (£54.63/SF)
22	Radford Crescent	Billericay	13,183 SF Office	Sold: £1,175,000 (£89.13/SF)
23	Purlieu House, 11 Station Rd	Epping	3,981 SF Office	Sold: £1,425,000 (£357.95/SF)
24	Sylvan Way (Part of Multi-Property Sale)	Basildon	2,622 SF Office	Sold: £700,476 (£267.15/SF)
25	Countryside House, The Drive	Brentwood	40,500 SF Office	Sold: £19,000,000 (£469.14/SF)
26	Jubilee House, 3 The Drive	Brentwood	41,214 SF Office	Sold: £17,000,000 (£412.48/SF)
27	2 Weald Rd	Brentwood	5,804 SF Office	Sold: -
28	98 Westbury Ln	Buckhurst Hill	884 SF Office	Sold: -

## Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
<b>Price</b>					
For Sale & UC/Pending	£2,300,000	£2,300,000	£2,300,000	£2,300,000	1
Sold Transactions	£590,000	£6,711,163	£2,200,000	£27,800,000	22
<b>NIA</b>					
For Sale & UC/Pending	6,799 SF	6,799 SF	6,799 SF	6,799 SF	1
Sold Transactions	819 SF	23,123 SF	7,776 SF	116,989 SF	27
<b>Price per SF</b>					
For Sale & UC/Pending	£338.29	£338.29	£338.29	£338.29	1
Sold Transactions	£54.63	£241.56	£257.45	£856.16	22
<b>Net Initial Yield</b>					
For Sale & UC/Pending	7.06%	7.06%	7.06%	7.06%	1
Sold Transactions	5.75%	6.08%	5.90%	6.75%	5
<b>Days on Market</b>					
For Sale & UC/Pending	1,013	1,013	1,013	1,013	1
Sold Transactions	41	187	109	420	9
<b>Sale Price to Asking Price Ratio</b>					
Sold Transactions	89.31%	99.64%	95.66%	117.95%	4
<b>Totals</b>					
For Sale & UC/Pending	Asking Price Total:	£2,300,000	Total For Sale Transactions:		1
Sold Transactions	Total Sales Volume:	£147,645,592	Total Sales Transactions:		27
	Total Included in Analysis:	£149,945,592	Total Included in Analysis:		28
<b>Survey Criteria</b>					
<p>basic criteria: Type of Property - Office; Sale Date - from 29/03/2020; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes</p> <p>geography criteria: Submarket - Basildon (Essex), Brentwood (Essex), Epping Forest (Essex)</p>					

# Lease Comps Summary

Lease Comps Report

Deals

Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

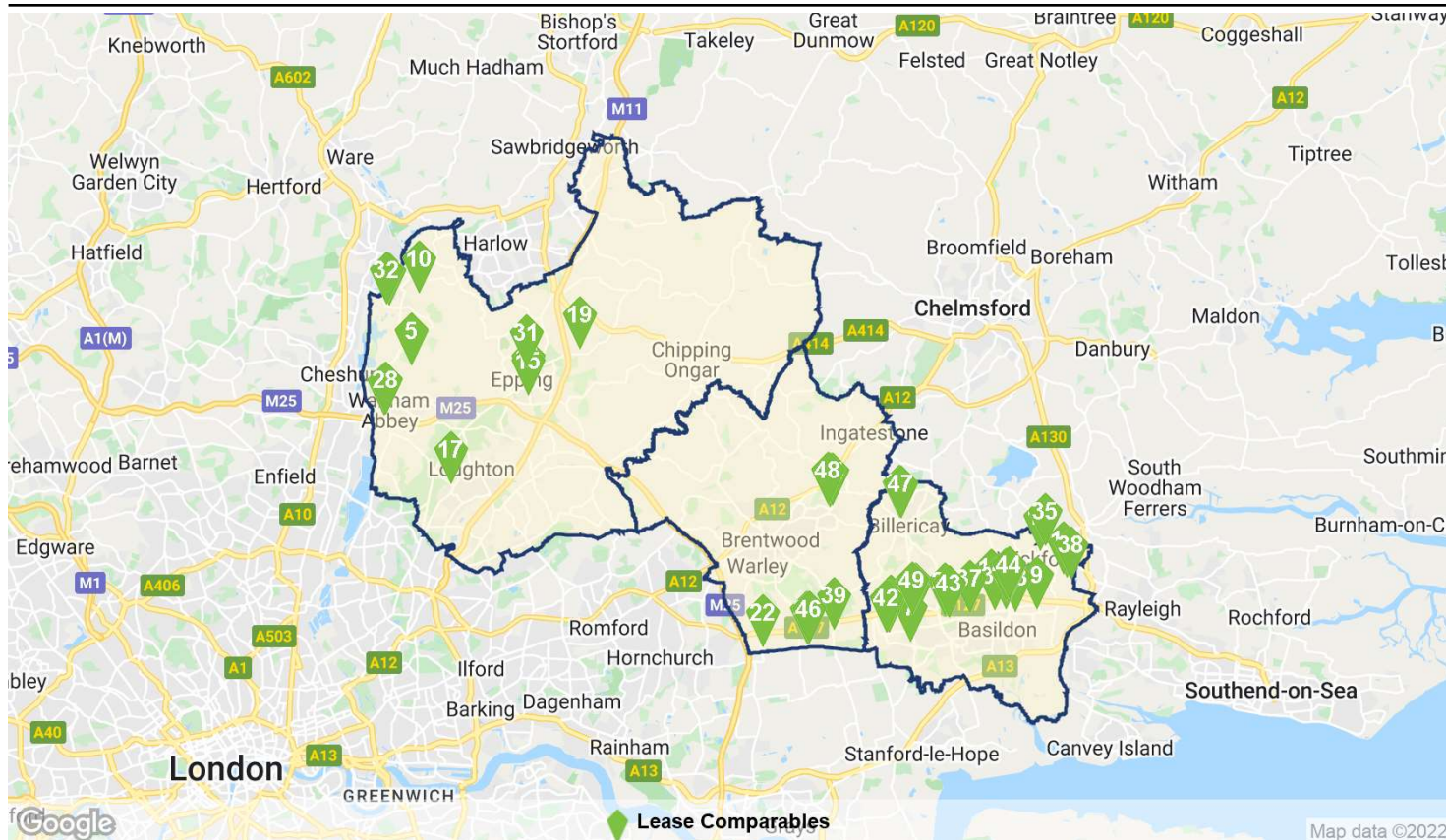
121

£8.74

£9.20

9

## TOP 50 LEASE COMPARABLES



## SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	92	£3.24	£8.74	£9.50	£25.54
Achieved Rent Per SF	49	£4.34	£9.20	£9.25	£25.00
Net Effective Rent Per SF	26	£4.34	£8.92	£8.95	£25.00
Asking Rent Discount	32	-25.5%	0.3%	0.0%	15.6%
TI Allowance	-	-	-	-	-
Rent Free Months	17	0	5	3	18

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	101	1	9	6	39
Deal Size	121	1,015	11,105	3,840	116,841
Lease Deal in Months	59	6.0	82.0	60.0	240.0
Floor Number	121	GRND	GRND	GRND	MEZZ

# Lease Comps Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 30 Saffron Ct	★★★★★	4,328	GRND	2/21/2022	New	£12.00	Asking
2 Seax Court 26 Seax Way	★★★★★	6,824	GRND,1...	1/18/2022	New	£15.00	Asking
3 Brentwood Trade Park Tallon Rd	★★★★★	3,546	GRND,...	1/14/2022	New	-	-
4 Former Collinson Yard Stannetts	★★★★★	1,958	GRND	12/10/2021	New	£25.54	Asking
5 Forest Oaks Aimes Green	★★★★★	3,918	GRND	11/22/2021	New	£6.38	Asking
6 181 Brooker Rd	★★★★★	5,611	GRND,1	11/22/2021	New	£11.40	Asking
7 Units 1-4 11 Durham Rd	★★★★★	1,633	GRND,1	11/8/2021	New	£15.92	Asking
8 Tallon Rd	★★★★★	2,340	GRND,...	11/8/2021	New	£11.10	Asking
9 Wollaston House Courtauld Rd	★★★★★	32,385	GRND,1	10/15/2021	New	£9.11	Asking
10 Hoe Ln	★★★★★	3,442	GRND	10/8/2021	New	£8.71	Starting
11 45 Cedar Ct	★★★★★	1,284	GRND	10/7/2021	New	£3.27	Asking
12 Hurricane Way	★★★★★	1,534	GRND	10/1/2021	New	£11.00	Starting
13 Hodgson Way	★★★★★	2,322	GRND,...	9/27/2021	New	£14.21	Asking
14 Broadway Service Station Runwell Rd	★★★★★	4,465	GRND	9/14/2021	New	£6.15	Effective
15 Bower HI	★★★★★	10,797	GRND,...	9/2/2021	New	£8.80	Asking
16 Pembroke Business Cen... 1-20 Gardiners Ln S	★★★★★	9,504	GRND	9/1/2021	New	£7.37	Asking
17 109 Smarts Ln	★★★★★	1,325	GRND	8/18/2021	New	£21.08	Effective
18 Unit 5 Miles Gray Rd	★★★★★	3,945	GRND	8/17/2021	New	-	-
19 North Weald Airfield Hurricane Way	★★★★★	34,747	GRND	8/16/2021	New	£4.60	Asking
20 Paycocke Rd	★★★★★	30,084	GRND,1	8/16/2021	New	£8.00	Asking
21 Station Rd	★★★★★	7,120	GRND	8/16/2021	New	£7.02	Asking

# Lease Comps Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
22 Warley St	★★★★★	3,596	GRND	8/16/2021	New	£6.95	Asking
23 Former Veolia Site Archers Fields	★★★★★	5,200	GRND,1	8/13/2021	New	£20.58	Starting
24 28-29 Wash	★★★★★	12,941	GRND,1	8/13/2021	-	£7.24	Starting
25 Miles Gray Rd	★★★★★	3,945	GRND	7/31/2021	New	£14.25	Asking
26 Saffron Ct	★★★★★	4,603	GRND	7/28/2021	New	£10.37	Effective
27 Nazeing Rd	★★★★★	12,454	GRND,1	7/27/2021	New	£7.50	Asking
28 Cartersfield Rd	★★★★★	1,930	GRND	7/26/2021	New	£13.47	Asking
29 8-13 Cranes Farm Rd	★★★★★	1,203	GRND	7/22/2021	New	£10.39	Asking
30 Cranes Park Rd	★★★★★	20,437	GRND,...	7/13/2021	New	£6.36	Asking
31 73-75 Lindsey St	★★★★★	6,934	GRND	7/13/2021	New	-	-
32 Nazeing Rd	★★★★★	3,218	GRND,...	6/29/2021	New	£9.32	Asking
33 Boxset 64 Christopher Rd	★★★★★	64,004	GRND,1-2	6/1/2021	New	£9.25	Asking
34 Boxset 75 Christopher Martin Rd	★★★★★	75,284	GRND,1-2	6/1/2021	New	£9.25	Asking
35 Harold Gdns	★★★★★	1,024	GRND	6/1/2021	New	£11.72	Starting
36 Radford Business Centre Radford Way	★★★★★	4,030	GRND,1	6/1/2021	New	£11.16	Asking
37 9-17 Carnival Way	★★★★★	11,295	GRND,...	5/21/2021	New	£8.04	Effective
38 Hurricane Way	★★★★★	3,750	GRND	5/14/2021	New	£7.33	Starting
39 Brentwood Commercial... Brentwood Commercial Park	★★★★★	55,000	GRND	4/13/2021	New	£11.00	Effective
40 3 Hemmells	★★★★★	6,312	GRND,...	3/28/2021	New	£5.39	Asking
41 Paycocke Rd	★★★★★	2,960	GRND	2/26/2021	New	£8.44	Starting
42 West Mayne Industrial P... Bramston Way	★★★★★	9,642	GRND,1	2/22/2021	New	£9.85	Asking

# Lease Comps Summary

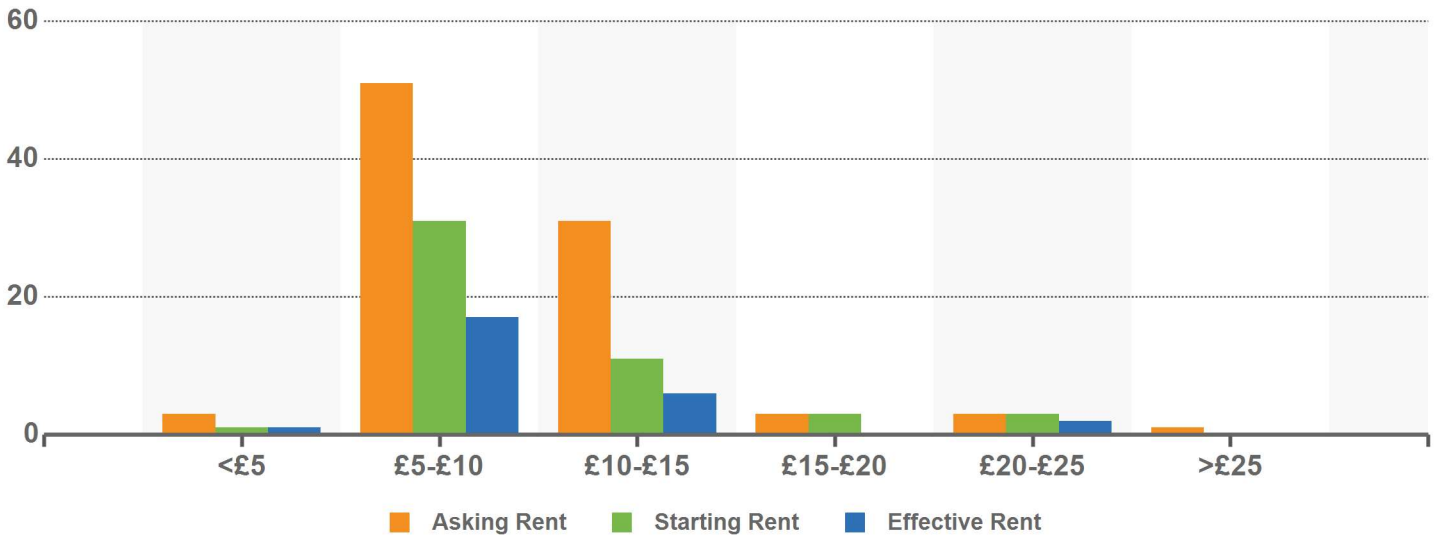
## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
43 Crompton Close	★★★★★	2,164	GRND,...	2/20/2021	New	£9.24	Asking
31 73-75 Lindsey St	★★★★★	2,095	GRND	2/12/2021	New	-	-
44 Boxset 94 Christopher Martin Rd	★★★★★	94,191	GRND,1-2	2/1/2021	New	£9.50	Asking
45 Station Rd	★★★★★	4,750	GRND	1/31/2021	New	£7.50	Asking
46 Station Rd	★★★★★	46,358	GRND	1/31/2021	New	£3.24	Asking
47 Radford Way	★★★★★	4,711	GRND	1/15/2021	New	-	-
48 Tallon Rd	★★★★★	2,790	GRND	12/14/2020	New	£12.55	Asking
49 14-16 Braiswick Pl	★★★★★	2,469	GRND	12/11/2020	New	£10.13	Starting

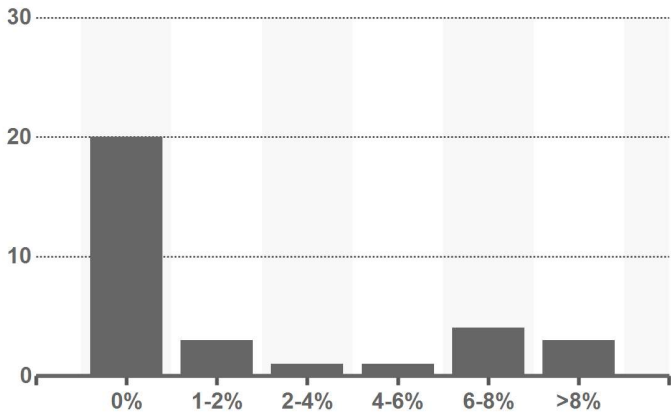


Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
<b>£8.74</b>	<b>£9.20</b>	<b>£8.92</b>	<b>5.2</b>

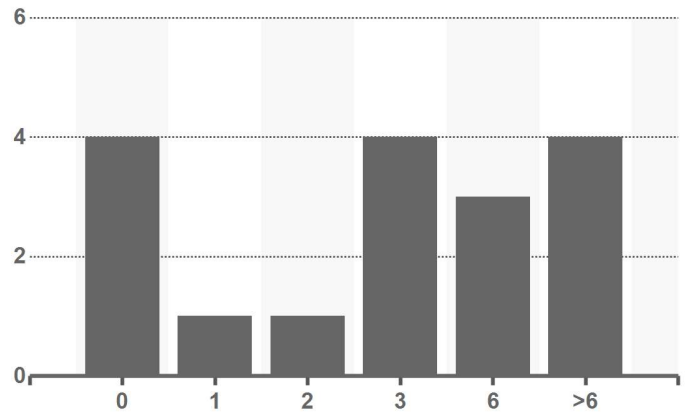
DEALS BY ASKING, STARTING AND EFFECTIVE RENT

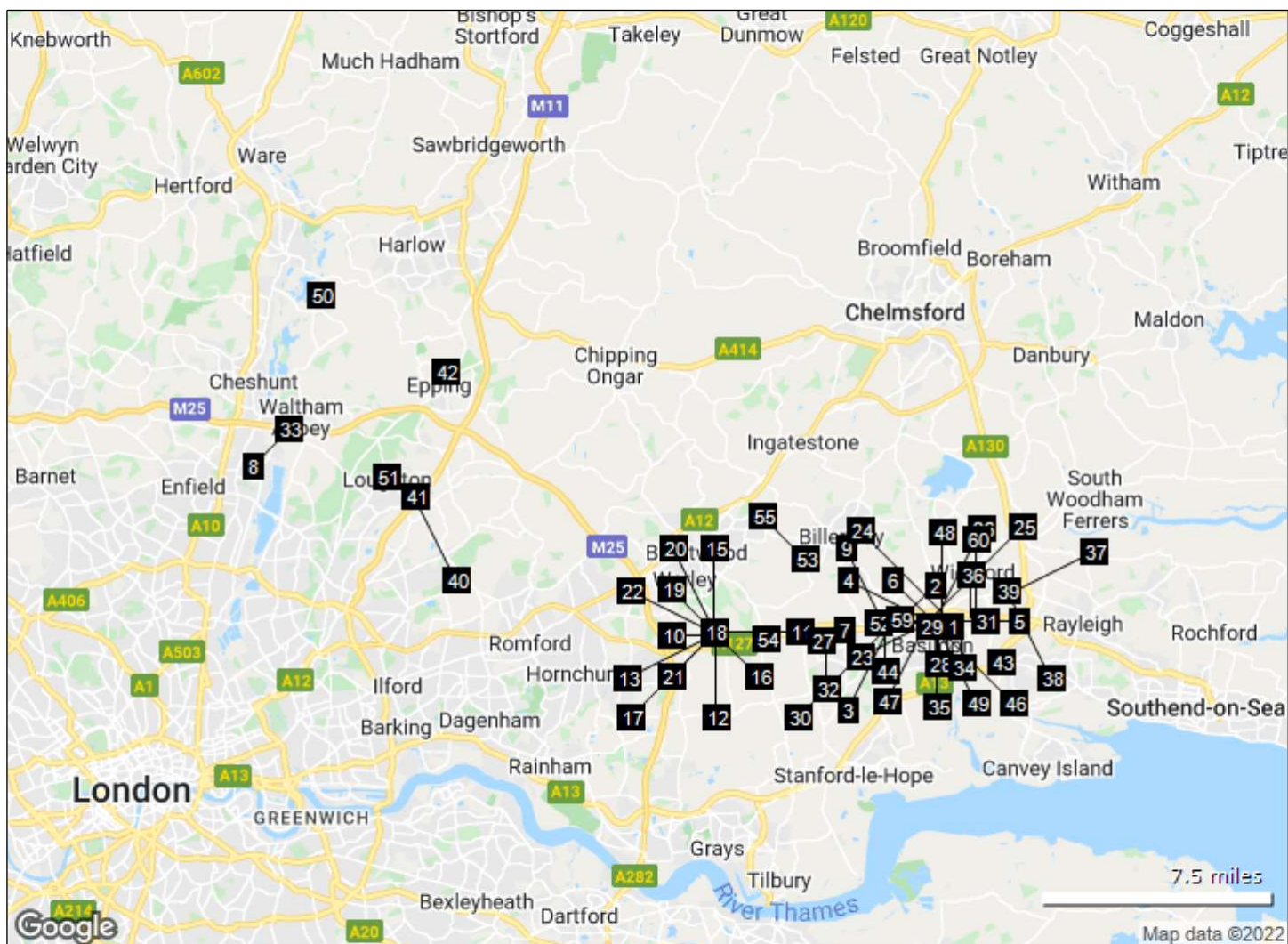


DEALS BY ASKING RENT DISCOUNT



DEALS BY MONTHS FREE RENT





	Address	City	Property Info	Sale Info
1	Former Veolia Site, Archers Fields	Basildon	5,200 SF Industrial/Service	Sold: £2,300,000 (£442.31/SF)
2	Utilize House, Bentalls	Basildon	8,482 SF Flex/Light Distribution	Sold: £1,075,000 (£126.74/SF)
3	Pipps Hill Industrial Estate, Bentalls	Basildon	13,588 SF Industrial/Warehouse	Sold: £1,750,000 (£128.79/SF)
4	13-15 Bowlers Crof	Basildon	2,123 SF Flex/Light Manufacturing	Sold: -
5	39-55 Bowlers Crof	Basildon	2,591 SF Industrial/Warehouse	Sold: £271,000 (£104.59/SF)
6	Bowlers Croft	Basildon	2,595 SF Industrial	Sold: £290,000 (£111.75/SF)
7	14-16 Braiswick Pl	Basildon	2,469 SF Industrial/Service	Sold: £320,000 (£129.61/SF)
8	Brooker Rd	Waltham Abbey	1,628 SF Industrial	Sold: £30,000 (£18.43/SF)
9	4-6 Chester Hall Ln	Basildon	4,254 SF Industrial	Sold: £435,000 (£102.26/SF)
10	Childerditch Hall Dr (Part of Multi-Property Sale)	Brentwood	12,300 SF Industrial/Warehouse	Sold: £6,486,010 (£527.32/SF)
11	Childerditch Hall Dr (Part of Multi-Property Sale)	Brentwood	6,650 SF Industrial/Service	Sold: £2,433,509 (£365.94/SF)
12	Childerditch Hall Dr (Part of Multi-Property Sale)	Brentwood	13,400 SF Industrial/Warehouse	Sold: £5,475,511 (£408.62/SF)
13	Childerditch Hall Dr (Part of Multi-Property Sale)	Brentwood	23,500 SF Industrial/Warehouse	Sold: £10,532,373 (£448.19/SF)

14	Childerditch Hall Dr (Part of Multi-Property Sale)	Brentwood	4,084 SF Light Industrial/Light Manufacturing	Sold: £2,348,577 (£575.07/SF)
15	Childerditch Hall Dr (Part of Multi-Property Sale)	Brentwood	13,904 SF Industrial/Warehouse	Sold: £5,846,285 (£420.48/SF)
16	Childerditch Hall Dr (Part of Multi-Property Sale)	Brentwood	3,200 SF Industrial/Service	Sold: £1,710,840 (£534.64/SF)
17	Childerditch Hall Dr (Part of Multi-Property Sale)	Brentwood	13,382 SF Industrial/Warehouse	Sold: £5,933,725 (£443.41/SF)
18	Childerditch Hall Dr (Part of Multi-Property Sale)	Brentwood	9,107 SF Industrial/Service	Sold: £3,734,417 (£410.06/SF)
19	Childerditch Hall Dr (Part of Multi-Property Sale)	Brentwood	1,800 SF Light Industrial/Light Manufacturing	Sold: £1,035,126 (£575.07/SF)
20	Childerditch Industrial Park, Childerditch Hall Dr (Part of Multi-Property Sale)	Brentwood	5,095 SF Industrial	Sold: £2,766,944 (£543.07/SF)
21	Childerditch Industrial Park, Childerditch Hall Dr (Part of Multi-Property Sale)	Brentwood	2,756 SF Industrial	Sold: £1,954,477 (£709.17/SF)
22	3 Childerditch Hall Dr (Part of Multi-Property Sale)	Brentwood	14,568 SF Industrial/Warehouse	Sold: £6,211,163 (£426.36/SF)
23	Boxset 64, Christopher Rd (Part of Multi-Property Sale)	Basildon	64,004 SF Industrial	Sold: -
24	Boxset 75, Christopher Martin Rd (Part of Multi-Property Sale)	Basildon	75,284 SF Industrial	Sold: -
25	Basildon 117, Christopher Martin Rd	Basildon	116,841 SF Industrial/Distribution	Sold: £23,280,000 (£199.25/SF)
26	Sigma House Labs, Christopher Martin Rd (Part of Multi-Property Sale)	Basildon	47,798 SF Light Industrial/R&D	Sold: £6,573,951 (£137.54/SF)
27	Christy Way	Basildon	27,902 SF Industrial/Warehouse	Sold: £3,500,000 (£125.44/SF)
28	Cranes	Basildon	10,776 SF Industrial/Warehouse	Sold: £1,900,000 (£176.32/SF)
29	Cranes Park Rd	Basildon	5,831 SF Industrial/Warehouse	Sold: £850,000 (£145.77/SF)
30	Crompton Clos	Basildon	2,164 SF Industrial/Warehouse	Sold: £220,000 (£101.66/SF)
31	Festival 57, Festival Way	Basildon	56,850 SF Industrial/Warehouse	Sold: £14,700,000 (£258.58/SF)
32	Juniper Park, Feton Way (Part of Multi-Property Sale)	Basildon	277,760 SF Industrial/Warehouse	Sold: £27,623,374 (£99.45/SF)
33	7 Fleming Rd	Waltham Abbey	2,377 SF Industrial/Warehouse	Sold: -
34	Harvey Rd	Basildon	18,568 SF Industrial/Distribution	Sold: £2,050,000 (£110.40/SF)
35	Honywood Rd	Basildon	25,651 SF Industrial/Warehouse	Sold: -
36	Hovefields Court, Hovefields Ave	Basildon	11,273 SF Industrial/Distribution	Sold: £1,350,000 (£119.76/SF)
37	Hurricane Way	Wickford	2,353 SF Industrial/Warehouse	Pending: w/Asking Price of £200,000 (£85/SF)
38	Hurricane Way	Wickford	2,616 SF Industrial/Warehouse	Pending: w/Asking Price of £350,000 (£133.79/SF)
39	Chester House, Hurricane Way	Wickford	22,062 SF Industrial/Warehouse	Sold: £2,400,000 (£108.78/SF)
40	Lenthall Rd (Part of Multi-Property Sale)	Loughton	45,027 SF Industrial/Warehouse	Sold: £8,310,789 (£184.57/SF)
41	Lenthall Rd (Part of Multi-Property Sale)	Loughton	17,422 SF Industrial/Warehouse	Sold: £4,654,211 (£267.15/SF)
42	73-75 Lindsey St	Epping	9,029 SF Industrial/Service	Sold: £1,500,000 (£166.13/SF)
43	Sadlers Hall Farm, London Rd	Basildon	18,174 SF Industrial/Service	Sold: £4,600,000 (£253.11/SF)
44	Argos Distribution Centre, Miles Gray Rd (Part of Portfolio)	Basildon	377,550 SF Industrial/Distribution	Sold: £49,447,757 (£130.97/SF)
45	Paycocke Rd	Basildon	8,891 SF Industrial/Warehouse	Pending: w/Asking Price of £1,250,000 (£140.59/SF)

46	Paycocke Rd	Basildon	7,058 SF Industrial/Warehouse	Sold: £555,000 (£78.63/SF)
47	Paycocke Rd	Basildon	2,747 SF Industrial/Warehouse	Sold: £500,000 (£182.02/SF)
48	Paycocke Rd	Basildon	22,854 SF Industrial/Warehouse	Sold: £1,500,000 (£65.63/SF)
49	75 Paycocke Rd	Basildon	7,322 SF Industrial/Warehouse	Sold: £3,310,000 (£452.06/SF)
50	40 Pecks HI	Waltham Abbey	18,085 SF Industrial	Sold: £3,500,000 (£193.53/SF)
51	10 Rectory Ln	Loughton	5,507 SF Industrial/Warehouse	Sold: £1,150,000 (£208.83/SF)
52	Swinbourne Rd	Basildon	26,520 SF Industrial	Sold: £2,600,000 (£98.04/SF)
53	Tallon Rd	Brentwood	10,304 SF Industrial/Warehouse	Sold: £895,000 (£86.86/SF)
54	Tilbury Rd	Brentwood	11,138 SF Industrial/Distribution	Sold: £5,642,371 (£506.59/SF)
55	28-29 Wash Rd	Brentwood	20,706 SF Industrial/Warehouse	Sold: £2,000,000 (£96.59/SF)
56	Festival Way, Waterfront Walk	Basildon	3,600 SF Industrial	Pending: w/Asking Price of -
57	Festival Way, Waterfront Walk	Basildon	4,800 SF Industrial	Pending: w/Asking Price of -
58	Festival Way, Waterfront Walk	Basildon	3,000 SF Industrial	Pending: w/Asking Price of -
59	Festival Way, Waterfront Walk	Basildon	3,250 SF Industrial	Pending: w/Asking Price of -
60	1 Watkins	Basildon	57,314 SF Industrial/Distribution	Sold: £11,350,000 (£198.03/SF)

## Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
<b>Light Industrial</b>					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£1,035,126	£2,758,164	£1,711,788	£6,573,951	4
NIA					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	1,800 SF	12,857 SF	4,084 SF	47,798 SF	5
Price per SF					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£126.74	£177.48	£356.31	£575.07	4
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	559	559	559	559	1
Sale Price to Asking Price Ratio					
Sold Transactions	-	-	-	-	-
<b>Industrial</b>					
Price					
For Sale & UC/Pending	£200,000	£600,000	£350,000	£1,250,000	3
Sold Transactions	£30,000	£5,406,131	£2,416,754	£49,447,757	44
NIA					
For Sale & UC/Pending	2,353 SF	4,073 SF	3,250 SF	8,891 SF	7
Sold Transactions	1,628 SF	31,756 SF	12,841 SF	377,550 SF	48
Price per SF					
For Sale & UC/Pending	£85.00	£129.87	£133.79	£140.59	3
Sold Transactions	£18.43	£175.29	£183.30	£709.17	44
Net Initial Yield					
For Sale & UC/Pending	6.64%	6.64%	6.64%	6.64%	1
Sold Transactions	3.35%	4.54%	4.35%	6.68%	5
Days on Market					
For Sale & UC/Pending	214	808	1,069	1,069	7
Sold Transactions	2	158	167	296	15
Sale Price to Asking Price Ratio					
Sold Transactions	88.00%	99.88%	96.55%	135.50%	12

## Quick Stats Report

	Low	Average	Median	High	Count
<b>Totals</b>					
For Sale & UC/Pending		Asking Price Total: £1,800,000		Total For Sale Transactions:	7
Sold Transactions		Total Sales Volume: £248,902,410		Total Sales Transactions:	53
		<hr/> Total Included in Analysis: £250,702,410		<hr/> Total Included in Analysis:	60
<b>Survey Criteria</b>					
<p>basic criteria: Type of Property - Industrial, Light Industrial; Sale Date - from 29/03/2020; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes</p> <p>geography criteria: Submarket - Basildon (Essex), Brentwood (Essex), Epping Forest (Essex)</p>					

Deals

Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

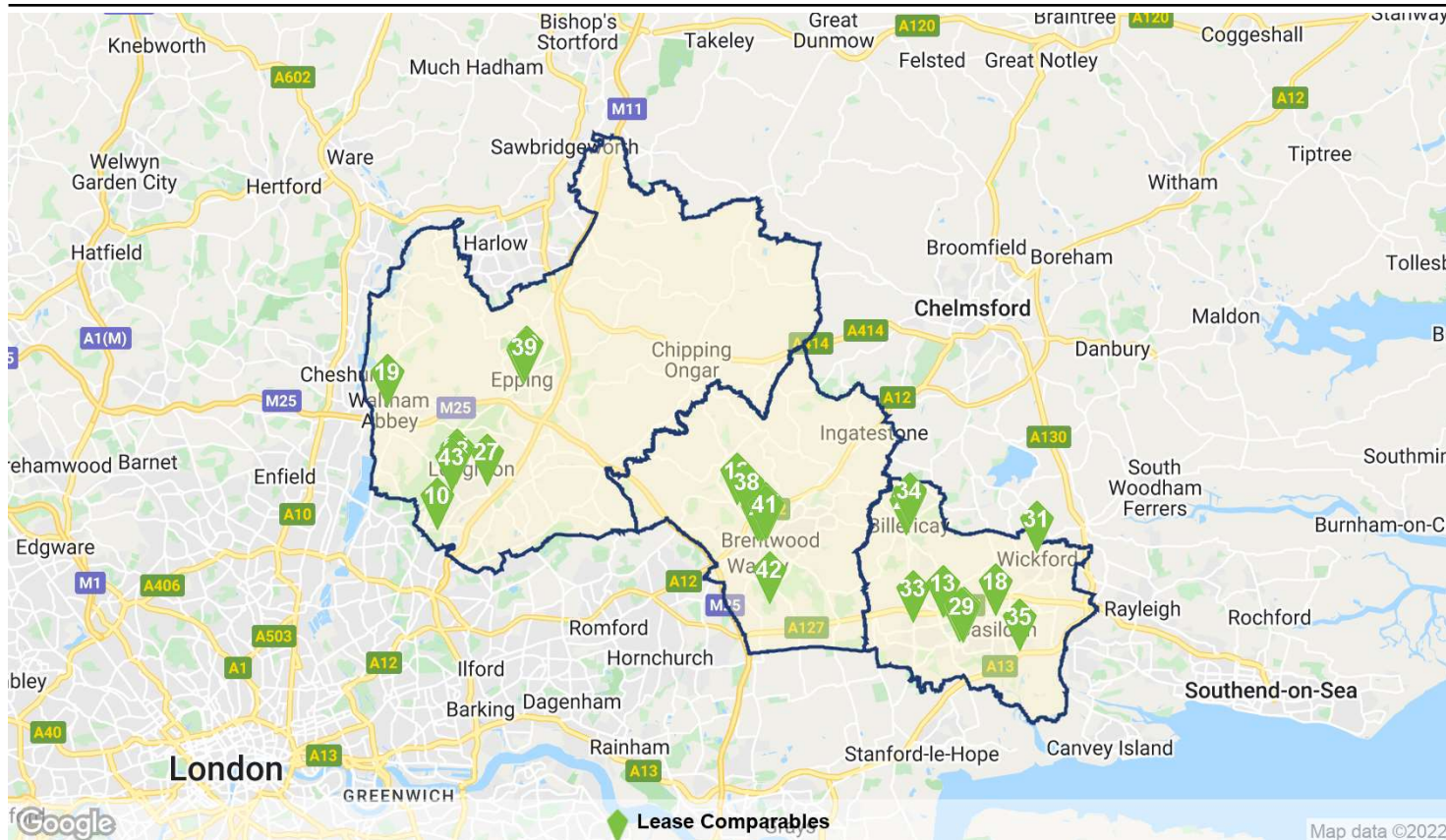
# 83

# £22.84

# £14.74

# 13

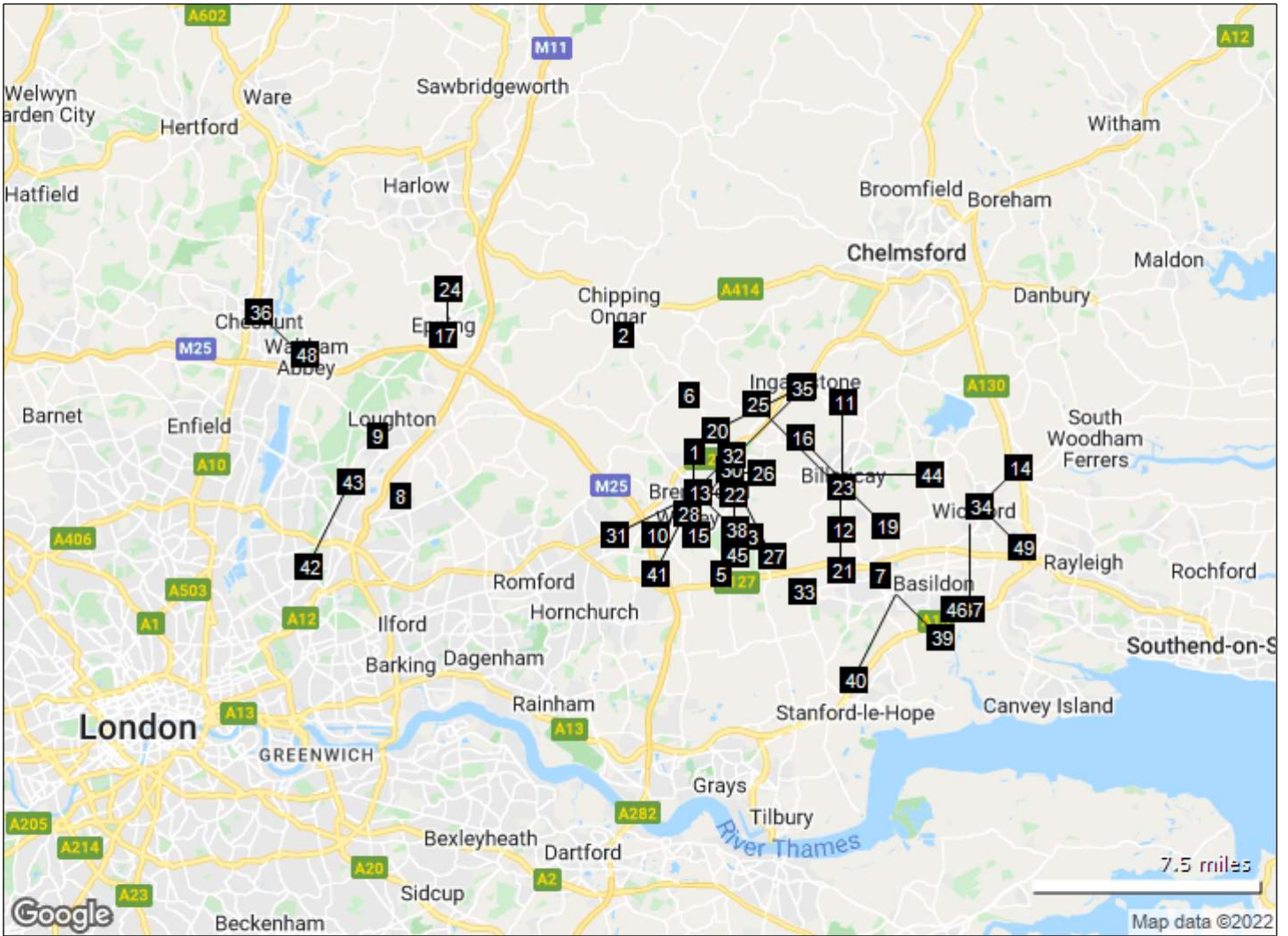
### TOP 50 LEASE COMPARABLES



### SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	43	£9.28	£22.84	£24.80	£42.92
Achieved Rent Per SF	37	£1.28	£14.74	£20.00	£66.00
Net Effective Rent Per SF	24	£1.79	£12.93	£19.18	£66.00
Asking Rent Discount	12	-25.0%	7.3%	6.3%	23.1%
TI Allowance	-	-	-	-	-
Rent Free Months	22	0	5	3	15

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	60	2	13	12	33
Deal Size	83	1,012	3,270	1,914	41,893
Lease Deal in Months	50	36.0	127.0	120.0	300.0
Floor Number	83	GRND	GRND	GRND	2



	Address	City	Property Info	Sale Info
1	Baytree Centre	Brentwood	142,820 SF General Retail	Sold: £10,913,000 (£76.41/SF)
2	The Stag, Brentwood Rd	Ongar	2,134 SF General Retail/Bar/Nightclub	Sold: £1,001,500 (£469.31/SF)
3	BP Petrol Station, 130 Brentwood Rd (Part of Portfolio)	Brentwood	2,499 SF Retail/Service Station	Sold: £2,745,000 (£1,098.44/SF)
4	Eagle and Child, 13 Chelmsford Rd	Brentwood	8,071 SF General Retail/Bar/Nightclub	Sold: £2,750,000 (£340.73/SF)
5	11 Childerditch Hall Dr (Part of Multi-Property Sale)	Brentwood	1,351 SF Retail/Storefront	Sold: £1,738,245 (£1,286.64/SF)
6	74-76 Church Ln	Brentwood	5,364 SF General Retail/Storefront Retail/Residential	Sold: £1,080,000 (£201.34/SF)
7	5 Crompton	Basildon	151,265 SF General Retail	Sold: -
8	Brooke Parade, 1-1A High Rd	Chigwell	1,633 SF General Retail	Sold: £700,000 (£428.66/SF)
9	253 High Rd	Loughton	1,787 SF General Retail	Sold: £958,000 (£536.09/SF)
10	2-6 High St (Part of Portfolio)	Brentwood	9,963 SF Retail/Storefront	Sold: £1,900,451 (£190.75/SF)
11	The Walk, 2-4 High St (Part of Portfolio)	Billericay	1,497 SF Retail/Storefront	Sold: -
12	The Walk, 5-10 High St (Part of Portfolio)	Billericay	3,021 SF Retail/Storefront	Sold: -
13	8 High St (Part of Portfolio)	Brentwood	6,223 SF Retail/Storefront	Sold: £1,364,156 (£219.21/SF)



14	Ladygate Centre, 17 High St	Wickford	1,043 SF General Retail/Storefront	Pending: w/Asking Price of £245,000 (£234.90/SF)
15	39-41 High St	Brentwood	5,558 SF General Retail/Storefront	Sold: -
16	55-55a High St	Billericay	2,130 SF General Retail/Storefront	Sold: £582,000 (£273.24/SF)
17	57 High St	Chelmsford	839 SF General Retail/Storefront Retail/Residential	Sold: -
18	64 High St	Ingatestone	1,558 SF General Retail/Storefront Retail/Residential	Pending: w/Asking Price of £500,000 (£320.92/SF)
19	76-78 High St	Billericay	1,907 SF General Retail/Storefront Retail/Residential	Sold: £186,700 (£97.90/SF)
20	94 High St (Part of Multi-Property Sale)	Ingatestone	810 SF Retail/Storefront	Sold: -
21	110 High St	Billericay	1,963 SF General Retail/Bank	Pending: w/Asking Price of £575,000 (£292.92/SF)
22	119-121 High St	Brentwood	2,534 SF General Retail/Storefront	Pending: w/Asking Price of £1,000,000 (£394.63/SF)
23	1 The Walk, 128 High St (Part of Portfolio)	Billericay	4,166 SF Retail/Storefront Retail/Office	Sold: -
24	140 High St	Epping	5,706 SF General Retail/Storefront	Sold: £2,160,000 (£378.55/SF)
25	148-150 High St	Billericay	2,556 SF General Retail/Storefront Retail/Office	Sold: £580,000 (£226.92/SF)
26	11 Hutton Rd	Brentwood	3,198 SF General Retail/Day Care Center	Sold: £1,250,000 (£390.87/SF)
27	93-95 Hutton Rd	Brentwood	2,643 SF General Retail/Bank	Sold: £1,200,000 (£454.03/SF)
28	236 Hutton Rd	Brentwood	823 SF General Retail/Restaurant	Sold: -
29	250 Hutton Rd	Brentwood	1,191 SF General Retail/Storefront Retail/Residential	Sold: -
30	250 Hutton Rd	Brentwood	1,191 SF General Retail/Storefront Retail/Residential	Sold: -
31	2-6 Ingrave Rd (Part of Portfolio)	Brentwood	6,113 SF Retail	Sold: £1,135,393 (£185.73/SF)
32	45 Kings Rd	Brentwood	954 SF General Retail/Storefront	Pending: w/Asking Price of £375,000 (£393.08/SF)
33	The Old Rectory, Lower Dunton Rd	Basildon	7,457 SF General Retail/Restaurant	Sold: £1,500,000 (£201.15/SF)
34	9-11 Lower Southend Rd	Wickford	4,941 SF General Retail/Storefront	Sold: £215,000 (£43.51/SF)
35	1 Market Pl (Part of Multi-Property Sale)	Ingatestone	306 SF Retail/Storefront Retail/Office	Sold: -
36	4-6 Market Sq	Waltham Abbey	1,426 SF General Retail/Storefront	Sold: £430,000 (£301.54/SF)
37	149a Nevendon Rd	Wickford	346 SF General Retail/Storefront	Sold: £90,000 (£260.12/SF)
38	45 North Rd	Brentwood	1,283 SF General Retail	Sold: £385,000 (£300.08/SF)
39	Robins House, North Gunnels (Part of Multi-Property Sale)	Basildon	15,359 SF Retail/Storefront Retail/Residential	Sold: £1,987,978 (£129.43/SF)
40	The Roadhouse Diner, North Gunnels (Part of Multi-Property Sale)	Basildon	2,500 SF Retail/Storefront	Sold: £502,022 (£200.81/SF)
41	Eclipse Apartments, Ongar Rd	Brentwood	660 SF General Retail/Storefront Retail/Residential	Under Contract: w/Asking Price of £140,000 (£212.12/SF)
42	184 Queens Rd (Part of Multi-Property Sale)	Buckhurst Hill	370 SF Retail/Storefront	Sold: -
43	186 Queens Rd (Part of Multi-Property Sale)	Buckhurst Hill	1,000 SF Retail/Storefront	Sold: -
44	11 Radford Way	Billericay	894 SF General Retail/Storefront Retail/Office	Sold: -
45	Hutton Public House, Rayleigh Rd	Brentwood	5,101 SF General Retail/Bar/Nightclub	Sold: £1,287,000 (£252.30/SF)
46	Station Ln	Basildon	5,867 SF General Retail/Storefront	Sold: £2,450,000 (£417.59/SF)

47	30 Sun St	Waltham Abbey	700 SF General Retail/Storefront Retail/Residential	Sold: £275,000 (£392.86/SF)
48	30 Sun St	Waltham Abbey	700 SF General Retail/Storefront Retail/Residential	Sold: £25,000 (£35.71/SF)
49	The Swan, 35 The (Part of Portfolio)	Wickford	792 SF Retail/Bar/Nightclub	Sold: -

## Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
<b>Price</b>					
For Sale & UC/Pending	£140,000	£472,500	£437,500	£1,000,000	6
Sold Transactions	£25,000	£1,478,266	£1,107,696	£10,913,000	28
<b>Centre Size</b>					
For Sale & UC/Pending	660 SF	1,452 SF	1,300 SF	2,534 SF	6
Sold Transactions	306 SF	9,895 SF	2,134 SF	151,265 SF	43
<b>Price per SF</b>					
For Sale & UC/Pending	£212.12	£325.41	£306.92	£394.63	6
Sold Transactions	£35.71	£164.40	£266.68	£1,286.64	28
<b>Net Initial Yield</b>					
For Sale & UC/Pending	3.47%	3.47%	3.47%	3.47%	1
Sold Transactions	4.48%	6.25%	6.50%	8.00%	5
<b>Days on Market</b>					
For Sale & UC/Pending	145	216	183	329	6
Sold Transactions	5	262	142	1,163	19
<b>Sale Price to Asking Price Ratio</b>					
Sold Transactions	86.40%	106.40%	103.22%	129.33%	6
<b>Totals</b>					
For Sale & UC/Pending	Asking Price Total:	£2,835,000	Total For Sale Transactions:		6
Sold Transactions	Total Sales Volume:	£41,391,445	Total Sales Transactions:		43
	Total Included in Analysis:	£44,226,445	Total Included in Analysis:		49
<b>Survey Criteria</b>					
<p>basic criteria: Type of Property - Retail; Sale Date - from 29/03/2020; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes</p> <p>geography criteria: Submarket - Basildon (Essex), Brentwood (Essex), Epping Forest (Essex)</p>					

# Lease Comps Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 Southgate House 84 Town Sq	★★★★★	3,402	GRND	3/18/2022	New	£31.60	Asking
2 24-26 Southernhay	★★★★★	2,370	GRND	3/11/2022	New	£22.78	Asking
3 69 Southernhay	★★★★★	1,620	GRND	3/9/2022	New	£29.63	Asking
4 67 High St	★★★★★	2,851	GRND	3/2/2022	New	£26.31	Asking
5 East Sq	★★★★★	3,078	GRND	2/21/2022	New	-	-
5 East Sq	★★★★★	2,938	GRND	2/21/2022	New	-	-
6 104 High St	★★★★★	1,100	GRND	12/14/2021	New	£23.45	Asking
7 42 High St	★★★★★	1,521	GRND	12/13/2021	New	-	-
8 69 High St	★★★★★	1,909	GRND	12/13/2021	New	£34.05	Asking
9 84 High St	★★★★★	1,388	GRND	12/7/2021	New	£35.30	Asking
10 102-104 Queens Rd	★★★★★	1,312	GRND	12/2/2021	New	£30.49	Starting
11 Eastgate Shopping Centre Eastgate Centre	★★★★★	1,147	GRND	11/10/2021	New	£30.51	Asking
12 5-7 Hatch Rd	★★★★★	1,097	GRND	11/8/2021	New	£22.79	Asking
13 Unit 1 Basildon Trade Ce... Luckyn Ln	★★★★★	4,487	GRND	10/25/2021	New	£15.49	Asking
14 55-55a High St	★★★★★	2,130	GRND,1	10/18/2021	New	£15.49	Effective
15 82 High St	★★★★★	1,019	GRND	8/4/2021	New	£36.80	Asking
16 111 High St	★★★★★	1,990	GRND	7/30/2021	New	£22.61	Starting
17 7-9 East Walk	★★★★★	1,307	GRND	7/27/2021	New	-	-
18 90 Whitmore Way	★★★★★	1,616	GRND	7/21/2021	New	£9.28	Asking
19 6-7 Sewardstone Rd	★★★★★	3,058	GRND	7/20/2021	New	£12.75	Starting
5 East Sq	★★★★★	2,637	GRND	6/25/2021	New	-	-

# Lease Comps Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
20 273-275 High St	★★★★★	2,456	GRND,1	6/10/2021	New	-	-
21 12 St Thomas Rd	★★★★★	1,125	GRND	5/17/2021	New	-	-
22 Clapham Court 140 High St	★★★★★	1,818	GRND	5/5/2021	New	£16.23	Starting
1 Southgate House 92 Town Sq	★★★★★	1,860	GRND	5/1/2021	New	£29.57	Asking
23 175 High St	★★★★★	1,025	GRND	4/8/2021	New	£29.27	Asking
24 66 High	★★★★★	3,372	GRND,1	3/25/2021	New	£16.31	Starting
25 305-307 High Rd	★★★★★	2,039	GRND	3/1/2021	New	-	-
26 148-150 High	★★★★★	1,334	GRND	3/1/2021	New	£17.40	Effective
27 The Landmark 28 Barrington Grn	★★★★★	1,115	GRND	2/26/2021	New	£26.91	Asking
28 245 High Rd	★★★★★	1,539	GRND	2/25/2021	New	£19.33	Asking
29 34-36 East Walk	★★★★★	2,334	GRND,1	2/10/2021	Renewal	£12.00	Effective
30 32-36 High St	★★★★★	5,342	GRND	2/1/2021	New	£14.04	Asking
31 The Willows Shopping C... High St	★★★★★	1,822	GRND	12/24/2020	New	-	-
27 The Landmark 3-5 The Broadway	★★★★★	1,816	GRND	12/4/2020	New	£20.65	Asking
32 2 Weald Rd	★★★★★	1,693	GRND,1	12/1/2020	New	£10.04	Starting
33 The Broadways High Rd	★★★★★	1,285	GRND	11/24/2020	New	£15.60	Asking
34 2-12 Western Rd	★★★★★	1,952	GRND	11/24/2020	New	£11.27	Asking
35 81 High Rd	★★★★★	2,260	GRND	11/8/2020	New	-	-
36 62-66 Ongar Rd	★★★★★	1,500	GRND	11/1/2020	New	£23.33	Asking
37 25 High St	★★★★★	1,981	GRND	10/4/2020	New	£25.24	Asking
38 BP/M&S 377 Ongar	★★★★★	3,068	1st	9/29/2020	New	£66.00	Effective

# Lease Comps Summary

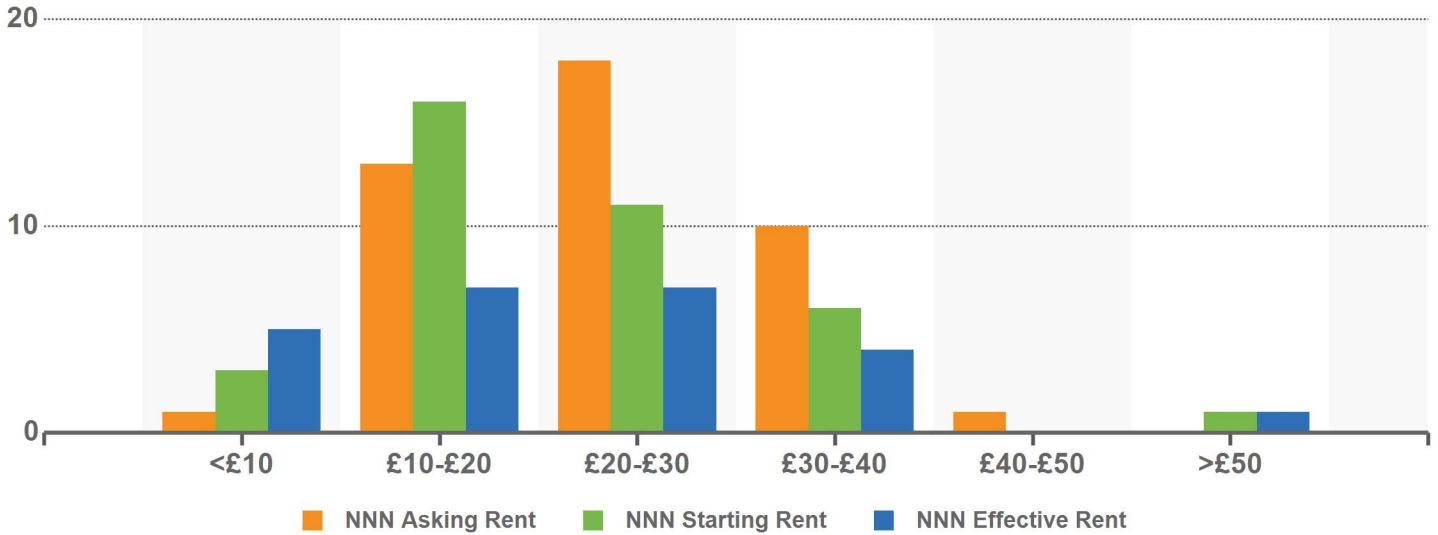
## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
2 22 Southernhay	★★★★★	1,235	GRND	9/9/2020	New	£21.05	Asking
27 The Landmark The Broadway	★★★★★	3,434	GRND	9/4/2020	New	-	-
39 176 High St	★★★★★	1,040	GRND	8/25/2020	New	£21.15	Asking
40 10 High St	★★★★★	2,142	GRND	7/9/2020	New	£30.35	Asking
41 39-41 High	★★★★★	3,055	GRND,1	7/6/2020	New	£16.37	Starting
21 12 St Thomas Rd	★★★★★	1,125	GRND	6/3/2020	New	£22.22	Starting
42 Warley Park Golf Club Magpie Ln	★★★★★	10,000	GRND	4/29/2020	New	-	-
43 Crown House 155 High Rd	★★★★★	1,783	GRND	4/15/2020	New	£31.41	Asking

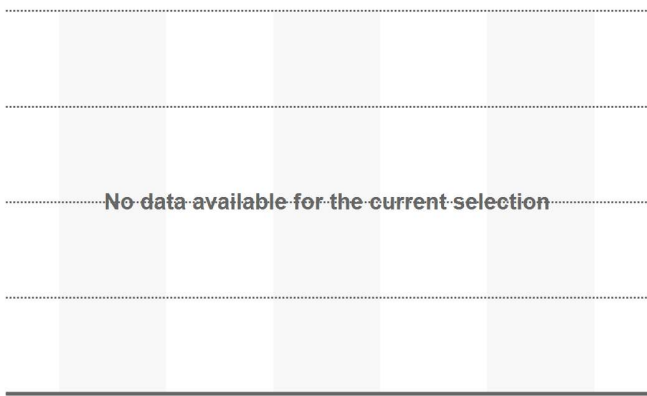
# Rents

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£22.84	£14.74	£12.93	4.6

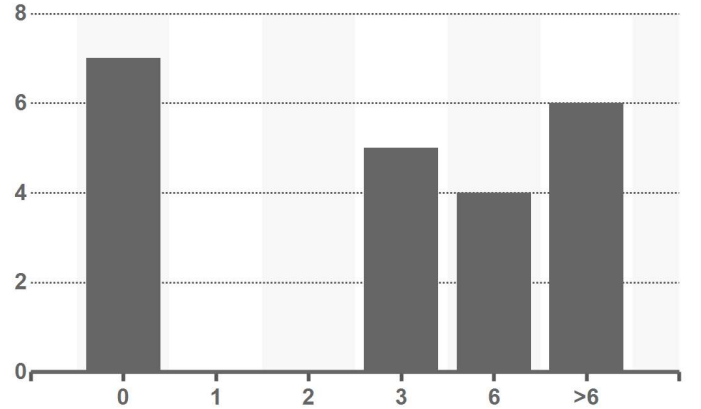
DEALS BY NNN ASKING, NNN STARTING, AND NNN EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY MONTHS FREE RENT







## Appendix 9 – Land Registry Development Land Data

2022

	Decision Issued	Scheme name/address	Description of Development	Site Area (ha)	Total Units	Affordable		S106		Price Paid Data				Price Paid	
						Aff Units	Aff %	Total	£/unit	LR Title	Date	Total Price Paid		£/ha	£/unit
20/01111/FUL	06-Aug-21	Car Park Opp Central Office Ford Motor Co Ltd Eagle Way Great Warley Essex	Redevelopment of the site to provide 133 residential dwellings (use class C3) with ancillary parking, open space and other associated development [detailed application] and 0.6ha of land for a care home (use class C2) including details of	5.29	133	27	20.30%	£218,301	£1,641	EX856829	10-Dec-19	£42,000,000	Co Star added 10/12/2019	£7,939,509	£315,789
20/00704/FUL	21-Dec-21	Waterworks Spring Farm Dagwood Lane Doddinghurst Brentwood Essex CM15 0RX	Proposed redevelopment comprising of the construction of 15 detached dwellings, new access, retention of woodland, provision of new footpath and	3.5	15	0	0.00%	£942,000	£62,800	EX452030	15-Mar-19	£675,000	LR	£192,857	£45,000
20/01019/REM 18/01601/OUT	06-Nov-20	Regent House Hubert Road	Construction of a residential block comprising 31 flats, including 11 affordable units and parking provided at a	0.64	31	11	35.48%	£0	£0	EX172861	16-Sep-16	£14,400,000	LR	£22,500,000	£464,516
19/01013/FUL	20-Dec-19	Land At Red Rose Farm Red Rose Lane Blackmore Ingatestone Essex CM4 0SA	Demolition of existing buildings; and erection of 12 dwellings (to include 4 affordable dwellings), associated	0.62	12	4	33.33%	£0	£0	AA10306	17-Jan-20	£1,185,000	LR	£1,911,290	£98,750
19/00937/FUL	20-Dec-19	Blood Transfusion Centre Crescent Drive Shenfield Essex CM15 8DN	Redevelopment of the site to provide 86 apartments in 4 separate residential blocks ranging from 2 to 5 storeys, 106 car parking spaces, secure cycle	1.50	86	8	9.30%	£115,499	£1,343	EX549403	03-Jan-19	£7,023,000	LR	£4,682,000	£81,663
19/01721/FUL	16-Jun-20	Essex Police & La Plata House London Road Brentwood Essex CM14 4QJ	Application for 6no. houses with associated development including parking and private amenity and	0.50	8	2	25.00%	£0	£0	EX945194	21-Nov-18	£7,946,052	LR	£15,892,104	£993,257
16/01805/OUT 19/01307/FUL	20-Mar-20	Essex Police & La Plata House London Road Brentwood Essex CM14 4QJ	Outline application for demolition of existing police station buildings, conversion of La Plata House to residential use and development of upto 70 new residential dwellings (All matters reserved). The additional application (Ref. No. 19/01307/FUL) was for the conversion of La Plata House and minor infill extension to provide 9 dwellings,	0.50	75	27	36.00%	£12,218	£163			No PPD	LR		
17/01584/FUL	13-Apr-18	The Old Pump Works Great Warley Street Great Warley Essex CM13 3JR	Single storey extension and conversion to The Reservoir Building; conversion of Waterworks House, extension to LCC House and redevelopment of The Pump Room and Former Coal Shed to provide 18 no. Class C3 residential	0.79	18	2	11.11%	£0	£0	EX761900	12-Jun-19	£4,375,000	LR	£5,537,975	£243,056

16/00226/FUL	26-Apr-17	Land Rear of 139-141, Coxtie Green Road, Pilgrims Hatch, South Weald, Essex	Demolition of the existing buildings and the creation of 12 no. two, three, four and five bedroom houses and a new access	0.44	12	2	16.67%	£0	£0	EX653454 a	13-Jun-17	£1,867,000	Incomplete data		
15/00710/FUL	22-Nov-16	Land Adjacent To The New Folly Bell Mead Ingatestone Essex	Construction of 16 apartments with associated parking, community parking	0.4	16	5	31.25%	£68,928	£4,308	EX947517	03-Mar-17	£2,300,000	LR	£5,750,000	£143,750
15/01084/FUL	02-Jun-16	Land Formerly Known As NV Tools St James Road Brentwood Essex	Redevelopment for 45 flats, landscaped amenity deck and associated car parking.	0.15	45	16	35.56%	£0	£0	EX637587	23-Jun-17	£3,320,500	LR	£22,136,667	£73,789
15/01379/FUL	12-Feb-16	The Brentwood Training Centre Essex Way Warley Essex CM13 3AX	Demolition of the existing building and construction of 50 residential dwellings, (10 houses and 40 flats) including affordable housing, in buildings extending to between two and four storeys in	0.65	50	18	36.00%	£131,568	£2,631	EX983060	09-Jan-19	No PPD	LR		
15/00155/FUL	26-May-15	The White House Ongar Road Kelvedon Hatch Essex CM15 0AA	Demolition of buildings, hardstanding and existing residential dwelling and construction of 14 dwellings (including 5 affordable housing units) incorporating	0.4	14	5	35.71%	£0	£0	EX587916	14-May-15	£1,275,000	LR	£3,187,500	£91,071

**2018**

	Scheme		Area (ha)	Total Units	Affordable		s106		Land Registry and Values				
					Aff Units	Aff %	Total	£/unit	LR Title	Date	Price Paid	Price Paid / Ha	Price Paid / Unit
BRW/590/2005	191 Thorndon Avenue, West Horndon, now Camellia Court, Camellia Close	Erection Of Three Bungalows, A Block Containing 6 Two-Bedroom Flats Together With A Block Of Six Garages. 3 Affordable dwellings as Subsidised Rented Accommodation	0.166	12	3	25.00%			EX609431	No Data	No Price	#VALUE!	#VALUE!
14/01247/FUL	Former Elliots Nightclub And Petrol Station Southend Arterial Road West Horndon Essex	Demolition of existing single storey structures and construction of twenty, 2 storey residential units	0.88	20	4	20.00%	£64,998	£3,250	EX199916	08.05.2015	£2,200,000	£2,500,000	£110,000
15/01084/FUL	Land Formerly Known As NV Tools St James Road Brentwood Essex	Redevelopment for 45 flats, landscaped amenity deck and associated car parking	0.15	45	16	35.56%	£0		EX637587 See 27	0.5.07.2017	£3,320,500	£22,136,667	£73,789



15/01379/FUL	The Brentwood Training Centre Essex Way Warley Essex	Demolition of the existing building and construction of 50 residential dwellings, (10 houses and 40 flats) including affordable housing	0.65	50	17	34.00%	£0		Built Out Multiple Owners			£0	£0
14/01446/FUL	Development Site At Former Mountnessing Scrap Yard Roman Road Mountnessing Essex	Outline application for construction of 85 residential units together with commercial building (Class B1A Office)	2.63	85	24	28.24%	£935,000	£11,000	EX934098	07.03.2016	£8,373,370	£3,183,791	£98,510
15/00267/FUL	The Surgery Site And Landings Outings Lane Doddinghurst Essex	Demolition of former doctors surgery and adjacent dwelling known as The Landings and construction of 6 no. detached dwellings and 2 no semi-detached dwellings	0.325	8		0.00%	£175,838	£21,980	EX443192	11.06.2016	£1,100,000	£3,384,615	£137,500
15/00155/FUL	The White House Ongar Road Kelvedon Hatch Essex	Demolition of buildings, hardstanding and existing residential dwelling and construction of 14 dwellings (including 5 affordable housing units)	0.39	14	5	35.71%	£0		Built Out Multiple owners			£0	£0
11/00009/EXT Brw/1053/2006	32 Sylvia Avenue Hutton Essex	Renewal Of Outline Planning Permission Reference Brw/1053/2006 (Demolition Of No.32 Sylvia Avenue And Erection Of 33 Residential Units Comprising A Mix Of Flats And Houses	1.1	33	13	39.39%						£0	£0
11/00002/EXT	122 And 124 Station Road West Horndon Brentwood Essex	Renewal Of Planning Permission Reference Brw/883/2007 (Demolition Of 2 No. Dwellings And Erection Of Single Building Containing 13 Flats	0.10508	13		0.00%	£181,578	£13,968	Built Out Multiple Owners			£0	£0
13/01169/FUL	Mascalls Park, Mascalls Lane, Warley	Demolition of hospital buildings and construction of 75 residential dwellings in buildings extending to between two and three storeys in height, retention and extension of Lodge Cottage	4.03	75	27	36.00%	£0		Built Out but EX559679	03.12.2014	£8,600,000	£2,133,995	£114,667

11/01195/FUL	Brunel House, St James Road, Brentwood	Mixed Use Development comprising 24 Residential Units, 1270 sqm of B1 office space, 547 sqm of A1 retail space and 115 sqm of D1 creche space, together with associated car parking (comprising 61 spaces)	0.15	24	8	33.33%	£0		EX637587 see 18	05.07.2017	£3,320,500	£22,136,667	£138,354
12/00403/EXT	Willow Brook Primary School, Rosen Crescent, Hutton, Brentwood	Extension of time to planning permission 08/00605/FUL - Demolition Of Existing School Buildings; Construction Of New Primary School Building Incorporating A Multi-Purpose Community Hall For Public Use; Reconfiguration Of The Existing School Playing Fields And Playground Areas; Provision Of Car Parking And Cycle Parking Facilities - Full Details Regarding Appearance, Landscaping, Layout And Scale Form Part Of This Element Of The Application; Erection Of Up To 50 Dwellings	2.39	50	14	28.00%			EX760110	11.01.2006	£1,500,000	£627,615	£30,000
BRW/84/2011 / 11/00084/FUL	The Forge, Great Warley Street Warley, Brentwood, Essex	Change Of Use, Extension And Conversion Of Existing Forge Building To Residential Dwelling And Erection Of 6 New Dwellings	0.3	7	3	42.86%	£0		EX206270 plus EX185662	06.03.2013	£552,021	£1,840,070	£78,860
BRW/661/09 / 09/00661/FUL	Phase 4a (Gas Work Site), Wharf Road, Brentwood	Development comprising 53 apartments, (7 no. One bedroom and 46 no. two bedroom units).	0.63	53	18	33.96%			Built Out Multiple Owners			£0	£0
10/00540/FUL	118A High Street Ingatestone Essex	Erection Of Eight Residential Units Comprising 4 X Two Bedroom Houses And A Two Storey Block Containing 4 X Two Bedroom Flats	0.015	8	8	100.00%			Built Out Multiple Owners			£0	£0
BRW/201/10 / 10/00201/FUL	Little High Wood, Ongar Road, Brentwood.	Alteration, Conversion And Redevelopment To Provide 203 Class C3 Residential Dwellings	7.6	203	71	34.98%			Built Out but EX949744 is part of site?	20.01.2017	£2,665,891	£350,775	£13,132



15/00710/FUL	Land Adjacent To The New Folly Bell Mead Ingatestone Essex	Construction of 16 apartments with associated parking, community parking spaces, access, and landscaping	0.45	16	5	31.25%	£30,000	£1,875	EX947517	03.03.2017	£2,300,000	£5,111,111	£143,750
16/01244/FUL	75 Warley Hill Warley	Construct terrace of 4 dwellings with associated parking and amenity space (Option 1)	0.02	4.00	4	100.00%			No Registered Owner see below			£0	£0
16/00226/FUL	Land Rear Of 139-141 Coxtie Green Road Pilgrims Hatch	Demolition of the existing buildings and the creation of 12 no. two, three, four and five bedroom houses	0.44	12.00	2	16.67%			EX653454	13.06.2017	£1,867,000	£4,243,182	£155,583
15/01376/FUL	Garages Wainwright Avenue Hutton	Demolition of existing garages/lock ups and construction of 4 x 1 bed bungalows for over 65's.	0.18	4	4	100.00%						£0	£0
15/01375/FUL	Land Adjacent To 12 And 13 Magdalen Gardens Hutton	Construction of 3 new dwellings	0.1016	3	3	100.00%						£0	£0

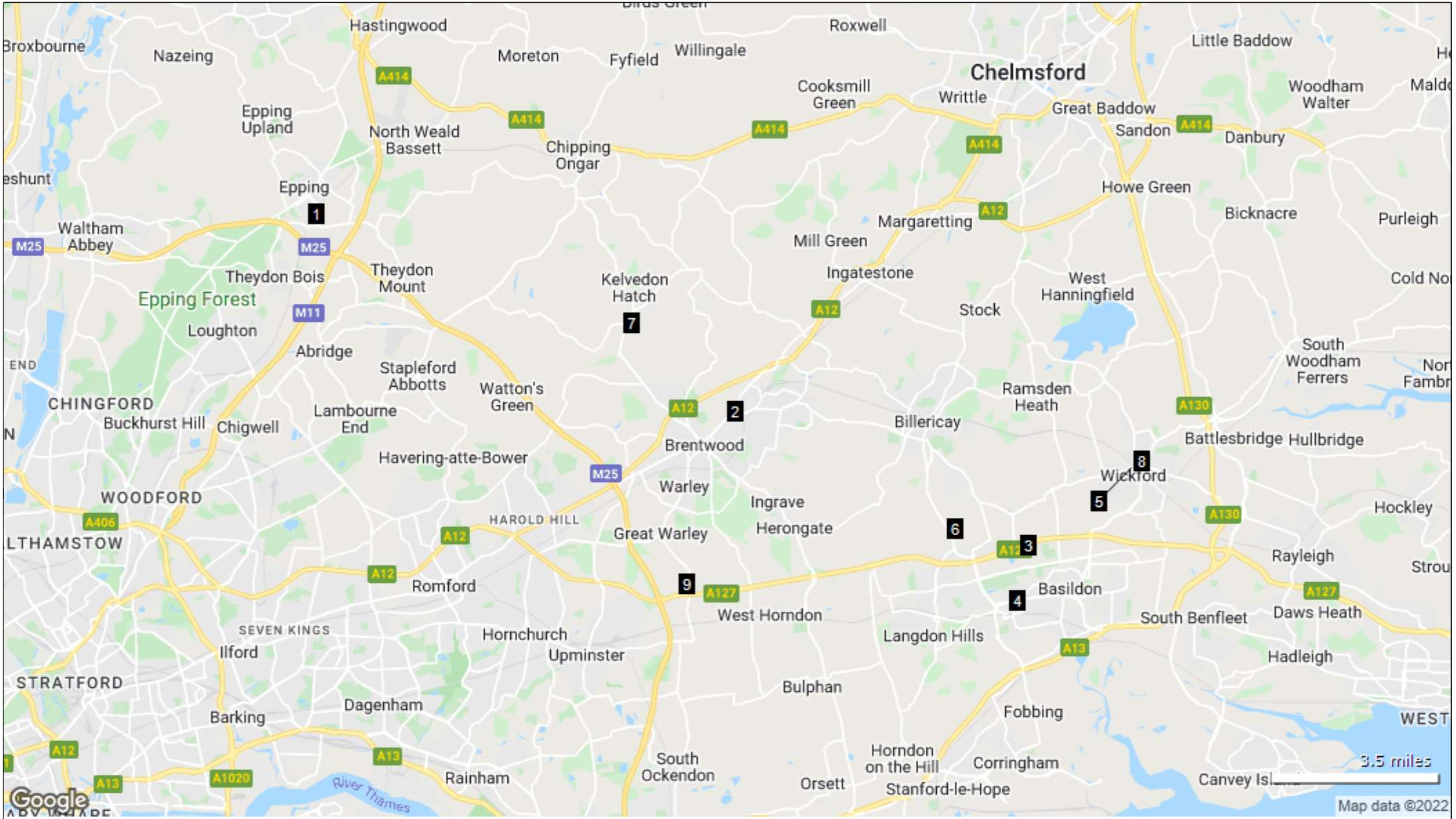


## Appendix 10 – CoStar Industrial Land

*The pages in this appendix are not numbered.*







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## Sale Distribution by Price

2Q20: 01/04/2020-30/06/2020				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	1	100.0%	£3,500,000	100.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£3,500,000	100.0%
3Q20: 01/07/2020-30/09/2020				
No Data				
4Q20: 01/10/2020-31/12/2020				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	33.3%	£700,000	10.9%
£1.5M - £4.9M	2	66.7%	£5,750,000	89.1%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	3	100.0%	£6,450,000	100.0%
1Q21: 01/01/2021-31/03/2021				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	100.0%	£1,350,000	100.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£1,350,000	100.0%
2Q21: 01/04/2021-30/06/2021				
No Data				
3Q21: 01/07/2021-30/09/2021				
No Data				

## Sale Distribution by Price

4Q21: 01/10/2021-31/12/2021				
	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	100.0%	£815,000	100.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£815,000	100.0%

### Total

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	3	50.0%	£2,865,000	23.6%
£1.5M - £4.9M	3	50.0%	£9,250,000	76.4%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	6	100.0%	£12,115,000	100.0%

### Survey Criteria

basic criteria: Type of Property - Land; Sale Date - from 29/03/2020; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes  
 geography criteria: Submarket - Basildon (Essex), Brentwood (Essex), Epping Forest (Essex)

**1 4 Bower Ter****SOLD****Epping Essex, CM16 7AP****Essex**

Sale Date **8 Dec 2021**  
 Sale Price **£815,000**

Type **3 Star Land**  
 Land Acres **0.74 AC**  
 Land SF **32,234 SF**  
 Sale Condition **Auction Sale**

Parcels **EX661741**  
 Comp ID **5924861**  
 Comp Status **In Progress**

**2 Warley St****SOLD****Brentwood Essex, CM13 3LB****Essex**

True Buyer **Synetiq**  
 Bentley Moor Ln  
 Doncaster, SYK DN6 7BD

True Seller **Warley Auto Salvage**  
 Warley St  
 Brentwood, ESS CM13 3LB  
 01277 211311 (p)

Sale Date **15 Aug 2021**  
 Sale Price **Not Disclosed**

Type **2 Star Land**  
 Land Acres **3.40 AC**  
 Land SF **148,104 SF**  
 Zoning **Commercial**

Parcels **EX510083**  
 Comp ID **5754560**  
 Comp Status **Research Complete**

**3 Endeavour Dr - Site A****SOLD****Basildon Essex, SS14 3WF****Essex**

Recorded Buyer **Bgo Brush Propco Limited**

True Buyer **BentallGreenOak**  
 7 Seymour St St  
 London, LND W1H 7JW  
 020 7866 8800 (p)

Sale Date **14 May 2021**  
 Sale Price **Not Disclosed**

Type **3 Star Land**  
 Land Acres **4.77 AC**  
 Land SF **207,781 SF**  
 Zoning **Commercial**

Parcels **EX991702**  
 Comp ID **5510789**  
 Comp Status **Research Complete**

4 Ongar Rd

SOLD

Brentwood Essex, CM15 0JX

Essex

Recorded Seller **Ordnance Land Holdings Ltd**  
50 La Colomberie  
Jersey, CID JE2 4QB

True Seller **Ordnance Land Holdings Ltd**  
50 La Colomberie  
Jersey, CID JE2 4QB



Sale Date **15 Feb 2021**  
Sale Price **£1,350,000**

Type **Land**  
Land Acres **7.97 AC**  
Land SF **347,173 SF**

Parcels **EX640465**  
Comp ID **5415874**  
Comp Status **Research Complete**

5 Noak Hill Rd - Development Land

SOLD

Billericay Essex, CM12 9UN

Essex



Sale Date **30 Nov 2020**  
Sale Price **£700,000**

Type **2 Star Land**  
Land Acres **2.36 AC**  
Land SF **102,802 SF**  
Zoning **Commercial**

Parcels **EX199965**  
Comp ID **5310016**  
Comp Status **Research Complete**

6 13 Chelmsford Rd - Eagle and Child

SOLD

Brentwood Essex, CM15 8RG

Essex

Recorded Buyer **Jam Eagle & Child Limited**  
True Buyer **Athena Care Homes Ltd**  
Hornsby Way  
Basildon, ESS SS15 6TF  
020 8536 6690 (p)

True Seller **Brothers Drinks Co. Ltd**  
Kilver St  
Shepton Mallet, SOM BA4 5ND  
01749 333456 (p)



Sale Date **26 Nov 2020**  
Sale Price **£2,750,000**  
Price/SF **£340.73**

Type **2 Star Retail Pub**  
Year Built **1920**  
GLA **8,071 SF**  
Land Acres **0.60 AC**  
Land SF **26,136 SF**  
Zoning **N/A**  
Sale Condition **Development Sale**

Parcels **EX509151**  
Comp ID **5306296**  
Comp Status **Research Complete**

7 Market Rd - Former Wickford Library

SOLD

**Wickford Essex, SS12 0AG**

True Buyer **London & Cambridge Properties Ltd**  
The Pensnett Est  
Kingswinford, WMD DY6 7NA  
01384 400123 (p)

**Essex**

True Seller **Basildon Borough Council**  
St Martins Sq  
Basildon, ESS SS14 1DL  
01268 533333 (p)



Sale Date **1 Nov 2020**  
Sale Price **£3,000,000**

Type **Land**  
Land Acres **1.28 AC**  
Land SF **55,757 SF**  
Sale Condition **Development Sale**

Parcels **AA28516**  
Comp ID **5303590**  
Comp Status **Research Complete**

8 Linkway

SOLD

**Basildon Essex, SS14 1LG**

True Buyer **GS8 London**  
99 Heath St  
London, LND NW3 6SS  
020 7443 5053 (p)

**Essex**

True Seller **CBRE Investment Management**  
1 New Change  
London, LND EC4M 9AF  
020 7182 2000 (p)



Sale Date **7 Jul 2020**  
Sale Price **Not Disclosed**

Type **Land**  
Land Acres **1.09 AC**  
Land SF **47,467 SF**

Parcels **EX553296**  
Comp ID **5173043**  
Comp Status **Research Complete**

9 3-31 Runwell Rd

SOLD

**Wickford Essex, SS11 7HG**

Recorded Buyer **Gateway House (Wickford) Ltd**  
Felix Hall  
Colchester, ESS CO5 9YA  
01376 571187 (p)

**Essex**

Recorded Seller **Explore Living Ltd**  
Longridge Av  
Brighton, ESX BN2 8BU  
01273 390845 (p)

True Buyer **Gateway House (Wickford) Ltd**  
Felix Hall  
Colchester, ESS CO5 9YA  
01376 571187 (p)

True Seller **Laing O'Rourke plc**  
Anchor Blvd  
Dartford, KEN DA2 6SN  
01322 296200 (p)



Sale Date **6 Apr 2020**  
Sale Price **£3,500,000**

Type **2 Star Land**  
Land Acres **0.72 AC**  
Land SF **31,363 SF**

Parcels **EX574531, EX587413, EX800359**  
Comp ID **5195019**  
Comp Status **Research Complete**

## Appendix 11 – BCIS Data

Rebased to Essex ( 102; sample 270 ) [Edit](#)  
£/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 02-Jul-2022 05:37

Building function	£/m <sup>2</sup> gross internal floor area					
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest
<b>New build</b>						
<b>282. Factories</b>						
Generally (20)	1,221	280	678	1,004	1,454	4,581
Up to 500m2 GFA (20)	1,546	989	1,113	1,310	1,939	2,672
500 to 2000m2 GFA (20)	1,298	280	717	1,161	1,428	4,581
Over 2000m2 GFA (20)	1,039	499	617	833	1,136	2,655
<b>282.1 Advance factories</b>						
Generally (15)	1,051	495	862	1,015	1,265	1,711
Up to 500m2 GFA (15)	1,174	989	1,005	1,151	1,257	1,550
500 to 2000m2 GFA (15)	1,142	495	958	1,223	1,332	1,711
Over 2000m2 GFA (15)	772	577	615	756	910	1,014
<b>284. Warehouses/stores</b>						
Generally (15)	1,061	419	642	848	1,227	4,874
Up to 500m2 GFA (15)	1,944	703	1,074	1,367	2,308	4,874
500 to 2000m2 GFA (15)	975	493	711	874	1,114	1,715
Over 2000m2 GFA (15)	795	419	588	649	914	1,675
284.1 Advance warehouses/stores (15)	857	429	645	870	1,074	1,408
<b>320. Offices</b>						
Generally (15)	2,225	1,101	1,588	2,103	2,612	5,398
<b>Air-conditioned</b>						
Generally (15)	2,279	1,306	1,908	2,213	2,604	3,833
1-2 storey (15)	2,223	1,306	1,869	2,081	2,312	3,833
3-5 storey (15)	2,198	1,495	1,753	2,108	2,604	2,979
6 storey or above (20)	2,762	1,906	2,264	2,446	2,796	4,934
<b>Not air-conditioned</b>						
Generally (15)	2,183	1,101	1,539	2,069	2,700	3,810
1-2 storey (15)	2,258	1,264	1,576	2,103	2,803	3,529
3-5 storey (15)	2,081	1,101	1,536	1,769	2,325	3,810
6 storey or above (20)	2,617	2,024	-	2,704	-	3,036
<b>341.1 Retail warehouses</b>						
Generally (25)	1,030	516	786	923	1,084	3,049
Up to 1000m2 (25)	1,190	820	905	985	1,102	3,049
1000 to 7000m2 GFA (25)	1,017	516	769	923	1,128	2,183
<b>344. Hypermarkets, supermarkets</b>						
Generally (30)	1,769	746	1,184	1,563	2,408	3,104
1000 to 7000m2 GFA (30)	1,760	746	1,128	1,563	2,408	3,104
<b>345. Shops</b>						
Generally (30)	1,767	662	954	1,429	2,281	4,650
1-2 storey (30)	1,783	662	953	1,388	2,304	4,650
<b>447. Care homes for the elderly</b>						
Generally (15)	2,060	1,255	1,533	1,941	2,366	4,190
500 to 2000m2 GFA (15)	2,427	1,325	1,351	2,031	3,370	4,190
Over 2000m2 GFA (15)	1,965	1,255	1,688	1,935	2,259	2,929
<b>810.1 Estate housing</b>						
Generally (15)	1,458	710	1,245	1,401	1,593	5,030
Single storey (15)	1,649	981	1,405	1,594	1,832	5,030
2-storey (15)	1,407	710	1,221	1,366	1,536	3,076
3-storey (15)	1,513	914	1,222	1,441	1,691	2,985
4-storey or above (15)	3,076	1,500	2,455	2,741	4,122	4,561
810.11 Estate housing detached (15)	1,874	1,084	1,464	1,623	1,879	5,030
<b>810.12 Estate housing semi detached</b>						

Generally (15)	1,456	859	1,248	1,429	1,591	2,677
Single storey (15)	1,617	1,054	1,393	1,585	1,779	2,677
2-storey (15)	1,414	859	1,246	1,384	1,543	2,524
3-storey (15)	1,415	1,075	1,138	1,390	1,601	2,086
<b>810.13 Estate housing terraced</b>						
Generally (15)	1,505	913	1,222	1,407	1,652	4,561
Single storey (15)	1,740	1,104	1,455	1,769	2,002	2,430
2-storey (15)	1,441	913	1,210	1,372	1,577	3,076
3-storey (15)	1,551	914	1,236	1,424	1,745	2,985
<b>816. Flats (apartments)</b>						
Generally (15)	1,717	846	1,427	1,623	1,943	5,929
1-2 storey (15)	1,625	1,005	1,372	1,543	1,823	2,999
3-5 storey (15)	1,692	846	1,424	1,614	1,913	3,574
6 storey or above (15)	2,042	1,241	1,656	1,915	2,195	5,929
<b>843. Supported housing</b>						
Generally (15)	1,842	949	1,540	1,700	2,024	3,752
Single storey (15)	2,149	1,332	1,691	1,978	2,311	3,752
2-storey (15)	1,832	968	1,517	1,665	2,024	3,262
3-storey (15)	1,690	949	1,529	1,624	1,866	2,565
4-storey or above (15)	1,924	1,154	1,529	1,793	1,961	3,609
852. Hotels (15)	2,431	1,342	1,955	2,332	3,009	3,487
853. Motels (20)	1,771	1,496	-	1,902	-	1,914
856.2 Students' residences, halls of residence, etc (15)	2,197	1,244	1,952	2,217	2,432	3,585



# Appendix 12 – Appraisals – Residential Development

*The pages in this appendix are not numbered.*



# v1 Base Cover



Brentwood BC CIL (July 2022)

17/08/2022  
17:30

Officers Meadows

1 UNITS **825**  
Affordable 35% 288.75 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
202.125	202
86.63	87
0	0
288.75	289

Modelling Density 35 units/ha  
Net:Gross 65%

Area ha  
Total 38.740  
Gross 38.740 ha  
Net 28.200 ha

Characteristics  
Sub Area Shenfield  
Green Brov Green  
Use Agricultural

		Market					
Beds	m2	Circulation	536.25	Rounded	86	m2	
Terrace	2	75	0.0%	16%	85.80	6,450	70
Terrace	3	95	0.0%	10%	53.63	5,130	84
Terrace	4	105	0.0%		0.00	0	97
Semi	2	85	0.0%	20%	107.25	9,095	79
Semi	3	100	0.0%	20%	107.25	10,700	93
Semi	4	110	0.0%		0.00	0	106
Det	3	120	0.0%		0.00	0	102
Det	4	130	0.0%	20%	107.25	13,910	115
Det	5	150	0.0%	10%	53.63	8,100	119
Flat to5	1	50	10.0%	4%	21.45	1,155	39
Flat to5	2	61	10.0%		0.00	0	61
Flat to5	3	74	10.0%		0.00	0	74
Flat 6+	1	50	15.0%		0.00	0	39
Flat 6+	2	61	15.0%		0.00	0	61
Flat 6+	3	74	15.0%		0.00	0	74
				100%	536.25	54,540	

Affordable for Rent				Shared Ownership				First Homes			
202	Rounded	m2	87	202	Rounded	m2	0	202	Rounded	m2	0
15%	30.30	30	2,100	20%	17.40	1,190	20%	0.00	0	0	0
20%	40.40	40	3,360	15%	13.05	1,092	15%	0.00	0	0	
25%	50.50	51	4,947	10%	8.70	873	10%	0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
	0.00	0	0	10%	8.70	837	10%	0.00	0	0	
	0.00	0	0	5%	4.35	424	5%	0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
30%	60.60	61	2,617	30%	26.10	1,115	30%	0.00	0	0	
10%	20.20	20	1,342	10%	8.70	604	10%	0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
100%	202.00	202	14,366	100%	87.00	6,135	100%	0.00	0	0	

		BCIS			
		Lower Q	Median	Used	m2
Terrace	2	1,407	1,407	9,740	13,704,180
Terrace	3	1,407	1,407	9,582	13,481,874
Terrace	4	1,407	1,407	5,820	8,188,740
Semi	2	1,429	1,429	9,095	12,996,755
Semi	3	1,429	1,429	11,537	16,486,373
Semi	4	1,429	1,429	424	605,896
Det	3	1,623	1,623	0	0
Det	4	1,623	1,623	13,910	22,575,930
Det	5	1,623	1,623	8,100	13,146,300
Flat to5	1	1,614	1,614	4,887	7,888,102
Flat to5	2	1,614	1,614	1,946	3,140,683
Flat to5	3	1,614	1,614	0	0
Flat 6+	1	1,915	1,915	0	0
Flat 6+	2	1,915	1,915	0	0
Flat 6+	3	1,915	1,915	0	0
				75,041	112,214,833

1,495 £/m2

Occupants		Population	
Beds	Count	per unit	
Terrace	2	133	2.4
Terrace	3	107	2.4
Terrace	4	60	2.4
Semi	2	107	2.4
Semi	3	116	2.4
Semi	4	4	2.4
Det	3	0	2.4
Det	4	107	2.4
Det	5	54	2.4
Flat to5	1	108	2.4
Flat to5	2	29	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
		<b>Residents</b>	<b>1,980</b>

ha per 1,000	
0.500	Formal
0.150	Playgrounds
2.970	Informal
0.180	Allotments
0.300	Amenity Open Space (Informal Recreation)
<b>4.100</b>	<b>ha</b>

Open Space Required	
Gross - Net	8.118
Shortfall / Surplus	10.540

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	536	54,540	101.75	54,435	101.56
Aff - rented	202	14,366	71.12	14,006	69.34
Shared Ownership	87	6,135	70.52	5,979	68.72
First Homes	0	0	70.52	0	68.72
	<b>825</b>	<b>75,041</b>		<b>74,420</b>	

West Horndon  
2

UNITS **580**  
Affordable 35%

Aff - rented 70% % of Aff  
203 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
142.1	142
60.90	61
0	0
203	203

Modelling Density 35 units/ha  
Net:Gross 65%

Area ha  
Total 17.250  
Gross 17.250 ha  
Net 10.230 ha

Characteristics  
Sub Area West Horndon  
Green Brov Brown  
Use PDL

		Market					
Beds	m2	Circulation		Rounded	m2	m2	Circulation
Terrace	2	75	0.0%	16%	60.32	60	4,500
Terrace	3	95	0.0%	10%	37.70	38	3,610
Terrace	4	105	0.0%		0.00	0	0
Semi	2	85	0.0%	20%	75.40	75	6,375
Semi	3	100	0.0%	20%	75.40	75	7,500
Semi	4	110	0.0%		0.00	0	0
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	20%	75.40	75	9,750
Det	5	150	0.0%	10%	37.70	39	5,850
Flat to5	1	50	10.0%	4%	15.08	15	825
Flat to5	2	61	10.0%		0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0
Flat 6+	1	50	15.0%		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0
				<b>100%</b>	<b>377.00</b>	<b>377</b>	<b>38,410</b>

Affordable for Rent				Shared Ownership				First Homes			
142		Rounded	m2	61		Rounded	m2	0		Rounded	m2
15%	21.30	21	1,470	20%	12.20	13	910	20%	0.00	0	0
20%	28.40	28	2,352	15%	9.15	9	756	15%	0.00	0	0
25%	35.50	36	3,492	10%	6.10	6	582	10%	0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0	10%	6.10	6	558	10%	0.00	0	0
	0.00	0	0	5%	3.05	3	318	5%	0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
30%	42.60	43	1,845	30%	18.30	18	772	30%	0.00	0	0
10%	14.20	14	939	10%	6.10	6	403	10%	0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
<b>100%</b>	<b>142.00</b>	<b>142</b>	<b>10,098</b>	<b>100%</b>	<b>61.00</b>	<b>61</b>	<b>4,299</b>	<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>

		BCIS			
		Lower Q	Median	Used	m2
Terrace	2		1,407	1,407	6,880
Terrace	3		1,407	1,407	6,718
Terrace	4		1,407	1,407	4,074
Semi	2		1,429	1,429	6,375
Semi	3		1,429	1,429	8,058
Semi	4		1,429	1,429	318
Det	3		1,623	1,623	0
Det	4		1,623	1,623	9,750
Det	5		1,623	1,623	5,850
Flat to5	1		1,614	1,614	3,442
Flat to5	2		1,614	1,614	1,342
Flat to5	3		1,614	1,614	0
Flat 6+	1		1,915	1,915	0
Flat 6+	2		1,915	1,915	0
Flat 6+	3		1,915	1,915	0
					52,807
					78,983,698

1,496 £/m2

Occupants		Population	
Beds	Count	per unit	
Terrace	2	94	2.4
Terrace	3	75	2.4
Terrace	4	42	2.4
Semi	2	75	2.4
Semi	3	81	2.4
Semi	4	3	2.4
Det	3	0	2.4
Det	4	75	2.4
Det	5	39	2.4
Flat to5	1	76	2.4
Flat to5	2	20	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
		<b>Residents</b>	<b>1,392</b>

ha per 1,000	
0.500	Formal
0.150	Playgrounds
2.970	Informal
0.180	Allotments
0.300	Amenity Open Space (Informal Recreation)
0.000	0
0.000	
0.000	
<b>4.100</b>	<b>ha</b>

Open Space Required	5.707
Gross - Net	7.020
Shortfall / Surplus	1.313

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	377	38,410	101.88	38,335	101.68
Aff - rented	142	10,098	71.11	9,845	69.33
Shared Ownership	61	4,299	70.47	4,192	68.72
First Homes	0	0	70.47	0	68.72
	<b>580</b>	<b>52,807</b>		<b>52,372</b>	

Dunton

3

UNITS **4000**  
Affordable 35%  
1400 Shared Owr  
First Homes 0% % of Aff

	Rounded
980	980
420.00	420
0	0
1400	1400

Modelling  
Density 35  
Net:Gross 50%

Area ha  
Total 257.000  
Gross 257.000 ha  
Net 128.500 ha

Characteristics  
Sub Area East Horndon  
Green Brov Green  
Use Ag / Golf

				Market									
	Beds	m2	Circulation	2600		Rounded	m2	m2	Circulation	70		980	
Terrace	2	75	0.0%	16%	416.00	416	31,200	70	0.0%	15%	147.00	147	10,290
Terrace	3	95	0.0%	10%	260.00	260	24,700	84	0.0%	20%	196.00	196	16,464
Terrace	4	105	0.0%		0.00	0	0	97	0.0%	25%	245.00	245	23,765
Semi	2	85	0.0%	20%	520.00	520	44,200	79	0.0%		0.00	0	0
Semi	3	100	0.0%	20%	520.00	520	52,000	93	0.0%		0.00	0	0
Semi	4	110	0.0%		0.00	0	0	106	0.0%		0.00	0	0
Det	3	120	0.0%		0.00	0	0	102	0.0%		0.00	0	0
Det	4	130	0.0%	20%	520.00	520	67,600	115	0.0%		0.00	0	0
Det	5	150	0.0%	10%	260.00	260	39,000	119	0.0%		0.00	0	0
Flat to5	1	50	10.0%	4%	104.00	104	5,720	39	10.0%	30%	294.00	294	12,613
Flat to5	2	61	10.0%		0.00	0	0	61	10.0%	10%	98.00	98	6,576
Flat to5	3	74	10.0%		0.00	0	0	74	10.0%		0.00	0	0
Flat 6+	1	50	15.0%		0.00	0	0	39	15.0%		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0	61	15.0%		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0	74	15.0%		0.00	0	0
				100%	2,600.00	2,600	264,420			100%	980.00	980	69,707

				Affordable for Rent				Shared Ownership				First Homes			
	Beds	m2	Circulation	980		Rounded	m2	420		Rounded	m2	0		Rounded	m2
				15%	147.00	147	10,290	20%	84.00	84	5,880	20%	0.00	0	0
				20%	196.00	196	16,464	15%	63.00	63	5,292	15%	0.00	0	0
				25%	245.00	245	23,765	10%	42.00	42	4,074	10%	0.00	0	0
					0.00	0	0		0.00	0	0		0.00	0	0
					0.00	0	0	10%	42.00	42	3,906	10%	0.00	0	0
					0.00	0	0	5%	21.00	21	2,226	5%	0.00	0	0
					0.00	0	0		0.00	0	0		0.00	0	0
					0.00	0	0		0.00	0	0		0.00	0	0
					0.00	0	0		0.00	0	0		0.00	0	0
					0.00	0	0		0.00	0	0		0.00	0	0
					0.00	0	0		0.00	0	0		0.00	0	0
					0.00	0	0		0.00	0	0		0.00	0	0
					0.00	0	0		0.00	0	0		0.00	0	0
					0.00	0	0		0.00	0	0		0.00	0	0
				100%	980.00	980	69,707	100%	420.00	420	29,602	100%	0.00	0	0

		BCIS			
		Lower Q	Median	Used	m2
Terrace	2	1,407	1,407	47,370	66,649,590
Terrace	3	1,407	1,407	46,456	65,363,592
Terrace	4	1,407	1,407	27,839	39,169,473
Semi	2	1,429	1,429	44,200	63,161,800
Semi	3	1,429	1,429	55,906	79,889,674
Semi	4	1,429	1,429	2,226	3,180,954
Det	3	1,623	1,623	0	0
Det	4	1,623	1,623	67,600	109,714,800
Det	5	1,623	1,623	39,000	63,297,000
Flat to5	1	1,614	1,614	23,738	38,313,132
Flat to5	2	1,614	1,614	9,394	15,161,916
Flat to5	3	1,614	1,614	0	0
Flat 6+	1	1,915	1,915	0	0
Flat 6+	2	1,915	1,915	0	0
Flat 6+	3	1,915	1,915	0	0
				363,729	543,901,931

1,495 £/m2

		Occupants		Population	
	Beds	Count	per unit		
Terrace	2	647	2.4	1,553	
Terrace	3	519	2.4	1,246	
Terrace	4	287	2.4	689	
Semi	2	520	2.4	1,248	
Semi	3	562	2.4	1,349	
Semi	4	21	2.4	50	
Det	3	0	2.4	0	
Det	4	520	2.4	1,248	
Det	5	260	2.4	624	
Flat to5	1	524	2.4	1,258	
Flat to5	2	140	2.4	336	
Flat to5	3	0	2.4	0	
Flat 6+	1	0	2.4	0	
Flat 6+	2	0	2.4	0	
Flat 6+	3	0	2.4	0	
			Residents	9,600	

ha per 1,000	
0.500	Formal
0.150	Playgrounds
2.970	Informal
0.180	Allotments
0.300	Amenity Open Space (Informal Recreation)
0.000	0
0.000	
0.000	
4.100	ha

Open Space Required	39.360
Gross - Net	128.500
Shortfall / Surplus	89.140

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	2,600	264,420	101.70	263,900	101.50
Aff - rented	980	69,707	71.13	67,963	69.35
Shared Ownership	420	29,602	70.48	28,854	68.70
First Homes	0	0	70.48	0	68.70
	4,000	363,729		360,717	

Large Green 200  
4

UNITS **200**  
Affordable 35%

Aff - rented 70% % of Aff  
70 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
49	49
21.00	21
0	0
70	70

Modelling Density 35 units/ha  
Net:Gross 75%

Area ha  
Total **7.682**  
Gross 7.619 ha  
Net 5.714 ha

Characteristics  
Sub Area Urban Fringe  
Green Brov Green  
Use Agricultural

		Market					
Beds	m2	Circulation	130	Rounded	m2	m2	Circulation
Terrace	2	75	0.0%	16%	20.80	21	1,575
Terrace	3	95	0.0%	10%	13.00	13	1,235
Terrace	4	105	0.0%		0.00	0	0
Semi	2	85	0.0%	20%	26.00	26	2,210
Semi	3	100	0.0%	20%	26.00	26	2,600
Semi	4	110	0.0%		0.00	0	0
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	20%	26.00	26	3,380
Det	5	150	0.0%	10%	13.00	13	1,950
Flat to5	1	50	10.0%	4%	5.20	5	275
Flat to5	2	61	10.0%		0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0
Flat 6+	1	50	15.0%		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0
			100%	130.00	130	13,225	

Affordable for Rent				Shared Ownership				First Homes			
49	Rounded	m2	21	0	Rounded	m2	0	Rounded	m2		
15%	7.35	7	490	20%	4.20	350	20%	0.00	0		
20%	9.80	10	840	15%	3.15	252	15%	0.00	0		
25%	12.25	12	1,164	10%	2.10	194	10%	0.00	0		
	0.00	0	0		0.00	0		0.00	0		
	0.00	0	0	10%	2.10	186	10%	0.00	0		
	0.00	0	0	5%	1.05	106	5%	0.00	0		
	0.00	0	0		0.00	0		0.00	0		
	0.00	0	0		0.00	0		0.00	0		
	0.00	0	0		0.00	0		0.00	0		
30%	14.70	15	644	30%	6.30	257	30%	0.00	0		
10%	4.90	5	336	10%	2.10	134	10%	0.00	0		
	0.00	0	0		0.00	0		0.00	0		
	0.00	0	0		0.00	0		0.00	0		
	0.00	0	0		0.00	0		0.00	0		
	0.00	0	0		0.00	0		0.00	0		
100%	49.00	49	3,473	100%	21.00	1,480	100%	0.00	0		

		BCIS			
		Lower Q	Median	Used	m2
Terrace	2	1,407	1,407	2,415	3,397,905
Terrace	3	1,407	1,407	2,327	3,274,089
Terrace	4	1,407	1,407	1,358	1,910,706
Semi	2	1,429	1,429	2,210	3,158,090
Semi	3	1,429	1,429	2,786	3,981,194
Semi	4	1,429	1,429	106	151,474
Det	3	1,623	1,623	0	0
Det	4	1,623	1,623	3,380	5,485,740
Det	5	1,623	1,623	1,950	3,164,850
Flat to5	1	1,614	1,614	1,176	1,897,903
Flat to5	2	1,614	1,614	470	758,096
Flat to5	3	1,614	1,614	0	0
Flat 6+	1	1,915	1,915	0	0
Flat 6+	2	1,915	1,915	0	0
Flat 6+	3	1,915	1,915	0	0
					18,178

1,495 £/m2

Occupants		Population	
Beds	Count	per unit	
Terrace	2	33	2.4
Terrace	3	26	2.4
Terrace	4	14	2.4
Semi	2	26	2.4
Semi	3	28	2.4
Semi	4	1	2.4
Det	3	0	2.4
Det	4	26	2.4
Det	5	13	2.4
Flat to5	1	26	2.4
Flat to5	2	7	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
			<b>Residents 480</b>

ha per 1,000	
0.500	Formal
0.150	Playgrounds
2.970	Informal
0.180	Allotments
0.300	Amenity Open Space (Informal Recreation)
0.000	0
0.000	
0.000	
<b>4.100</b>	<b>ha</b>

Open Space Required	1.968
Gross - Net	1.968
Shortfall / Surplus	0.000

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	130	13,225	101.73	13,200	101.54
Aff - rented	49	3,473	70.88	3,384	69.06
Shared Ownership	21	1,480	70.46	1,444	68.76
First Homes	0	0	70.46	0	68.76
	<b>200</b>	<b>18,178</b>		<b>18,028</b>	

Medium Green 40

5

UNITS **40**  
Affordable 35%

Aff - rented 70% % of Aff  
14 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
9.8	10
4.20	4
0	0
14	14

Modelling  
Density 35  
Net:Gross 90%

Area ha  
Total 1.536  
Gross 1.270 ha  
Net 1.143 ha

Characteristics  
Sub Area Rural  
Green Brov Green  
Use Agricultural

		Market					
Beds	m2	Circulation	26	Rounded	m2	m2	Circulation
Terrace	2	75	0.0%	16%	4.16	4	300
Terrace	3	95	0.0%	10%	2.60	3	285
Terrace	4	105	0.0%		0.00	0	0
Semi	2	85	0.0%	20%	5.20	5	425
Semi	3	100	0.0%	20%	5.20	5	500
Semi	4	110	0.0%		0.00	0	0
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	20%	5.20	5	650
Det	5	150	0.0%	10%	2.60	3	450
Flat to5	1	50	10.0%	4%	1.04	1	55
Flat to5	2	61	10.0%		0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0
Flat 6+	1	50	15.0%		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0
			100%	26.00	26	2,665	

Affordable for Rent				Shared Ownership				First Homes			
10	Rounded	m2	4	0	Rounded	m2	0	Rounded	m2		
15%	1.50	2	140	20%	0.80	2	140	20%	0.00		
20%	2.00	2	168	15%	0.60	1	84	15%	0.00		
25%	2.50	3	291	10%	0.40	0	0	10%	0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0	10%	0.40	0	0	10%	0.00		
	0.00	0	0	5%	0.20	0	0	5%	0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
30%	3.00	2	86	30%	1.20	1	43	30%	0.00		
10%	1.00	1	67	10%	0.40	0	0	10%	0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
100%	10.00	10	752	100%	4.00	4	267	100%	0.00		

		BCIS			
		Lower Q	Median	Used	m2
Terrace	2		1,407	1,407	580
Terrace	3		1,407	1,407	537
Terrace	4		1,407	1,407	291
Semi	2		1,429	1,429	425
Semi	3		1,429	1,429	500
Semi	4		1,429	1,429	0
Det	3		1,623	1,623	0
Det	4		1,623	1,623	650
Det	5		1,623	1,623	450
Flat to5	1		1,614	1,614	184
Flat to5	2		1,614	1,614	67
Flat to5	3		1,614	1,614	0
Flat 6+	1		1,915	1,915	0
Flat 6+	2		1,915	1,915	0
Flat 6+	3		1,915	1,915	0
					3,684

1,491 €/m2

Occupants	Beds	Count	Population
			per unit
Terrace	2	8	2.4
Terrace	3	6	2.4
Terrace	4	3	2.4
Semi	2	5	2.4
Semi	3	5	2.4
Semi	4	0	2.4
Det	3	0	2.4
Det	4	5	2.4
Det	5	3	2.4
Flat to5	1	4	2.4
Flat to5	2	1	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
			Residents 96

ha per 1,000	
0.500	Formal
0.150	Playgrounds
2.970	Informal
0.180	Allotments
0.300	Amenity Open Space (Informal Recreation)
0.000	0
0.000	
0.000	
4.100	ha

Open Space Required	0.394
Gross - Net	0.394
Shortfall / Surplus	0.000

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	26	2,665	102.50	2,660	102.31
Aff - rented	10	752	75.19	738	73.80
Shared Ownership	4	267	66.73	263	65.75
First Homes	0	0	66.73	0	65.75
		40	3,684		3,661



**Medium Green 40 Fringe**

6 UNITS **40**  
Affordable 35%  
Aff - rented 70% % of Aff  
14 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
9.8	10
4.20	4
0	0
14	14

Modelling  
Density 35  
Net:Gross 90%

Area ha  
Total 1.536  
Gross 1.270 ha  
Net 1.143 ha

Characteristics  
Sub Area Urban Fringe  
Green Brov Green  
Use Agricultural

		Market					
	Beds	m2	Circulation	26	Rounded	m2	
Terrace	2	75	0.0%	16%	4.16	4	300
Terrace	3	95	0.0%	10%	2.60	3	285
Terrace	4	105	0.0%		0.00	0	0
Semi	2	85	0.0%	20%	5.20	5	425
Semi	3	100	0.0%	20%	5.20	5	500
Semi	4	110	0.0%		0.00	0	0
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	20%	5.20	5	650
Det	5	150	0.0%	10%	2.60	3	450
Flat to5	1	50	10.0%	4%	1.04	1	55
Flat to5	2	61	10.0%		0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0
Flat 6+	1	50	15.0%		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0
				<b>100%</b>	<b>26.00</b>	<b>26</b>	<b>2,665</b>

Affordable for Rent				Shared Ownership				First Homes			
10	Rounded	m2	4	0	Rounded	m2	0	Rounded	m2		
15%	1.50	2	140	20%	0.80	2	140	20%	0.00		
20%	2.00	2	168	15%	0.60	1	84	15%	0.00		
25%	2.50	3	291	10%	0.40	0	0	10%	0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0	10%	0.40	0	0	10%	0.00		
	0.00	0	0	5%	0.20	0	0	5%	0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
30%	3.00	2	86	30%	1.20	1	43	30%	0.00		
10%	1.00	1	67	10%	0.40	0	0	10%	0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
<b>100%</b>	<b>10.00</b>	<b>10</b>	<b>752</b>	<b>100%</b>	<b>4.00</b>	<b>4</b>	<b>267</b>	<b>100%</b>	<b>0.00</b>		

		BCIS			
		Lower Q	Median	Used	m2
Terrace	2		1,407	1,407	580
Terrace	3		1,407	1,407	537
Terrace	4		1,407	1,407	291
Semi	2		1,429	1,429	425
Semi	3		1,429	1,429	500
Semi	4		1,429	1,429	0
Det	3		1,623	1,623	0
Det	4		1,623	1,623	650
Det	5		1,623	1,623	450
Flat to5	1		1,614	1,614	184
Flat to5	2		1,614	1,614	67
Flat to5	3		1,614	1,614	0
Flat 6+	1		1,915	1,915	0
Flat 6+	2		1,915	1,915	0
Flat 6+	3		1,915	1,915	0
					3,684

1,491 £/m2

Occupants		Population	
Beds	Count	per unit	
Terrace	2	8	2.4
Terrace	3	6	2.4
Terrace	4	3	2.4
Semi	2	5	2.4
Semi	3	5	2.4
Semi	4	0	2.4
Det	3	0	2.4
Det	4	5	2.4
Det	5	3	2.4
Flat to5	1	4	2.4
Flat to5	2	1	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
			<b>Residents</b>

ha per 1,000	
0.500	Formal
0.150	Playgrounds
2.970	Informal
0.180	Allotments
0.300	Amenity Open Space (Informal Recreation)
0.000	0
0.000	
0.000	
<b>4.100</b>	<b>ha</b>

Open Space Required	0.394
Gross - Net	0.394
Shortfall / Surplus	0.000

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	26	2,665	102.50	2,660	102.31
Aff - rented	10	752	75.19	738	73.80
Shared Ownership	4	267	66.73	263	65.75
First Homes	0	0	66.73	0	65.75
	<b>40</b>	<b>3,684</b>		<b>3,661</b>	

**Medium Green 20**

7  
Affordable 35%

UNITS 20  
Affordable 35%

Aff - rented 70% % of Aff  
7 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
4.9	5
2.10	2
0	0
7	7

Modelling Density 35 units/ha  
Net:Gross 90%

Area ha  
Total 0.635  
Gross 0.635 ha  
Net 0.571 ha

Characteristics  
Sub Area Rural  
Green Brov Green  
Use Agricultural

	Beds	m2	Circulation	Market			m2	Circulation	
				13	Rounded	m2			
Terrace	2	75	0.0%	16%	2.08	2	150	70	0.0%
Terrace	3	95	0.0%	10%	1.30	0	0	84	0.0%
Terrace	4	105	0.0%		0.00	0	0	97	0.0%
Semi	2	85	0.0%	20%	2.60	3	255	79	0.0%
Semi	3	100	0.0%	20%	2.60	3	300	93	0.0%
Semi	4	110	0.0%		0.00	0	0	106	0.0%
Det	3	120	0.0%		0.00	0	0	102	0.0%
Det	4	130	0.0%	20%	2.60	3	390	115	0.0%
Det	5	150	0.0%	10%	1.30	1	150	119	0.0%
Flat to5	1	50	10.0%	4%	0.52	1	55	39	10.0%
Flat to5	2	61	10.0%		0.00	0	0	61	10.0%
Flat to5	3	74	10.0%		0.00	0	0	74	10.0%
Flat 6+	1	50	15.0%		0.00	0	0	39	15.0%
Flat 6+	2	61	15.0%		0.00	0	0	61	15.0%
Flat 6+	3	74	15.0%		0.00	0	0	74	15.0%
				<b>100%</b>	<b>13.00</b>	<b>13</b>	<b>1,300</b>		

	Beds	m2	Circulation	BCIS		m2	
				Lower Q	Median		
Terrace	2			1,407	1,407	290	408,030
Terrace	3			1,407	1,407	84	118,188
Terrace	4			1,407	1,407	97	136,479
Semi	2			1,429	1,429	255	364,395
Semi	3			1,429	1,429	300	428,700
Semi	4			1,429	1,429	0	0
Det	3			1,623	1,623	0	0
Det	4			1,623	1,623	390	632,970
Det	5			1,623	1,623	150	243,450
Flat to5	1			1,614	1,614	184	296,492
Flat to5	2			1,614	1,614	0	0
Flat to5	3			1,614	1,614	0	0
Flat 6+	1			1,915	1,915	0	0
Flat 6+	2			1,915	1,915	0	0
Flat 6+	3			1,915	1,915	0	0
						1,750	2,628,704

1,502 £/m2

Affordable for Rent				Shared Ownership				First Homes				
5	Rounded	m2	2	2	Rounded	m2	0	Rounded	m2	0	Rounded	m2
15%	0.75	1	70	20%	0.40	70	20%	0.00	0	20%	0.00	0
20%	1.00	1	84	15%	0.30	0	15%	0.00	0	15%	0.00	0
25%	1.25	1	97	10%	0.20	0	10%	0.00	0	10%	0.00	0
	0.00	0	0		0.00	0		0.00	0		0.00	0
	0.00	0	0	10%	0.20	0	10%	0.00	0	10%	0.00	0
	0.00	0	0	5%	0.10	0	5%	0.00	0	5%	0.00	0
	0.00	0	0		0.00	0		0.00	0		0.00	0
	0.00	0	0		0.00	0		0.00	0		0.00	0
	0.00	0	0		0.00	0		0.00	0		0.00	0
	0.00	0	0		0.00	0		0.00	0		0.00	0
30%	1.50	2	86	30%	0.60	1	43	30%	0.00	0	30%	0.00
10%	0.50	0	0	10%	0.20	0	10%	0.00	0	10%	0.00	0
	0.00	0	0		0.00	0		0.00	0		0.00	0
	0.00	0	0		0.00	0		0.00	0		0.00	0
	0.00	0	0		0.00	0		0.00	0		0.00	0
	0.00	0	0		0.00	0		0.00	0		0.00	0
<b>100%</b>	<b>5.00</b>	<b>5</b>	<b>337</b>	<b>100%</b>	<b>2.00</b>	<b>2</b>	<b>113</b>	<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0</b>

Occupants	Beds	Count	Population per unit
Terrace	2	4	2.4
Terrace	3	1	2.4
Terrace	4	1	2.4
Semi	2	3	2.4
Semi	3	3	2.4
Semi	4	0	2.4
Det	3	0	2.4
Det	4	3	2.4
Det	5	1	2.4
Flat to5	1	4	2.4
Flat to5	2	0	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
			<b>Residents 48</b>

ha per 1,000	Formal	Informal
0.150	Playgrounds	
0.180	Allotments	
	Amenity Open Space (Informal Recreation)	
0.000	0	
0.000		
0.000		
<b>0.330</b>	<b>ha</b>	

Open Space Required	0.016
Gross - Net	0.063
Shortfall / Surplus	0.048

Summary	Construction			Saleable	
	Units	m2	Average	m2	Average
Market Housing	13	1,300	100.00	1,295	99.62
Aff - rented	5	337	67.36	329	65.80
Shared Ownership	2	113	56.45	109	54.50
First Homes	0	0	56.45	0	54.50
	<b>20</b>	<b>1,750</b>		<b>1,733</b>	

**Medium Green 20 Fringe**

8 UNITS  
Affordable 35%

20

Aff - rented 70% % of Aff  
7 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
4.9	5
2.10	2
0	0
7	7

Modelling Density 35 units/ha  
Net:Gross 90%

Area ha  
Total 0.635  
Gross 0.635 ha  
Net 0.571 ha

Characteristics  
Sub Area Urban Fringe  
Green Brov Green  
Use Agricultural

	Beds	m2	Circulation	Market			m2	Circulation	
				13	Rounded	m2			
Terrace	2	75	0.0%	16%	2.08	2	150	70	0.0%
Terrace	3	95	0.0%	10%	1.30	1	95	84	0.0%
Terrace	4	105	0.0%		0.00	0	0	97	0.0%
Semi	2	85	0.0%	20%	2.60	3	255	79	0.0%
Semi	3	100	0.0%	20%	2.60	3	300	93	0.0%
Semi	4	110	0.0%		0.00	0	0	106	0.0%
Det	3	120	0.0%		0.00	0	0	102	0.0%
Det	4	130	0.0%	20%	2.60	3	390	115	0.0%
Det	5	150	0.0%	10%	1.30	1	150	119	0.0%
Flat to5	1	50	10.0%	4%	0.52	1	55	39	10.0%
Flat to5	2	61	10.0%		0.00	0	0	61	10.0%
Flat to5	3	74	10.0%		0.00	0	0	74	10.0%
Flat 6+	1	50	15.0%		0.00	0	0	39	15.0%
Flat 6+	2	61	15.0%		0.00	0	0	61	15.0%
Flat 6+	3	74	15.0%		0.00	0	0	74	15.0%
				100%	13.00	14	1,395		

Affordable for Rent				Shared Ownership				First Homes			
5	Rounded	m2	2	0.40	Rounded	m2	0	0.00	Rounded	m2	0
15%	0.75	1	70	20%	1	70	20%	0.00	0	0	0
20%	1.00	1	84	15%	0.30	0	15%	0.00	0	0	0
25%	1.25	1	97	10%	0.20	0	10%	0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
	0.00	0	0	10%	0.20	0	10%	0.00	0	0	0
	0.00	0	0	5%	0.10	0	5%	0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
	1.50	2	86	30%	0.60	1	43	30%	0.00	0	0
10%	0.50	0	0	10%	0.20	0	10%	0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
100%	5.00	5	337	100%	2.00	2	113	100%	0.00	0	0

	Beds	m2	BCIS		m2	
			Lower Q	Median		
Terrace	2		1,407	1,407	290	408,030
Terrace	3		1,407	1,407	179	251,853
Terrace	4		1,407	1,407	97	136,479
Semi	2		1,429	1,429	255	364,395
Semi	3		1,429	1,429	300	428,700
Semi	4		1,429	1,429	0	0
Det	3		1,623	1,623	0	0
Det	4		1,623	1,623	390	632,970
Det	5		1,623	1,623	150	243,450
Flat to5	1		1,614	1,614	184	296,492
Flat to5	2		1,614	1,614	0	0
Flat to5	3		1,614	1,614	0	0
Flat 6+	1		1,915	1,915	0	0
Flat 6+	2		1,915	1,915	0	0
Flat 6+	3		1,915	1,915	0	0
					1,845	2,762,369

1,497 £/m2

Occupants	Beds	Count	Population
Terrace	2	4	2.4
Terrace	3	2	2.4
Terrace	4	1	2.4
Semi	2	3	2.4
Semi	3	3	2.4
Semi	4	0	2.4
Det	3	0	2.4
Det	4	3	2.4
Det	5	1	2.4
Flat to5	1	4	2.4
Flat to5	2	0	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
			Residents
			50

ha per 1,000	
0.150	Formal
	Playgrounds
	Informal
0.180	Allotments
	Amenity Open Space (Informal Recreation)
0.000	0
0.000	
0.000	
0.330	ha

Open Space Required	0.017
Gross - Net	0.063
Shortfall / Surplus	0.047

Summary	Construction		Saleable	
	Units	m2	m2	Average
Market Housing	14	1,395	1,390	99.29
Aff - rented	5	337	329	65.80
Shared Ownership	2	113	109	54.50
First Homes	0	0	0	54.50
	21	1,845	1,828	

Medium Green 12

9

UNITS **12**  
Affordable 35%  
Aff - rented 70% % of Aff  
4.2 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
2.94	3
1.26	1
0	0
4.2	4

Modelling Density 35 units/ha  
Net:Gross 100%

Area ha  
Total 0.352  
Gross 0.343 ha  
Net 0.343 ha

Characteristics  
Sub Area Rural  
Green Brov Green  
Use Agricultural

	Beds	m2	Circulation	Market			m2	Circulation
				7.8	Rounded			
Terrace	2	75	0.0%	16%	1.25	0	0	
Terrace	3	95	0.0%	10%	0.78	1	95	
Terrace	4	105	0.0%		0.00	0	0	
Semi	2	85	0.0%	20%	1.56	2	170	
Semi	3	100	0.0%	20%	1.56	2	200	
Semi	4	110	0.0%		0.00	0	0	
Det	3	120	0.0%		0.00	0	0	
Det	4	130	0.0%	20%	1.56	2	260	
Det	5	150	0.0%	10%	0.78	1	150	
Flat to5	1	50	10.0%	4%	0.31	0	0	
Flat to5	2	61	10.0%		0.00	0	0	
Flat to5	3	74	10.0%		0.00	0	0	
Flat 6+	1	50	15.0%		0.00	0	0	
Flat 6+	2	61	15.0%		0.00	0	0	
Flat 6+	3	74	15.0%		0.00	0	0	
				100%	7.80	8	875	

Affordable for Rent				Shared Ownership				First Homes			
3	Rounded	m2		1	Rounded	m2		0	Rounded	m2	
15%	0.45	0	0	20%	0.20	70	20%	0.00	0	0	0
20%	0.60	1	84	15%	0.15	0	15%	0.00	0	0	0
25%	0.75	1	97	10%	0.10	0	10%	0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
	0.00	0	0	10%	0.10	0	10%	0.00	0	0	0
	0.00	0	0	5%	0.05	0	5%	0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
30%	0.90	1	43	30%	0.30	0	30%	0.00	0	0	0
10%	0.30	0	0	10%	0.10	0	10%	0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
	0.00	0	0		0.00	0		0.00	0	0	0
100%	3.00	3	224	100%	1.00	70	100%	0.00	0	0	0

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,407	1,407	70	98,490	
Terrace	3		1,407	1,407	179	251,853	
Terrace	4		1,407	1,407	97	136,479	
Semi	2		1,429	1,429	170	242,930	
Semi	3		1,429	1,429	200	285,800	
Semi	4		1,429	1,429	0	0	
Det	3		1,623	1,623	0	0	
Det	4		1,623	1,623	260	421,980	
Det	5		1,623	1,623	150	243,450	
Flat to5	1		1,614	1,614	43	69,241	
Flat to5	2		1,614	1,614	0	0	
Flat to5	3		1,614	1,614	0	0	
Flat 6+	1		1,915	1,915	0	0	
Flat 6+	2		1,915	1,915	0	0	
Flat 6+	3		1,915	1,915	0	0	
					1,169	1,750,223	

1,497 £/m2

Occupants	Beds	Count	Population per unit
Terrace	2	1	2.4
Terrace	3	2	2.4
Terrace	4	1	2.4
Semi	2	2	2.4
Semi	3	2	2.4
Semi	4	0	2.4
Det	3	0	2.4
Det	4	2	2.4
Det	5	1	2.4
Flat to5	1	1	2.4
Flat to5	2	0	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
			Residents 29

ha per 1,000	
0.150	Formal Playgrounds
0.180	Informal Allotments
0.000	Amenity Open Space (Informal Recreation)
0.000	
0.000	
0.330	ha

Open Space Required	0.010
Gross - Net	0.010
Shortfall / Surplus	0.000

Summary	Units	Construction m2	Average	Saleable m2	Average
Market Housing	8	875	109.38	875	109.38
Aff - rented	3	224	74.63	220	73.33
Shared Ownership	1	70	70.00	70	70.00
First Homes	0	0	70.00	0	70.00
	12	1,169		1,165	

**Medium Green 12 Fringe**

10 UNITS  
Affordable

12  
35%

Aff - rented 70% % of Aff  
4.2 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
2.94	3
1.26	1
0	0
4.2	4

Modelling Density 35 units/ha  
Net:Gross 100%

Area ha  
Total 0.352  
Gross 0.343 ha  
Net 0.343 ha

Characteristics  
Sub Area Urban Fringe  
Green Brov Green  
Use Agricultural

		Market							
	Beds	m2	Circulation	7.8	Rounded	m2	m2	Circulation	
Terrace	2	75	0.0%	16%	1.25	0	0	70	0.0%
Terrace	3	95	0.0%	10%	0.78	1	95	84	0.0%
Terrace	4	105	0.0%		0.00	0	0	97	0.0%
Semi	2	85	0.0%	20%	1.56	2	170	79	0.0%
Semi	3	100	0.0%	20%	1.56	2	200	93	0.0%
Semi	4	110	0.0%		0.00	0	0	106	0.0%
Det	3	120	0.0%		0.00	0	0	102	0.0%
Det	4	130	0.0%	20%	1.56	2	260	115	0.0%
Det	5	150	0.0%	10%	0.78	1	150	119	0.0%
Flat to5	1	50	10.0%	4%	0.31	0	0	39	10.0%
Flat to5	2	61	10.0%		0.00	0	0	61	10.0%
Flat to5	3	74	10.0%		0.00	0	0	74	10.0%
Flat 6+	1	50	15.0%		0.00	0	0	39	15.0%
Flat 6+	2	61	15.0%		0.00	0	0	61	15.0%
Flat 6+	3	74	15.0%		0.00	0	0	74	15.0%
				100%	7.80	8	875		

Affordable for Rent				Shared Ownership				First Homes			
	3	Rounded	m2		1	Rounded	m2		0	Rounded	m2
	15%	0.45	0		20%	0.20	70		20%	0.00	0
	20%	0.60	1		15%	0.15	0		15%	0.00	0
	25%	0.75	1		10%	0.10	0		10%	0.00	0
		0.00	0			0.00	0			0.00	0
		0.00	0		10%	0.10	0		10%	0.00	0
		0.00	0		5%	0.05	0		5%	0.00	0
		0.00	0			0.00	0			0.00	0
		0.00	0			0.00	0			0.00	0
		0.00	0			0.00	0			0.00	0
	30%	0.90	1		30%	0.30	0		30%	0.00	0
	10%	0.30	0		10%	0.10	0		10%	0.00	0
		0.00	0			0.00	0			0.00	0
		0.00	0			0.00	0			0.00	0
		0.00	0			0.00	0			0.00	0
		0.00	0			0.00	0			0.00	0
		0.00	0			0.00	0			0.00	0
	100%	3.00	3		100%	1.00	70		100%	0.00	0

		BCIS			
		Lower Q	Median	Used	m2
Terrace	2		1,407	1,407	70
Terrace	3		1,407	1,407	179
Terrace	4		1,407	1,407	97
Semi	2		1,429	1,429	170
Semi	3		1,429	1,429	200
Semi	4		1,429	1,429	0
Det	3		1,623	1,623	0
Det	4		1,623	1,623	260
Det	5		1,623	1,623	150
Flat to5	1		1,614	1,614	43
Flat to5	2		1,614	1,614	0
Flat to5	3		1,614	1,614	0
Flat 6+	1		1,915	1,915	0
Flat 6+	2		1,915	1,915	0
Flat 6+	3		1,915	1,915	0
					1,169
					1,750,223

1,497 £/m2

Occupants		Population	
Beds	Count	per unit	
Terrace	2	1	2.4
Terrace	3	2	2.4
Terrace	4	1	2.4
Semi	2	2	2.4
Semi	3	2	2.4
Semi	4	0	2.4
Det	3	0	2.4
Det	4	2	2.4
Det	5	1	2.4
Flat to5	1	1	2.4
Flat to5	2	0	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
		<b>Residents</b>	<b>29</b>

ha per 1,000	
	Formal
0.150	Playgrounds
	Informal
0.180	Allotments
	Amenity Open Space (Informal Recreation)
0.000	
0.000	
0.000	
<b>0.330</b>	<b>ha</b>

Open Space Required	0.010
Gross - Net	0.010
Shortfall / Surplus	0.000

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	8	875	109.38	875	109.38
Aff - rented	3	224	74.63	220	73.33
Shared Ownership	1	70	70.00	70	70.00
First Homes	0	0	70.00	0	70.00
		<b>12</b>	<b>1,169</b>	<b>1,165</b>	

**Large Brown 100**

11  
UNITS **100**  
Affordable 35%

Aff - rented 70% % of Aff  
35 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
24.5	25
10.50	11
0	0
35	36

Modelling  
Density 60 units/ha  
Net:Gross 75%

Area ha  
Total 2.651  
Gross 2.222 ha  
Net 1.667 ha

Characteristics  
Sub Area Urban Area  
Green Brov Brown  
Use Industrial

	Beds	m2	Circulation	Market				m2	Circulation
				65	10.40	Rounded	750		
Terrace	2	75	0.0%	16%	10.40	10	750	70	0.0%
Terrace	3	95	0.0%	10%	6.50	7	665	84	0.0%
Terrace	4	105	0.0%		0.00	0	0	97	0.0%
Semi	2	85	0.0%	20%	13.00	13	1,105	79	0.0%
Semi	3	100	0.0%	20%	13.00	13	1,300	93	0.0%
Semi	4	110	0.0%		0.00	0	0	106	0.0%
Det	3	120	0.0%		0.00	0	0	102	0.0%
Det	4	130	0.0%	20%	13.00	13	1,690	115	0.0%
Det	5	150	0.0%	10%	6.50	7	1,050	119	0.0%
Flat to5	1	50	10.0%	4%	2.60	2	110	39	10.0%
Flat to5	2	61	10.0%		0.00	0	0	61	10.0%
Flat to5	3	74	10.0%		0.00	0	0	74	10.0%
Flat 6+	1	50	15.0%		0.00	0	0	39	15.0%
Flat 6+	2	61	15.0%		0.00	0	0	61	15.0%
Flat 6+	3	74	15.0%		0.00	0	0	74	15.0%
				<b>100%</b>	<b>65.00</b>	<b>65</b>	<b>6,670</b>		

Affordable for Rent				Shared Ownership				First Homes			
25	3.75	Rounded	m2	11	2.20	Rounded	m2	0	0.00	Rounded	m2
15%	3.75	4	280	20%	2.20	2	140	20%	0.00	0	0
20%	5.00	5	420	15%	1.65	2	168	15%	0.00	0	0
25%	6.25	6	582	10%	1.10	1	97	10%	0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0	10%	1.10	1	93	10%	0.00	0	0
	0.00	0	0	5%	0.55	1	106	5%	0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
30%	7.50	6	257	30%	3.30	3	129	30%	0.00	0	0
10%	2.50	3	201	10%	1.10	1	67	10%	0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
<b>100%</b>	<b>25.00</b>	<b>24</b>	<b>1,741</b>	<b>100%</b>	<b>11.00</b>	<b>11</b>	<b>800</b>	<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>

		BCIS	Lower Q	Median	Used	m2	
Terrace	2			1,407	1,407	1,170	1,646,190
Terrace	3			1,407	1,407	1,253	1,762,971
Terrace	4			1,407	1,407	679	955,353
Semi	2			1,429	1,429	1,105	1,579,045
Semi	3			1,429	1,429	1,393	1,990,597
Semi	4			1,429	1,429	106	151,474
Det	3			1,623	1,623	0	0
Det	4			1,623	1,623	1,690	2,742,870
Det	5			1,623	1,623	1,050	1,704,150
Flat to5	1			1,614	1,614	496	800,705
Flat to5	2			1,614	1,614	268	433,198
Flat to5	3			1,614	1,614	0	0
Flat 6+	1			1,915	1,915	0	0
Flat 6+	2			1,915	1,915	0	0
Flat 6+	3			1,915	1,915	0	0
						9,211	13,766,553

1,495 £/m2

Occupants	Beds	Count	Population per unit
Terrace	2	16	2.4
Terrace	3	14	2.4
Terrace	4	7	2.4
Semi	2	13	2.4
Semi	3	14	2.4
Semi	4	1	2.4
Det	3	0	2.4
Det	4	13	2.4
Det	5	7	2.4
Flat to5	1	11	2.4
Flat to5	2	4	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
			<b>Residents 240</b>

ha per 1,000	
0.500	Formal
0.150	Playgrounds
2.970	Informal
0.180	Allotments
0.300	Amenity Open Space (Informal Recreation)
0.000	0
0.000	
0.000	
<b>4.100</b>	<b>ha</b>

Open Space Required	0.984
Gross - Net	0.984
Shortfall / Surplus	0.000

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	65	6,670	102.62	6,660	102.46
Aff - rented	24	1,741	72.53	1,699	70.79
Shared Ownership	11	800	72.71	782	71.09
First Homes	0	0	72.71	0	71.09
	<b>100</b>	<b>9,211</b>		<b>9,141</b>	

**Large Brown 100 HD**

12 UNITS **100**  
Affordable 35%

Aff - rented 70% % of Aff  
35 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
24.5	25
10.50	11
0	0
35	36

Modelling Density 65 units/ha  
Net:Gross 85%

Area ha Total 2.522  
Gross 1.810 ha  
Net 1.538 ha

Characteristics  
Sub Area Urban Area  
Green Brov Brown  
Use Industrial

		Market					
Beds	m2	Circulation	65	Rounded	m2	m2	Circulation
Terrace	2	75	0.0%	25%	16.25	16	1,200
Terrace	3	95	0.0%	25%	16.25	16	1,520
Terrace	4	105	0.0%		0.00	0	0
Semi	2	85	0.0%		0.00	0	0
Semi	3	100	0.0%	25%	16.25	17	1,700
Semi	4	110	0.0%		0.00	0	0
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%		0.00	0	0
Det	5	150	0.0%	5%	3.25	3	450
Flat to5	1	50	10.0%	5%	3.25	3	165
Flat to5	2	61	10.0%	15%	9.75	10	671
Flat to5	3	74	10.0%		0.00	0	0
Flat 6+	1	50	15.0%		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0
			<b>100%</b>	<b>65.00</b>	<b>65</b>	<b>5,706</b>	

Affordable for Rent				Shared Ownership				First Homes			
25	30	Rounded	m2	11	20	Rounded	m2	0	20	Rounded	m2
15%	3.75	4	280	20%	2.20	2	140	20%	0.00	0	0
20%	5.00	5	420	25%	2.75	3	252	25%	0.00	0	0
25%	6.25	6	582	15%	1.65	2	194	15%	0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
<b>100%</b>	<b>25.00</b>	<b>24</b>	<b>1,741</b>	<b>100%</b>	<b>11.00</b>	<b>11</b>	<b>782</b>	<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>

		BCIS					
		Lower Q	Median	Used	m2		
Terrace	2		1,407	1,407	1,620		2,279,340
Terrace	3		1,407	1,407	2,192		3,084,144
Terrace	4		1,407	1,407	776		1,091,832
Semi	2		1,429	1,429	0		0
Semi	3		1,429	1,429	1,700		2,429,300
Semi	4		1,429	1,429	0		0
Det	3		1,623	1,623	0		0
Det	4		1,623	1,623	0		0
Det	5		1,623	1,623	450		730,350
Flat to5	1		1,614	1,614	551		889,475
Flat to5	2		1,614	1,614	939		1,516,192
Flat to5	3		1,614	1,614	0		0
Flat 6+	1		1,915	1,915	0		0
Flat 6+	2		1,915	1,915	0		0
Flat 6+	3		1,915	1,915	0		0
					8,229		12,020,633

1,461 £/m2

Occupants		Population	
Beds	Count	per unit	
Terrace	2	22	2.4
Terrace	3	24	2.4
Terrace	4	8	2.4
Semi	2	0	2.4
Semi	3	17	2.4
Semi	4	0	2.4
Det	3	0	2.4
Det	4	0	2.4
Det	5	3	2.4
Flat to5	1	12	2.4
Flat to5	2	14	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
		<b>Residents</b>	<b>240</b>

ha per 1,000	
0.500	Formal
0.150	Playgrounds
2.970	Informal
0.180	Allotments
0.300	Amenity Open Space (Informal Recreation)
0.000	0
0.000	
0.000	
<b>4.100</b>	<b>ha</b>

Open Space Required	0.984
Gross - Net	0.984
Shortfall / Surplus	0.000

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	65	5,706	87.78	5,630	86.62
Aff - rented	24	1,741	72.53	1,699	70.79
Shared Ownership	11	782	71.07	764	69.45
First Homes	0	0	71.07	0	69.45
	<b>100</b>	<b>8,229</b>		<b>8,093</b>	

**Large Brown 40**

13

UNITS **40**  
Affordable 35%

Aff - rented 70% % of Aff  
14 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
9.8	10
4.20	4
0	0
14	14

Modelling Density 35 units/ha  
Net:Gross 90%

Area ha  
Total 1.536  
Gross 1.270 ha  
Net 1.143 ha

Characteristics  
Sub Area Urban Area  
Green Brov Brown  
Use Industrial

	Beds	m2	Circulation	Market			m2	m2	Circulation
				26	4.16	Rounded 4	300	70	0.0%
Terrace	2	75	0.0%	16%	4.16	4	300	70	0.0%
Terrace	3	95	0.0%	10%	2.60	3	285	84	0.0%
Terrace	4	105	0.0%		0.00	0	0	97	0.0%
Semi	2	85	0.0%	20%	5.20	5	425	79	0.0%
Semi	3	100	0.0%	20%	5.20	5	500	93	0.0%
Semi	4	110	0.0%		0.00	0	0	106	0.0%
Det	3	120	0.0%		0.00	0	0	102	0.0%
Det	4	130	0.0%	20%	5.20	5	650	115	0.0%
Det	5	150	0.0%	10%	2.60	3	450	119	0.0%
Flat to5	1	50	10.0%	4%	1.04	1	55	39	10.0%
Flat to5	2	61	10.0%		0.00	0	0	61	10.0%
Flat to5	3	74	10.0%		0.00	0	0	74	10.0%
Flat 6+	1	50	15.0%		0.00	0	0	39	15.0%
Flat 6+	2	61	15.0%		0.00	0	0	61	15.0%
Flat 6+	3	74	15.0%		0.00	0	0	74	15.0%
				100%	26.00	26	2,665		

Affordable for Rent				Shared Ownership				First Homes			
10	Rounded	m2	4	0	Rounded	m2	0	Rounded	m2		
15%	1.50	2	140	20%	0.80	2	140	20%	0.00		
20%	2.00	2	168	15%	0.60	1	84	15%	0.00		
25%	2.50	3	291	10%	0.40	0	0	10%	0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0	10%	0.40	0	0	10%	0.00		
	0.00	0	0	5%	0.20	0	0	5%	0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
30%	3.00	2	86	30%	1.20	1	43	30%	0.00		
10%	1.00	1	67	10%	0.40	0	0	10%	0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
	0.00	0	0		0.00	0	0		0.00		
100%	10.00	10	752	100%	4.00	4	267	100%	0.00		

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,407	1,407	580	816,060	
Terrace	3		1,407	1,407	537	755,559	
Terrace	4		1,407	1,407	291	409,437	
Semi	2		1,429	1,429	425	607,325	
Semi	3		1,429	1,429	500	714,500	
Semi	4		1,429	1,429	0	0	
Det	3		1,623	1,623	0	0	
Det	4		1,623	1,623	650	1,054,950	
Det	5		1,623	1,623	450	730,350	
Flat to5	1		1,614	1,614	184	296,492	
Flat to5	2		1,614	1,614	67	108,299	
Flat to5	3		1,614	1,614	0	0	
Flat 6+	1		1,915	1,915	0	0	
Flat 6+	2		1,915	1,915	0	0	
Flat 6+	3		1,915	1,915	0	0	
					3,684	5,492,972	

1,491 €/m2

Occupants	Beds	Count	Population per unit
Terrace	2	8	2.4
Terrace	3	6	2.4
Terrace	4	3	2.4
Semi	2	5	2.4
Semi	3	5	2.4
Semi	4	0	2.4
Det	3	0	2.4
Det	4	5	2.4
Det	5	3	2.4
Flat to5	1	4	2.4
Flat to5	2	1	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
			<b>Residents 96</b>

ha per 1,000	
0.500	Formal
0.150	Playgrounds
2.970	Informal
0.180	Allotments
0.300	Amenity Open Space (Informal Recreation)
0.000	0
0.000	
0.000	
<b>4.100</b>	<b>ha</b>

Open Space Required	0.394
Gross - Net	0.394
Shortfall / Surplus	0.000

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	26	2,665	102.50	2,660	102.31
Aff - rented	10	752	75.19	738	73.80
Shared Ownership	4	267	66.73	263	65.75
First Homes	0	0	66.73	0	65.75
	<b>40</b>	<b>3,684</b>		<b>3,661</b>	





Medium Brown 20  
15

UNITS **20**  
Affordable 35%  
Aff - rented 70% % of Aff  
7 Shared Ow 30%  
First Homes 0% % of Aff

	Rounded
4.9	5
2.10	2
0	0
7	7

Modelling  
Density 35 units/ha  
Net:Gross 90%

Area ha  
Total 0.635  
Gross 0.635 ha  
Net 0.571 ha

Characteristics  
Sub Area Urban Area  
Green Brov Brown  
Use Industrial

			Market						
Beds	m2	Circulation	13	Rounded	2	m2	m2	Circulation	
Terrace	2	75	0.0%	16%	2.08	2	150	70	
Terrace	3	95	0.0%	10%	1.30	1	95	84	
Terrace	4	105	0.0%		0.00	0	0	97	
Semi	2	85	0.0%	20%	2.60	3	255	79	
Semi	3	100	0.0%	20%	2.60	3	300	93	
Semi	4	110	0.0%		0.00	0	0	106	
Det	3	120	0.0%		0.00	0	0	102	
Det	4	130	0.0%	20%	2.60	3	390	115	
Det	5	150	0.0%	10%	1.30	1	150	119	
Flat to5	1	50	10.0%	4%	0.52	0	0	39	
Flat to5	2	61	10.0%		0.00	0	0	61	
Flat to5	3	74	10.0%		0.00	0	0	74	
Flat 6+	1	50	15.0%		0.00	0	0	39	
Flat 6+	2	61	15.0%		0.00	0	0	61	
Flat 6+	3	74	15.0%		0.00	0	0	74	
			100%	13.00	13		1,340		

Affordable for Rent			Shared Ownership			First Homes		
5	Rounded	m2	2	0	Rounded	m2	0	Rounded
15%	0.75	1	70	20%	0.40	0	20%	0.00
20%	1.00	1	84	15%	0.30	0	15%	0.00
25%	1.25	1	97	10%	0.20	0	10%	0.00
	0.00	0	0		0.00	0		0.00
	0.00	0	0	10%	0.20	0	10%	0.00
	0.00	0	0	5%	0.10	0	5%	0.00
	0.00	0	0		0.00	0		0.00
	0.00	0	0		0.00	0		0.00
	0.00	0	0		0.00	0		0.00
	0.00	0	0		0.00	0		0.00
30%	1.50	2	86	30%	0.60	1	43	30%
10%	0.50	1	67	10%	0.20	0	10%	0.00
	0.00	0	0		0.00	0		0.00
	0.00	0	0		0.00	0		0.00
	0.00	0	0		0.00	0		0.00
	0.00	0	0		0.00	0		0.00
	0.00	0	0		0.00	0		0.00
100%	5.00	6	404	100%	2.00	1	43	100%

	BCIS	Lower Q	Median	Used	m2	
Terrace	2	1,407	1,407	220	309,540	
Terrace	3	1,407	1,407	179	251,853	
Terrace	4	1,407	1,407	97	136,479	
Semi	2	1,429	1,429	255	364,395	
Semi	3	1,429	1,429	300	428,700	
Semi	4	1,429	1,429	0	0	
Det	3	1,623	1,623	0	0	
Det	4	1,623	1,623	390	632,970	
Det	5	1,623	1,623	150	243,450	
Flat to5	1	1,614	1,614	129	207,722	
Flat to5	2	1,614	1,614	67	108,299	
Flat to5	3	1,614	1,614	0	0	
Flat 6+	1	1,915	1,915	0	0	
Flat 6+	2	1,915	1,915	0	0	
Flat 6+	3	1,915	1,915	0	0	
					1,787	2,683,408

1,502 £/m2

Occupants	Beds	Count	Population per unit
Terrace	2	3	2.4
Terrace	3	2	2.4
Terrace	4	1	2.4
Semi	2	3	2.4
Semi	3	3	2.4
Semi	4	0	2.4
Det	3	0	2.4
Det	4	3	2.4
Det	5	1	2.4
Flat to5	1	3	2.4
Flat to5	2	1	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
			<b>Residents</b> 48

ha per 1,000	
0.150	Formal Playgrounds
	Informal Allotments
0.180	Amenity Open Space (Informal Recreation)
0.000	0
0.000	0
0.000	0
<b>0.330</b>	<b>ha</b>

Open Space Required	0.016
Gross - Net	0.063
Shortfall / Surplus	0.048

Summary	Construction			Saleable	
	Units	m2	Average	m2	Average
Market Housing	13	1,340	103.08	1,340	103.08
Aff - rented	6	404	67.32	390	65.00
Shared Ownership	1	43	42.90	39	39.00
First Homes	0	0	42.90	0	39.00
	20	1,787		1,769	

Medium Brown 20 HD

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UNITS 20  
Affordable 35%

Aff - rented 70% % of Aff  
7 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
4.9	5
2.10	2
0	0
7	7

Modelling Density 65 units/ha  
Net:Gross 100%

Area ha  
Total 0.324  
Gross 0.308 ha  
Net 0.308 ha

Characteristics  
Sub Area Urban Area  
Green Brov Brown  
Use Industrial

				Market							
Beds	m2	Circulation	13	Rounded	3	m2	m2	Circulation	70	m2	Circulation
Terrace	2	75	0.0%	25%	3.25	3	225	70	0.0%		
Terrace	3	95	0.0%	25%	3.25	3	285	84	0.0%		
Terrace	4	105	0.0%		0.00	0	0	97	0.0%		
Semi	2	85	0.0%		0.00	0	0	79	0.0%		
Semi	3	100	0.0%	25%	3.25	3	300	93	0.0%		
Semi	4	110	0.0%		0.00	0	0	106	0.0%		
Det	3	120	0.0%		0.00	0	0	102	0.0%		
Det	4	130	0.0%		0.00	0	0	115	0.0%		
Det	5	150	0.0%	5%	0.65	1	150	119	0.0%		
Flat to5	1	50	10.0%	5%	0.65	1	55	39	10.0%		
Flat to5	2	61	10.0%	15%	1.95	2	134	61	10.0%		
Flat to5	3	74	10.0%		0.00	0	0	74	10.0%		
Flat 6+	1	50	15.0%		0.00	0	0	39	15.0%		
Flat 6+	2	61	15.0%		0.00	0	0	61	15.0%		
Flat 6+	3	74	15.0%		0.00	0	0	74	15.0%		
				<b>100%</b>	<b>13.00</b>	<b>13</b>	<b>1,149</b>				

				Affordable for Rent				Shared Ownership				First Homes			
Beds	m2	Circulation	5	Rounded	2	m2	m2	0	Rounded	0	m2	0	Rounded	0	m2
Terrace	2	75	0.0%	15%	0.75	1	70	20%	0.40	0	20%	0.00	0	0	0
Terrace	3	95	0.0%	20%	1.00	1	84	25%	0.50	1	84	25%	0.00	0	0
Terrace	4	105	0.0%	25%	1.25	1	97	15%	0.30	0	15%	0.00	0	0	0
Semi	2	85	0.0%		0.00	0	0		0.00	0		0.00	0	0	0
Semi	3	100	0.0%		0.00	0	0		0.00	0		0.00	0	0	0
Semi	4	110	0.0%		0.00	0	0		0.00	0		0.00	0	0	0
Det	3	120	0.0%		0.00	0	0		0.00	0		0.00	0	0	0
Det	4	130	0.0%		0.00	0	0		0.00	0		0.00	0	0	0
Det	5	150	0.0%		0.00	0	0		0.00	0		0.00	0	0	0
Flat to5	1	50	10.0%	30%	1.50	1	43	30%	0.60	1	43	30%	0.00	0	0
Flat to5	2	61	10.0%	10%	0.50	1	67	10%	0.20	0	10%	0.00	0	0	0
Flat to5	3	74	10.0%		0.00	0	0		0.00	0		0.00	0	0	0
Flat 6+	1	50	15.0%		0.00	0	0		0.00	0		0.00	0	0	0
Flat 6+	2	61	15.0%		0.00	0	0		0.00	0		0.00	0	0	0
Flat 6+	3	74	15.0%		0.00	0	0		0.00	0		0.00	0	0	0
				<b>100%</b>	<b>5.00</b>	<b>5</b>	<b>361</b>	<b>100%</b>	<b>2.00</b>	<b>2</b>	<b>127</b>	<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>

BCIS							
		Lower Q	Median	Used	m2		
Terrace	2		1,407	1,407	295		415,065
Terrace	3		1,407	1,407	453		637,371
Terrace	4		1,407	1,407	97		136,479
Semi	2		1,429	1,429	0		0
Semi	3		1,429	1,429	300		428,700
Semi	4		1,429	1,429	0		0
Det	3		1,623	1,623	0		0
Det	4		1,623	1,623	0		0
Det	5		1,623	1,623	150		243,450
Flat to5	1		1,614	1,614	141		227,251
Flat to5	2		1,614	1,614	201		324,898
Flat to5	3		1,614	1,614	0		0
Flat 6+	1		1,915	1,915	0		0
Flat 6+	2		1,915	1,915	0		0
Flat 6+	3		1,915	1,915	0		0
					1,637		2,413,214

1,474 £/m2

Occupants				Population	
	Beds	Count		per unit	
Terrace	2	4	2.4	2.4	10
Terrace	3	5	2.4	2.4	12
Terrace	4	1	2.4	2.4	2
Semi	2	0	2.4	2.4	0
Semi	3	3	2.4	2.4	7
Semi	4	0	2.4	2.4	0
Det	3	0	2.4	2.4	0
Det	4	0	2.4	2.4	0
Det	5	1	2.4	2.4	2
Flat to5	1	3	2.4	2.4	7
Flat to5	2	3	2.4	2.4	7
Flat to5	3	0	2.4	2.4	0
Flat 6+	1	0	2.4	2.4	0
Flat 6+	2	0	2.4	2.4	0
Flat 6+	3	0	2.4	2.4	0
				<b>Residents</b>	<b>48</b>

ha per 1,000	
	Formal
0.150	Playgrounds
	Informal
0.180	Allotments
	Amenity Open Space (Informal Recreation)
0.000	0
0.000	
0.000	
<b>0.330</b>	<b>ha</b>

Open Space Required	0.016
Gross - Net	0.016
Shortfall / Surplus	0.000

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	13	1,149	88.40	1,132	87.08
Aff - rented	5	361	72.20	351	70.20
Shared Ownership	2	127	63.45	123	61.50
First Homes	0	0	63.45	0	61.50
	<b>20</b>	<b>1,637</b>		<b>1,606</b>	

Medium Brown 12  
17

UNITS 12  
Affordable 35%

Aff - rented 70% % of Aff  
4.2 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
2.94	3
1.26	1
0	0
4.2	4

Modelling Density 35 units/ha  
Net:Gross 100%

Area ha Total 0.352  
Gross 0.343 ha  
Net 0.343 ha

Characteristics  
Sub Area Urban Area  
Green Brov Brown  
Use Industrial

		Market					
Beds	m2	Circulation	7.8	Rounded	m2	m2	Circulation
Terrace	2	75	0.0%	16%	1.25	1	75
Terrace	3	95	0.0%	10%	0.78	0	0
Terrace	4	105	0.0%		0.00	0	0
Semi	2	85	0.0%	20%	1.56	2	170
Semi	3	100	0.0%	20%	1.56	2	200
Semi	4	110	0.0%		0.00	0	0
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	20%	1.56	2	260
Det	5	150	0.0%	10%	0.78	1	150
Flat to5	1	50	10.0%	4%	0.31	0	0
Flat to5	2	61	10.0%		0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0
Flat 6+	1	50	15.0%		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0
			<b>100%</b>	<b>7.80</b>	<b>8</b>	<b>855</b>	

Affordable for Rent				Shared Ownership				First Homes			
3	Rounded	m2	1	1	Rounded	m2	0	0	Rounded	m2	
15%	0.45	0	0	20%	0.20	70	20%	0.00	0	0	
20%	0.60	1	84	15%	0.15	0	15%	0.00	0	0	
25%	0.75	1	97	10%	0.10	0	10%	0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
	0.00	0	0	10%	0.10	0	10%	0.00	0	0	
	0.00	0	0	5%	0.05	0	5%	0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
30%	0.90	1	43	30%	0.30	0	30%	0.00	0	0	
10%	0.30	0	0	10%	0.10	0	10%	0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
	0.00	0	0		0.00	0		0.00	0	0	
<b>100%</b>	<b>3.00</b>	<b>3</b>	<b>224</b>	<b>100%</b>	<b>1.00</b>	<b>1</b>	<b>70</b>	<b>100%</b>	<b>0.00</b>	<b>0</b>	

		BCIS			
		Lower Q	Median	Used	m2
Terrace	2		1,407	1,407	145
Terrace	3		1,407	1,407	84
Terrace	4		1,407	1,407	97
Semi	2		1,429	1,429	170
Semi	3		1,429	1,429	200
Semi	4		1,429	1,429	0
Det	3		1,623	1,623	0
Det	4		1,623	1,623	260
Det	5		1,623	1,623	150
Flat to5	1		1,614	1,614	43
Flat to5	2		1,614	1,614	0
Flat to5	3		1,614	1,614	0
Flat 6+	1		1,915	1,915	0
Flat 6+	2		1,915	1,915	0
Flat 6+	3		1,915	1,915	0
					1,149
					1,722,083

1,499 £/m2

Occupants		Population	
Beds	Count	per unit	
Terrace	2	2	2.4
Terrace	3	1	2.4
Terrace	4	1	2.4
Semi	2	2	2.4
Semi	3	2	2.4
Semi	4	0	2.4
Det	3	0	2.4
Det	4	2	2.4
Det	5	1	2.4
Flat to5	1	1	2.4
Flat to5	2	0	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
			<b>Residents</b>
			<b>29</b>

ha per 1,000	
0.150	Formal
	Playgrounds
	Informal
0.180	Allotments
	Amenity Open Space (Informal Recreation)
0.000	0
0.000	
0.000	
<b>0.330</b>	<b>ha</b>

Open Space Required	0.010
Gross - Net	0.010
Shortfall / Surplus	0.000

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	8	855	106.88	855	106.88
Aff - rented	3	224	74.63	220	73.33
Shared Ownership	1	70	70.00	70	70.00
First Homes	0	0	70.00	0	70.00
		<b>12</b>	<b>1,149</b>		<b>1,145</b>

Medium Brown 12 HD

18 UNITS  
Affordable

12  
35%  
Aff - rented 70% % of Aff  
4.2 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
2.94	3
1.26	1
0	0
4.2	4

Modelling Density  
Net:Gross

Area ha  
Total  
Gross  
Net

Characteristics  
Sub Area  
Green Brov  
Use

Urban Area  
Brown  
Industrial

0.194  
0.185 ha  
0.185 ha

Market				m2				Circulation						
Beds	m2	Circulation	7.8	25%	1.95	2	150	m2	Circulation	0.0%	0	0	0	0
Terrace	2	75	0.0%	25%	1.95	2	150	70	0.0%	0	0	0	0	0
Terrace	3	95	0.0%	25%	1.95	2	190	84	0.0%	0	0	0	0	0
Terrace	4	105	0.0%	0.00	0.00	0	0	97	0.0%	0	0	0	0	0
Semi	2	85	0.0%	0.00	0.00	0	0	79	0.0%	0	0	0	0	0
Semi	3	100	0.0%	25%	1.95	3	300	93	0.0%	0	0	0	0	0
Semi	4	110	0.0%	0.00	0.00	0	0	106	0.0%	0	0	0	0	0
Det	3	120	0.0%	0.00	0.00	0	0	102	0.0%	0	0	0	0	0
Det	4	130	0.0%	0.00	0.00	0	0	115	0.0%	0	0	0	0	0
Det	5	150	0.0%	5%	0.39	0	0	119	0.0%	0	0	0	0	0
Flat to5	1	50	10.0%	5%	0.39	0	0	39	10.0%	0	0	0	0	0
Flat to5	2	61	10.0%	15%	1.17	1	67	61	10.0%	0	0	0	0	0
Flat to5	3	74	10.0%	0.00	0.00	0	0	74	10.0%	0	0	0	0	0
Flat 6+	1	50	15.0%	0.00	0.00	0	0	39	15.0%	0	0	0	0	0
Flat 6+	2	61	15.0%	0.00	0.00	0	0	61	15.0%	0	0	0	0	0
Flat 6+	3	74	15.0%	0.00	0.00	0	0	74	15.0%	0	0	0	0	0
<b>100%</b>			<b>7.80</b>		<b>8</b>		<b>707</b>							

Affordable for Rent				Shared Ownership				First Homes						
3	0.45	Rounded	0	1	0.20	Rounded	1	0	0.00	Rounded	0	0	0	0
15%	0.45	0	0	20%	0.20	1	70	20%	0.00	0	0	0	0	0
20%	0.60	1	84	25%	0.25	0	0	25%	0.00	0	0	0	0	0
25%	0.75	1	97	15%	0.15	0	0	15%	0.00	0	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0.00	0.00	0	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0.00	0.00	0	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0.00	0.00	0	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0.00	0.00	0	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0.00	0.00	0	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0.00	0.00	0	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0.00	0.00	0	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0.00	0.00	0	0	0	0	0
30%	0.90	1	43	30%	0.30	0	0	30%	0.00	0	0	0	0	0
10%	0.30	0	0	10%	0.10	0	0	10%	0.00	0	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0.00	0.00	0	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0.00	0.00	0	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0.00	0.00	0	0	0	0	0
0.00	0.00	0	0	0.00	0.00	0	0	0.00	0.00	0	0	0	0	0
<b>100%</b>	<b>3.00</b>	<b>3</b>	<b>224</b>	<b>100%</b>	<b>1.00</b>	<b>1</b>	<b>70</b>	<b>100%</b>	<b>0.00</b>	<b>0</b>				

			BCIS					
			Lower Q	Median	Used	m2		
Terrace	2		1,407	1,407	220	309,540		
Terrace	3		1,407	1,407	274	385,518		
Terrace	4		1,407	1,407	97	136,479		
Semi	2		1,429	1,429	0	0		
Semi	3		1,429	1,429	300	428,700		
Semi	4		1,429	1,429	0	0		
Det	3		1,623	1,623	0	0		
Det	4		1,623	1,623	0	0		
Det	5		1,623	1,623	0	0		
Flat to5	1		1,614	1,614	43	69,241		
Flat to5	2		1,614	1,614	67	108,299		
Flat to5	3		1,614	1,614	0	0		
Flat 6+	1		1,915	1,915	0	0		
Flat 6+	2		1,915	1,915	0	0		
Flat 6+	3		1,915	1,915	0	0		
					1,001	1,437,777		

1,436 £/m2

Occupants	Beds	Count	Population	
			per unit	
Terrace	2	3	2.4	7
Terrace	3	3	2.4	7
Terrace	4	1	2.4	2
Semi	2	0	2.4	0
Semi	3	3	2.4	7
Semi	4	0	2.4	0
Det	3	0	2.4	0
Det	4	0	2.4	0
Det	5	0	2.4	0
Flat to5	1	1	2.4	2
Flat to5	2	1	2.4	2
Flat to5	3	0	2.4	0
Flat 6+	1	0	2.4	0
Flat 6+	2	0	2.4	0
Flat 6+	3	0	2.4	0
			<b>Residents</b>	<b>29</b>

ha per 1,000	
	Formal
0.150	Playgrounds
	Informal
0.180	Allotments
	Amenity Open Space (Informal Recreation)
0.000	
0.000	
0.000	
<b>0.330</b>	<b>ha</b>

Open Space Required	0.010
Gross - Net	0.010
Shortfall / Surplus	0.000

Summary	Construction		Saleable	
	Units	m2	m2	Average
Market Housing	8	707	701	87.63
Aff - rented	3	224	220	73.33
Shared Ownership	1	70	70	70.00
First Homes	0	0	0	70.00
	<b>12</b>	<b>1,001</b>	<b>991</b>	

Small Green 9

19

UNITS **9**  
Affordable 0%

Aff - rented 70% % of Aff  
0 Shared Ownr 30%  
First Homes 0% % of Aff

	Rounded
0	0
0.00	0
0	0
0	0

Modelling Density 30 units/ha  
Net:Gross 100%

Area ha  
Total 0.300  
Gross 0.300 ha  
Net 0.300 ha

Characteristics  
Sub Area Generally  
Green Brov Green  
Use Paddock

		Market					
Beds	m2	Circulation	9	Rounded	m2	m2	Circulation
Terrace	2	75	0.0%	16%	1.44	0	0
Terrace	3	95	0.0%	10%	0.90	3	285
Terrace	4	105	0.0%		0.00	0	0
Semi	2	85	0.0%	20%	1.80	2	170
Semi	3	100	0.0%	20%	1.80	2	200
Semi	4	110	0.0%		0.00	0	0
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	20%	1.80	1	130
Det	5	150	0.0%	10%	0.90	1	150
Flat to5	1	50	10.0%	4%	0.36	0	0
Flat to5	2	61	10.0%		0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0
Flat 6+	1	50	15.0%		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0
			<b>100%</b>	<b>9.00</b>	<b>9</b>	<b>935</b>	

Affordable for Rent				Shared Ownership				First Homes			
0	Rounded	m2	0	0	Rounded	m2	0	0	Rounded	m2	0
15%	0.00	0	0	20%	0.00	0	0	20%	0.00	0	0
20%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
25%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
	0.00	0	0	5%	0.00	0	0	5%	0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>

		BCIS				
		Lower Q	Median	Used	m2	
Terrace	2		1,407	1,407	0	0
Terrace	3		1,407	1,407	285	400,995
Terrace	4		1,407	1,407	0	0
Semi	2		1,429	1,429	170	242,930
Semi	3		1,429	1,429	200	285,800
Semi	4		1,429	1,429	0	0
Det	3		1,623	1,623	0	0
Det	4		1,623	1,623	130	210,990
Det	5		1,623	1,623	150	243,450
Flat to5	1		1,614	1,614	0	0
Flat to5	2		1,614	1,614	0	0
Flat to5	3		1,614	1,614	0	0
Flat 6+	1		1,915	1,915	0	0
Flat 6+	2		1,915	1,915	0	0
Flat 6+	3		1,915	1,915	0	0
					935	1,384,165

1,480 £/m2

Occupants	Beds	Count	Population
			per unit
Terrace	2	0	2.4
Terrace	3	3	2.4
Terrace	4	0	2.4
Semi	2	2	2.4
Semi	3	2	2.4
Semi	4	0	2.4
Det	3	0	2.4
Det	4	1	2.4
Det	5	1	2.4
Flat to5	1	0	2.4
Flat to5	2	0	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
			<b>Residents 22</b>

ha per 1,000	
Formal	
Playgrounds	
Informal	
Allotments	
Amenity Open Space (Informal Recreation)	
0.000	0
0.000	
0.000	
<b>0.000</b>	<b>ha</b>

Open Space Required	0.000
Gross - Net	0.000
Shortfall / Surplus	0.000

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	9	935	103.89	935	103.89
Aff - rented	0	0	103.89	0	103.89
Shared Ownership	0	0	103.89	0	103.89
First Homes	0	0	103.89	0	103.89
		<b>9</b>	<b>935</b>		<b>935</b>

**Small Green 4**

20

UNITS **4**  
Affordable 0%

Aff - rented 70% % of Aff  
0 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
0	0
0.00	0
0	0
0	0

Modelling Density 30 units/ha  
Net:Gross 100%

Area ha  
Total 0.133  
Gross 0.133 ha  
Net 0.133 ha

Characteristics  
Sub Area Generally  
Green Brov Green  
Use Paddock

		Market					
Beds	m2	Circulation	4	Rounded	m2	m2	Circulation
Terrace	2	75	0.0%	16%	0.64	0	0
Terrace	3	95	0.0%	10%	0.40	0	0
Terrace	4	105	0.0%		0.00	0	0
Semi	2	85	0.0%	20%	0.80	0	0
Semi	3	100	0.0%	20%	0.80	4	400
Semi	4	110	0.0%		0.00	0	0
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	20%	0.80	0	0
Det	5	150	0.0%	10%	0.40	0	0
Flat to5	1	50	10.0%	4%	0.16	0	0
Flat to5	2	61	10.0%		0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0
Flat 6+	1	50	15.0%		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0
			<b>100%</b>	<b>4.00</b>	<b>4</b>	<b>400</b>	

Affordable for Rent				Shared Ownership				First Homes			
0	Rounded	m2	0	0	Rounded	m2	0	0	Rounded	m2	0
15%	0.00	0	0	20%	0.00	0	0	20%	0.00	0	0
20%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
25%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
	0.00	0	0	5%	0.00	0	0	5%	0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0	30%	0.00	0	0	30%	0.00	0	0
	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>

		BCIS			
		Lower Q	Median	Used	m2
Terrace	2		1,407	1,407	0
Terrace	3		1,407	1,407	0
Terrace	4		1,407	1,407	0
Semi	2		1,429	1,429	0
Semi	3		1,429	1,429	400
Semi	4		1,429	1,429	0
Det	3		1,623	1,623	0
Det	4		1,623	1,623	0
Det	5		1,623	1,623	0
Flat to5	1		1,614	1,614	0
Flat to5	2		1,614	1,614	0
Flat to5	3		1,614	1,614	0
Flat 6+	1		1,915	1,915	0
Flat 6+	2		1,915	1,915	0
Flat 6+	3		1,915	1,915	0
					400

1,429 £/m2

Occupants	Beds	Count	Population
			per unit
Terrace	2	0	2.4
Terrace	3	0	2.4
Terrace	4	0	2.4
Semi	2	0	2.4
Semi	3	4	2.4
Semi	4	0	2.4
Det	3	0	2.4
Det	4	0	2.4
Det	5	0	2.4
Flat to5	1	0	2.4
Flat to5	2	0	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
			<b>Residents 10</b>

ha per 1,000	
Formal	
Playgrounds	
Informal	
Allotments	
Amenity Open Space (Informal Recreation)	
0.000	0
0.000	
0.000	
<b>0.000</b>	<b>ha</b>

Open Space Required	0.000
Gross - Net	0.000
Shortfall / Surplus	0.000

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	4	400	100.00	400	100.00
Aff - rented	0	0	100.00	0	100.00
Shared Ownership	0	0	100.00	0	100.00
First Homes	0	0	100.00	0	100.00
		<b>4</b>	<b>400</b>	<b>400</b>	

**Small Brown 9**

21

UNITS **9**  
Affordable **0%**

Aff - rented **70%** % of Aff  
0 Shared Owr **30%**  
First Homes **0%** % of Aff

	Rounded
0	0
0.00	0
0	0
0	0

Modelling Density **35** units/ha  
Net:Gross **100%**

Area ha  
Total **0.257**  
Gross **0.257** ha  
Net **0.257** ha

Characteristics  
Sub Area **Generally**  
Green Brov **Brown**  
Use **Industrial**

		Market					
Beds	m2	Circulation	9	Rounded	m2	m2	Circulation
Terrace	2	75	0.0%	16%	1.44	3	225
Terrace	3	95	0.0%	10%	0.90	2	190
Terrace	4	105	0.0%		0.00	0	0
Semi	2	85	0.0%	20%	1.80	0	0
Semi	3	100	0.0%	20%	1.80	4	400
Semi	4	110	0.0%		0.00	0	0
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	20%	1.80	0	0
Det	5	150	0.0%	10%	0.90	0	0
Flat to5	1	50	10.0%	4%	0.36	0	0
Flat to5	2	61	10.0%		0.00	0	0
Flat to5	3	74	10.0%		0.00	0	0
Flat 6+	1	50	15.0%		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0
			<b>100%</b>	<b>9.00</b>	<b>9</b>	<b>815</b>	

Affordable for Rent				Shared Ownership				First Homes			
0	Rounded	m2	0	0	Rounded	m2	0	0	Rounded	m2	0
15%	0.00	0	0	20%	0.00	0	0	20%	0.00	0	0
20%	0.00	0	0	15%	0.00	0	0	15%	0.00	0	0
25%	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
	0.00	0	0	5%	0.00	0	0	5%	0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0	30%	0.00	0	0	30%	0.00	0	0
	0.00	0	0	10%	0.00	0	0	10%	0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
	0.00	0	0		0.00	0	0		0.00	0	0
<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>

		BCIS			
		Lower Q	Median	Used	m2
Terrace	2		1,407	1,407	225
Terrace	3		1,407	1,407	190
Terrace	4		1,407	1,407	0
Semi	2		1,429	1,429	0
Semi	3		1,429	1,429	400
Semi	4		1,429	1,429	0
Det	3		1,623	1,623	0
Det	4		1,623	1,623	0
Det	5		1,623	1,623	0
Flat to5	1		1,614	1,614	0
Flat to5	2		1,614	1,614	0
Flat to5	3		1,614	1,614	0
Flat 6+	1		1,915	1,915	0
Flat 6+	2		1,915	1,915	0
Flat 6+	3		1,915	1,915	0
					815
					1,155,505

1,418 £/m2

Occupants		Population	
Beds	Count	per unit	
Terrace	2	3	2.4
Terrace	3	2	2.4
Terrace	4	0	2.4
Semi	2	0	2.4
Semi	3	4	2.4
Semi	4	0	2.4
Det	3	0	2.4
Det	4	0	2.4
Det	5	0	2.4
Flat to5	1	0	2.4
Flat to5	2	0	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
			<b>Residents</b>
			<b>22</b>

ha per 1,000	
Formal	
Playgrounds	
Informal	
Allotments	
Amenity Open Space (Informal Recreation)	
0.000	0
0.000	
0.000	
<b>0.000</b>	<b>ha</b>

Open Space Required	0.000
Gross - Net	0.000
Shortfall / Surplus	0.000

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	9	815	90.56	815	90.56
Aff - rented	0	0	90.56	0	90.56
Shared Ownership	0	0	90.56	0	90.56
First Homes	0	0	90.56	0	90.56
	<b>9</b>	<b>815</b>		<b>815</b>	



Small Brown 9 HD  
22

UNITS 9  
Affordable 0%

Aff - rented 70% % of Aff  
0 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
0	0
0.00	0
0	0
0	0

Modelling Density 65 units/ha  
Net:Gross 100%

Area ha  
Total 0.138  
Gross 0.138 ha  
Net 0.138 ha

Characteristics  
Sub Area Generally  
Green Brov Brown  
Use Industrial

		Market					
	Beds	m2	Circulation	9	Rounded	m2	Circulation
Terrace	2	75	0.0%	16%	1.44	0	0
Terrace	3	95	0.0%	10%	0.90	0	0
Terrace	4	105	0.0%		0.00	0	0
Semi	2	85	0.0%	20%	1.80	4	340
Semi	3	100	0.0%	20%	1.80	0	0
Semi	4	110	0.0%		0.00	0	0
Det	3	120	0.0%		0.00	0	0
Det	4	130	0.0%	20%	1.80	0	0
Det	5	150	0.0%	10%	0.90	0	0
Flat to5	1	50	10.0%	4%	0.36	2	110
Flat to5	2	61	10.0%		0.00	3	201
Flat to5	3	74	10.0%		0.00	0	0
Flat 6+	1	50	15.0%		0.00	0	0
Flat 6+	2	61	15.0%		0.00	0	0
Flat 6+	3	74	15.0%		0.00	0	0
				100%	9.00	9	651

Affordable for Rent				Shared Ownership				First Homes			
	0	Rounded	m2		0	Rounded	m2		0	Rounded	m2
	15%	0.00	0	0	20%	0.00	0	0	20%	0.00	0
	20%	0.00	0	0	15%	0.00	0	0	15%	0.00	0
	25%	0.00	0	0	10%	0.00	0	0	10%	0.00	0
		0.00	0	0		0.00	0	0		0.00	0
		0.00	0	0	10%	0.00	0	0	10%	0.00	0
		0.00	0	0	5%	0.00	0	0	5%	0.00	0
		0.00	0	0		0.00	0	0		0.00	0
		0.00	0	0		0.00	0	0		0.00	0
		0.00	0	0		0.00	0	0		0.00	0
	30%	0.00	0	0	30%	0.00	0	0	30%	0.00	0
	10%	0.00	0	0	10%	0.00	0	0	10%	0.00	0
		0.00	0	0		0.00	0	0		0.00	0
		0.00	0	0		0.00	0	0		0.00	0
		0.00	0	0		0.00	0	0		0.00	0
		0.00	0	0		0.00	0	0		0.00	0
		0.00	0	0		0.00	0	0		0.00	0
		0.00	0	0		0.00	0	0		0.00	0
		0.00	0	0		0.00	0	0		0.00	0
	100%	0.00	0	0	100%	0.00	0	0	100%	0.00	0

		BCIS			
		Lower Q	Median	Used	m2
Terrace	2		1,407	1,407	0
Terrace	3		1,407	1,407	0
Terrace	4		1,407	1,407	0
Semi	2		1,429	1,429	340
Semi	3		1,429	1,429	0
Semi	4		1,429	1,429	0
Det	3		1,623	1,623	0
Det	4		1,623	1,623	0
Det	5		1,623	1,623	0
Flat to5	1		1,614	1,614	110
Flat to5	2		1,614	1,614	201
Flat to5	3		1,614	1,614	0
Flat 6+	1		1,915	1,915	0
Flat 6+	2		1,915	1,915	0
Flat 6+	3		1,915	1,915	0
					651

1,517 £/m2

Occupants		Population	
Beds	Count	per unit	
Terrace	2	0	2.4
Terrace	3	0	2.4
Terrace	4	0	2.4
Semi	2	4	2.4
Semi	3	0	2.4
Semi	4	0	2.4
Det	3	0	2.4
Det	4	0	2.4
Det	5	0	2.4
Flat to5	1	2	2.4
Flat to5	2	3	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
			Residents 22

ha per 1,000	
Formal	
Playgrounds	
Informal	
Allotments	
Amenity Open Space (Informal Recreation)	
0.000	0
0.000	
0.000	
0.000	ha

Open Space Required	0.000
Gross - Net	0.000
Shortfall / Surplus	0.000

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	9	651	72.37	623	69.22
Aff - rented	0	0	72.37	0	69.22
Shared Ownership	0	0	72.37	0	69.22
First Homes	0	0	72.37	0	69.22
		9	651		623

**Small Brown 4**

23

UNITS **4**  
Affordable 0%

Aff - rented 70% % of Aff  
0 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
0	0
0.00	0
0	0
0	0

Modelling Density 40 units/ha  
Net:Gross 100%

Area ha  
Total 0.100  
Gross 0.100 ha  
Net 0.100 ha

Characteristics  
Sub Area Generally  
Green Brov Brown  
Use Industrial

		Market					
Beds	m2	Circulation	4	Rounded	m2	m2	Circulation
Terrace	2	75	0.0%	0.00	0	0	0.0%
Terrace	3	95	0.0%	0.00	0	0	0.0%
Terrace	4	105	0.0%	0.00	0	0	0.0%
Semi	2	85	0.0%	50%	2.00	2	170
Semi	3	100	0.0%	50%	2.00	2	200
Semi	4	110	0.0%	0.00	0	0	0.0%
Det	3	120	0.0%	0.00	0	0	0.0%
Det	4	130	0.0%	0.00	0	0	0.0%
Det	5	150	0.0%	0.00	0	0	0.0%
Flat to5	1	50	10.0%	0.00	0	0	10.0%
Flat to5	2	61	10.0%	0.00	0	0	10.0%
Flat to5	3	74	10.0%	0.00	0	0	10.0%
Flat 6+	1	50	15.0%	0.00	0	0	15.0%
Flat 6+	2	61	15.0%	0.00	0	0	15.0%
Flat 6+	3	74	15.0%	0.00	0	0	15.0%
			<b>100%</b>	<b>4.00</b>	<b>4</b>	<b>370</b>	

Affordable for Rent				Shared Ownership				First Homes			
0	Rounded	m2	0	0	Rounded	m2	0	0	Rounded	m2	0
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>100%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>

		BCIS			
		Lower Q	Median	Used	m2
Terrace	2		1,407	1,407	0
Terrace	3		1,407	1,407	0
Terrace	4		1,407	1,407	0
Semi	2		1,429	1,429	170
Semi	3		1,429	1,429	200
Semi	4		1,429	1,429	0
Det	3		1,623	1,623	0
Det	4		1,623	1,623	0
Det	5		1,623	1,623	0
Flat to5	1		1,614	1,614	0
Flat to5	2		1,614	1,614	0
Flat to5	3		1,614	1,614	0
Flat 6+	1		1,915	1,915	0
Flat 6+	2		1,915	1,915	0
Flat 6+	3		1,915	1,915	0
					370

1,429 £/m2

Occupants	Beds	Count	Population per unit
Terrace	2	0	2.4
Terrace	3	0	2.4
Terrace	4	0	2.4
Semi	2	2	2.4
Semi	3	2	2.4
Semi	4	0	2.4
Det	3	0	2.4
Det	4	0	2.4
Det	5	0	2.4
Flat to5	1	0	2.4
Flat to5	2	0	2.4
Flat to5	3	0	2.4
Flat 6+	1	0	2.4
Flat 6+	2	0	2.4
Flat 6+	3	0	2.4
			<b>Residents</b>

ha per 1,000
Formal
Playgrounds
Informal
Allotments
Amenity Open Space (Informal Recreation)
0.000
0.000
0.000
<b>0.000</b> ha

Open Space Required	0.000
Gross - Net	0.000
Shortfall / Surplus	0.000

Summary	Construction		Saleable	
	Units	m2	m2	Average
Market Housing	4	370	370	92.50
Aff - rented	0	0	0	92.50
Shared Ownership	0	0	0	92.50
First Homes	0	0	0	92.50
	<b>4</b>	<b>370</b>	<b>370</b>	

Small Brown 4 HD

24

UNITS 4  
Affordable

Aff - rented 70% % of Aff  
0 Shared Owr 30%  
First Homes 0% % of Aff

	Rounded
0	0
0.00	0
0	0
0	0

Modelling Density 100 units/ha  
Net:Gross 100%

Area ha  
Total 0.040  
Gross 0.040 ha  
Net 0.040 ha

Characteristics  
Sub Area Generally  
Green Brov Brown  
Use Industrial

	Beds	m2	Circulation	Market			m2	Circulation
				4	Rounded	m2		
Terrace	2	75	0.0%	0.00	0	0	70	0.0%
Terrace	3	95	0.0%	0.00	0	0	84	0.0%
Terrace	4	105	0.0%	0.00	0	0	97	0.0%
Semi	2	85	0.0%	0.00	0	0	79	0.0%
Semi	3	100	0.0%	0.00	0	0	93	0.0%
Semi	4	110	0.0%	0.00	0	0	106	0.0%
Det	3	120	0.0%	0.00	0	0	102	0.0%
Det	4	130	0.0%	0.00	0	0	115	0.0%
Det	5	150	0.0%	0.00	0	0	119	0.0%
Flat to5	1	50	10.0%	0.00	0	0	39	10.0%
Flat to5	2	61	10.0%	100%	4.00	4	61	10.0%
Flat to5	3	74	10.0%	0.00	0	0	74	10.0%
Flat 6+	1	50	15.0%	0.00	0	0	39	15.0%
Flat 6+	2	61	15.0%	0.00	0	0	61	15.0%
Flat 6+	3	74	15.0%	0.00	0	0	74	15.0%
				100%	4.00	4	268	

Affordable for Rent				Shared Ownership				First Homes			
0	Rounded	m2		0	Rounded	m2		0	Rounded	m2	
0.00	0	0		0.00	0	0		0.00	0	0	
0.00	0	0		0.00	0	0		0.00	0	0	
0.00	0	0		0.00	0	0		0.00	0	0	
0.00	0	0		0.00	0	0		0.00	0	0	
0.00	0	0		0.00	0	0		0.00	0	0	
0.00	0	0		0.00	0	0		0.00	0	0	
0.00	0	0		0.00	0	0		0.00	0	0	
0.00	0	0		0.00	0	0		0.00	0	0	
50%	0.00	0		0.00	0	0		0.00	0	0	
30%	0.00	0		100%	0.00	0		100%	0.00	0	
20%	0.00	0		0.00	0	0		0.00	0	0	
0.00	0	0		0.00	0	0		0.00	0	0	
0.00	0	0		0.00	0	0		0.00	0	0	
0.00	0	0		0.00	0	0		0.00	0	0	
0.00	0	0		0.00	0	0		0.00	0	0	
100%	0.00	0		100%	0.00	0		100%	0.00	0	

			BCIS				
			Lower Q	Median	Used	m2	
Terrace	2		1,407	1,407	0	0	
Terrace	3		1,407	1,407	0	0	
Terrace	4		1,407	1,407	0	0	
Semi	2		1,429	1,429	0	0	
Semi	3		1,429	1,429	0	0	
Semi	4		1,429	1,429	0	0	
Det	3		1,623	1,623	0	0	
Det	4		1,623	1,623	0	0	
Det	5		1,623	1,623	0	0	
Flat to5	1		1,614	1,614	0	0	
Flat to5	2		1,614	1,614	268	433,198	
Flat to5	3		1,614	1,614	0	0	
Flat 6+	1		1,915	1,915	0	0	
Flat 6+	2		1,915	1,915	0	0	
Flat 6+	3		1,915	1,915	0	0	
					268	433,198	

1,614 £/m2

Occupants	Beds	Count	Population	
			per unit	
Terrace	2	0	2.4	0
Terrace	3	0	2.4	0
Terrace	4	0	2.4	0
Semi	2	0	2.4	0
Semi	3	0	2.4	0
Semi	4	0	2.4	0
Det	3	0	2.4	0
Det	4	0	2.4	0
Det	5	0	2.4	0
Flat to5	1	0	2.4	0
Flat to5	2	4	2.4	10
Flat to5	3	0	2.4	0
Flat 6+	1	0	2.4	0
Flat 6+	2	0	2.4	0
Flat 6+	3	0	2.4	0
			<b>Residents</b>	<b>10</b>

ha per 1,000	
Formal	
Playgrounds	
Informal	
Allotments	
Amenity Open Space (Informal Recreation)	
0.000	0
0.000	
0.000	
0.000	ha

Open Space Required	0.000
Gross - Net	0.000
Shortfall / Surplus	0.000

Summary	Units	Construction		Saleable	
		m2	Average	m2	Average
Market Housing	4	268	67.10	244	61.00
Aff - rented	0	0	67.10	0	61.00
Shared Ownership	0	0	67.10	0	61.00
First Homes	0	0	67.10	0	61.00
	4	268		244	



			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	
			Officers Meadows	West Horndon	Dunton	Large Green 200	Medium Green 40	Medium Green 40	Medium Green 20	Medium Green 20	Medium Green 12	Medium Green 12	Large Brown 100	Large Brown 100 HD	Large Brown 40	Large Brown 40 HD	Medium Brown 20	Medium Brown 20 HD	Medium Brown 12	Medium Brown 12 HD	Small Green 9	Small Green 4	Small Brown 9	Small Brown 9 HD	Small Brown 4	Small Brown 4 HD	
			Shenfield	West Horndon	East Horndon	Urban Fringe	Rural	Urban Fringe	Rural	Urban Fringe	Rural	Urban Fringe	Urban Area	Urban Area	Urban Area	Urban Area	Urban Area	Urban Area	Urban Area	Urban Area	Urban Area	Generally	Generally	Generally	Generally	Generally	Generally
			Green/brown field	Green	Brown	Green	Green	Green	Green	Green	Green	Green	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Green	Brown	Brown	Brown	Brown
			Use	Agricultural	PDL	Ag / Golf	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Paddock	Paddock	Industrial	Industrial	Industrial	Industrial
Site Area	Gross	ha	38.740	17.250	257.000	7.619	1.270	1.270	0.635	0.635	0.343	0.343	2.222	1.810	1.270	0.684	0.635	0.308	0.343	0.185	0.300	0.133	0.257	0.138	0.100	0.040	
	Net	ha	28.200	10.230	128.500	5.714	1.143	1.143	0.571	0.571	0.343	0.343	1.667	1.538	1.143	0.615	0.571	0.308	0.343	0.185	0.300	0.133	0.257	0.138	0.100	0.040	
Units			825	580	4,000	200	40	40	20	20	12	12	100	100	40	40	20	20	12	12	9	4	9	9	4	4	
Mix	Market Housing		65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	Affordable Overall		35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	Affordable Rent		24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	Social Rent		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	Shared Ownership		10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	First Homes		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Existing Use Value	£/ha		25,000	1,200,000	100,000	25,000	25,000	25,000	25,000	25,000	50,000	50,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	50,000	50,000	1,200,000	1,200,000	1,200,000	1,200,000	
	£ site		968,500	20,700,000	25,700,000	192,057	38,411	38,411	15,873	15,873	17,618	17,618	3,180,800	3,026,954	1,843,749	1,210,782	761,905	388,239	422,833	232,943	15,000	6,667	308,571	166,154	120,000	48,000	
Uplift	£/ha		455,000	240,000	470,000	455,000	455,000	455,000	455,000	455,000	460,000	460,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	460,000	460,000	240,000	240,000	240,000	240,000	
	£ site		17,626,700	4,140,000	120,790,000	3,495,440	699,088	699,088	288,889	288,889	162,086	162,086	636,160	605,391	368,750	242,156	152,381	77,648	84,567	46,589	138,000	61,333	61,714	33,231	24,000	9,600	
Benchmark Land Value	£/ha		480,000	1,440,000	570,000	480,000	480,000	480,000	480,000	480,000	510,000	510,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	510,000	510,000	1,440,000	1,440,000	1,440,000	1,440,000	
	£ site		18,595,200	24,840,000	146,490,000	3,687,497	737,499	737,499	304,762	304,762	179,704	179,704	3,816,960	3,632,345	2,212,498	1,452,938	914,286	465,887	507,400	279,532	153,000	68,000	370,286	199,385	144,000	57,600	
Residual	Gross	£/ha	1,159,739	1,964,678	436,230	2,423,795	2,824,524	2,546,052	3,276,924	2,958,102	3,979,778	3,304,513	3,068,180	2,885,242	2,167,623	3,099,180	2,655,949	4,698,566	3,057,560	4,882,500	5,827,468	5,505,559	4,736,128	6,669,262	5,173,534	7,817,743	
	Net	£/ha	1,593,202	3,312,874	872,460	3,258,550	3,797,290	3,422,912	3,641,027	3,286,780	4,090,097	3,396,114	4,879,633	4,730,643	2,914,152	5,081,415	2,951,055	4,940,448	3,142,315	5,133,851	5,827,468	5,505,559	4,736,128	6,669,262	5,173,534	7,817,743	
		£ site	44,928,301	33,890,702	112,111,167	18,620,284	4,339,760	3,911,900	2,080,587	1,878,160	1,402,319	1,164,382	8,132,722	7,277,913	3,330,459	3,127,025	1,686,317	1,520,138	1,077,365	947,788	1,748,240	734,075	1,217,862	923,436	517,353	312,710	
Additional Profit	£ site		36,276,404	11,606,890	-61,919,335	18,707,078	4,041,364	3,561,349	1,992,292	1,765,190	1,369,426	1,102,485	5,097,441	4,305,861	1,298,129	1,894,444	866,139	1,182,761	639,442	749,714	1,786,629	739,787	950,893	810,712	415,388	278,180	
	£/m2		665	302	-234	1,415	1,516	1,336	1,533	1,363	1,605	1,292	764	755	487	821	646	1,029	767	1,087	1,911	1,849	1,167	1,245	1,123	1,036	













INCOME		Av Size m2		%	Number	Price	GDV	GIA
					40	£/m2	£	m2
Market Housing	Gross	102.5	102.31	65.00%	26	5,350	14,231,000	2,665
	Net							
Affordable Overall				35%	14			
Affordable Rent		75.2	73.80	24.50%	10	2,280	1,648,987	737
Social Rent		75.2	73.80	0.00%	0	1,550	0	0
Shared Ownership		66.7	65.75	10.50%	4	3,478	960,312	280
First Homes		66.7	65.75	0.00%	0	0	0	0
Grant and Subsidy	Affordable Rent					0	0	
	Social Rent					0	0	
	Shared Ownership					0	0	
SITE AREA - Net		1.143	ha	35	/ha		16,840,299	3,682
SITE AREA - Gross		1.536	ha	26	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	4,339,760	3,797,290	2,824,524
Existing Use Value	38,411		25,000
Uplift		7,682	5,000
Plus /ha	450,000	691,406	450,000
Benchmark Land Value	737,499		480,000

Additional Profit	4,041,364	1,516
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RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+h  
Closing balance = 0

Check on phasing dwgs nos  
correct

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
LAND	Land		4,339,760		
	Stamp Duty		206,488		
	Easements etc.		0		
	Legals /Acquisition	1.50%	65,096	271,584	
Fees	Planning		18,480		
	Professional	10.00%	695,680	714,160	
CONSTRUCTION	Build Cost	1,799	6,624,155		
	s106 / CIL / IT		100,000		
	Contingency	2.50%	165,604		
	Abnormals	0.00%	0		
FINANCE			67,040	6,956,799	
	Fees	0%	0		
	Interest	7.00%	0	0	
LEGAL AND VALUATION			0	0	
			0	0	
SALES	Agents	%	3.0%	505,209	
	Legals	%	0.5%	84,201	
		£/unit	0	0	
	Misc.	%	0.0%	0	589,410
Developers Profit					
Market Housing	% Value	17.50%		2,490,425	
Affordable Housing	% Value	17.50%		456,627	
First Homes	% Value	17.50%		0	

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	40		18,480
No dwgs under 50	40	462	18,480
No dwgs over 50	0	138	0
		Total	18,480

Stamp duty calc - Residual			
Land payment			4,339,760
			206,488
		Total	4,546,248

Stamp duty calc - Residual			
Land payment			737,499
			26,375
		Total	763,874

Pre CIL s106			
2,500	£/ Unit (all)		100,000
	Total		100,000

Post CIL s106			
2,500	£/ Unit (all)		100,000
0	£/m2		0
	Total		100,000

Inf Tariff			
% GDV			0
0.00%			0

Build Cost			/m2
CO2 Plus	%	3.00%	1,491.12
Acc & Adpt	£/m2		44.73
Water	£/m2		19.50
Over Extra 1	£/m2		7.55
Over Extra 2	£/m2		0.10
Small Site	%	0.00%	0.00
Site Costs	Base	15.00%	1,563.00
	BNG	0.10%	234.45
			1,797.45

RESIDUAL CASH FLOW FOR INTEREST

INCOME	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
UNITS Started			10	10			10	10			10	10			10	10			10	10			10	10	
Market Housing			0	0	0	0	3,557,750	3,557,750	3,557,750	3,557,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	412,247	412,247	412,247	412,247	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	240,078	240,078	240,078	240,078	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	4,210,075	4,210,075	4,210,075	4,210,075	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																									
Stamp Duty	206,488																								
Easements etc.	0																								
Legals Acquisition	65,096																								
Planning Fee	18,480																								
Professional	347,840		347,840																						
Build Cost - BCIS Base		0	552,013	1,104,026	1,656,039	1,656,039	1,104,026	552,013	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL/Tariff		0	8,333	16,667	25,000	25,000	16,667	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency		0	13,800	27,601	41,401	41,401	27,601	13,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals		0	5,587	11,173	16,760	16,760	11,173	5,587	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	0																								
Legal and Valuation	0																								
Agents	0	0	0	0	0	0	126,302	126,302	126,302	126,302	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	21,050	21,050	21,050	21,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0		0																						
COSTS BEFORE LAND INT AND PROFIT	637,904	0	927,573	1,159,466	1,739,200	1,739,200	1,306,819	727,086	147,353	147,353	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation																									
Land	4,339,760																								
Interest		87,109	88,634	106,417	128,570	161,256	194,514	147,111	88,733	19,188	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Developers Return																								2,490,425	
Market Housing																								456,627	
Affordable for Rent																								0	
First Homes																								0	
Cash Flow	-4,977,664	-87,109	-1,016,207	-1,265,884	-1,867,770	-1,900,456	2,708,742	3,335,878	3,973,989	4,043,534	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,947,052	
Opening Balance	0																								
Closing Balance	-4,977,664	-5,064,773	-6,080,980	-7,346,864	-9,214,634	-11,115,090	-8,406,348	-5,070,470	-1,096,481	2,947,052	2,947,052	2,947,052	2,947,052	2,947,052	2,947,052	2,947,052	2,947,052	2,947,052	2,947,052	2,947,052	2,947,052	2,947,052	2,947,052	0	



Site 6 Medium Green 40 Fringe							
INCOME	Av Size	m2	%	Number	Price	GDV	GIA
	Gross	Net			£/m2	£	m2
Market Housing	102.5	102.31	65.00%	26	5,120	13,619,200	2,665
Affordable Overall			35%	14			
Affordable Rent	75.2	73.80	24.50%	10	2,280	1,648,987	737
Social Rent	75.2	73.80	0.00%	0	1,550	0	0
Shared Ownership	66.7	65.75	10.50%	4	3,328	919,027	280
First Homes	66.7	65.75	0.00%	0	0	0	0
Grant and Subsidy							
Affordable Rent					0	0	
Social Rent					0	0	
Shared Ownership					0	0	
SITE AREA - Net	1.143	ha	35	/ha		16,187,214	3,682
SITE AREA - Gross	1.536	ha	26	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	3,911,900	3,422,912	2,546,052
Existing Use Value		38,411	25,000
Uplift		7,682	5,000
Plus /ha	450,000	691,406	450,000
<b>Benchmark Land Value</b>	<b>737,499</b>	<b>480,000</b>	

Additional Profit	3,561,349	1,336
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RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+h Closing balance = 0

Check on phasing dwgs nos correct

DEVELOPMENT COSTS						
LAND		/unit or m2		Total		
Land				3,911,900		
Stamp Duty				185,095		
Easements etc.				0		
Legals /Acquisition	1.50%			58,678	243,773	
Fees						
Planning				18,480		
Professional	10.00%			695,680	714,160	
CONSTRUCTION						
Build Cost	1,799			6,624,155		
s106 / CIL / IT				100,000		
Contingency	2.50%			165,604		
Abnormals	0.00%			0		
FINANCE						
Fees	0%			0		
Interest	7.00%			0	0	
Legal and Valuation						
SALES						
Agents	3.0%			485,616		
Legals	0.5%			80,936		
Misc.	0.0%			0	566,553	12,393,184
Developers Profit						
Market Housing	% Value	17.50%				2,383,360
Affordable Housing	% Value	17.50%				449,403
First Homes	% Value	17.50%				0

Planning fee calc	dwgs	rate	
Planning app fee	40		
No dwgs	40	462	18,480
No dwgs under 50	0	138	0
No dwgs over 50			
<b>Total</b>			<b>18,480</b>

Stamp duty calc - Residual		
Land payment		3,911,900
<b>Total</b>		<b>185,095</b>

Stamp duty calc - Residual		
Land payment		737,499
<b>Total</b>		<b>26,375</b>

Pre CIL s106	2,500 £/ Unit (all)	Total
		100,000

Post CIL s106	2,500 £/ Unit (all)	CIL	100,000
		0	0
<b>Total</b>			<b>100,000</b>

Inf Tariff	% GDV	0
	0.00%	

Build Cost	/m2	1,491.12
CO2 Plus	%	3.00% 44.73
Acc & Adpt	%	0.00% 0.00
Water	£/m2	7.55
Over Extra 1	%	0.00% 0.10
Over Extra 2	%	0.00% 0.00
Small Site	%	0.00% 0.00
<b>Site Costs</b>	<b>Base</b>	<b>15.00% 234.45</b>
	<b>BNG</b>	<b>0.10% 1.56</b>
		<b>1,799.01</b>

RESIDUAL CASH FLOW FOR INTEREST

INCOME	Year 1	Year 2				Year 3				Year 4				Year 5				Year 6						
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4			
UNITS Started	10			10	10																			
Market Housing				0	0			3,404,800	3,404,800	3,404,800	3,404,800	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0			412,247	412,247	412,247	412,247	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0			229,757	229,757	229,757	229,757	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>4,046,804</b>	<b>4,046,804</b>	<b>4,046,804</b>	<b>4,046,804</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
EXPENDITURE																								
Stamp Duty	185,095																							
Easements etc.	0																							
Legals Acquisition	58,678																							
Planning Fee	18,480																							
Professional	347,840			347,840																				
Build Cost - BCIS Base				0	552,013	1,104,026	1,656,039	1,656,039	1,104,026	552,013	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff				0	8,333	16,667	25,000	25,000	16,667	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency				0	13,800	27,601	41,401	41,401	27,601	13,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals				0	5,587	11,173	16,760	16,760	11,173	5,587	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0			0																				
Legal and Valuation	0			0																				
Agents	0	0	0	0	0	0	0	121,404	121,404	121,404	121,404	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	20,234	20,234	20,234	20,234	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0			0																				
<b>COSTS BEFORE LAND INT AND PROFIT</b>	<b>610,093</b>	<b>0</b>	<b>927,573</b>	<b>1,159,466</b>	<b>1,739,200</b>	<b>1,739,200</b>	<b>1,301,105</b>	<b>721,371</b>	<b>141,638</b>	<b>141,638</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
For Residual Valuation	Land	3,911,900																						
	Interest		79,135	80,520	98,161	120,170	152,709	185,817	141,019	85,292	18,444	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								2,383,360
Affordable for Rent																								449,403
First Homes																								0
Cash Flow	-4,521,993	-79,135	-1,008,093	-1,257,628	-1,859,370	-1,891,909	2,559,882	3,184,413	3,819,873	3,886,721	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,832,763
Opening Balance	0																							0
Closing Balance	-4,521,993	-4,601,128	-5,609,221	-6,866,849	-8,726,218	-10,618,127	-8,058,245	-4,873,832	-1,053,959	2,832,763	2,832,763	2,832,763	2,832,763	2,832,763	2,832,763	2,832,763	2,832,763	2,832,763	2,832,763	2,832,763	2,832,763	2,832,763	2,832,763	0

v1 Base  
Site 7



Site 7 Medium Green 20

INCOME	Av Size	m2	%	Number	Price	GDV	GIA
				20	£/m2	£	m2
Market Housing	100.0	99.62	65.00%	13	5,350	6,928,250	1,300
Affordable Overall			35%	7			
Affordable Rent	67.4	65.80	24.50%	5	2,280	735,118	330
Social Rent	67.4	65.80	0.00%	0	1,550	0	0
Shared Ownership	56.5	54.50	10.50%	2	3,478	398,000	119
First Homes	56.5	54.50	0.00%	0	0	0	0
Grant and Subsidy							
Affordable Rent					0	0	
Social Rent					0	0	
Shared Ownership					0	0	
SITE AREA - Net	0.571	ha	35	/ha		8,061,367	1,749
SITE AREA - Gross	0.635	ha	32	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	2,080,587	3,641,027	3,276,924
Existing Use Value	15,873		25,000
Uplift		20%	3,175
Plus /ha	450,000	285,714	450,000
<b>Benchmark Land Value</b>	<b>304,762</b>		<b>480,000</b>

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+h  
Closing balance = 0

Check on phasing dwgs nos  
correct

	£/m2	
<b>Additional Profit</b>	1,992,292	1,533

DEVELOPMENT COSTS					
		/unit or m2		Total	
LAND	Land				2,080,587
	Stamp Duty			93,529	
	Easements etc.			0	
	Legals/Acquisition	1.50%	31,209	124,738	
Fees	Planning		9,240		
	Professional	10.00%	333,186	342,426	
CONSTRUCTION	Build Cost	1.812	3,169,107		
	s106 / CIL / IT		50,000		
	Contingency	2.50%	79,228		
	Abnormals	0.00%	0		
			33,520	3,331,855	
FINANCE	Fees	0%	0		
	Interest	7.00%	0	0	
	Legal and Valuation				
SALES	Agents	%	3.0%	241,841	
	Legals	%	0.5%	40,307	
		£/unit		0	
	Misc.	%	0.0%	0	282,148

Developers Profit					
Market Housing	% Value	17.50%		1,212,444	
Affordable Housing	% Value	17.50%		198,296	
First Homes	% Value	17.50%		0	

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	20		9,240
No dwgs under 50	20	462	9,240
No dwgs over 50	0	138	0
		<b>Total</b>	9,240

Stamp duty calc - Residual	
Land payment	2,080,587
<b>Total</b>	93,529

Stamp duty calc - Residual	
Land payment	304,762
<b>Total</b>	4,738

Pre CIL s106	2,500 £/ Unit (all)		
<b>Total</b>		50,000	

Post CIL s106	2,500	£/ Unit (all)	50,000
CIL	0	£/m2	0
<b>Total</b>			50,000

Inf Tariff	% GDV	0.00%	0
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Build Cost			/m2
CO2 Plus	%	3.00%	1,502.37
Acc & Adpt	%	0.00%	45.07
Water	£/m2		19.50
Over Extra 1	£/m2		0.00
Over Extra 2	%	0.00%	0.00
Small Site	%	0.00%	0.00
<b>Site Costs</b>	Base	15.00%	1,574.60
	BNG	0.10%	236.19
			1,812.36

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>INCOME</b>																								
UNITS Started			5	5			5	5																
Market Housing				0			1,732,063	1,732,063	1,732,063	1,732,063	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0			183,779	183,779	183,779	183,779	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0			99,500	99,500	99,500	99,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>INCOME</b>	0	0	0	0	0	0	2,015,342	2,015,342	2,015,342	2,015,342	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>EXPENDITURE</b>																								
Stamp Duty	93,529																							
Easements etc.	0																							
Legals Acquisition	31,209																							
Planning Fee	9,240																							
Professional	166,593		166,593																					
Build Cost - BCIS Base			0	264,092	528,185	792,277	792,277	528,185	264,092	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL/Tariff			0	4,167	8,333	12,500	12,500	8,333	4,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency			0	6,602	13,205	19,807	19,807	13,205	6,602	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals			0	2,793	5,587	8,380	8,380	5,587	2,793	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	60,460	60,460	60,460	60,460	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,077	10,077	10,077	10,077	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0																							
<b>COSTS BEFORE LAND INT AND PROFIT</b>	300,571	0	444,247	555,309	832,964	832,964	625,846	348,192	70,537	70,537	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>For Residual Valuation</b>																								
Land Interest	2,080,587	41,670	42,399	50,916	61,525	77,178	93,106	70,419	42,476	9,185	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Developers Return</b>																								
Market Housing																								
Affordable for Rent																								
First Homes																								
Cash Flow	-2,381,158	-41,670	-486,647	-606,225	-894,489	-910,142	1,296,390	1,596,731	1,902,329	1,935,619	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,410,739
Opening Balance	0																							
<b>Closing Balance</b>	-2,381,158	-2,422,828	-2,909,475	-3,515,700	-4,410,188	-5,320,330	-4,023,940	-2,427,209	-524,880	1,410,739	1,410,739	1,410,739	1,410,739	1,410,739	1,410,739	1,410,739	1,410,739	1,410,739	1,410,739	1,410,739	1,410,739	1,410,739	1,410,739	0







Site 10 Medium Green 12 Fringe							
INCOME	Av Size		%	Number	Price	GDV	GIA
	m2				£/m2	£	m2
Market Housing	Gross	Net	65.00%	8	5,120	4,368,000	853
Affordable Overall			35%	4.2			
Affordable Rent	74.6	73.33	24.50%	3	2,280	491,568	219
Social Rent	74.6	73.33	0.00%	0	1,550	0	0
Shared Ownership	70.0	70.00	10.50%	1	3,328	293,530	88
First Homes	70.0	70.00	0.00%	0	0	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.343 ha		35	/ha		5,153,098	1,161
SITE AREA - Gross	0.352 ha		34	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
<b>Residual Land Value</b>	<b>1,164,382</b>	<b>3,396,114</b>	<b>3,304,513</b>
Existing Use Value	17,618		50,000
Uplift	20%	3,524	10,000
Plus /ha	450,000	158,563	450,000
<b>Benchmark Land Value</b>	<b>179,704</b>		<b>510,000</b>

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+h  
Closing balance = 0

Check on phasing dwgs nos  
correct

<b>Additional Profit</b>	<b>1,102,485</b>	<b>1,292</b>
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DEVELOPMENT COSTS					
		/unit or m2	Total		
<b>LAND</b>	Land				
	Stamp Duty		47,719		1,164,382
	Easements etc.		0		
	Legals /Acquisition	1.50%	17,466		65,185
<b>Fees</b>	Planning		5,544		
	Professional	10.00%	230,621		236,165
<b>CONSTRUCTION</b>	Build Cost	1.806	2,096,742		
	s106 / CIL / IT		30,000		
	Contingency	2.50%	52,419		
	Abnormals	5.00%	104,837		
			22,212	2,306,209	
<b>FINANCE</b>	Fees	0%	0		
	Interest	7.00%	0	0	
	Legal and Valuation		0		
<b>SALES</b>	Agents	3.0%	154,593		
	Legals	0.5%	25,765		
		£/unit	0	0	
	Misc.	0.0%	0	180,358	3,952,300
<b>Developers Profit</b>	Market Housing	% Value	17.50%		764,400
	Affordable Housing	% Value	17.50%		137,392
	First Homes	% Value	17.50%		0

Planning fee calc	dwgs	rate	
Planning app fee	12		5,544
No dwgs under 50	12	462	5,544
No dwgs over 50	0	138	0
		<b>Total</b>	<b>5,544</b>

<b>Stamp duty calc - Residual</b>			
Land payment			1,164,382
		<b>Total</b>	<b>47,719</b>

<b>Stamp duty calc - Residual</b>			
Land payment			179,704
		<b>Total</b>	<b>594</b>

Pre CIL s106	2,500 £/ Unit (all)		
		<b>Total</b>	<b>30,000</b>

Post CIL s106	2,500 £/ Unit (all)		30,000
CIL	0 £/m2		0
		<b>Total</b>	<b>30,000</b>

Inf Tariff	% GDV		
	0.00%		0

Build Cost					/m2
CO2 Plus	%		3.00%		1,497.32
Acc & Adpt	%		0.00%		44.92
Water	£/m2				19.50
Over Extra 1	%		0.00%		7.55
Over Extra 2	%		0.00%		0.10
Small Site	£/m2				0.00
	%				0.00
<b>Site Costs</b>	Base		15.00%		<b>1,569.39</b>
	BNG		0.10%		235.41
					<b>1,806.37</b>

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>INCOME</b>																								
UNITS Started			3	3			3	3			3	3			3	3			3	3			3	3
Market Housing			0	0			1,092,000	1,092,000			1,092,000	1,092,000			0	0			0	0			0	0
Affordable Rent			0	0			122,892	122,892			122,892	122,892			0	0			0	0			0	0
Social Rent			0	0			0	0			0	0			0	0			0	0			0	0
Shared Ownership			0	0			73,382	73,382			73,382	73,382			0	0			0	0			0	0
First Homes			0	0			0	0			0	0			0	0			0	0			0	0
Grant and Subsidy			0	0			0	0			0	0			0	0			0	0			0	0
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,288,274</b>	<b>1,288,274</b>	<b>1,288,274</b>	<b>1,288,274</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>EXPENDITURE</b>																								
Stamp Duty	47,719																							
Easements etc.	0																							
Legals Acquisition	17,466																							
Planning Fee	5,544																							
Professional	115,310		115,310																					
Build Cost - BCIS Base		0	174,728	349,457	524,185	524,185	349,457	174,728	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	2,500	5,000	7,500	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	4,368	8,736	13,105	13,105	8,736	4,368	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	10,587	21,175	31,762	31,762	21,175	10,587	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	38,648	38,648	38,648	38,648	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,441	6,441	6,441	6,441	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0																							
<b>COSTS BEFORE LAND INT AND PROFIT</b>	<b>186,039</b>	<b>0</b>	<b>307,495</b>	<b>384,368</b>	<b>576,552</b>	<b>576,552</b>	<b>429,458</b>	<b>237,274</b>	<b>45,090</b>	<b>45,090</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>For Residual Valuation</b>																								
Land	1,164,382																							
Interest		23,632	24,046	29,848	37,097	47,836	58,762	44,761	27,152	5,872	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Developers Return</b>																								
Market Housing																								
Affordable for Rent																								
First Homes																								
<b>Cash Flow</b>	<b>-1,350,421</b>	<b>-23,632</b>	<b>-331,541</b>	<b>-414,216</b>	<b>-613,649</b>	<b>-624,388</b>	<b>800,054</b>	<b>1,006,239</b>	<b>1,216,033</b>	<b>1,237,313</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-901,792</b>
Opening Balance	0																							
<b>Closing Balance</b>	<b>-1,350,421</b>	<b>-1,374,054</b>	<b>-1,705,594</b>	<b>-2,119,810</b>	<b>-2,733,459</b>	<b>-3,357,847</b>	<b>-2,557,793</b>	<b>-1,551,554</b>	<b>-335,521</b>	<b>901,792</b>	<b>901,792</b>	<b>901,792</b>	<b>901,792</b>	<b>901,792</b>	<b>901,792</b>	<b>901,792</b>	<b>901,792</b>	<b>901,792</b>	<b>901,792</b>	<b>901,792</b>	<b>901,792</b>	<b>901,792</b>	<b>901,792</b>	<b>0</b>







Site 12 Large Brown 100 HD						
INCOME	Av Size m2	%	Number	Price	GDV	GIA
	Gross	Net	100	£/m2	£	m2
Market Housing	87.8	86.62	65	5,190	29,217,850	5,706
Affordable Overall			35			
Affordable Rent	72.5	70.79	25	2,280	3,954,423	1,777
Social Rent	72.5	70.79	0	1,550	0	0
Shared Ownership	71.1	69.45	11	3,373	2,460,046	746
First Homes	71.1	69.45	0	0	0	0
Grant and Subsidy				0	0	0
	Affordable Rent			0	0	0
	Social Rent			0	0	0
	Shared Ownership			0	0	0
SITE AREA - Net	1.538 ha	65	/ha		35,632,318	8,229
SITE AREA - Gross	2.522 ha	40	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	7,277,913	4,730,643	2,885,242
Existing Use Value	3,026,954		1,200,000
Uplift	20%	605,391	240,000
Plus /ha	0	0	0
Benchmark Land Value	3,632,345		1,440,000

Additional Profit	4,305,861	755
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RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+h  
Closing balance = 0

Check on phasing dwgs nos  
correct

DEVELOPMENT COSTS			
LAND		/unit or m2	Total
Land			7,277,913
Stamp Duty			353,396
Easements etc.			0
Legals /Acquisition	1.50%	109,169	462,564
Fees			30,000
Planning		10.00%	1,645,006
Professional			1,675,006
CONSTRUCTION			14,629,051
Build Cost	1.778		250,000
s106 / CIL / IT		5.00%	731,453
Contingency		5.00%	731,453
Abnormals			108,100
FINANCE			16,450,056
Fees	0%	0	0
Interest	7.00%	0	0
Legal and Valuation			0
SALES			1,068,970
Agents	3.0%		178,162
Legals	0.5%		0
Misc.	£/unit		0
	%		0
			1,247,131
			27,112,670
Developers Profit			5,113,124
Market Housing % Value	17.50%		1,122,532
Affordable Housing % Value	17.50%		0
First Homes % Value	17.50%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	100		23,100
No dwgs under 50	50	462	6,900
No dwgs over 50	50	138	30,000
		Total	353,396

Stamp duty calc - Residual	
Land payment	7,277,913
Total	353,396

Stamp duty calc - Residual	
Land payment	3,632,345
Total	171,117

Pre CIL s106	
2,500 £/ Unit (all)	250,000
Total	250,000

Post CIL s106	
2,500 £/ Unit (all)	250,000
CIL	0
Total	250,000

Inf Tariff	
% GDV	0.00%
Total	0

Build Cost			/m2
			1,460.85
CO2 Plus	%	3.00%	43.83
Acc & Adpt	£/m2		19.50
Water	£/m2		14.85
Over Extra 1	%	0.00%	0.10
Over Extra 2	£/m2		0.00
Small Site	%	0.00%	0.00
Site Costs	Base	15.00%	1,539.13
	BNG	0.50%	230.87
			7.70
			1,777.69

RESIDUAL CASH FLOW FOR INTEREST																																
INCOME	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6											
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4								
UNITS Started	10			10	10			10	10			10	10			10	10			10	10			10	10			10				
Market Housing				0				0				0				0				0				0				0				
Affordable Rent				0				0				0				0				0				0				0				
Social Rent				0				0				0				0				0				0				0				
Shared Ownership				0				0				0				0				0				0				0				
First Homes				0				0				0				0				0				0				0				
Grant and Subsidy				0				0				0				0				0				0				0				
INCOME	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
EXPENDITURE																																
Stamp Duty	353,396																															
Easements etc.	0																															
Legals Acquisition	109,169																															
Planning Fee	30,000																															
Professional	822,503			822,503																												
Build Cost - BCIS Base				0				487,635				975,270				1,462,905				1,462,905												
s106/CIL/Tariff				0				8,333				16,667				25,000				25,000												
Contingency				0				24,382				48,764				73,145				73,145												
Abnormals				0				27,985				55,970				83,955				83,955												
Finance Fees	0			0				0				0				0				0												
Legal and Valuation	0			0				0				0				0				0												
Agents	0	0	0	0	0	0	0	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	106,897	
Legals	0	0	0	0	0	0	0	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	17,816	
Misc.	0			0				0				0				0				0												
COSTS BEFORE LAND INT AND PROFIT	1,315,067	0	1,370,838	1,096,670	1,645,006	1,645,006	1,769,719	1,769,719	1,769,719	1,769,719	1,769,719	1,769,719	1,769,719	1,769,719	1,769,719	1,769,719	1,221,383	673,048	124,713	124,713	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation	Land	7,277,913																														
Developers Return	Interest		150,377	153,009	179,676	202,012	234,335	267,223	240,513	213,336	185,683	157,546	128,916	99,786	60,550	11,031	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																															5,113,124	
Affordable for Rent																															1,122,532	
First Homes																															0	
Cash Flow	-8,592,980	-150,377	-1,523,847	-1,276,346	-1,847,018	-1,879,341	-1,526,290	-1,553,000	-1,580,177	-1,607,830	-1,635,967	-1,664,597	-2,242,063	-2,829,634	-3,427,488	-3,438,519	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-6,235,656	
Opening Balance	0																															
Closing Balance	-8,592,980	-8,743,357	-10,267,204	-11,543,550	-13,390,568	-15,269,909	-13,743,619	-12,190,619	-10,610,442	-9,002,611	-7,366,644	-5,702,047	-3,459,984	-630,351	2,797,137	6,235,656	6,235,656	6,235,656	6,235,656	6,235,656	6,235,656	6,235,656	6,235,656	6,235,656	6,235,656	6,235,656	6,235,656	6,235,656	6,235,656	6,235,656	0	





Site 14 Large Brown 40 HD							
INCOME	Av Size	m2	%	Number	Price	GDV	GIA
					£/m2	£	m2
Market Housing	88.8	87.85	65.00%	26	5,174	11,817,850	2,308
Affordable Overall			35%	14			
Affordable Rent	75.2	73.80	24.50%	10	2,280	1,648,987	737
Social Rent	75.2	73.80	0.00%	0	1,550	0	0
Shared Ownership	73.5	72.50	10.50%	4	3,363	1,024,102	309
First Homes	73.5	72.50	0.00%	0	0	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.615	ha	65	/ha		14,490,939	3,354
SITE AREA - Gross	1.009	ha	40	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	3,127,025	5,081,415	3,099,180
Existing Use Value	1,210,782		1,200,000
Uplift	20%	242,156	240,000
Plus /ha	0	0	0
<b>Benchmark Land Value</b>	<b>1,452,938</b>		<b>1,440,000</b>

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+I  
Closing balance = 0

Check on phasing dwgs nos  
correct

Additional Profit	1,894,444	821
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DEVELOPMENT COSTS					
		/unit or m2	Total		
<b>LAND</b>	Land				3,127,025
	Stamp Duty		145,851		
	Easements etc.		0		
	Legals /Acquisition	1.50%	46,905	192,757	
<b>Fees</b>	Planning		18,480		
	Professional	10.00%	660,218	678,698	
<b>CONSTRUCTION</b>	Build Cost	1.756	5,890,143		
	s106 / CIL / IT		100,000		
	Contingency	5.00%	294,507		
	Abnormals	5.00%	294,507		
	£		23,020	6,602,178	
<b>FINANCE</b>	Fees	0%	0		
	Interest	7.00%	0	0	
	Legal and Valuation				
<b>SALES</b>	Agents	3.0%	434,728		
	Legals	0.5%	72,455		
	£/unit		0		
	Misc.	0.0%	0	507,183	11,107,840
<b>Developers Profit</b>	Market Housing % Value	17.50%			2,068,124
	Affordable Housing % Value	17.50%			467,791
	First Homes % Value	17.50%			0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	40		18,480
No dwgs under 50	40	462	18,480
No dwgs over 50	0	138	0
	<b>Total</b>		18,480

Stamp duty calc - Residual			
Land payment			
			3,127,025
<b>Total</b>			145,851

Stamp duty calc - Residual			
Land payment			
			1,452,938
<b>Total</b>			62,147

Pre CIL s106			
2,500 £/ Unit (all)	Total		
			100,000

Post CIL s106			
2,500 £/ Unit (all)	CIL	£/m2	100,000
	0		0
<b>Total</b>			100,000

Inf Tariff			
% GDV			
0.00%			0

Build Cost				
	%			/m2
CO2 Plus	3.00%			1,449.90
Acc & Adpt	0.00%			43.50
Water				19.50
Over Extra 1	0.00%			7.55
Over Extra 2	0.00%			0.10
Small Site				0.00
Site Costs				0.00
Base	15.00%			228.08
BNG	0.50%			7.60
<b>Total</b>				1,756.23

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>INCOME</b>																								
UNITS Started			8	8			8	8			8	8			8	8			8	8			8	8
Market Housing			0	0			2,363,570	2,363,570			2,363,570	2,363,570			2,363,570	2,363,570			2,363,570	2,363,570			2,363,570	2,363,570
Affordable Rent			0	0			329,797	329,797			329,797	329,797			329,797	329,797			329,797	329,797			329,797	329,797
Social Rent			0	0			0	0			0	0			0	0			0	0			0	0
Shared Ownership			0	0			0	0			0	0			0	0			0	0			0	0
First Homes			0	0			204,820	204,820			204,820	204,820			204,820	204,820			204,820	204,820			204,820	204,820
Grant and Subsidy			0	0			0	0			0	0			0	0			0	0			0	0
<b>INCOME</b>	0	0	0	0	0	0	2,898,188	2,898,188	0	0	2,898,188	2,898,188	0	0	2,898,188	2,898,188	0	0	2,898,188	2,898,188	0	0	2,898,188	2,898,188
<b>EXPENDITURE</b>																								
Stamp Duty	145,851																							
Easements etc.	0																							
Legals Acquisition	46,905																							
Planning Fee	18,480																							
Professional	330,109			330,109																				
Build Cost - BCIS Base			0	392,676	785,352	1,178,029	1,178,029	1,178,029	785,352	392,676	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff			0	6,667	13,333	20,000	20,000	20,000	13,333	6,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	19,634	39,268	58,901	58,901	58,901	39,268	19,634	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	21,168	42,337	63,505	63,505	63,505	42,337	21,168	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	86,946	86,946	86,946	86,946	86,946	86,946	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	14,491	14,491	14,491	14,491	14,491	14,491	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0																							
<b>COSTS BEFORE LAND INT AND PROFIT</b>	541,346	0	770,254	880,290	1,320,436	1,320,436	1,421,872	981,727	541,582	101,437	101,437	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>For Residual Valuation</b>																								
Land	3,127,025																							
Interest		64,196	65,320	79,942	96,747	121,547	146,782	123,515	92,139	52,510	4,486	0	0	0	0	0	0	0	0	0	0	0	0	
<b>Developers Return</b>																								
Market Housing																								2,068,124
Affordable for Rent																								467,791
First Homes																								0
Cash Flow	-3,668,370	-64,196	-835,574	-960,233	-1,417,182	-1,441,983	1,329,534	1,792,946	2,264,467	2,744,241	2,792,265	0	0	0	0	0	0	0	0	0	0	0	0	-2,535,914
Opening Balance	0																							
Closing Balance	-3,668,370	-3,732,567	-4,568,141	-5,528,374	-6,945,556	-8,387,538	-7,058,005	-5,265,059	-3,000,592	-256,351	2,535,914	2,535,914	2,535,914	2,535,914	2,535,914	2,535,914	2,535,914	2,535,914	2,535,914	2,535,914	2,535,914	2,535,914	2,535,914	0



Site 15 Medium Brown 20							
INCOME	Av Size m2		%	Number	Price £/m2	GDV £	GIA m2
Market Housing	Gross 103.1	Net 103.08	65.00%	13	5,108	6,844,850	1,340
Affordable Overall			35%	7			
Affordable Rent	67.3	65.00	24.50%	5	2,280	726,180	330
Social Rent	67.3	65.00	0.00%	0	1,550	0	0
Shared Ownership	42.9	39.00	10.50%	2	3,320	271,930	90
First Homes	42.9	39.00	0.00%	0	0	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.571 ha		35	/ha		7,842,960	1,760
SITE AREA - Gross	0.635 ha		32	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
<b>Residual Land Value</b>	1,686,317	2,951,055	2,655,949
Existing Use Value	761,905	1,200,000	
Uplift	20%	152,381	240,000
Plus /ha	0	0	0
<b>Benchmark Land Value</b>	914,286	1,440,000	

Additional Profit: 866,139 (Whole Site), 646 (Per ha GROSS)

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+h  
Closing balance = 0

Check on phasing dwgs nos correct

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
Land			73,816	1,686,317
Stamp Duty			0	
Easements etc.			0	
Legals /Acquisition	1.50%		25,295	99,111
<b>Fees</b>				
Planning			9,240	
Professional	10.00%		359,323	368,563
<b>CONSTRUCTION</b>				
Build Cost	1,818		3,199,520	
s106 / CIL / IT			50,000	
Contingency	5.00%		159,976	
Abnormals	5.00%		159,976	
	£		23,760	3,593,232
<b>FINANCE</b>				
Fees	0%		0	
Interest	7.00%		0	0
Legal and Valuation				
<b>SALES</b>				
Agents	%	3.0%	235,289	
Legals	%	0.5%	39,215	
	£/unit	0	0	
Misc.	%	0.0%	0	274,504
				6,021,726
<b>Developers Profit</b>				
Market Housing	% Value	17.50%		1,197,849
Affordable Housing	% Value	17.50%		174,669
First Homes	% Value	17.50%		0

Stamp duty calc - Residual			
Stamp duty calc - Residual			
Land payment		1,686,317	
		73,816	
			35,214
<b>Total</b>			914,286

Stamp duty calc - Residual			
Stamp duty calc - Residual			
Land payment		1,686,317	
		73,816	
			35,214
<b>Total</b>			914,286

Pre CIL s106		
Pre CIL s106	2,500 £/ Unit (all)	50,000
	Total	50,000

Post CIL s106		
Post CIL s106	2,500 £/ Unit (all)	50,000
CIL	0 £/m2	0
	Total	50,000

Inf Tariff	
Inf Tariff	% GDV 0.00% 0

Build Cost			
Build Cost			/m2 1,501.80
CO2 Plus	%	3.00%	45.05
	£/m2		19.50
Acc & Adpt	%	0.00%	0.00
	£/m2		7.55
Water	£/m2		0.10
Over Extra 1	%	0.00%	0.00
	£/m2		0.00
Over Extra 2	%	0.00%	0.00
	£/m2		0.00
Small Site	%	0.00%	0.00
			1,574.00
<b>Site Costs</b>	Base	15.00%	236.10
	BNG	0.50%	7.87
			1,817.97

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>INCOME</b>																								
UNITS Started			5	5	5	5																		
Market Housing			0	0	0	0	1,711.213	1,711.213	1,711.213	1,711.213	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	181.545	181.545	181.545	181.545	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	67.982	67.982	67.982	67.982	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,960,740</b>	<b>1,960,740</b>	<b>1,960,740</b>	<b>1,960,740</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>EXPENDITURE</b>																								
Stamp Duty	73,816																							
Easements etc.	0																							
Legals Acquisition	25,295																							
Planning Fee	9,240																							
Professional	179,662		179,662																					
Build Cost - BCIS Base		0	266,627	533,253	799,880	799,880	533,253	266,627	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	4,167	8,333	12,500	12,500	8,333	4,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	13,331	26,663	39,994	39,994	26,663	13,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	15,311	30,623	45,934	45,934	30,623	15,311	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	58,822	58,822	58,822	58,822	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	9,804	9,804	9,804	9,804	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0																							
<b>COSTS BEFORE LAND INT AND PROFIT</b>	<b>288,012</b>	<b>0</b>	<b>479,098</b>	<b>598,872</b>	<b>898,308</b>	<b>898,308</b>	<b>667,498</b>	<b>368,062</b>	<b>68,626</b>	<b>68,626</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>For Residual Valuation</b>																								
Land Interest	1,686,317	34,551	35,155	44,155	55,408	72,098	89,080	68,007	41,325	8,937	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Developers Return</b>																								
Market Housing																								1,197,849
Affordable for Rent																								174,669
First Homes																								0
<b>Cash Flow</b>	<b>-1,974,329</b>	<b>-34,551</b>	<b>-514,253</b>	<b>-643,027</b>	<b>-953,716</b>	<b>-970,406</b>	<b>1,204,162</b>	<b>1,524,671</b>	<b>1,850,789</b>	<b>1,883,177</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Opening Balance	0																							
<b>Closing Balance</b>	<b>-1,974,329</b>	<b>-2,008,880</b>	<b>-2,523,133</b>	<b>-3,166,160</b>	<b>-4,119,875</b>	<b>-5,090,281</b>	<b>-3,886,119</b>	<b>-2,361,448</b>	<b>-510,660</b>	<b>1,372,518</b>	<b>1,372,518</b>	<b>1,372,518</b>	<b>1,372,518</b>	<b>1,372,518</b>	<b>1,372,518</b>	<b>1,372,518</b>	<b>1,372,518</b>	<b>1,372,518</b>	<b>1,372,518</b>	<b>1,372,518</b>	<b>1,372,518</b>	<b>1,372,518</b>	<b>1,372,518</b>	<b>0</b>





Site 17		Medium Brown 12						
INCOME	Av Size	%	Number	Price	GDV	GLA		
				£/m2	£	m2		
Market Housing	106.9	65.00%	8	5,113	4,262,066	834		
Affordable Overall		35%	4.2					
Affordable Rent	74.6	24.50%	3	2,280	491,568	219		
Social Rent	74.6	0.00%	0	1,550	0	0		
Shared Ownership	70.0	10.50%	1	3,323	293,111	88		
First Homes	70.0	0.00%	0	0	0	0		
Grant and Subsidy								
Affordable Rent				0	0			
Social Rent				0	0			
Shared Ownership				0	0			
SITE AREA - Net	0.343 ha	35	/ha		5,046,745	1,141		
SITE AREA - Gross	0.352 ha	34	/ha					

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS	
Residual Land Value	1,077,365	3,142,315	3,057,560	
Existing Use Value	422,833		1,200,000	
Uplift	20%	84,567	240,000	
Plus /ha	0	0	0	
<b>Benchmark Land Value</b>	<b>507,400</b>		<b>1,440,000</b>	

RUN Residual MACRO ctrl+r Closing balance = 0  
 RUN CIL MACRO ctrl+H Closing balance = 0  
 Check on phasing dwgs nos correct

	£/m2	
Additional Profit	639,442	767

DEVELOPMENT COSTS				
LAND	Land	/unit or m2	Total	
	Stamp Duty		43,368	1,077,365
	Easements etc.		0	
	Legals /Acquisition	1.50%	16,160	59,529
Fees	Planning		5,544	
	Professional	10.00%	232,425	237,969
CONSTRUCTION	Build Cost	1.815	2,070,817	
	s106 / CIL / IT		30,000	
	Contingency	5.00%	103,541	
	Abnormals	5.00%	103,541	
		£	16,356	2,324,254
FINANCE	Fees	0%	0	
	Interest	7.00%	0	0
	Legal and Valuation		0	
SALES	Agents	%	3.0%	151,402
	Legals	%	0.5%	25,234
		£/unit	0	0
	Misc.	%	0.0%	0
			176,636	3,875,754
Developers Profit				
	Market Housing	% Value	17.50%	745,862
	Affordable Housing	% Value	17.50%	137,319
	First Homes	% Value	17.50%	0

Planning fee calc	dwgs	rate	
Planning app fee	12		5,544
No dwgs under 50	12	462	5,544
No dwgs over 50	0	138	0
Total			5,544

Stamp duty calc - Residual		
Land payment		1,077,365
Total		43,368

Stamp duty calc - Residual		
Land payment		507,400
Total		14,870

Pre CIL s106	2,500	£/ Unit (all)	
Total			30,000

Post CIL s106	2,500	£/ Unit (all)	30,000
CIL	0	£/m2	0
Total			30,000

Inf Tariff	% GDV	
	0.00%	0

Build Cost		/m2	
CO2 Plus	%	3.00%	1,498.90
Acc & Adpt	%	0.00%	44.97
Water	£/m2		19.50
Over Extra 1	%	0.00%	7.55
Over Extra 2	£/m2		0.10
Small Site	%	0.00%	0.00
Site Costs	Base	15.00%	1,571.01
	BNG	0.50%	235.65
			7.86
<b>1,814.52</b>			

RESIDUAL CASH FLOW FOR INTEREST

INCOME	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started			3	3	3	3																		
Market Housing			0	0	0	0	1,065,517	1,065,517	1,065,517	1,065,517	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	122,892	122,892	122,892	122,892	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	73,278	73,278	73,278	73,278	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,261,686</b>	<b>1,261,686</b>	<b>1,261,686</b>	<b>1,261,686</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
EXPENDITURE																								
Stamp Duty	43,368																							
Easements etc.	0																							
Legals Acquisition	16,160																							
Planning Fee	5,544																							
Professional	116,213																							
Build Cost - BCIS Base																								
s106/CIL/Tariff			0	172,568	345,136	517,704	517,704	345,136	172,568	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	2,500	5,000	7,500	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	8,628	17,257	25,885	25,885	17,257	8,628	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees			0	9,991	19,983	29,974	29,974	19,983	9,991	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	37,851	37,851	37,851	37,851	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,308	6,308	6,308	6,308	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0																							
<b>COSTS BEFORE LAND INT AND PROFIT</b>	<b>181,285</b>	<b>0</b>	<b>309,901</b>	<b>387,376</b>	<b>581,064</b>	<b>581,064</b>	<b>431,535</b>	<b>237,847</b>	<b>44,159</b>	<b>44,159</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
For Residual Valuation	Land	1,077,365																						
Interest		22,026	22,412	28,227	35,500	46,290	57,269	43,743	26,592	5,750	0	0	0	0	0	0	0	0	0	0	0	0	0	
Developers Return	Market Housing																							
Affordable for Rent																								
First Homes																								
Cash Flow	-1,258,651	-22,026	-332,312	-415,603	-616,564	-627,354	772,883	980,096	1,190,935	1,211,777	0	0	0	0	0	0	0	0	0	0	0	0	0	-883,180
Opening Balance	0																							
Closing Balance	-1,258,651	-1,280,677	-1,612,989	-2,028,592	-2,645,156	-3,272,510	-2,499,628	-1,519,532	-328,596	883,180	883,180	883,180	883,180	883,180	883,180	883,180	883,180	883,180	883,180	883,180	883,180	883,180	883,180	0





Site 19 Small Green 9							
INCOME	Av Size	m2	%	Number	Price	GDV	GIA
	Gross	Net			£/m2	£	m2
Market Housing	103.9	103.89	100.00%	9	5,750	5,376,250	935
Affordable Overall			0%	0			
Affordable Rent	103.9	103.89	0.00%	0	2,280	0	0
Social Rent	103.9	103.89	0.00%	0	1,550	0	0
Shared Ownership	103.9	103.89	0.00%	0	3,738	0	0
First Homes	103.9	103.89	0.00%	0	0	0	0
Grant and Subsidy							
Affordable Rent					0	0	
Social Rent					0	0	
Shared Ownership					0	0	
SITE AREA - Net	0.300	ha	30	/ha		5,376,250	935
SITE AREA - Gross	0.300	ha	30	/ha			

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,748,240	5,827,468	5,827,468
Existing Use Value	15,000		50,000
Uplift	20%	3,000	10,000
Plus /ha	450,000	135,000	450,000
Benchmark Land Value	153,000		510,000

Additional Profit	1,786,629	1,911
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RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+h  
Closing balance = 0

Check on phasing dwgs nos  
correct

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
Land			76,912	1,748,240
Stamp Duty			0	
Easements etc.			0	
Legals /Acquisition	1.50%	26,224	103,136	
Fees				
Planning		4,158		
Professional	10.00%	186,225	190,383	
CONSTRUCTION				
Build Cost	1.805	1,687,408		
s106 / CIL / IT		22,500		
Contingency	2.50%	42,185		
Abnormals	5.00%	84,370		
		25,784	1,862,247	
FINANCE				
Fees	0%	0		
Interest	7.00%	0	0	
Legal and Valuation				
SALES				
Agents	3.0%	161,288		
Legals	0.5%	26,881		
Misc.	£/unit	0	0	
	%	0.0%	0	188,169
Developers Profit				940,844
Market Housing	% Value	17.50%		0
Affordable Housing	% Value	17.50%		0
First Homes	% Value	17.50%		0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	9		4,158
No dwgs under 50		462	
No dwgs over 50	0	138	
		Total	4,158

Stamp duty calc - Residual	
Land payment	Total
	1,748,240
	76,912

Stamp duty calc - Residual	
Land payment	Total
	153,000
	60

Pre CIL s106		
2,500	£/ Unit (all)	Total
		22,500

Post CIL s106			
2,500	£/ Unit (all)	22,500	
CIL	0	£/m2	0
Total		Total	
		22,500	

Inf Tariff		
% GDV		
0.00%		0

Build Cost			
	%	£/m2	/m2
CO2 Plus	3.00%	44.41	1,480.39
Acc & Adpt	0.00%	0.00	19.50
Water		0.10	0.00
Over Extra 1	0.00%	0.00	0.00
Over Extra 2	0.00%	0.00	0.00
Small Site	6.00%	88.82	1,633.23
Site Costs	Base	10.00%	163.32
	BNG	0.50%	8.17
			1,804.71

RESIDUAL CASH FLOW FOR INTEREST

INCOME	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started			3	3																				
Market Housing			0	0	0	0	1,792,083	1,792,083	1,792,083	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	1,792,083	1,792,083	1,792,083	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	76,912																							
Easements etc.	0																							
Legals Acquisition	26,224																							
Planning Fee	4,158																							
Professional	93,112			93,112																				
Build Cost - BCIS Base		0	187,490	374,980	562,469	374,980	187,490	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff	0	2,500	5,000	7,500	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	4,687	9,374	14,062	14,062	9,374	4,687	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	12,239	24,479	36,718	24,479	12,239	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	53,763	53,763	53,763	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	8,960	8,960	8,960	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0																							
COSTS BEFORE LAND INT AND PROFIT	200,406	0	300,029	413,833	620,749	413,833	269,639	62,723	62,723	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	1,748,240																							
Interest		34,101	34,698	40,556	48,508	60,220	68,516	43,072	13,562	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Return																								
Market Housing																								940,844
Affordable for Rent																								0
First Homes																								0
Cash Flow	-1,948,646	-34,101	-334,727	-454,389	-669,257	-474,052	1,453,929	1,686,289	1,715,799	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-940,844
Opening Balance	0																							0
Closing Balance	-1,948,646	-1,982,748	-2,317,475	-2,771,863	-3,441,120	-3,915,172	-2,461,244	-774,955	940,844	940,844	940,844	940,844	940,844	940,844	940,844	940,844	940,844	940,844	940,844	940,844	940,844	940,844	940,844	0



v1 Base  
Site 20



INCOME							GIA
Category	Av Size m2		%	Number	Price £/m2	GDV £	m2
	Gross	Net					
Market Housing	100.0	100.00	100.00%	4	5,750	2,300,000	400
Affordable Overall			0%	0			
Affordable Rent	100.0	100.00	0.00%	0	2,280	0	0
Social Rent	100.0	100.00	0.00%	0	1,550	0	0
Shared Ownership	100.0	100.00	0.00%	0	3,738	0	0
First Homes	100.0	100.00	0.00%	0	0	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.133	ha	30	/ha		2,300,000	400
SITE AREA - Gross	0.133	ha	30	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	734,075	5,505,559	5,505,559
Existing Use Value		6,667	50,000
Uplift		1,333	10,000
Plus /ha	450,000	60,000	450,000
<b>Benchmark Land Value</b>	<b>68,000</b>		<b>510,000</b>

Additional Profit	739,787	1,849
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RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+h  
Closing balance = 0

Check on phasing dwgs nos  
correct

DEVELOPMENT COSTS					
		/unit or m2	Total		
LAND	Land			734,075	
	Stamp Duty		26,204		
	Easements etc.		0		
	Legals /Acquisition	1.50%	11,011	37,215	
Fees	Planning		1,848		
	Professional	10.00%	82,084	83,932	
CONSTRUCTION	Build Cost	1,853	741,340		
	s106 / CIL / IT		10,000		
	Contingency	2.50%	18,534		
	Abnormals	5.00%	37,067		
		£	13,904	820,845	
FINANCE	Fees	0%	0		
	Interest	7.00%	0		
	Legal and Valuation		0	0	
SALES	Agents	%	3.0%	69,000	
	Legals	%	0.5%	11,500	
		£/unit	0	0	
	Misc.	%	0.0%	0	80,500
<b>Developers Profit</b>					
Market Housing	% Value		17.50%	402,500	
Affordable Housing	% Value		17.50%	0	
First Homes	% Value		17.50%	0	

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	4		1,848
No dwgs under 50	4	462	1,848
No dwgs over 50	0	138	0
		<b>Total</b>	1,848

Stamp duty calc - Residual		
Land payment		
	734,075	
<b>Total</b>	26,204	

Stamp duty calc - Residual		
Land payment		
	68,000	
<b>Total</b>	0	

Pre CIL s106	2,500	£/ Unit (all)	10,000
<b>Total</b>			10,000

Post CIL s106	2,500	£/ Unit (all)	10,000
CIL	0	£/m2	0
<b>Total</b>			10,000

Inf Tariff	% GDV	0.00%	0
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Build Cost				/m2
CO2 Plus	%	3.00%		1,429.00
Acc & Adpt	£/m2			42.87
				19.50
Water	£/m2			0.00
Over Extra 1	%	0.00%		0.00
	£/m2			0.00
Over Extra 2	%	0.00%		0.00
	£/m2			0.00
Small Site	%	13.00%		185.77
<b>Site Costs</b>	<b>Base</b>	<b>10.00%</b>		<b>1,677.24</b>
	<b>BNG</b>	<b>0.50%</b>		<b>167.72</b>
				<b>8.39</b>
				<b>1,853.35</b>

RESIDUAL CASH FLOW FOR INTEREST

INCOME	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
UNITS Started	2				2																				
Market Housing																									
Affordable Rent																									
Social Rent																									
Shared Ownership																									
First Homes																									
Grant and Subsidy																									
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,150,000</b>	<b>1,150,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>EXPENDITURE</b>																									
Stamp Duty	26,204																								
Easements etc.	0																								
Legals Acquisition	11,011																								
Planning Fee	1,848																								
Professional	41,042																								
Build Cost - BCIS Base																									
s106/CIL/Tariff																									
Contingency																									
Abnormals																									
Finance Fees																									
Legal and Valuation																									
Agents																									
Legals																									
Misc.																									
<b>COSTS BEFORE LAND INT AND PROFIT</b>	<b>80,105</b>	<b>0</b>	<b>177,850</b>	<b>273,615</b>	<b>273,615</b>	<b>136,807</b>	<b>40,250</b>	<b>40,250</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>For Residual Valuation</b>																									
Land	734,075																								
Interest		14,248	14,497	17,864	22,964	28,155	31,041	12,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>Developers Return</b>																									
Market Housing																								402,500	
Affordable for Rent																								0	
First Homes																								0	
Cash Flow	-814,180	-14,248	-192,347	-291,478	-296,579	-164,962	1,078,709	1,097,586	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-402,500	
Opening Balance	0																								
Closing Balance	-814,180	-828,428	-1,020,775	-1,312,253	-1,608,833	-1,773,795	-695,086	402,500	402,500	402,500	402,500	402,500	402,500	402,500	402,500	402,500	402,500	402,500	402,500	402,500	402,500	402,500	402,500	0	

v1 Base  
Site 21



INCOME		Av Size	m2	%	Number	Price	GDV	GIA
		Gross	Net		9	£/m2	£	m2
Market Housing		90.6	90.56	100.00%	9	5,113	4,167,350	815
Affordable Overall				0%	0			
Affordable Rent		90.6	90.56	0.00%	0	2,280	0	0
Social Rent		90.6	90.56	0.00%	0	1,550	0	0
Shared Ownership		90.6	90.56	0.00%	0	3,324	0	0
First Homes		90.6	90.56	0.00%	0	0	0	0
Grant and Subsidy	Affordable Rent					0	0	
	Social Rent					0	0	
	Shared Ownership					0	0	
SITE AREA - Net		0.257	ha	35	/ha		4,167,350	815
SITE AREA - Gross		0.257	ha	35	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,217,862	4,736,128	4,736,128
Existing Use Value	308,571		1,200,000
Uplift	20%	61,714	240,000
Plus /ha	0	0	0
Benchmark Land Value	370,286		1,440,000
£/m2			
Additional Profit	950,893		1,167

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+h  
Closing balance = 0

Check on phasing dwgs nos  
correct

DEVELOPMENT COSTS			
	/unit or m2	Total	
<b>LAND</b>			
Land		50,393	1,217,862
Stamp Duty		0	
Easements etc.		0	
Legals /Acquisition	1.50%	18,268	68,661
<b>Fees</b>			
Planning		4,158	
Professional	10.00%	158,662	162,820
<b>CONSTRUCTION</b>			
Build Cost	1,729	1,409,399	
s106 / CIL / IT		22,500	
Contingency	5.00%	70,470	
Abnormals	5.00%	70,470	
	£	13,784	1,586,623
<b>FINANCE</b>			
Fees	0%	0	
Interest	7.00%	0	
Legal and Valuation		0	
<b>SALES</b>			
Agents	%	3.0%	125,021
Legals	%	0.5%	20,837
Misc.	%/unit	0	0
	%	0.0%	0
		145,857	3,181,823
<b>Developers Profit</b>			
Market Housing	% Value	17.50%	729,286
Affordable Housing	% Value	17.50%	0
First Homes	% Value	17.50%	0

Planning fee calc	dwgs	rate	
Planning app fee	9		4,158
No dwgs under 50	9	462	4,158
No dwgs over 50	0	138	0
Total			4,158

Stamp duty calc - Residual			
Land payment			1,217,862
Total			50,393

Stamp duty calc - Residual			
Land payment			370,286
Total			8,014

Pre CIL s106	2,500	£/ Unit (all)	
Total			22,500

Post CIL s106	2,500	£/ Unit (all)	22,500
CIL	0	£/m2	0
Total			22,500

Inf Tariff	% GDV		
	0.00%		0

Build Cost				/m2
CO2 Plus	%		3.00%	1,417.80
Acc & Adpt	%		0.00%	42.53
Water	£/m2			19.50
Over Extra 1	%		0.00%	0.00
Over Extra 2	%		0.00%	0.00
Small Site	%		6.00%	85.07
Site Costs	Base		10.00%	1,565.00
	BNG		0.50%	156.50
				7.82
				1,729.32

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started			3	3																				
Market Housing			0	0	0	0	1,389,117	1,389,117	1,389,117	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME																								
	0	0	0	0	0	0	1,389,117	1,389,117	1,389,117	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	50,393																							
Easements etc.	0																							
Legals Acquisition	18,268																							
Planning Fee	4,158																							
Professional	79,331			79,331																				
Build Cost - BCIS Base		0	156,600	313,200	469,800	313,200	156,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL/Tariff		0	2,500	5,000	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency		0	7,830	15,660	23,490	15,660	7,830	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals		0	9,362	18,723	28,085	18,723	9,362	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents		0	0	0	0	0	41,674	41,674	41,674	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals		0	0	0	0	0	6,946	6,946	6,946	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROFIT																								
	152,150	0	255,623	352,583	528,874	352,583	224,911	48,619	48,619	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
For Residual Valuation																								
Land	1,217,862																							
Interest		23,975	24,395	29,295	35,978	45,863	52,836	33,387	10,512	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Developers Return																								
Market Housing																								729,286
Affordable for Rent																								0
First Homes																								0
Cash Flow																								
	-1,370,012	-23,975	-280,017	-381,878	-564,852	-398,446	1,111,370	1,307,111	1,329,985	0	0	0	0	0	0	0	0	0	0	0	0	0	-729,286	
Opening Balance	0																							0
Closing Balance	-1,370,012	-1,393,987	-1,674,004	-2,055,882	-2,620,735	-3,019,180	-1,907,810	-600,699	729,286	729,286	729,286	729,286	729,286	729,286	729,286	729,286	729,286	729,286	729,286	729,286	729,286	729,286	0	



INCOME		Av Size	m2	%	Number	Price £/m2	GDV £	GIA m2		
Market Housing		Gross	72.4	Net	69.22	100.00%	9	5,413	3,372,100	651
Affordable Overall					0%		0			
Affordable Rent			72.4		69.22	0.00%	0	2,280	0	0
Social Rent			72.4		69.22	0.00%	0	1,550	0	0
Shared Ownership			72.4		69.22	0.00%	0	3,518	0	0
First Homes			72.4		69.22	0.00%	0	0	0	0
Grant and Subsidy		Affordable Rent					0	0	0	0
		Social Rent					0	0	0	0
		Shared Ownership					0	0	0	0
SITE AREA - Net		0.138 ha		65	/ha				3,372,100	651
SITE AREA - Gross		0.138 ha		65	/ha					

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	923,436	6,669,262	6,669,262
Existing Use Value	166,154		1,200,000
Uplift	20%	33,231	240,000
Plus /ha	0	0	0
<b>Benchmark Land Value</b>	<b>199,385</b>		<b>1,440,000</b>

Additional Profit	810,712	1,245
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RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+h  
Closing balance = 0

Check on phasing dwgs nos  
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				923,436
	Land			
	Stamp Duty		35,672	
	Easements etc.		0	
	Legals /Acquisition	1.50%	13,852	49,523
Fees				
	Planning		4,158	
	Professional	10.00%	135,241	139,399
CONSTRUCTION				
	Build Cost	1,849	1,204,462	
	s106 / CIL / IT		22,500	
	Contingency	5.00%	60,223	
	Abnormals	5.00%	60,223	
		£	5,000	1,352,408
FINANCE				
	Fees	0%	0	
	Interest	7.00%	0	0
	Legal and Valuation			
SALES				
	Agents	3.0%	101,163	
	Legals	0.5%	16,861	
		£/unit	0	0
	Misc.	0.0%	0	118,024
<b>Developers Profit</b>				<b>590,118</b>
	Market Housing % Value		17.50%	0
	Affordable Housing % Value		17.50%	0
	First Homes % Value		17.50%	0

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	9		4,158
No dwgs under 50		462	
No dwgs over 50	0	138	0
<b>Total</b>			<b>4,158</b>

Stamp duty calc - Residual		
Land payment		923,436
<b>Total</b>		<b>35,672</b>

Stamp duty calc - Residual		
Land payment		199,385
<b>Total</b>		<b>988</b>

Pre CIL s106		
2,500	£/ Unit (all)	
<b>Total</b>		<b>22,500</b>

Post CIL s106		
2,500	£/ Unit (all)	22,500
0	£/m2	0
<b>Total</b>		<b>22,500</b>

Inf Tariff		% GDV
		0.00%
<b>Total</b>		<b>0</b>

Build Cost				/m2
CO2 Plus	%	3.00%		1,517.42
Acc & Adpt	£/m2			45.52
	%	0.00%		19.50
Water	£/m2			0.00
Over Extra 1	%	0.00%		0.00
	£/m2			0.10
Over Extra 2	%	0.00%		0.00
	£/m2			0.00
Small Site	%	6.00%		91.05
				1,673.59
Site Costs	Base	10.00%		167.36
	BNG	0.50%		8.37
				<b>1,849.32</b>

RESIDUAL CASH FLOW FOR INTEREST	Year 1	Q1	Q2	Q3	Q4	Year 2	Q1	Q2	Q3	Q4	Year 3	Q1	Q2	Q3	Q4	Year 4	Q1	Q2	Q3	Q4	Year 5	Q1	Q2	Q3	Q4	Year 6	Q1	Q2	Q3	Q4				
INCOME																																		
UNITS Started				4	5																													
Market Housing				0	0	0	0	1,498,711	1,873,389	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
First Homes				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>INCOME</b>		0	0	0	0	0	0	1,498,711	1,873,389	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																																		
Stamp Duty		35,672																																
Easements etc.		0																																
Legals Acquisition		13,852																																
Planning Fee		4,158																																
Professional		67,620		67,620																														
Build Cost - BCIS Base			0	178,439	401,487	401,487	223,048	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL/Tariff			0	3,333	7,500	7,500	4,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency			0	8,922	20,074	20,074	11,152	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	9,663	21,741	21,741	12,078	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees		0																																
Legal and Valuation		0																																
Agents		0	0	0	0	0	0	44,961	56,202	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals		0	0	0	0	0	0	7,494	9,367	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.		0																																
<b>COSTS BEFORE LAND INT AND PROFIT</b>		<b>121,302</b>	<b>0</b>	<b>267,977</b>	<b>450,803</b>	<b>450,803</b>	<b>250,446</b>	<b>52,455</b>	<b>65,569</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>		
For Residual Valuation	Land	923,436																																
Interest			18,283	18,603	23,618	31,920	40,368	45,457	20,943	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Developers Return																																		
Market Housing																																	590,118	
Affordable for Rent																																	0	
First Homes																																	0	
Cash Flow		-1,044,738	-18,283	-286,580	-474,421	-482,723	-290,814	1,400,799	1,786,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-590,118	
Opening Balance		0																																



Site 23 Small Brown 4							
INCOME	Av Size	m2	%	Number	Price	GDV	GIA
	Gross	Net		4	£/m2	£	m2
Market Housing	92.5	92.50	100.00%	4	5,129	1,897,850	370
Affordable Overall			0%	0			
Affordable Rent	92.5	92.50	0.00%	0	2,280	0	0
Social Rent	92.5	92.50	0.00%	0	1,550	0	0
Shared Ownership	92.5	92.50	0.00%	0	3,334	0	0
First Homes	92.5	92.50	0.00%	0	0	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.100	ha	40	/ha		1,897,850	370
SITE AREA - Gross	0.100	ha	40	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	517,353	5,173,534	5,173,534
Existing Use Value	120,000		1,200,000
Uplift	20%	24,000	240,000
Plus /ha	0	0	0
<b>Benchmark Land Value</b>	<b>144,000</b>		<b>1,440,000</b>

<b>Additional Profit</b>	<b>415,388</b>	<b>1,123</b>
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RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+h Closing balance = 0

Check on phasing dwgs nos correct

DEVELOPMENT COSTS				
		/unit or m2	Total	
LAND	Land		15,368	517,353
	Stamp Duty		0	
	Easements etc.		0	
	Legals /Acquisition	1.50%	7,760	23,128
Fees	Planning		1,848	
	Professional	10.00%	76,931	78,779
CONSTRUCTION	Build Cost	1,853	685,740	
	s106 / CIL / IT		10,000	
	Contingency	5.00%	34,287	
	Abnormals	5.00%	34,287	
			5,000	769,314
FINANCE	Fees	0%	0	
	Interest	7.00%	0	0
	Legal and Valuation		0	0
SALES	Agents	3.0%	56,936	
	Legals	0.5%	9,489	
			0	0
	Misc.	0.0%	0	66,425
				1,454,999
<b>Developers Profit</b>				
	Market Housing	% Value	17.50%	332,124
	Affordable Housing	% Value	17.50%	0
	First Homes	% Value	17.50%	0

Planning fee calc	dwgs	rate	
Planning app fee	4		1,848
No dwgs under 50	4	462	1,848
No dwgs over 50	0	138	0
<b>Total</b>			<b>1,848</b>

<b>Stamp duty calc - Residual</b>			
Land payment			517,353
<b>Total</b>			<b>15,368</b>

<b>Stamp duty calc - Residual</b>			
Land payment			144,000
<b>Total</b>			<b>0</b>

Pre CIL s106	2,500	£/ Unit (all)	10,000
<b>Total</b>			<b>10,000</b>

Post CIL s106	2,500	£/ Unit (all)	10,000
CIL	0	£/m2	0
<b>Total</b>			<b>10,000</b>

Inf Tariff	% GDV	0.00%	0
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Build Cost		/m2	
CO2 Plus	%	3.00%	1,429.00
Acc & Adpt	£/m2		42.87
Water	£/m2		19.50
Over Extra 1	%	0.00%	0.00
Over Extra 2	£/m2		0.10
Small Site	%	0.00%	0.00
	£/m2		185.77
Site Costs	Base	10.00%	1,677.24
	BNG	0.50%	167.72
<b>Total</b>			<b>1,853.35</b>

RESIDUAL CASH FLOW FOR INTEREST

INCOME	Year 1	Q2	Q3	Q4	Year 2	Q2	Q3	Q4	Year 3	Q2	Q3	Q4	Year 4	Q2	Q3	Q4	Year 5	Q2	Q3	Q4	Year 6	Q2	Q3	Q4	
Market Housing	0			0	0	0	948,925	948,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Affordable Rent	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Social Rent	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shared Ownership	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
First Homes	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grant and Subsidy	0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>948,925</b>	<b>948,925</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
Stamp Duty	15,368																								
Easements etc.	0																								
Legals Acquisition	7,760																								
Planning Fee	1,848																								
Professional	38,466			38,466																					
Build Cost - BCIS Base			0	114,290	228,580	228,580	114,290	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
s106/CIL/Tariff			0	1,667	3,333	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency			0	5,714	11,429	11,429	5,714	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals			0	6,548	13,096	13,096	6,548	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	0																								
Legal and Valuation	0																								
Agents	0	0	0	0	0	0	28,468	28,468	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0	0	0	4,745	4,745	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.				0																					
<b>COSTS BEFORE LAND INT AND PROFIT</b>	<b>63,442</b>	<b>0</b>	<b>166,685</b>	<b>256,438</b>	<b>256,438</b>	<b>128,219</b>	<b>33,212</b>	<b>33,212</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>For Residual Valuation</b>	<b>Land</b>	<b>517,353</b>	<b>10,164</b>	<b>10,342</b>	<b>13,440</b>	<b>18,163</b>	<b>22,968</b>	<b>25,614</b>	<b>10,037</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>Developers Return</b>	<b>Market Housing</b>																								332,124
	<b>Affordable for Rent</b>																								0
	<b>First Homes</b>																								0
<b>Cash Flow</b>	<b>-580,795</b>	<b>-10,164</b>	<b>-177,026</b>	<b>-269,878</b>	<b>-274,600</b>	<b>-151,187</b>	<b>890,099</b>	<b>905,675</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-332,124</b>
<b>Opening Balance</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Closing Balance</b>	<b>-580,795</b>	<b>-590,959</b>	<b>-767,985</b>	<b>-1,037,863</b>	<b>-1,312,463</b>	<b>-1,463,650</b>	<b>-573,552</b>	<b>332,124</b>	<b>332,124</b>	<b>332,124</b>	<b>332,124</b>	<b>332,124</b>	<b>332,124</b>	<b>332,124</b>	<b>332,124</b>	<b>332,124</b>	<b>332,124</b>	<b>332,124</b>	<b>332,124</b>	<b>332,124</b>	<b>332,124</b>	<b>332,124</b>	<b>332,124</b>	<b>332,124</b>	<b>0</b>



INCOME		Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing		Gross 67.1	100.00%	4	5,794	1,413,850	268
Affordable Overall		Net 61.00	0%	0			
Affordable Rent		67.1	0.00%	0	2,280	0	0
Social Rent		67.1	0.00%	0	1,550	0	0
Shared Ownership		67.1	0.00%	0	3,766	0	0
First Homes		67.1	0.00%	0	0	0	0
Grant and Subsidy		Affordable Rent			0	0	
		Social Rent			0	0	
		Shared Ownership			0	0	
SITE AREA - Net		0.040 ha	100	/ha		1,413,850	268
SITE AREA - Gross		0.040 ha	100	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	312,710	7,817,743	7,817,743
Existing Use Value	48,000		1,200,000
Uplift		9,600	240,000
Plus /ha	0	0	0
<b>Benchmark Land Value</b>	<b>57,600</b>		<b>1,440,000</b>
£/m2			
<b>Additional Profit</b>	<b>278,180</b>		<b>1,036</b>

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+h  
Closing balance = 0

Check on phasing dwgs nos  
correct

DEVELOPMENT COSTS			
LAND	Land	/unit or m2	Total
	Stamp Duty		5,135
	Easements etc.		0
	Legals /Acquisition	1.50%	4,691
Fees	Planning Professional	10.00%	66,958
			1,848
CONSTRUCTION	Build Cost	2,090	561,086
	s106 / CIL / IT		10,000
	Contingency	5.00%	28,054
	Abnormals	5.00%	28,054
FINANCE	Fees	0%	0
	Interest	7.00%	0
	Legal and Valuation		0
SALES	Agents	%	42,416
	Legals	%	7,069
		£/unit	0
	Misc.	%	49,485
<b>Developers Profit</b>			
Market Housing	% Value	17.50%	247,424
Affordable Housing	% Value	17.50%	0
First Homes	% Value	17.50%	0

Planning fee calc		
Planning app fee	dwgs	rate
No dwgs	4	462
No dwgs under 50	4	138
No dwgs over 50	0	0
<b>Total</b>		<b>1,848</b>

Stamp duty calc - Residual	
Land payment	312,710
<b>Total</b>	<b>5,135</b>

Stamp duty calc - Residual	
Land payment	57,600
<b>Total</b>	<b>0</b>

Pre CIL s106	
2,500 £/ Unit (all)	10,000
<b>Total</b>	<b>10,000</b>

Post CIL s106	
2,500 £/ Unit (all)	10,000
CIL 0 £/m2	0
<b>Total</b>	<b>10,000</b>

Inf Tariff	
% GDV	0.00%
<b>Total</b>	<b>0</b>

Build Cost		/m2
CO2 Plus	%	1,614.00
Acc & Adpnt	%	48.42
Water	£/m2	19.50
Over Extra 1	%	0.00
Over Extra 2	%	0.00
Small Site	%	0.00
<b>Total</b>		<b>1,891.84</b>
Site Costs	Base	10.00%
	BNG	0.50%
<b>Total</b>		<b>2,090.48</b>

RESIDUAL CASH FLOW FOR INTEREST

INCOME	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started			4																					
Market Housing			0	0			1,413,850	0						0	0	0	0							
Affordable Rent			0	0			0	0						0	0	0	0							
Social Rent			0	0			0	0						0	0	0	0							
Shared Ownership			0	0			0	0						0	0	0	0							
First Homes			0	0			0	0						0	0	0	0							
Grant and Subsidy			0	0			0	0						0	0	0	0							
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,413,850</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
EXPENDITURE																								
Stamp Duty	5,135																							
Easements etc.	0																							
Legals Acquisition	4,691																							
Planning Fee	1,848																							
Professional	32,555		32,555																					
Build Cost - BCIS Base		0	187,029	187,029	187,029	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	3,333	3,333	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	9,351	9,351	9,351	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	17,319	17,319	17,319	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	42,416	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	7,069	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0																							
<b>COSTS BEFORE LAND INT AND PROFIT</b>	<b>44,229</b>	<b>0</b>	<b>249,588</b>	<b>217,033</b>	<b>217,033</b>	<b>0</b>	<b>49,485</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
For Residual Valuation	Land	312,710																						
Interest			6,246	6,356	10,835	14,822	18,880	19,210	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Developers Return	Market Housing																							247,424
	Affordable for Rent																							0
	First Homes																							0
Cash Flow		-356,939	-6,246	-255,943	-227,868	-231,855	-18,880	1,345,155	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-247,424	
Opening Balance		0																						0
Closing Balance		-356,939	-363,185	-619,129	-846,996	-1,078,851	-1,097,731	247,424	247,424	247,424	247,424	247,424	247,424	247,424	247,424	247,424	247,424	247,424	247,424	247,424	247,424	247,424	0	



# Appendix 13 – Appraisals - Older People's Housing

*The pages in this appendix are not numbered.*





# Sheltered Greenfield - Varied CIL Cover



Older People's Housing - Sheltered (July 2022)

17/08/2022

17:37

Sheltered

1 UNITS **60**  
Affordable 35% Aff - rented 100% % of Aff  
21 Shared Ow 0%  
First Home 0% % of Aff

	Rounded
21	21
0.00	0
0	0
21	21

Modelling Density 120 units/ha  
Net: Gross 100%

Area ha  
Total 0.500  
Gross 0.500 ha  
Net 0.500 ha

Characteristics  
Sub Area BBC  
Green Brow Green  
Use Paddock

		Market					
Beds	m2	Circulation	39	Rounded	m2		
Flat to5	1	50	40%	15.60	16	960	
Flat to5	2	75	60%	23.40	23	2,070	
Flat to5	3	80		0.00	0	0	
Flat 6+	1	50		0.00	0	0	
Flat 6+	2	75		0.00	0	0	
Flat 6+	3	80		0.00	0	0	
Flat to5	1	65		0.00	0	0	
Flat to5	2	80		0.00	0	0	
Flat to5	3	90		0.00	0	0	
Flat 6+	1	65		0.00	0	0	
Flat 6+	2	80		0.00	0	0	
Flat 6+	3	90		0.00	0	0	
			100%	39.00	39	3,030	

		BCIS				
		Lower Q	Median	Used	m2	
Flat to5	1		1,614	1,614	1,440	2,324,160
Flat to5	2		1,614	1,614	3,240	5,229,360
Flat to5	3		1,614	1,614	0	0
Flat 6+	1		1,614	1,614	0	0
Flat 6+	2		1,614	1,614	0	0
Flat 6+	3		1,614	1,614	0	0
Flat to5	1		1,793	1,793	0	0
Flat to5	2		1,793	1,793	0	0
Flat to5	3		1,793	1,793	0	0
Flat 6+	1		1,793	1,793	0	0
Flat 6+	2		1,793	1,793	0	0
Flat 6+	3		1,793	1,793	0	0
0	0		0	0	0	0
0	0		0	0	0	0
					4,680	7,553,520

1,614 €/m2

m2	Circulation
50	20%
75	20%
80	20%
50	20%
75	20%
80	20%
65	30%
80	30%
90	30%
65	30%
80	30%
90	30%
0	0%
0	0%

		Affordable for Rent			Shared Ownership			First Homes					
		21	Rounded	m2	0	Rounded	m2	0	Rounded	m2	0	Rounded	m2
	40%	8.40	8	480	40%	0.00	0	40%	0.00	0	0	0	
	60%	12.60	13	1,170	60%	0.00	0	60%	0.00	0	0	0	
		0.00	0	0		0.00	0		0.00	0	0	0	
		0.00	0	0		0.00	0		0.00	0	0	0	
		0.00	0	0		0.00	0		0.00	0	0	0	
		0.00	0	0		0.00	0		0.00	0	0	0	
		0.00	0	0		0.00	0		0.00	0	0	0	
		0.00	0	0		0.00	0		0.00	0	0	0	
		0.00	0	0		0.00	0		0.00	0	0	0	
		0.00	0	0		0.00	0		0.00	0	0	0	
		0.00	0	0		0.00	0		0.00	0	0	0	
		0.00	0	0		0.00	0		0.00	0	0	0	
		0.00	0	0		0.00	0		0.00	0	0	0	
		0.00	0	0		0.00	0		0.00	0	0	0	
		100%	21.00	21	1,650	100%	0.00	0	100%	0.00	0	0	

		Occupants		Population	
		Beds	Count	per unit	
Flat to5	1	1	800	1.247	998
Flat to5	2	2	1,725	1.707	2,945
Flat to5	3	3	0	2.324	0
Flat 6+	1	1	0	1.247	0
Flat 6+	2	2	0	1.707	0
Flat 6+	3	3	0	2.324	0
Flat to5	1	1	0	1.247	0
Flat to5	2	2	0	1.707	0
Flat to5	3	3	0	2.324	0
Flat 6+	1	1	0	1.247	0
Flat 6+	2	2	0	1.707	0
Flat 6+	3	3	0	2.324	0
				Residents	3,942

ha per 1,000	
1.110	Formal Sport
0.250	All outdoor sport
1.760	Equipped Play
0.140	Other
0.986	Outdoor Sport
	Semi-natural
	Allotments
<b>4.246</b>	ha

Open Space Required	16.738
Gross - Net	0.000
Shortfall / Surplus	-16.738

Summary	Units	Construction		Saleable	
		m2	Average	m2	Average
Market Housing	39	3,030	77.69	2,525	64.74
Aff - rented	21	1,650	78.57	1,375	65.48
Shared Ownership	0	0	78.57	0	65.48
First Homes	0	0	78.57	0	65.48
	60	4,680		3,900	

FOR APPRAISALS

Table with columns for SITE (Sheltered), AREA (Sub Area, Green Brown Use), UNITS (Total, Gross, Net), UNIT SIZE (Market Housing, Aff to rent, Shared Ownership, First Homes), BASE CONSTRUCTION (BCIS, Site Costs, Abnormals, Contingency, Small Sites), FEES (Professional, Planning), SALES (Agents, Legal, Misc.), ACQUISITION (Agents, Legal), DEVELOPER'S RETURN (Market Housing, Affordable Housing, First Homes), FINANCE (Fees, Interest, Legal and Valuation), LAND (EUV, Premium, Easements etc), VALUES (Market Housing, Aff Rent, Social Rent, Shared Ownership, First Homes), GRANT (Intermediate to Buy, Affordable Rent, Social Rent), POLICY REQUIREMENTS (Biodiversity NG, CO2 Plus, Acc & Adpt, Water, Over Extra 1, Over Extra 2, CIL, Pre CIL s106, Post CIL s106, Inf Tariff), and Affordable Housing (Overall, Aff Rent, Social Rent, Shared Ownership, First Homes). Rows 1-28 represent Site 1-28, each with 28 columns of data.

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25	Site 26	Site 27	Site 28	
			Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	Sheltered	
			BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC
	Green/brown field		Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green
	Use		Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock
Site Area	Gross	ha	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	
	Net	ha	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	
Units			60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	
Mix	Market Housing		65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	
	Affordable Overall		35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	
	Affordable Rent		35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	
	Social Rent		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	Shared Ownership		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	First Homes		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Existing Use Value		£/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	
		£ site	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	
Uplift		£/ha	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	
		£ site	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	
Benchmark Land Value		£/ha	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	
		£ site	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	
Residual	Gross	£/ha	9,001,265	8,878,233	8,755,202	8,632,170	8,509,138	8,386,106	8,263,075	8,140,043	8,017,011	7,893,979	7,770,948	7,647,916	7,524,884	7,401,852	7,278,821	7,155,789	7,032,757	6,909,725	6,786,693	6,663,662	6,540,630	6,417,598	6,294,566	6,171,535	6,048,503	5,925,471	5,802,439	5,679,408	
	Net	£/ha	9,001,265	8,878,233	8,755,202	8,632,170	8,509,138	8,386,106	8,263,075	8,140,043	8,017,011	7,893,979	7,770,948	7,647,916	7,524,884	7,401,852	7,278,821	7,155,789	7,032,757	6,909,725	6,786,693	6,663,662	6,540,630	6,417,598	6,294,566	6,171,535	6,048,503	5,925,471	5,802,439	5,679,408	
		£ site	4,500,633	4,439,117	4,377,601	4,316,085	4,254,569	4,193,053	4,131,537	4,070,021	4,008,506	3,946,990	3,885,474	3,823,958	3,762,442	3,700,926	3,639,410	3,577,894	3,516,379	3,454,863	3,393,347	3,331,831	3,270,315	3,208,799	3,147,283	3,085,767	3,024,251	2,962,736	2,901,220	2,839,704	
Additional Profit		£ site	3,417,621	2,893,820	3,440,040	4,791,147	4,743,671	4,778,489	4,731,121	4,724,846	4,718,571	4,877,202	4,706,022	4,699,747	4,693,472	4,687,197	4,680,922	4,674,647	4,668,372	4,662,097	4,655,822	4,649,547	4,643,273	5,004,819	4,998,046	4,991,273	4,984,501	4,977,728	4,970,955	4,964,183	
		£/m2	1,128	955	1,135	1,581	1,566	1,577	1,561	1,559	1,557	1,610	1,553	1,551	1,549	1,547	1,545	1,543	1,541	1,539	1,537	1,535	1,532	1,652	1,650	1,647	1,645	1,643	1,641	1,638	

**Sheltered Greenfield - Varied CIL  
Site 1**



Site 1 Sheltered							
INCOME	Av Size	m2	%	Number	Price	GDV	GIA
	Gross	Net		60	£/m2	£	m2
Market Housing	77.7	64.74	65.00%	39	7,000	17,675,000	3,030
Affordable Overall			35%	21			
Affordable Rent	78.6	65.48	35.00%	21	2,280	3,135,000	1,650
Social Rent	78.6	65.48	0.00%	0	1,550	0	0
Shared Ownership	78.6	65.48	0.00%	0	4,900	0	0
First Homes	78.6	65.48	0.00%	0	4,900	0	0
Grant and Subsidy							
Affordable Rent					0	0	
Social Rent					0	0	
Shared Ownership					0	0	
SITE AREA - Net	0.500	ha	120	/ha		20,810,000	4,680
SITE AREA - Gross	0.500	ha	120	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
<b>Residual Land Value</b>	<b>4,500,633</b>	<b>9,001,265</b>	<b>9,001,265</b>
Existing Use Value	25,000		50,000
Uplift	0%	0	0
Plus /ha	450,000	225,000	450,000
<b>Benchmark Land Value</b>	<b>250,000</b>		<b>500,000</b>

<b>Additional Profit</b>	<b>3,417,621</b>	<b>1,128</b>
--------------------------	------------------	--------------

RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+h Closing balance = 0

Check on phasing dwgs nos correct

DEVELOPMENT COSTS					
		/unit or m2	Total		
<b>LAND</b>	Land		214,532	<b>4,500,633</b>	
	Stamp Duty		0		
	Easements etc.		67,509		282,041
	Legals /Acquisition	1.50%			
<b>Fees</b>	Planning		24,480		
	Professional	10.00%	944,202		968,682
<b>CONSTRUCTION</b>	Build Cost	1.936	9,060,503		
	s106 / CIL / IT		150,000		
	Contingency	2.50%	226,513		
	Abnormals	0.00%	0		
		£	5,000		9,442,016
<b>FINANCE</b>	Fees	0%	0		
	Interest	7.00%	0		0
	Legal and Valuation		0		0
<b>SALES</b>	Agents	%	3.0%	624,300	
	Legals	%	0.5%	104,050	
		£/unit	0	60	
	Misc.	%	0.0%	0	728,410
					<b>15,921,781</b>
<b>Developers Profit</b>	Market Housing	% Value	17.50%		3,093,125
	Affordable Housing	% Value	17.50%		548,625
	First Homes	% Value	17.50%		0

Planning fee calc	dwgs	rate	
Planning app fee	60		
No dwgs	50	462	23,100
No dwgs under 50	10	138	1,380
No dwgs over 50			
		<b>Total</b>	<b>24,480</b>

<b>Stamp duty calc - Residual</b>	
Land payment	4,500,633
<b>Total</b>	<b>214,532</b>

<b>Stamp duty calc - Residual</b>	
Land payment	250,000
<b>Total</b>	<b>2,000</b>

Pre CIL s106	2,500	£/ Unit (all)	150,000
<b>Total</b>			<b>150,000</b>

Post CIL s106	2,500	£/ Unit (all)	150,000
CIL	0	£/m2	0
<b>Total</b>			<b>150,000</b>

Inf Tariff	% GDV	0.00%	0
spell			

Build Cost				/m2
CO2 Plus	%	3.00%		1,614.00
Acc & Adpt	£/m2			48.42
Water	£/m2			19.50
Over Extra 1	%	0.00%		0.00
Over Extra 2	£/m2			0.00
Small Site	%	0.00%		0.00
<b>Site Costs</b>	Base	15.00%		<b>1,682.02</b>
	BNG	0.10%		252.30
				<b>1,936.01</b>

**RESIDUAL CASH FLOW FOR INTEREST**

INCOME	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started	10		10	10	10		10	10	10		10	10	10		10	10	10		10	10	10		10	10
Market Housing				0				2,945,833	2,945,833	2,945,833	2,945,833	2,945,833	2,945,833	2,945,833	2,945,833	2,945,833	2,945,833	2,945,833	2,945,833	2,945,833	2,945,833	2,945,833	2,945,833	2,945,833
Affordable Rent				0				522,500	522,500	522,500	522,500	522,500	522,500	522,500	522,500	522,500	522,500	522,500	522,500	522,500	522,500	522,500	522,500	522,500
Social Rent				0				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes				0				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy				0				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,468,333</b>	<b>3,468,333</b>	<b>3,468,333</b>	<b>3,468,333</b>	<b>3,468,333</b>	<b>3,468,333</b>	<b>3,468,333</b>	<b>3,468,333</b>	<b>3,468,333</b>	<b>3,468,333</b>	<b>3,468,333</b>	<b>3,468,333</b>	<b>3,468,333</b>	<b>3,468,333</b>	<b>3,468,333</b>	<b>3,468,333</b>	<b>3,468,333</b>
<b>EXPENDITURE</b>																								
Stamp Duty	214,532																							
Easements etc.	0																							
Legals Acquisition	67,509																							
Planning Fee	24,480																							
Professional	472,101		472,101																					
Build Cost - BCIS Base		0	503,361	1,006,723	1,510,084	1,510,084	1,510,084	1,510,084	1,006,723	503,361	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	8,333	16,667	25,000	25,000	25,000	25,000	16,667	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	12,584	25,168	37,752	37,752	37,752	37,752	25,168	12,584	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	278	556	833	833	833	833	556	278	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		0																						
Legal and Valuation		0																						
Agents		0	0	0	0	0	104,050	104,050	104,050	104,050	104,050	104,050	104,050	104,050	104,050	104,050	104,050	104,050	104,050	104,050	104,050	104,050	104,050	104,050
Legals		0	0	0	0	0	17,342	17,342	17,342	17,342	17,342	17,342	17,342	17,342	17,342	17,342	17,342	17,342	17,342	17,342	17,342	17,342	17,342	17,342
Misc.		0																						
<b>COSTS BEFORE LAND INT AND PROFIT</b>	<b>778,622</b>	<b>0</b>	<b>996,657</b>	<b>1,049,113</b>	<b>1,573,669</b>	<b>1,573,669</b>	<b>1,695,061</b>	<b>1,695,061</b>	<b>1,170,505</b>	<b>645,948</b>	<b>121,392</b>	<b>121,392</b>	<b>121,392</b>	<b>121,392</b>	<b>121,392</b>	<b>121,392</b>	<b>121,392</b>	<b>121,392</b>	<b>121,392</b>	<b>121,392</b>	<b>121,392</b>	<b>121,392</b>	<b>121,392</b>	<b>121,392</b>
<b>For Residual Valuation</b>	<b>Land</b>	<b>4,500,633</b>																						
<b>Developers Return</b>	<b>Interest</b>		92,387	94,004	113,090	133,429	163,303	193,700	166,058	137,931	100,133	52,494	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,093,125
Affordable for Rent																								548,625
First Homes																								0
Cash Flow	-5,279,254	-92,387	-1,090,661	-1,162,203	-1,707,098	-1,736,972	1,579,572	1,607,215	2,159,897	2,722,252	3,294,448	3,346,942	0	0	0	0	0	0	0	0	0	0	0	-3,641,750
Opening Balance	0																							
Closing Balance	-5,279,254	-5,371,641	-6,462,302	-7,624,506	-9,331,604	-11,068,576	-9,489,004	-7,881,789	-5,721,892	-2,999,640	294,808	3,641,750	3,641,750	3,641,750	3,641,750	3,641,750	3,641,750	3,641,750	3,641,750	3,641,750	3,641,750	3,641,750	3,641,750	0



# Extracare Greenfield - Varied CIL Cover



Older People's Housing - Sheltered (July 2022)

17/08/2022

17:36

**Extracare**

1

UNITS **60** Aff - rented **100%** % of Aff  
 Affordable **35%** 21 Shared Ow **0%**  
 First Home **0%** % of Aff

Rounded	
21	21
0.00	0
0	0
21	21

Modelling Density **120** units/ha Area ha Total **0.500**  
 Net: Gross **100%** Gross **0.500** ha Use Paddock  
 Net **0.500** ha

Characteristics  
 Sub Area **BBC**  
 Green Bro **Green**

Market						
Beds	m2	Circulation	39	Rounded	m2	
Flat to5	1	50	0.00	0		0
Flat to5	2	75	0.00	0		0
Flat to5	3	80	0.00	0		0
Flat 6+	1	50	0.00	0		0
Flat 6+	2	75	0.00	0		0
Flat 6+	3	80	0.00	0		0
Flat to5	1	65	60%	23.40	23	2,018
Flat to5	2	80	40%	15.60	16	1,728
Flat to5	3	90		0.00	0	0
Flat 6+	1	65		0.00	0	0
Flat 6+	2	80		0.00	0	0
Flat 6+	3	90		0.00	0	0
				0.00	0	0
				0.00	0	0
			<b>100%</b>	<b>39.00</b>	<b>39</b>	<b>3,746</b>

m2 Circulation  
 50 20%  
 75 20%  
 80 20%  
 50 20%  
 75 20%  
 80 20%  
 65 35%  
 80 35%  
 90 35%  
 65 35%  
 80 35%  
 90 35%  
 0 0%  
 0 0%

Affordable for Rent				Shared Ownership				First Homes			
21	Rounded	m2		0	Rounded	m2		0	Rounded	m2	
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
0.00	0	0	0.00	0	0	0	0.00	0	0	0	0.00
60%	12.60	13	1,141	0.00	0	0	0.00	0	0	0	0.00
40%	8.40	8	864	0.00	0	0	0.00	0	0	0	0.00
0.00	0	0	0	0.00	0	0	0.00	0	0	0	0.00
0.00	0	0	0	0.00	0	0	0.00	0	0	0	0.00
0.00	0	0	0	0.00	0	0	0.00	0	0	0	0.00
0.00	0	0	0	0.00	0	0	0.00	0	0	0	0.00
0.00	0	0	0	0.00	0	0	0.00	0	0	0	0.00
0.00	0	0	0	0.00	0	0	0.00	0	0	0	0.00
100%	<b>21.00</b>	<b>21</b>	<b>2,005</b>	<b>0%</b>	<b>0.00</b>	<b>0</b>	<b>0%</b>	<b>0.00</b>	<b>0</b>	<b>0</b>	<b>0</b>

BCIS						
		Lower Q	Median	Used	m2	
Flat to5	1		1,614	1,614	0	0
Flat to5	2		1,614	1,614	0	0
Flat to5	3		1,614	1,614	0	0
Flat 6+	1		1,614	1,614	0	0
Flat 6+	2		1,614	1,614	0	0
Flat 6+	3		1,614	1,614	0	0
Flat to5	1		1,793	1,793	3,159	5,664,087
Flat to5	2		1,793	1,793	2,592	4,647,456
Flat to5	3		1,793	1,793	0	0
Flat 6+	1		1,793	1,793	0	0
Flat 6+	2		1,793	1,793	0	0
Flat 6+	3		1,793	1,793	0	0
0	0		0	0	0	0
0	0		0	0	0	0
					5,751	10,311,543

1,793 €/m2

Occupants				Population	
Beds	Count	per unit			
Flat to5	1	0	1.247	0	
Flat to5	2	0	1.707	0	
Flat to5	3	0	2.324	0	
Flat 6+	1	0	1.247	0	
Flat 6+	2	0	1.707	0	
Flat 6+	3	0	2.324	0	
Flat to5	1	1,495	1.247	1,864	
Flat to5	2	1,280	1.707	2,185	
Flat to5	3	0	2.324	0	
Flat 6+	1	0	1.247	0	
Flat 6+	2	0	1.707	0	
Flat 6+	3	0	2.324	0	
				0	
				0	
				Residents	<b>4,049</b>

ha per 1,000	
1.110	Formal Sport
0.250	All outdoor sport
1.760	Equipped Play
0.140	Other
0.986	Outdoor Sport
	Semi-natural
	Allotments
<b>4.246</b>	<b>ha</b>

Open Space Required	
Gross - Net	17.193
Shortfall / Surplus	0.000
	<b>-17.193</b>

Summary		Construction		Saleable	
	Units	m2	Average	m2	Average
Market Housing	39	3,746	96.06	2,775	71.15
Aff - rented	21	2,005	95.46	1,485	70.71
Shared Ownership	0	0	95.46	0	70.71
First Homes	0	0	95.46	0	70.71
	<b>60</b>	<b>5,751</b>		<b>4,260</b>	





			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25	Site 26	Site 27	Site 28		
			Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare	Extracare		
			BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	BBC	
Green/brown field			Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	
Use			Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	Paddock	
Site Area	Gross	ha	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500		
	Net	ha	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500		
Units			60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	
Mix	Market Housing		65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	
	Affordable Overall		35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	
	Affordable Rent		35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	
	Social Rent		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	Shared Ownership		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	First Homes		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Existing Use Value		£/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	
		£ site	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	
Uplift		£/ha	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000
		£ site	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000
Benchmark Land Value		£/ha	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000
		£ site	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
Residual	Gross	£/ha	8,784,336	8,632,221	8,480,107	8,327,992	8,175,877	8,023,762	7,871,648	7,719,533	7,567,418	7,415,303	7,263,189	7,111,074	6,958,959	6,806,844	6,654,730	6,502,615	6,350,500	6,198,385	6,046,270	5,894,156	5,742,041	5,589,926	5,437,811	5,285,697	5,133,582	4,981,467	4,829,352	4,677,238	4,525,123	
	Net	£/ha	8,784,336	8,632,221	8,480,107	8,327,992	8,175,877	8,023,762	7,871,648	7,719,533	7,567,418	7,415,303	7,263,189	7,111,074	6,958,959	6,806,844	6,654,730	6,502,615	6,350,500	6,198,385	6,046,270	5,894,156	5,742,041	5,589,926	5,437,811	5,285,697	5,133,582	4,981,467	4,829,352	4,677,238	4,525,123	
		£ site	4,392,168	4,316,111	4,240,053	4,163,996	4,087,939	4,011,881	3,935,824	3,859,766	3,783,709	3,707,652	3,631,594	3,555,537	3,479,480	3,403,422	3,327,365	3,251,307	3,175,250	3,099,193	3,023,135	2,947,078	2,871,020	2,794,963	2,718,906	2,642,848	2,566,791	2,490,734	2,414,676	2,338,619	2,262,561	
Additional Profit		£ site	3,286,808	2,761,399	3,309,919	4,663,917	4,616,052	4,648,266	4,600,535	4,592,777	4,585,019	4,737,441	4,569,503	4,561,744	4,553,986	4,546,228	4,538,470	4,530,712	4,522,953	4,515,195	4,507,437	4,499,679	4,491,921	4,839,860	4,831,486	4,823,113	4,814,739	4,806,366	4,797,992	4,789,618	4,781,244	
		£/m2	877	737	884	1,245	1,232	1,241	1,228	1,226	1,224	1,265	1,220	1,218	1,216	1,214	1,211	1,209	1,207	1,205	1,203	1,201	1,199	1,292	1,290	1,287	1,285	1,283	1,281	1,279	1,277	

Extracare Greenfield - Varied CIL  
Site 1



Site 1 Extracare							
INCOME	Av Size	m2	%	Number	Price	GDV	GIA
					£/m2	£	m2
Market Housing	Gross 96.1	Net 71.15	65.00%	39	8,000	22,200,000	3,746
Affordable Overall			35%	21			
Affordable Rent	95.5	70.71	35.00%	21	2,280	3,385,800	2,005
Social Rent	95.5	70.71	0.00%	0	1,550	0	0
Shared Ownership	95.5	70.71	0.00%	0	5,600	0	0
First Homes	95.5	70.71	0.00%	0	5,600	0	0
Grant and Subsidy	Affordable Rent				0	0	
	Social Rent				0	0	
	Shared Ownership				0	0	
SITE AREA - Net	0.500	ha	120	/ha		25,585,800	5,751
SITE AREA - Gross	0.500	ha	120	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	4,392,168	8,784,336	8,784,336
Existing Use Value	25,000		50,000
Uplift	0%	0	0
Plus /ha	450,000	225,000	450,000
<b>Benchmark Land Value</b>	<b>250,000</b>		<b>500,000</b>

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+h  
Closing balance = 0

Check on phasing dwgs nos  
correct

	£/m2	
Additional Profit	3,286,808	877

DEVELOPMENT COSTS					
LAND		/unit or m2	Total		
Land				4,392,168	
Stamp Duty			209,108		
Easements etc.			0		
Legals /Acquisition	1.50%		65,883	274,991	
<b>Fees</b>					
Planning			24,480		
Professional	10.00%		1,281,824	1,306,304	
<b>CONSTRUCTION</b>					
Build Cost	2,148		12,354,384		
s106 / CIL / IT			150,000		
Contingency	2.50%		308,860		
Abnormals	0.00%		0		
			5,000	12,818,243	
<b>FINANCE</b>					
Fees	0%		0		
Interest	7.00%		0		
Legal and Valuation			0		
<b>SALES</b>					
Agents	%	3.0%	767,574		
Legals	%	0.5%	127,929		
	£/unit	0	60		
Misc.	%	0.0%	0	895,563	19,687,270
<b>Developers Profit</b>					
Market Housing	% Value	17.50%		3,885,000	
Affordable Housing	% Value	17.50%		592,515	
First Homes	% Value	17.50%		0	

Planning fee calc	dwgs	rate	
Planning app fee	60		
No dwgs	50	462	23,100
No dwgs under 50	10	138	1,380
No dwgs over 50			
<b>Total</b>			<b>24,480</b>

Stamp duty calc - Residual		
Land payment	4,392,168	209,108
<b>Total</b>	<b>4,392,168</b>	<b>209,108</b>

Stamp duty calc - Residual		
Land payment	250,000	2,000
<b>Total</b>	<b>250,000</b>	<b>2,000</b>

Pre CIL s106	2,500	£/ Unit (all)	
Total			150,000

Post CIL s106	2,500	£/ Unit (all)	150,000
CIL	0	£/m2	0
<b>Total</b>			<b>150,000</b>

Inf Tariff	% GDV	
spell	0.00%	0

Build Cost			/m2
CO2 Plus	%	3.00%	1,793.00
Acc & Adpt	%	0.00%	53.79
Water	£/m2		19.50
Over Extra 1	%	0.00%	0.00
Over Extra 2	%	0.00%	0.00
Small Site	£/m2		0.00
Site Costs	%	0.00%	0.00
Base	15.00%		1,866.39
BNG	0.10%		279.96
<b>Total</b>			<b>2,148.21</b>

RESIDUAL CASH FLOW FOR INTEREST

INCOME	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started	10		10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10
Market Housing			0	0	0	0	3,700,000	3,700,000	3,700,000	3,700,000	3,700,000	3,700,000	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	564,300	564,300	564,300	564,300	564,300	564,300	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
First Homes			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>INCOME</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>4,264,300</b>	<b>4,264,300</b>	<b>4,264,300</b>	<b>4,264,300</b>	<b>4,264,300</b>	<b>4,264,300</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>EXPENDITURE</b>																								
Stamp Duty	209,108																							
Easements etc.	0																							
Legals Acquisition	65,883																							
Planning Fee	24,480																							
Professional	640,912		640,912																					
Build Cost - BCIS Base		0	686,355	1,372,709	2,059,064	2,059,064	2,059,064	2,059,064	1,372,709	686,355	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL/Tariff		0	8,333	16,667	25,000	25,000	25,000	25,000	16,667	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	17,159	34,318	51,477	51,477	51,477	51,477	34,318	17,159	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	278	556	833	833	833	833	556	278	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	127,929	127,929	127,929	127,929	127,929	127,929	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	21,322	21,322	21,322	21,322	21,322	21,322	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0																							
<b>COSTS BEFORE LAND INT AND PROFIT</b>	<b>940,383</b>	<b>0</b>	<b>1,353,037</b>	<b>1,424,249</b>	<b>2,136,374</b>	<b>2,136,374</b>	<b>2,285,624</b>	<b>2,285,624</b>	<b>1,573,500</b>	<b>861,375</b>	<b>149,251</b>	<b>149,251</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>For Residual Valuation</b>																								
Land	4,392,168																							
Interest		93,320	94,953	120,293	147,322	187,287	227,951	197,313	166,139	121,958	64,541	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Developers Return</b>																								
Market Housing																								3,885,000
Affordable for Rent																								592,515
First Homes																								0
Cash Flow	-5,332,551	-93,320	-1,447,990	-1,544,542	-2,283,696	-2,323,661	-1,750,725	-1,781,363	-2,524,661	-3,280,967	-4,050,509	-4,115,050	0	0	0	0	0	0	0	0	0	0	0	-4,477,515
Opening Balance	0																							
Closing Balance	-5,332,551	-5,425,871	-6,873,860	-8,418,402	-10,702,098	-13,025,759	-11,275,034	-9,493,671	-6,969,010	-3,688,043	362,465	4,477,515	4,477,515	4,477,515	4,477,515	4,477,515	4,477,515	4,477,515	4,477,515	4,477,515	4,477,515	4,477,515	4,477,515	0



# Appendix 14 – Appraisals – Non-Residential Development

*The pages in this appendix are not numbered.*



# Non-residential, Greenfield



# Industrial

	CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
Income	m2		4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
	£/m2		2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100
Capital Value		95.00%	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000
Buyers Costs		4.50%	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100
Capital Value			7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900
Costs	Land Used	Coverage	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
		ha	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
		£/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
		Uplift £/ha	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000
			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		Site Cost	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000
	Stamp Duty (on VT)		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
	Acquisition		7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
	Strategic Promotion		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850
		£	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640
	Infrastructure		509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796
	Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Fees		312,675	312,675	312,675	312,675	312,675	312,675	312,675	312,675	312,675	312,675	312,675	312,675	312,675	312,675	312,675	312,675	312,675	312,675	312,675	312,675	312,675
	S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>CIL</b>			<b>80,000</b>	<b>160,000</b>	<b>240,000</b>	<b>320,000</b>	<b>400,000</b>	<b>480,000</b>	<b>560,000</b>	<b>640,000</b>	<b>720,000</b>	<b>800,000</b>	<b>880,000</b>	<b>960,000</b>	<b>1,040,000</b>	<b>1,120,000</b>	<b>1,200,000</b>	<b>1,280,000</b>	<b>1,360,000</b>	<b>1,440,000</b>	<b>1,520,000</b>	<b>1,600,000</b>	
Contingency		2.50%	97,711	97,711	97,711	97,711	97,711	97,711	97,711	97,711	97,711	97,711	97,711	97,711	97,711	97,711	97,711	97,711	97,711	97,711	97,711	97,711	97,711
Finance Costs			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales		2.50%	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750
Misc. Financial		0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
<b>Subtotal</b>		<b>0.00%</b>	<b>4,466,072</b>	<b>4,546,072</b>	<b>4,626,072</b>	<b>4,706,072</b>	<b>4,786,072</b>	<b>4,866,072</b>	<b>4,946,072</b>	<b>5,026,072</b>	<b>5,106,072</b>	<b>5,186,072</b>	<b>5,266,072</b>	<b>5,346,072</b>	<b>5,426,072</b>	<b>5,506,072</b>	<b>5,586,072</b>	<b>5,666,072</b>	<b>5,746,072</b>	<b>5,826,072</b>	<b>5,906,072</b>	<b>5,986,072</b>	<b>6,066,072</b>
Interest		6.00%	133,982	136,382	138,782	141,182	143,582	145,982	148,382	150,782	153,182	155,582	157,982	160,382	162,782	165,182	167,582	169,982	172,382	174,782	177,182	179,582	181,982
Profit % GDV		15.00%	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135
<b>COSTS</b>			<b>5,743,189</b>	<b>5,825,589</b>	<b>5,907,989</b>	<b>5,990,389</b>	<b>6,072,789</b>	<b>6,155,189</b>	<b>6,237,589</b>	<b>6,319,989</b>	<b>6,402,389</b>	<b>6,484,789</b>	<b>6,567,189</b>	<b>6,649,589</b>	<b>6,731,989</b>	<b>6,814,389</b>	<b>6,896,789</b>	<b>6,979,189</b>	<b>7,061,589</b>	<b>7,143,989</b>	<b>7,226,389</b>	<b>7,308,789</b>	<b>7,391,189</b>

Residual Land Worth			Site	1,877,711	1,795,311	1,712,911	1,630,511	1,548,111	1,465,711	1,383,311	1,300,911	1,218,511	1,136,111	1,053,711	971,311	888,911	806,511	724,111	641,711	559,311	476,911	394,511	312,111	229,711
Existing Use Value	£/ha		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Viability Threshold	£/ha		500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000
Residual Value	£/ha		<b>1,877,711</b>	<b>1,795,311</b>	<b>1,712,911</b>	<b>1,630,511</b>	<b>1,548,111</b>	<b>1,465,711</b>	<b>1,383,311</b>	<b>1,300,911</b>	<b>1,218,511</b>	<b>1,136,111</b>	<b>1,053,711</b>	<b>971,311</b>	<b>888,911</b>	<b>806,511</b>	<b>724,111</b>	<b>641,711</b>	<b>559,311</b>	<b>476,911</b>	<b>394,511</b>	<b>312,111</b>	<b>229,711</b>	

Industrial																						
		0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
<b>RESIDUAL VALUE</b>	Site	<b>1,877,711</b>	<b>1,795,311</b>	<b>1,712,911</b>	<b>1,630,511</b>	<b>1,548,111</b>	<b>1,465,711</b>	<b>1,383,311</b>	<b>1,300,911</b>	<b>1,218,511</b>	<b>1,136,111</b>	<b>1,053,711</b>	<b>971,311</b>	<b>888,911</b>	<b>806,511</b>	<b>724,111</b>	<b>641,711</b>	<b>559,311</b>	<b>476,911</b>	<b>394,511</b>	<b>312,111</b>	<b>229,711</b>
Existing Use Value	£/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Viability Threshold	£/ha	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000
Residual Value	£/ha	1,877,711	1,795,311	1,712,911	1,630,511	1,548,111	1,465,711	1,383,311	1,300,911	1,218,511	1,136,111	1,053,711	971,311	888,911	806,511	724,111	641,711	559,311	476,911	394,511	312,111	229,711
<b>Additional Profit</b>		<b>1,377,711</b>	<b>1,295,311</b>	<b>1,212,911</b>	<b>1,130,511</b>	<b>1,048,111</b>	<b>965,711</b>	<b>883,311</b>	<b>800,911</b>	<b>718,511</b>	<b>636,111</b>	<b>553,711</b>	<b>471,311</b>	<b>388,911</b>	<b>306,511</b>	<b>224,111</b>	<b>141,711</b>	<b>59,311</b>	<b>-23,089</b>	<b>-105,489</b>	<b>-187,889</b>	<b>-270,289</b>
		<b>344</b>																				



**Distribution**

	CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400	
Income	m2		4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	
	£/m2		2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	
	Capital Value	100.00%	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	11,200,000	
	Buyers Costs	4.50%	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000
	Capital Value		10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	10,696,000	
Costs	Land Used	Coverage	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	
		ha	1,143	1,143	1,143	1,143	1,143	1,143	1,143	1,143	1,143	1,143	1,143	1,143	1,143	1,143	1,143	1,143	1,143	1,143	1,143	1,143		
	£/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000		
	Uplift £/ha	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000		
	Site Cost	0.00%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Stamp Duty (on VT)	4.00%	22,857	22,857	22,857	22,857	22,857	22,857	22,857	22,857	22,857	22,857	22,857	22,857	22,857	22,857	22,857	22,857	22,857	22,857	22,857	22,857	22,857		
Acquisition	1.50%	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571	8,571		
Strategic Promotion		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000		
Construction	/m2	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865		
Infrastructure	£	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840	3,459,840		
Abnormals		518,976	518,976	518,976	518,976	518,976	518,976	518,976	518,976	518,976	518,976	518,976	518,976	518,976	518,976	518,976	518,976	518,976	518,976	518,976	518,976	518,976		
Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
S106		318,305	318,305	318,305	318,305	318,305	318,305	318,305	318,305	318,305	318,305	318,305	318,305	318,305	318,305	318,305	318,305	318,305	318,305	318,305	318,305	318,305		
<b>CIL</b>		<b>0</b>	<b>80,000</b>	<b>160,000</b>	<b>240,000</b>	<b>320,000</b>	<b>400,000</b>	<b>480,000</b>	<b>560,000</b>	<b>640,000</b>	<b>720,000</b>	<b>800,000</b>	<b>880,000</b>	<b>960,000</b>	<b>1,040,000</b>	<b>1,120,000</b>	<b>1,200,000</b>	<b>1,280,000</b>	<b>1,360,000</b>	<b>1,440,000</b>	<b>1,520,000</b>	<b>1,600,000</b>		
Contingency	2.50%	99,470	99,470	99,470	99,470	99,470	99,470	99,470	99,470	99,470	99,470	99,470	99,470	99,470	99,470	99,470	99,470	99,470	99,470	99,470	99,470	99,470		
Finance Costs		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
Sales	2.50%	140,000	140,000	140,000	140,000	140,000	140,000	140,000	140,000	140,000	140,000	140,000	140,000	140,000	140,000	140,000	140,000	140,000	140,000	140,000	140,000			
Misc. Financial	0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000			
<b>Subtotal</b>	<b>0.00%</b>	<b>4,588,020</b>	<b>4,668,020</b>	<b>4,748,020</b>	<b>4,828,020</b>	<b>4,908,020</b>	<b>4,988,020</b>	<b>5,068,020</b>	<b>5,148,020</b>	<b>5,228,020</b>	<b>5,308,020</b>	<b>5,388,020</b>	<b>5,468,020</b>	<b>5,548,020</b>	<b>5,628,020</b>	<b>5,708,020</b>	<b>5,788,020</b>	<b>5,868,020</b>	<b>5,948,020</b>	<b>6,028,020</b>	<b>6,108,020</b>	<b>6,188,020</b>		
Interest	6.00%	137,641	140,041	142,441	144,841	147,241	149,641	152,041	154,441	156,841	159,241	161,641	164,041	166,441	168,841	171,241	173,641	176,041	178,441	180,841	183,241	185,641		
Profit % GDV	15.00%	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400	1,604,400			
<b>COSTS</b>		<b>6,330,061</b>	<b>6,412,461</b>	<b>6,494,861</b>	<b>6,577,261</b>	<b>6,659,661</b>	<b>6,742,061</b>	<b>6,824,461</b>	<b>6,906,861</b>	<b>6,989,261</b>	<b>7,071,661</b>	<b>7,154,061</b>	<b>7,236,461</b>	<b>7,318,861</b>	<b>7,401,261</b>	<b>7,483,661</b>	<b>7,566,061</b>	<b>7,648,461</b>	<b>7,730,861</b>	<b>7,813,261</b>	<b>7,895,661</b>	<b>7,978,061</b>		
<b>Residual Land Worth</b>	<b>Site</b>	<b>4,365,939</b>	<b>4,283,539</b>	<b>4,201,139</b>	<b>4,118,739</b>	<b>4,036,339</b>	<b>3,953,939</b>	<b>3,871,539</b>	<b>3,789,139</b>	<b>3,706,739</b>	<b>3,624,339</b>	<b>3,541,939</b>	<b>3,459,539</b>	<b>3,377,139</b>	<b>3,294,739</b>	<b>3,212,339</b>	<b>3,129,939</b>	<b>3,047,539</b>	<b>2,965,139</b>	<b>2,882,739</b>	<b>2,800,339</b>	<b>2,717,939</b>		
Existing Use Value	£/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000			
Viability Threshold	£/ha	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000			
Residual Value	£/ha	3,820,197	3,748,097	3,675,997	3,603,897	3,531,797	3,459,697	3,387,597	3,315,497	3,243,397	3,171,297	3,099,197	3,027,097	2,954,997	2,882,897	2,810,797	2,738,697	2,666,597	2,594,497	2,522,397	2,450,297	2,378,197		

**Distribution**

		0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
<b>CIL</b>	£/m2	<b>0</b>	<b>20</b>	<b>40</b>	<b>60</b>	<b>80</b>	<b>100</b>	<b>120</b>	<b>140</b>	<b>160</b>	<b>180</b>	<b>200</b>	<b>220</b>	<b>240</b>	<b>260</b>	<b>280</b>	<b>300</b>	<b>320</b>	<b>340</b>	<b>360</b>	<b>380</b>	<b>400</b>
<b>RESIDUAL VALUE</b>	<b>Site</b>	<b>4,365,939</b>	<b>4,283,539</b>	<b>4,201,139</b>	<b>4,118,739</b>	<b>4,036,339</b>	<b>3,953,939</b>	<b>3,871,539</b>	<b>3,789,139</b>	<b>3,706,739</b>	<b>3,624,339</b>	<b>3,541,939</b>	<b>3,459,539</b>	<b>3,377,139</b>	<b>3,294,739</b>	<b>3,212,339</b>	<b>3,129,939</b>	<b>3,047,539</b>	<b>2,965,139</b>	<b>2,882,739</b>	<b>2,800,339</b>	<b>2,717,939</b>
Existing Use Value	£/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	
Viability Threshold	£/ha	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	
Residual Value	£/ha	3,820,197	3,748,097	3,675,997	3,603,897	3,531,797	3,459,697	3,387,597	3,315,497	3,243,397	3,171,297	3,099,197	3,027,097	2,954,997	2,882,897	2,810,797	2,738,697	2,666,597	2,594,497	2,522,397	2,450,297	2,378,197
Additional Profit		3,794,511	3,712,111	3,629,711	3,547,311	3,464,911	3,382,511	3,300,111	3,217,711	3,135,311	3,052,911	2,970,511	2,888,111	2,805,711	2,723,311	2,640,911	2,558,511	2,476,111	2,393,711	2,311,311	2,228,911	2,146,511
		949	928	907	887	866	846	825	804	784	763	743	722	701	681	660	640	619	598	578	557	537
CIL as %	Residual Valu	0.0%	1.9%	3.8%	5.8%	7.9%	10.1%	12.4%	14.8%	17.3%	19.9%	22.6%	25.4%	28.4%	31.6%	34.9%	38.3%	42.0%	45.9%	50.0%	54.3%	58.9%
	GDV	0.0%	0.7%	1.4%	2.1%	2.9%	3.6%	4.3%	5.0%	5.7%	6.4%	7.1%	7.9%	8.6%	9.3%	10.0%	10.7%	11.4%	12.1%	12.9%	13.6%	14.3%

**Industrial - Small**

		CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400		
Income	m2			400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	
	£/m2			1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	
	Capital Value		100.00%	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	
	Buyers Costs		4.50%	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	
Capital Value			382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	
Costs	Land Used	Coverage		40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	
		ha		0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100
		£/ha		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
		Uplift £/ha		450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000
				0.00%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		Site Cost		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
		Stamp Duty (on VT)		4.00%	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
		Acquisition		1.50%	750	750	750	750	750	750	750	750	750	750	750	750	750	750	750	750	750	750	750	750	750	750
		Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2		1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336
		£		534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480
Infrastructure			15.00%	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	
Abnormals			0.00%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Fees		8.00%	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	49,172	
S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>CIL</b>			<b>0</b>	<b>8,000</b>	<b>16,000</b>	<b>24,000</b>	<b>32,000</b>	<b>40,000</b>	<b>48,000</b>	<b>56,000</b>	<b>64,000</b>	<b>72,000</b>	<b>80,000</b>	<b>88,000</b>	<b>96,000</b>	<b>104,000</b>	<b>112,000</b>	<b>120,000</b>	<b>128,000</b>	<b>136,000</b>	<b>144,000</b>	<b>152,000</b>	<b>160,000</b>			
Contingency		2.50%	15,366	15,366	15,366	15,366	15,366	15,366	15,366	15,366	15,366	15,366	15,366	15,366	15,366	15,366	15,366	15,366	15,366	15,366	15,366	15,366	15,366	15,366		
Finance Costs			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Sales		2.50%	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000		
Misc. Financial		0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000		
<b>Subtotal</b>		<b>0.00%</b>	<b>706,940</b>	<b>714,940</b>	<b>722,940</b>	<b>730,940</b>	<b>738,940</b>	<b>746,940</b>	<b>754,940</b>	<b>762,940</b>	<b>770,940</b>	<b>778,940</b>	<b>786,940</b>	<b>794,940</b>	<b>802,940</b>	<b>810,940</b>	<b>818,940</b>	<b>826,940</b>	<b>834,940</b>	<b>842,940</b>	<b>850,940</b>	<b>858,940</b>	<b>866,940</b>			
Interest		6.00%	21,208	21,448	21,688	21,928	22,168	22,408	22,648	22,888	23,128	23,368	23,608	23,848	24,088	24,328	24,568	24,808	25,048	25,288	25,528	25,768	26,008			
Profit % GDV		15.00%	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300			
<b>COSTS</b>			<b>785,449</b>	<b>793,689</b>	<b>801,929</b>	<b>810,169</b>	<b>818,409</b>	<b>826,649</b>	<b>834,889</b>	<b>843,129</b>	<b>851,369</b>	<b>859,609</b>	<b>867,849</b>	<b>876,089</b>	<b>884,329</b>	<b>892,569</b>	<b>900,809</b>	<b>909,049</b>	<b>917,289</b>	<b>925,529</b>	<b>933,769</b>	<b>942,009</b>	<b>950,249</b>			
<b>Residual Land Worth</b>	Site		<b>-403,449</b>	<b>-411,689</b>	<b>-419,929</b>	<b>-428,169</b>	<b>-436,409</b>	<b>-444,649</b>	<b>-452,889</b>	<b>-461,129</b>	<b>-469,369</b>	<b>-477,609</b>	<b>-485,849</b>	<b>-494,089</b>	<b>-502,329</b>	<b>-510,569</b>	<b>-518,809</b>	<b>-527,049</b>	<b>-535,289</b>	<b>-543,529</b>	<b>-551,769</b>	<b>-560,009</b>	<b>-568,249</b>			
Existing Use Value	£/ha		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000				
Viability Threshold	£/ha		500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000				
Residual Value	£/ha		-4,034,487	-4,116,887	-4,199,287	-4,281,687	-4,364,087	-4,446,487	-4,528,887	-4,611,287	-4,693,687	-4,776,087	-4,858,487	-4,940,887	-5,023,287	-5,105,687	-5,188,087	-5,270,487	-5,352,887	-5,435,287	-5,517,687	-5,600,087	-5,682,487			

**Industrial - Small**

		0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400	
CIL	£/m2																						
RESIDUAL VALUE	Site		-403,449	-411,689	-419,929	-428,169	-436,409	-444,649	-452,889	-461,129	-469,369	-477,609	-485,849	-494,089	-502,329	-510,569	-518,809	-527,049	-535,289	-543,529	-551,769	-560,009	-568,249
Existing Use Value	£/ha		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000		
Viability Threshold	£/ha		500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000		
Residual Value	£/ha		-4,034,487	-4,116,887	-4,199,287	-4,281,687	-4,364,087	-4,446,487	-4,528,887	-4,611,287	-4,693,687	-4,776,087	-4,858,487	-4,940,887	-5,023,287	-5,105,687	-5,188,087	-5,270,487	-5,352,887	-5,435,287	-5,517,687	-5,600,087	-5,682,487
Additional Profit			-453,449	-461,689	-469,929	-478,169	-486,409	-494,649	-502,889	-511,129	-519,369	-527,609	-535,849	-544,089	-552,329	-560,569	-568,809	-577,049	-585,289	-593,529	-601,769	-610,009	-618,249
			-1,134	-1,154	-1,175	-1,195	-1,216	-1,237	-1,257	-1,278	-1,298	-1,319	-1,340	-1,360	-1,381	-1,401	-1,422	-1,443	-1,463	-1,484	-1,504	-1,525	-1,546
CIL as %	Residual Value		0.0%	-1.9%	-3.8%	-5.6%	-7.3%	-9.0%	-10.6%	-12.1%	-13.6%	-15.1%	-16.5%	-17.8%	-19.1%	-20.4%	-21.6%	-22.8%	-23.9%	-25.0%	-26.1%	-27.1%	-28.2%
	GDV																						

**Prime Retail**

		CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400		
Income	m2			200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	
	£/m2			6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	
	<b>Capital Value</b>		100.00%	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	<b>1,390,000</b>	
	Buyers Costs		4.50%	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	
	<b>Capital Value</b>			<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>	<b>1,327,450</b>		
Costs	Land Used	Coverage		80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	
		ha		0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025
		£/ha		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
		Uplift £/ha		450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000
				0.00%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		Site Cost		12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500
		Stamp Duty (on VT)		4.00%	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500
		Acquisition		1.50%	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188
		Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	
			£	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	
	Infrastructure		15.00%	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	
	Abnormals		0.00%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Fees		8.00%	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	<b>CIL</b>			<b>0</b>	<b>4,000</b>	<b>8,000</b>	<b>12,000</b>	<b>16,000</b>	<b>20,000</b>	<b>24,000</b>	<b>28,000</b>	<b>32,000</b>	<b>36,000</b>	<b>40,000</b>	<b>44,000</b>	<b>48,000</b>	<b>52,000</b>	<b>56,000</b>	<b>60,000</b>	<b>64,000</b>	<b>68,000</b>	<b>72,000</b>	<b>76,000</b>	<b>80,000</b>		
	Contingency		2.50%	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	
	Finance Costs			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Sales		2.50%	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	
	Misc. Financial		0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	
	<b>Subtotal</b>		0.00%	<b>408,506</b>	<b>412,506</b>	<b>416,506</b>	<b>420,506</b>	<b>424,506</b>	<b>428,506</b>	<b>432,506</b>	<b>436,506</b>	<b>440,506</b>	<b>444,506</b>	<b>448,506</b>	<b>452,506</b>	<b>456,506</b>	<b>460,506</b>	<b>464,506</b>	<b>468,506</b>	<b>472,506</b>	<b>476,506</b>	<b>480,506</b>	<b>484,506</b>	<b>488,506</b>	<b>488,506</b>	
	Interest		6.00%	12,255	12,375	12,495	12,615	12,735	12,855	12,975	13,095	13,215	13,335	13,455	13,575	13,695	13,815	13,935	14,055	14,175	14,295	14,415	14,535	14,655	14,655	
	Profit % GDV		15.00%	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	
	<b>COSTS</b>			<b>619,879</b>	<b>623,999</b>	<b>628,119</b>	<b>632,239</b>	<b>636,359</b>	<b>640,479</b>	<b>644,599</b>	<b>648,719</b>	<b>652,839</b>	<b>656,959</b>	<b>661,079</b>	<b>665,199</b>	<b>669,319</b>	<b>673,439</b>	<b>677,559</b>	<b>681,679</b>	<b>685,799</b>	<b>689,919</b>	<b>694,039</b>	<b>698,159</b>	<b>702,279</b>	<b>702,279</b>	
	<b>Residual Land Worth</b>		Site	<b>707,571</b>	<b>703,451</b>	<b>699,331</b>	<b>695,211</b>	<b>691,091</b>	<b>686,971</b>	<b>682,851</b>	<b>678,731</b>	<b>674,611</b>	<b>670,491</b>	<b>666,371</b>	<b>662,251</b>	<b>658,131</b>	<b>654,011</b>	<b>649,891</b>	<b>645,771</b>	<b>641,651</b>	<b>637,531</b>	<b>633,411</b>	<b>629,291</b>	<b>625,171</b>	<b>625,171</b>	
	Existing Use Value		£/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	
	Viability Threshold		£/ha	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	
	Residual Value		£/ha	28,302,834	28,138,034	27,973,234	27,808,434	27,643,634	27,478,834	27,314,034	27,149,234	26,984,434	26,819,634	26,654,834	26,490,034	26,325,234	26,160,434	25,995,634	25,830,834	25,666,034	25,501,234	25,336,434	25,171,634	25,006,834	25,006,834	

**Prime Retail**

		0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400	
	CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
	<b>RESIDUAL VALUE</b>	Site	<b>707,571</b>	<b>703,451</b>	<b>699,331</b>	<b>695,211</b>	<b>691,091</b>	<b>686,971</b>	<b>682,851</b>	<b>678,731</b>	<b>674,611</b>	<b>670,491</b>	<b>666,371</b>	<b>662,251</b>	<b>658,131</b>	<b>654,011</b>	<b>649,891</b>	<b>645,771</b>	<b>641,651</b>	<b>637,531</b>	<b>633,411</b>	<b>629,291</b>	<b>625,171</b>
	Existing Use Value	£/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
	Viability Threshold	£/ha	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000
	Residual Value	£/ha	28,302,834	28,138,034	27,973,234	27,808,434	27,643,634	27,478,834	27,314,034	27,149,234	26,984,434	26,819,634	26,654,834	26,490,034	26,325,234	26,160,434	25,995,634	25,830,834	25,666,034	25,501,234	25,336,434	25,171,634	25,006,834
	Additional Profit		695,071	690,951	686,831	682,711	678,591	674,471	670,351	666,231	662,111	657,991											

**Secondary Retail**

	CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400	
Income	m2		200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200
	£/m2		3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400
<b>Capital Value</b>		100.00%	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000
Buyers Costs		4.50%	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600
<b>Capital Value</b>			649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400
Costs	Land Used	Coverage	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
		ha	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025
		£/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
		Uplift £/ha	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000
			0.00%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		<b>Site Cost</b>	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500
Stamp Duty (on VT)		4.00%	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500
Acquisition		1.50%	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188	188
Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Construction		/m2	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458
		£	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516
Infrastructure			43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Fees			26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819	26,819
S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>CIL</b>			0	4,000	8,000	12,000	16,000	20,000	24,000	28,000	32,000	36,000	40,000	44,000	48,000	52,000	56,000	60,000	64,000	68,000	72,000	76,000	80,000	80,000
Contingency		2.50%	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381	8,381
Finance Costs			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales		2.50%	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500
Misc. Financial		0.00%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
<b>Subtotal</b>		0.00%	414,631	418,631	422,631	426,631	430,631	434,631	438,631	442,631	446,631	450,631	454,631	458,631	462,631	466,631	470,631	474,631	478,631	482,631	486,631	490,631	494,631	494,631
Interest		6.00%	12,439	12,559	12,679	12,799	12,919	13,039	13,159	13,279	13,399	13,519	13,639	13,759	13,879	13,999	14,119	14,239	14,359	14,479	14,599	14,719	14,839	14,839
Profit % GDV		15.00%	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410
<b>COSTS</b>			524,480	528,600	532,720	536,840	540,960	545,080	549,200	553,320	557,440	561,560	565,680	569,800	573,920	578,040	582,160	586,280	590,400	594,520	598,640	602,760	606,880	606,880
<b>Residual Land Worth</b>	Site		124,920	120,800	116,680	112,560	108,440	104,320	100,200	96,080	91,960	87,840	83,720	79,600	75,480	71,360	67,240	63,120	59,000	54,880	50,760	46,640	42,520	42,520
Existing Use Value	£/ha		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Viability Threshold	£/ha		500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000
Residual Value	£/ha		4,996,784	4,831,984	4,667,184	4,502,384	4,337,584	4,172,784	4,007,984	3,843,184	3,678,384	3,513,584	3,348,784	3,183,984	3,019,184	2,854,384	2,689,584	2,524,784	2,359,984	2,195,184	2,030,384	1,865,584	1,700,784	1,700,784
<b>Secondary Retail</b>																								
CIL	£/m2		0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400	
<b>RESIDUAL VALUE</b>	Site		124,920	120,800	116,680	112,560	108,440	104,320	100,200	96,080	91,960	87,840	83,720	79,600	75,480	71,360	67,240	63,120	59,000	54,880	50,760	46,640	42,520	
Existing Use Value	£/ha		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	
Viability Threshold	£/ha		500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	
Residual Value	£/ha		4,996,784	4,831,984	4,667,184	4,502,384	4,337,584	4,172,784	4,007,984	3,843,184	3,678,384	3,513,584	3,348,784	3,183,984	3,019,184	2,854,384	2,689,584	2,524,784	2,359,984	2,195,184	2,030,384	1,865,584	1,700,784	
Additional Profit			112,420	108,300	104,180	100,060	95,940	91,820	87,700	83,580	79,460	75,340	71,220	67,100	62,980	58,860	54,740	50,620	46,500	42,380	38,260	34,140	30,020	
			562	541	521	500	480	459	438	418	397	377	356	335	315	294	274	253	232	212	191	171	150	
CIL as %	Residual Valu		0.0%	3.3%	6.9%	10.7%	14.8%	19.2%	24.0%	29.1%	34.8%	41.0%	47.8%	55.3%	63.6%	72.9%	83.3%	95.1%	108.5%	123.9%	141.8%	163.0%	188.1%	
	GDV		0.0%	0.6%	1.2%	1.8%	2.4%	2.9%	3.5%	4.1%	4.7%	5.3%	5.9%	6.5%	7.1%	7.6%	8.2%	8.8%	9.4%	10.0%	10.6%	11.2%	11.8%	

**Supermarket**

		CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
Income	m2			1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
	£/m2			5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550
	Capital Value		100.00%	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000
	Buyers Costs		4.50%	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700
Capital Value			6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	
Costs	Land Used	Coverage		40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
			ha	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300
		£/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
	Uplift £/ha	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000
		0.00%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Site Cost		150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
	Stamp Duty (on VT)		4.00%	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000
	Acquisition		1.50%	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Construction	/m2		1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	
		£	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	
	Infrastructure		15.00%	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	
	Abnormals		0.00%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Fees		8.00%	176,006	176,006	176,006	176,006	176,006	176,006	176,006	176,006	176,006	176,006	176,006	176,006	176,006	176,006	176,006	176,006	176,006	176,006	176,006	176,006		
S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
<b>CIL</b>			<b>0</b>	<b>24,000</b>	<b>48,000</b>	<b>72,000</b>	<b>96,000</b>	<b>120,000</b>	<b>144,000</b>	<b>168,000</b>	<b>192,000</b>	<b>216,000</b>	<b>240,000</b>	<b>264,000</b>	<b>288,000</b>	<b>312,000</b>	<b>336,000</b>	<b>360,000</b>	<b>384,000</b>	<b>408,000</b>	<b>432,000</b>	<b>456,000</b>	<b>480,000</b>	
Contingency		2.50%	55,002	55,002	55,002	55,002	55,002	55,002	55,002	55,002	55,002	55,002	55,002	55,002	55,002	55,002	55,002	55,002	55,002	55,002	55,002	55,002		
Finance Costs			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Sales		2.50%	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250		
Misc. Financial		0.00%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000			
<b>Subtotal</b>		<b>0.00%</b>	<b>2,557,587</b>	<b>2,581,587</b>	<b>2,605,587</b>	<b>2,629,587</b>	<b>2,653,587</b>	<b>2,677,587</b>	<b>2,701,587</b>	<b>2,725,587</b>	<b>2,749,587</b>	<b>2,773,587</b>	<b>2,797,587</b>	<b>2,821,587</b>	<b>2,845,587</b>	<b>2,869,587</b>	<b>2,893,587</b>	<b>2,917,587</b>	<b>2,941,587</b>	<b>2,965,587</b>	<b>2,989,587</b>	<b>3,013,587</b>	<b>3,037,587</b>	
Interest		6.00%	76,728	77,448	78,168	78,888	79,608	80,328	81,048	81,768	82,488	83,208	83,928	84,648	85,368	86,088	86,808	87,528	88,248	88,968	89,688	90,408	91,128	
Profit % GDV		15.00%	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045		
<b>COSTS</b>			<b>3,588,360</b>	<b>3,613,080</b>	<b>3,637,800</b>	<b>3,662,520</b>	<b>3,687,240</b>	<b>3,711,960</b>	<b>3,736,680</b>	<b>3,761,400</b>	<b>3,786,120</b>	<b>3,810,840</b>	<b>3,835,560</b>	<b>3,860,280</b>	<b>3,885,000</b>	<b>3,909,720</b>	<b>3,934,440</b>	<b>3,959,160</b>	<b>3,983,880</b>	<b>4,008,600</b>	<b>4,033,320</b>	<b>4,058,040</b>	<b>4,082,760</b>	
<b>Residual Land Worth</b>	<b>Site</b>		<b>2,771,940</b>	<b>2,747,220</b>	<b>2,722,500</b>	<b>2,697,780</b>	<b>2,673,060</b>	<b>2,648,340</b>	<b>2,623,620</b>	<b>2,598,900</b>	<b>2,574,180</b>	<b>2,549,460</b>	<b>2,524,740</b>	<b>2,500,020</b>	<b>2,475,300</b>	<b>2,450,580</b>	<b>2,425,860</b>	<b>2,401,140</b>	<b>2,376,420</b>	<b>2,351,700</b>	<b>2,326,980</b>	<b>2,302,260</b>	<b>2,277,540</b>	
Existing Use Value	£/ha		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000			
Viability Threshold	£/ha		500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000			
Residual Value	£/ha		9,239,801	9,157,401	9,075,001	8,992,601	8,910,201	8,827,801	8,745,401	8,663,001	8,580,601	8,498,201	8,415,801	8,333,401	8,251,001	8,168,601	8,086,201	8,003,801	7,921,401	7,839,001	7,756,601	7,674,201	7,591,801	

**Supermarket**

		0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
<b>RESIDUAL VALUE</b>	<b>Site</b>	<b>2,771,940</b>	<b>2,747,220</b>	<b>2,722,500</b>	<b>2,697,780</b>	<b>2,673,060</b>	<b>2,648,340</b>	<b>2,623,620</b>	<b>2,598,900</b>	<b>2,574,180</b>	<b>2,549,460</b>	<b>2,524,740</b>	<b>2,500,020</b>	<b>2,475,300</b>	<b>2,450,580</b>	<b>2,425,860</b>	<b>2,401,140</b>	<b>2,376,420</b>	<b>2,351,700</b>	<b>2,326,980</b>	<b>2,302,260</b>	<b>2,277,540</b>
Existing Use Value	£/ha	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	
Viability Threshold	£/ha	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	
Residual Value	£/ha	9,239,801	9,157,401	9,075,001	8,992,601	8,910,201	8,827,801	8,745,401	8,663,001	8,580,601	8,498,201	8,415,801	8,333,401	8,251,001	8,168,601	8,086,201	8,003,801	7,921,401	7,839,001	7,756,601	7,674,201	7,591,801
Additional Profit		2,621,940	2,597,220	2,572,500	2,547,780	2,523,060	2,498,340	2,473,620	2,448,900	2,424,180	2,399,460	2,374,740	2,350,020	2,325,300	2,300,580	2,275,860	2,251,140	2,226,420	2,201,700	2,176,980	2,152,260	2,127,540
		2,185	2,164	2,144	2,123	2,103	2,082	2,061	2,041	2,020	2,000	1,979	1,958	1,938	1,917	1,897	1,876	1,855	1,835	1,814	1,794	1,773
CIL as %	Residual Value	0.0%	0.9%	1																		

**Retail Warehouse**

		CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
Income	m2			4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
	£/m2			3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265
	Capital Value		100.00%	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000	13,060,000
	Buyers Costs		4.50%	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700
Capital Value			12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	12,472,300	
Costs	Land Used	Coverage		50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
		ha		0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800
		£/ha		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
	Uplift £/ha		450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000
			0.00%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Site Cost			400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Stamp Duty (on VT)		4.00%	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	
Acquisition		1.50%	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	
Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	
Construction	/m2		941	941	941	941	941	941	941	941	941	941	941	941	941	941	941	941	941	941	941	941	941	
	£		3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	
	Infrastructure		15.00%	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	
	Abnormals		0.00%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Fees		8.00%	346,457	346,457	346,457	346,457	346,457	346,457	346,457	346,457	346,457	346,457	346,457	346,457	346,457	346,457	346,457	346,457	346,457	346,457	346,457	346,457	
S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
<b>CIL</b>			<b>0</b>	<b>80,000</b>	<b>160,000</b>	<b>240,000</b>	<b>320,000</b>	<b>400,000</b>	<b>480,000</b>	<b>560,000</b>	<b>640,000</b>	<b>720,000</b>	<b>800,000</b>	<b>880,000</b>	<b>960,000</b>	<b>1,040,000</b>	<b>1,120,000</b>	<b>1,200,000</b>	<b>1,280,000</b>	<b>1,360,000</b>	<b>1,440,000</b>	<b>1,520,000</b>		
Contingency		2.50%	108,268	108,268	108,268	108,268	108,268	108,268	108,268	108,268	108,268	108,268	108,268	108,268	108,268	108,268	108,268	108,268	108,268	108,268	108,268	108,268		
Finance Costs			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
Sales		2.50%	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250			
Misc. Financial		0.00%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000				
<b>Subtotal</b>		<b>0.00%</b>	<b>5,005,691</b>	<b>5,085,691</b>	<b>5,165,691</b>	<b>5,245,691</b>	<b>5,325,691</b>	<b>5,405,691</b>	<b>5,485,691</b>	<b>5,565,691</b>	<b>5,645,691</b>	<b>5,725,691</b>	<b>5,805,691</b>	<b>5,885,691</b>	<b>5,965,691</b>	<b>6,045,691</b>	<b>6,125,691</b>	<b>6,205,691</b>	<b>6,285,691</b>	<b>6,365,691</b>	<b>6,445,691</b>	<b>6,525,691</b>		
Interest		6.00%	150,171	152,571	154,971	157,371	159,771	162,171	164,571	166,971	169,371	171,771	174,171	176,571	178,971	181,371	183,771	186,171	188,571	190,971	193,371	195,771		
Profit % GDV		15.00%	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845				
<b>COSTS</b>			<b>7,026,707</b>	<b>7,109,107</b>	<b>7,191,507</b>	<b>7,273,907</b>	<b>7,356,307</b>	<b>7,438,707</b>	<b>7,521,107</b>	<b>7,603,507</b>	<b>7,685,907</b>	<b>7,768,307</b>	<b>7,850,707</b>	<b>7,933,107</b>	<b>8,015,507</b>	<b>8,097,907</b>	<b>8,180,307</b>	<b>8,262,707</b>	<b>8,345,107</b>	<b>8,427,507</b>	<b>8,509,907</b>	<b>8,592,307</b>		
<b>Residual Land Worth</b>	Site		<b>5,445,593</b>	<b>5,363,193</b>	<b>5,280,793</b>	<b>5,198,393</b>	<b>5,115,993</b>	<b>5,033,593</b>	<b>4,951,193</b>	<b>4,868,793</b>	<b>4,786,393</b>	<b>4,703,993</b>	<b>4,621,593</b>	<b>4,539,193</b>	<b>4,456,793</b>	<b>4,374,393</b>	<b>4,291,993</b>	<b>4,209,593</b>	<b>4,127,193</b>	<b>4,044,793</b>	<b>3,962,393</b>	<b>3,879,993</b>		
Existing Use Value	£/ha		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000				
Viability Threshold	£/ha		500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000				
Residual Value	£/ha		6,806,991	6,703,991	6,600,991	6,497,991	6,394,991	6,291,991	6,188,991	6,085,991	5,982,991	5,879,991	5,776,991	5,673,991	5,570,991	5,467,991	5,364,991	5,261,991	5,158,991	5,055,991	4,952,991	4,849,991		

**Retail Warehouse**

			0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
<b>CIL</b>	£/m2		<b>0</b>	<b>20</b>	<b>40</b>	<b>60</b>	<b>80</b>	<b>100</b>	<b>120</b>	<b>140</b>	<b>160</b>	<b>180</b>	<b>200</b>	<b>220</b>	<b>240</b>	<b>260</b>	<b>280</b>	<b>300</b>	<b>320</b>	<b>340</b>	<b>360</b>	<b>380</b>	<b>400</b>
<b>RESIDUAL VALUE</b>	Site		<b>5,445,593</b>	<b>5,363,193</b>	<b>5,280,793</b>	<b>5,198,393</b>	<b>5,115,993</b>	<b>5,033,593</b>	<b>4,951,193</b>	<b>4,868,793</b>	<b>4,786,393</b>	<b>4,703,993</b>	<b>4,621,593</b>	<b>4,539,193</b>	<b>4,456,793</b>	<b>4,374,393</b>	<b>4,291,993</b>	<b>4,209,593</b>	<b>4,127,193</b>	<b>4,044,793</b>	<b>3,962,393</b>	<b>3,879,993</b>	<b>3,797,593</b>
Existing Use Value	£/ha		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000		
Viability Threshold	£/ha		500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000		
Residual Value	£/ha		6,806,991	6,703,991	6,600,991	6,497,991	6,394,991	6,291,991	6,188,991	6,085,991	5,982,991	5,879,991	5,776,991	5,673,991	5,570,991	5,467,991	5,364,991	5,261,991	5,158,991	5,055,991	4,952,991	4,849,991	
Additional Profit			5,045,593	4,963,193	4,880,793	4,798,393	4,715,993	4,633,593	4,551,193	4,468,793	4,386,393	4,303,993	4,221,593	4,139,193	4,056,793	3,974,393	3,891,993	3,809,593	3,727,193	3,644,793	3,562,393	3,479,993	
			1,261	1,241	1,220	1,200	1,179	1,158	1,138	1,117	1,097	1,076	1,055	1,035	1,014	994	973	952	932	911	891	870	
CIL as %	Residual Value		0.0%	1.5%	3.0%	4.6%	6.3%	7.9%															







# Non-residential, Brownfield





**Industrial**

		CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
Income	m2			4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
	£/m2			2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100
	Capital Value		95.00%	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000	7,980,000
	Buyers Costs		4.50%	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100	359,100
Capital Value			7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900	7,620,900
Costs	Land Used	Coverage		40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
		ha		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
		£/ha		1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
		Uplift £/ha		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		Site Cost		20.00%	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000
	Stamp Duty (on VT)		4.00%	57,600	57,600	57,600	57,600	57,600	57,600	57,600	57,600	57,600	57,600	57,600	57,600	57,600	57,600	57,600	57,600	57,600	57,600	57,600	57,600	57,600
	Acquisition		1.50%	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600
Strategic Promotion	Pre Planning			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
				10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Construction		/m2		850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	850	
		£		3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	3,398,640	
Infrastructure			15.00%	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	509,796	
Abnormals			5.00%	195,422	195,422	195,422	195,422	195,422	195,422	195,422	195,422	195,422	195,422	195,422	195,422	195,422	195,422	195,422	195,422	195,422	195,422	195,422		
Fees			8.00%	328,309	328,309	328,309	328,309	328,309	328,309	328,309	328,309	328,309	328,309	328,309	328,309	328,309	328,309	328,309	328,309	328,309	328,309	328,309		
S106				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
CIL				0	80,000	160,000	240,000	320,000	400,000	480,000	560,000	640,000	720,000	800,000	880,000	960,000	1,040,000	1,120,000	1,200,000	1,280,000	1,360,000	1,440,000	1,520,000	1,600,000
Contingency			5.00%	205,193	205,193	205,193	205,193	205,193	205,193	205,193	205,193	205,193	205,193	205,193	205,193	205,193	205,193	205,193	205,193	205,193	205,193	205,193	205,193	
Finance Costs				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Sales			2.50%	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750	99,750		
Misc. Financial			0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000			
Subtotal			0.00%	4,836,309	4,916,309	4,996,309	5,076,309	5,156,309	5,236,309	5,316,309	5,396,309	5,476,309	5,556,309	5,636,309	5,716,309	5,796,309	5,876,309	5,956,309	6,036,309	6,116,309	6,196,309	6,276,309	6,356,309	6,436,309
Interest			6.00%	145,089	147,489	149,889	152,289	154,689	157,089	159,489	161,889	164,289	166,689	169,089	171,489	173,889	176,289	178,689	181,089	183,489	185,889	188,289	190,689	193,089
Profit % GDV			15.00%	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135	1,143,135		
COSTS				6,124,534	6,206,934	6,289,334	6,371,734	6,454,134	6,536,534	6,618,934	6,701,334	6,783,734	6,866,134	6,948,534	7,030,934	7,113,334	7,195,734	7,278,134	7,360,534	7,442,934	7,525,334	7,607,734	7,690,134	7,772,534
Residual Land Worth		Site		1,496,366	1,413,966	1,331,566	1,249,166	1,166,766	1,084,366	1,001,966	919,566	837,166	754,766	672,366	589,966	507,566	425,166	342,766	260,366	177,966	95,566	13,166	-69,234	-151,634
Existing Use Value		£/ha		1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000		
Viability Threshold		£/ha		1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000		
Residual Value		£/ha		1,496,366	1,413,966	1,331,566	1,249,166	1,166,766	1,084,366	1,001,966	919,566	837,166	754,766	672,366	589,966	507,566	425,166	342,766	260,366	177,966	95,566	13,166	-69,234	-151,634

Industrial		0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
CIL	£/m2																					
RESIDUAL VALUE	Site	1,496,366	1,413,966	1,331,566	1,249,166	1,166,766	1,084,366	1,001,966	919,566	837,166	754,766	672,366	589,966	507,566	425,166	342,766	260,366	177,966	95,566	13,166	-69,234	-151,634
Existing Use Value	£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	
Viability Threshold	£/ha	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	
Residual Value	£/ha	1,496,366	1,413,966	1,331,566	1,249,166	1,166,766	1,084,366	1,001,966	919,566	837,166	754,766	672,366	589,966	507,566	425,166	342,766	260,366	177,966	95,566	13,166	-69,234	-151,634
Additional Profit		56,366	-26,034	-108,434	-190,834	-273,234	-355,634	-438,034	-520,434	-602,834	-685,234	-767,634	-850,034	-932,434	-1,014,834	-1,097,234	-1,179,634	-1,262,034	-1,344,434	-1,426,834	-1,509,234	-1,591,634
		14	-7	-27	-48	-68	-89	-110	-130	-151	-171	-192	-213	-233	-254	-274	-295	-316	-336	-357	-377	-398
CIL as %	Residual Value	0.0%	5.7%	12.0%	19.2%	27.4%	36.9%	47.9%	60.9%	76.4%	95.4%	119.0%	149.2%	189.1%	244.6%	326.8%	460.9%	719.2%	1423.1%	10936.9%	-2195.5%	-1055.2%
	GDV	0.0%	1.0%	2.0%	3.0%	4.0%	5.0%	6.0%	7.0%	8.0%	9.0%	10.0%	11.0%	12.0%	13.0%	14.0%	15.0%	16.0%	17.0%	18.0%	19.0%	20.1%



**Industrial - Small**

		CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400		
Income	m2			400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	
	£/m2			1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	
	Capital Value		100.00%	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	
	Buyers Costs		4.50%	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	
	Capital Value			382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	382,000	
Costs	Land Used	Coverage		40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	
		ha		0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	
		£/ha		1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	
		Uplift £/ha		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
				20.00%	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	
		Site Cost		144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	
		Stamp Duty (on VT)		4.00%	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	
		Acquisition		1.50%	2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160	2,160	
Strategic Promotion				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000		
Construction		/m2		1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336		
		£		534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480	534,480		
Infrastructure				80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172	80,172		
	Abnormals			5.00%	30,733	30,733	30,733	30,733	30,733	30,733	30,733	30,733	30,733	30,733	30,733	30,733	30,733	30,733	30,733	30,733	30,733	30,733	30,733	30,733		
Fees				51,631	51,631	51,631	51,631	51,631	51,631	51,631	51,631	51,631	51,631	51,631	51,631	51,631	51,631	51,631	51,631	51,631	51,631	51,631	51,631	51,631		
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
	CIL			8,000	16,000	24,000	32,000	40,000	48,000	56,000	64,000	72,000	80,000	88,000	96,000	104,000	112,000	120,000	128,000	136,000	144,000	152,000	160,000			
	Contingency			5.00%	32,269	32,269	32,269	32,269	32,269	32,269	32,269	32,269	32,269	32,269	32,269	32,269	32,269	32,269	32,269	32,269	32,269	32,269	32,269	32,269		
Finance Costs				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
	Sales			2.50%	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000			
	Misc. Financial			0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000			
	Subtotal			0.00%	762,205	770,205	778,205	786,205	794,205	802,205	810,205	818,205	826,205	834,205	842,205	850,205	858,205	866,205	874,205	882,205	890,205	898,205	906,205	914,205		
	Interest			6.00%	22,866	23,106	23,346	23,586	23,826	24,066	24,306	24,546	24,786	25,026	25,266	25,506	25,746	25,986	26,226	26,466	26,706	26,946	27,186	27,426		
	Profit % GDV			15.00%	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300	57,300			
	COSTS				842,371	850,611	858,851	867,091	875,331	883,571	891,811	900,051	908,291	916,531	924,771	933,011	941,251	949,491	957,731	965,971	974,211	982,451	990,691	998,931		
	Residual Land Worth	Site			-460,371	-468,611	-476,851	-485,091	-493,331	-501,571	-509,811	-518,051	-526,291	-534,531	-542,771	-551,011	-559,251	-567,491	-575,731	-583,971	-592,211	-600,451	-608,691	-616,931		
	Existing Use Value	£/ha			1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000			
	Viability Threshold	£/ha			1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000			
	Residual Value	£/ha			-4,603,707	-4,686,107	-4,768,507	-4,850,907	-4,933,307	-5,015,707	-5,098,107	-5,180,507	-5,262,907	-5,345,307	-5,427,707	-5,510,107	-5,592,507	-5,674,907	-5,757,307	-5,839,707	-5,922,107	-6,004,507	-6,086,907	-6,169,307		
	<b>Industrial - Small</b>																									
	CIL	£/m2		0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400		
	RESIDUAL VALUE	Site			-460,371	-468,611	-476,851	-485,091	-493,331	-501,571	-509,811	-518,051	-526,291	-534,531	-542,771	-551,011	-559,251	-567,491	-575,731	-583,971	-592,211	-600,451	-608,691	-616,931		
	Existing Use Value	£/ha			1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000			
	Viability Threshold	£/ha			1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000			
	Residual Value	£/ha			-4,603,707	-4,686,107	-4,768,507	-4,850,907	-4,933,307	-5,015,707	-5,098,107	-5,180,507	-5,262,907	-5,345,307	-5,427,707	-5,510,107	-5,592,507	-5,674,907	-5,757,307	-5,839,707	-5,922,107	-6,004,507	-6,086,907	-6,169,307		
	Additional Profit				-604,371	-612,611	-620,851	-629,091	-637,331	-645,571	-653,811	-662,051	-670,291	-678,531	-686,771	-695,011	-703,251	-711,491	-719,731	-727,971	-736,211	-744,451	-752,691			
					-1,511	-1,532	-1,552	-1,573	-1,593	-1,614	-1,635	-1,655	-1,676	-1,696	-1,717	-1,738	-1,758	-1,779	-1,799	-1,820	-1,841	-1,861	-1,882			
	CIL as %	Residual Value			0.0%	-1.7%	-3.4%	-4.9%	-6.5%	-8.0%	-9.4%	-10.8%	-12.2%	-13.5%	-14.7%	-16.0%	-17.2%	-18.3%	-19.5%	-20.5%	-21.6%	-22.6%				
		GDV			0.0%	2.0%	4.0%	6.0%	8.0%	10.0%	12.0%	14.0%	16.0%	18.0%	20.0%	22.0%	24.0%	26.0%	28.0%	30.0%	32.0%	34.0%				

Prime Retail

		CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400		
Income	m2			200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	
	£/m2			6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	6,950	
	Capital Value		100.00%	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	1,390,000	
	Buyers Costs		4.50%	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550
Capital Value			1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	1,327,450	
Costs	Land Used	Coverage		80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	
		ha		0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	
		£/ha		1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	
		Uplift £/ha		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
				20.00%	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000
		Site Cost		36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000
	Stamp Duty (on VT)		4.00%	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	
	Acquisition		1.50%	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	
	Construction	/m2		1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	
	Infrastructure	£		291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	
	Abnormals		15.00%	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	
	Fees		5.00%	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	
	S106		8.00%	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	
	<b>CIL</b>			0	4,000	8,000	12,000	16,000	20,000	24,000	28,000	32,000	36,000	40,000	44,000	48,000	52,000	56,000	60,000	64,000	68,000	72,000	76,000	80,000		
	Contingency		5.00%	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	
	Finance Costs			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Sales		2.50%	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	17,375	
	Misc. Financial		0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	
	<b>Subtotal</b>		0.00%	437,121	441,121	445,121	449,121	453,121	457,121	461,121	465,121	469,121	473,121	477,121	481,121	485,121	489,121	493,121	497,121	501,121	505,121	509,121	513,121	517,121		
	Interest		6.00%	13,114	13,234	13,354	13,474	13,594	13,714	13,834	13,954	14,074	14,194	14,314	14,434	14,554	14,674	14,794	14,914	15,034	15,154	15,274	15,394	15,514		
	Profit % GDV		15.00%	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	199,118	
	<b>COSTS</b>			649,352	653,472	657,592	661,712	665,832	669,952	674,072	678,192	682,312	686,432	690,552	694,672	698,792	702,912	707,032	711,152	715,272	719,392	723,512	727,632	731,752		
	<b>Residual Land Worth</b>	Site		678,098	673,978	669,858	665,738	661,618	657,498	653,378	649,258	645,138	641,018	636,898	632,778	628,658	624,538	620,418	616,298	612,178	608,058	603,938	599,818	595,698		
	Existing Use Value	£/ha		1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000		
	Viability Threshold	£/ha		1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000		
	Residual Value	£/ha		27,123,903	26,959,103	26,794,303	26,629,503	26,464,703	26,299,903	26,135,103	25,970,303	25,805,503	25,640,703	25,475,903	25,311,103	25,146,303	24,981,503	24,816,703	24,651,903	24,487,103	24,322,303	24,157,503	23,992,703	23,827,903		
	<b>Prime Retail</b>			0																						
	CIL	£/m2		0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400		
	<b>RESIDUAL VALUE</b>	Site		678,098	673,978	669,858	665,738	661,618	657,498	653,378	649,258	645,138	641,018	636,898	632,778	628,658	624,538	620,418	616,298	612,178	608,058	603,938	599,818	595,698		
	Existing Use Value	£/ha		1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000		
	Viability Threshold	£/ha		1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000		
	Residual Value	£/ha		27,123,903	26,959,103	26,794,303	26,629,503	26,464,703	26,299,903	26,135,103	25,970,303	25,805,503	25,640,703	25,475,903	25,311,103	25,146,303	24,981,503	24,816,703	24,651,903	24,487,103	24,322,303	24,157,503	23,992,703	23,827,903		
	Additional Profit			642,098	637,978	633,858	629,738	625,618	621,498	617,378	613,258	609,138	605,018	600,898	596,778	592,658	588,538	584,418	580,298	576,178	572,058	567,938	563,818	559,698		
				3,210	3,190	3,169	3,149	3,128	3,107	3,087	3,066	3,046	3,025	3,004	2,984	2,963	2,943	2,922	2,901	2,881	2,860	2,840	2,819	2,798		
	CIL as %	Residual Valu		0.0%	0.6%	1.2%	1.8%	2.4%	3.0%	3.7%	4.3%	5.0%	5.6%	6.3%	7.0%	7.6										

### Secondary Retail

	CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
Income	m2		200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200
	£/m2		3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400	3,400
Capital Value		100.00%	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000	680,000
Buyers Costs		4.50%	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600	30,600
Capital Value			649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400	649,400
Costs	Land Used	Coverage	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
		ha	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025
		£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
		Uplift £/ha	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			20.00%	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000
		Site Cost	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000
Stamp Duty (on VT)		4.00%	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440
Acquisition		1.50%	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540
Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Construction	/m2		1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458	1,458
	£		291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516	291,516
Infrastructure		15.00%	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727	43,727
Abnormals		5.00%	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762	16,762
Fees		8.00%	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160	28,160
S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL			0	4,000	8,000	12,000	16,000	20,000	24,000	28,000	32,000	36,000	40,000	44,000	48,000	52,000	56,000	60,000	64,000	68,000	72,000	76,000	80,000
Contingency		5.00%	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600
Finance Costs			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Sales		2.50%	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500
Misc. Financial		0.00%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Subtotal		0.00%	443,246	447,246	451,246	455,246	459,246	463,246	467,246	471,246	475,246	479,246	483,246	487,246	491,246	495,246	499,246	503,246	507,246	511,246	515,246	519,246	523,246
Interest		6.00%	13,297	13,417	13,537	13,657	13,777	13,897	14,017	14,137	14,257	14,377	14,497	14,617	14,737	14,857	14,977	15,097	15,217	15,337	15,457	15,577	15,697
Profit % GDV		15.00%	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410	97,410
COSTS			553,954	558,074	562,194	566,314	570,434	574,554	578,674	582,794	586,914	591,034	595,154	599,274	603,394	607,514	611,634	615,754	619,874	623,994	628,114	632,234	636,354
Residual Land Worth	Site		95,446	91,326	87,206	83,086	78,966	74,846	70,726	66,606	62,486	58,366	54,246	50,126	46,006	41,886	37,766	33,646	29,526	25,406	21,286	17,166	13,046
Existing Use Value	£/ha		1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Viability Threshold	£/ha		1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000
Residual Value	£/ha		3,817,853	3,653,053	3,488,253	3,323,453	3,158,653	2,993,853	2,829,053	2,664,253	2,499,453	2,334,653	2,169,853	2,005,053	1,840,253	1,675,453	1,510,653	1,345,853	1,181,053	1,016,253	851,453	686,653	521,853
Secondary Retail			0																				
CIL	£/m2		0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
RESIDUAL VALUE	Site		95,446	91,326	87,206	83,086	78,966	74,846	70,726	66,606	62,486	58,366	54,246	50,126	46,006	41,886	37,766	33,646	29,526	25,406	21,286	17,166	13,046
Existing Use Value	£/ha		1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Viability Threshold	£/ha		1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000
Residual Value	£/ha		3,817,853	3,653,053	3,488,253	3,323,453	3,158,653	2,993,853	2,829,053	2,664,253	2,499,453	2,334,653	2,169,853	2,005,053	1,840,253	1,675,453	1,510,653	1,345,853	1,181,053	1,016,253	851,453	686,653	521,853
Additional Profit			59,446	55,326	51,206	47,086	42,966	38,846	34,726	30,606	26,486	22,366	18,246	14,126	10,006	5,886	1,766	-2,354	-6,474	-10,594	-14,714	-18,834	-22,954
			297	277	256	235	215	194	174	153	132	112	91	71	50	29	9	-12	-32	-53	-74	-94	-115
CIL as %	Residual Value		0.0%	4.4%	9.2%	14.4%	20.3%	26.7%	33.9%	42.0%	51.2%	61.7%	73.7%	87.8%	104.3%	124.1%	148.3%	178.3%	216.8%	267.6%	338.2%	442.7%	613.2%
	GDV		0.0%	0.6%	1.2%	1.8%	2.4%	2.9%	3.5%	4.1%	4.7%	5.3%	5.9%	6.5%	7.1%	7.6%	8.2%	8.8%	9.4%	10.0%	10.6%	11.2%	11.8%

# Supermarket

		CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
Income	m2			1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
	£/m2			5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550	5,550
	Capital Value		100.00%	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000	6,660,000
	Buyers Costs		4.50%	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700	299,700
	Capital Value			6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300	6,360,300
Costs	Land Used	Coverage		40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
			ha	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300
		£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	
		Uplift £/ha	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			20.00%	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000
		Site Cost		432,000	432,000	432,000	432,000	432,000	432,000	432,000	432,000	432,000	432,000	432,000	432,000	432,000	432,000	432,000	432,000	432,000	432,000	432,000	432,000	432,000
	Stamp Duty (on VT)	4.00%	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	
	Acquisition	1.50%	6,480	6,480	6,480	6,480	6,480	6,480	6,480	6,480	6,480	6,480	6,480	6,480	6,480	6,480	6,480	6,480	6,480	6,480	6,480	6,480	6,480	
	Strategic Promotion		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	
	Construction	/m2	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	
		£	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	1,913,112	
		Infrastructure	15.00%	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	286,967	
		Abnormals	5.00%	110,004	110,004	110,004	110,004	110,004	110,004	110,004	110,004	110,004	110,004	110,004	110,004	110,004	110,004	110,004	110,004	110,004	110,004	110,004	110,004	
		Fees	8.00%	184,807	184,807	184,807	184,807	184,807	184,807	184,807	184,807	184,807	184,807	184,807	184,807	184,807	184,807	184,807	184,807	184,807	184,807	184,807	184,807	
	S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	<b>CIL</b>		<b>0</b>	<b>24,000</b>	<b>48,000</b>	<b>72,000</b>	<b>96,000</b>	<b>120,000</b>	<b>144,000</b>	<b>168,000</b>	<b>192,000</b>	<b>216,000</b>	<b>240,000</b>	<b>264,000</b>	<b>288,000</b>	<b>312,000</b>	<b>336,000</b>	<b>360,000</b>	<b>384,000</b>	<b>408,000</b>	<b>432,000</b>	<b>456,000</b>	<b>480,000</b>	
	Contingency	5.00%	115,504	115,504	115,504	115,504	115,504	115,504	115,504	115,504	115,504	115,504	115,504	115,504	115,504	115,504	115,504	115,504	115,504	115,504	115,504	115,504		
	Finance Costs		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
	Sales	2.50%	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250	83,250		
	Misc. Financial	0.00%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000			
	<b>Subtotal</b>	<b>0.00%</b>	<b>2,752,403</b>	<b>2,776,403</b>	<b>2,800,403</b>	<b>2,824,403</b>	<b>2,848,403</b>	<b>2,872,403</b>	<b>2,896,403</b>	<b>2,920,403</b>	<b>2,944,403</b>	<b>2,968,403</b>	<b>2,992,403</b>	<b>3,016,403</b>	<b>3,040,403</b>	<b>3,064,403</b>	<b>3,088,403</b>	<b>3,112,403</b>	<b>3,136,403</b>	<b>3,160,403</b>	<b>3,184,403</b>	<b>3,208,403</b>	<b>3,232,403</b>	
	Interest	6.00%	82,572	83,292	84,012	84,732	85,452	86,172	86,892	87,612	88,332	89,052	89,772	90,492	91,212	91,932	92,652	93,372	94,092	94,812	95,532	96,252		
	Profit % GDV	15.00%	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045	954,045			
	<b>COSTS</b>		<b>3,789,021</b>	<b>3,813,741</b>	<b>3,838,461</b>	<b>3,863,181</b>	<b>3,887,901</b>	<b>3,912,621</b>	<b>3,937,341</b>	<b>3,962,061</b>	<b>3,986,781</b>	<b>4,011,501</b>	<b>4,036,221</b>	<b>4,060,941</b>	<b>4,085,661</b>	<b>4,110,381</b>	<b>4,135,101</b>	<b>4,159,821</b>	<b>4,184,541</b>	<b>4,209,261</b>	<b>4,233,981</b>	<b>4,258,701</b>		
	<b>Residual Land Worth</b>	<b>Site</b>	<b>2,571,279</b>	<b>2,546,559</b>	<b>2,521,839</b>	<b>2,497,119</b>	<b>2,472,399</b>	<b>2,447,679</b>	<b>2,422,959</b>	<b>2,398,239</b>	<b>2,373,519</b>	<b>2,348,799</b>	<b>2,324,079</b>	<b>2,299,359</b>	<b>2,274,639</b>	<b>2,249,919</b>	<b>2,225,199</b>	<b>2,200,479</b>	<b>2,175,759</b>	<b>2,151,039</b>	<b>2,126,319</b>	<b>2,101,599</b>		
	Existing Use Value	£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000			
	Viability Threshold	£/ha	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000			
	Residual Value	£/ha	8,570,931	8,488,531	8,406,131	8,323,731	8,241,331	8,158,931	8,076,531	7,994,131	7,911,731	7,829,331	7,746,931	7,664,531	7,582,131	7,499,731	7,417,331	7,334,931	7,252,531	7,170,131	7,087,731	7,005,331	6,922,931	

## Supermarket

		0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400	
	CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
	<b>RESIDUAL VALUE</b>	<b>Site</b>	<b>2,571,279</b>	<b>2,546,559</b>	<b>2,521,839</b>	<b>2,497,119</b>	<b>2,472,399</b>	<b>2,447,679</b>	<b>2,422,959</b>	<b>2,398,239</b>	<b>2,373,519</b>	<b>2,348,799</b>	<b>2,324,079</b>	<b>2,299,359</b>	<b>2,274,639</b>	<b>2,249,919</b>	<b>2,225,199</b>	<b>2,200,479</b>	<b>2,175,759</b>	<b>2,151,039</b>	<b>2,126,319</b>	<b>2,101,599</b>	<b>2,076,879</b>
	Existing Use Value	£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000		
	Viability Threshold	£/ha	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000		
	Residual Value	£/ha	8,570,931	8,488,531	8,406,131	8,323,731	8,241,331	8,158,931	8,076,531	7,994,131	7,911,731	7,829,331	7,746,931	7,664,531	7,582,131	7,499,731	7,417,331	7,334,931	7,252,531	7,170,131	7,087,731	7,005,331	6,922,931
	Additional Profit		2,139,279	2,114,559	2,089,839	2,065,119	2,040,399	2,015,679	1,990,959	1,966,239	1,941,519	1,916,799	1,892,079	1,867,359	1,842,639	1,817,919	1,793,199	1,768,479	1,743,759	1,719,039	1,694,31		



**Retail Warehouse**

		CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
Income	m2			4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
	£/m2			3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265
<b>Capital Value</b>			100.00%	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>	<b>13,060,000</b>
Buyers Costs			4.50%	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700	587,700
<b>Capital Value</b>				<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>	<b>12,472,300</b>
Costs	Land Used	Coverage		50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
		ha		0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800
		£/ha		1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
		Uplift £/ha		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
				20.00%	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000
		<b>Site Cost</b>		<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>	<b>1,152,000</b>
	Stamp Duty (on VT)		4.00%	46,080	46,080	46,080	46,080	46,080	46,080	46,080	46,080	46,080	46,080	46,080	46,080	46,080	46,080	46,080	46,080	46,080	46,080	46,080	46,080	46,080
	Acquisition		1.50%	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280	17,280
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2		941	941	941	941	941	941	941	941	941	941	941	941	941	941	941	941	941	941	941	941	941
		£		3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840	3,765,840
	Infrastructure		15.00%	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876	564,876
	Abnormals		5.00%	216,536	216,536	216,536	216,536	216,536	216,536	216,536	216,536	216,536	216,536	216,536	216,536	216,536	216,536	216,536	216,536	216,536	216,536	216,536	216,536	216,536
	Fees		8.00%	363,780	363,780	363,780	363,780	363,780	363,780	363,780	363,780	363,780	363,780	363,780	363,780	363,780	363,780	363,780	363,780	363,780	363,780	363,780	363,780	363,780
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>CIL</b>			<b>0</b>	<b>80,000</b>	<b>160,000</b>	<b>240,000</b>	<b>320,000</b>	<b>400,000</b>	<b>480,000</b>	<b>560,000</b>	<b>640,000</b>	<b>720,000</b>	<b>800,000</b>	<b>880,000</b>	<b>960,000</b>	<b>1,040,000</b>	<b>1,120,000</b>	<b>1,200,000</b>	<b>1,280,000</b>	<b>1,360,000</b>	<b>1,440,000</b>	<b>1,520,000</b>	<b>1,600,000</b>
	Contingency		5.00%	227,363	227,363	227,363	227,363	227,363	227,363	227,363	227,363	227,363	227,363	227,363	227,363	227,363	227,363	227,363	227,363	227,363	227,363	227,363	227,363	227,363
	Finance Costs			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Sales		2.50%	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250	163,250
	Misc. Financial		0.00%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	<b>Subtotal</b>		<b>0.00%</b>	<b>5,400,005</b>	<b>5,480,005</b>	<b>5,560,005</b>	<b>5,640,005</b>	<b>5,720,005</b>	<b>5,800,005</b>	<b>5,880,005</b>	<b>5,960,005</b>	<b>6,040,005</b>	<b>6,120,005</b>	<b>6,200,005</b>	<b>6,280,005</b>	<b>6,360,005</b>	<b>6,440,005</b>	<b>6,520,005</b>	<b>6,600,005</b>	<b>6,680,005</b>	<b>6,760,005</b>	<b>6,840,005</b>	<b>6,920,005</b>	<b>7,000,005</b>
	Interest		6.00%	162,000	164,400	166,800	169,200	171,600	174,000	176,400	178,800	181,200	183,600	186,000	188,400	190,800	193,200	195,600	198,000	200,400	202,800	205,200	207,600	210,000
	Profit % GDV		15.00%	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845	1,870,845
	<b>COSTS</b>			<b>7,432,850</b>	<b>7,515,250</b>	<b>7,597,650</b>	<b>7,680,050</b>	<b>7,762,450</b>	<b>7,844,850</b>	<b>7,927,250</b>	<b>8,009,650</b>	<b>8,092,050</b>	<b>8,174,450</b>	<b>8,256,850</b>	<b>8,339,250</b>	<b>8,421,650</b>	<b>8,504,050</b>	<b>8,586,450</b>	<b>8,668,850</b>	<b>8,751,250</b>	<b>8,833,650</b>	<b>8,916,050</b>	<b>8,998,450</b>	<b>9,080,850</b>
<b>Residual Land Worth</b>	Site			<b>5,039,450</b>	<b>4,957,050</b>	<b>4,874,650</b>	<b>4,792,250</b>	<b>4,709,850</b>	<b>4,627,450</b>	<b>4,545,050</b>	<b>4,462,650</b>	<b>4,380,250</b>	<b>4,297,850</b>	<b>4,215,450</b>	<b>4,133,050</b>	<b>4,050,650</b>	<b>3,968,250</b>	<b>3,885,850</b>	<b>3,803,450</b>	<b>3,721,050</b>	<b>3,638,650</b>	<b>3,556,250</b>	<b>3,473,850</b>	<b>3,391,450</b>
Existing Use Value	£/ha			1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	
Viability Threshold	£/ha			1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	
Residual Value	£/ha			6,299,313	6,196,313	6,093,313	5,990,313	5,887,313	5,784,313	5,681,313	5,578,313	5,475,313	5,372,313	5,269,313	5,166,313	5,063,313	4,960,313	4,857,313	4,754,313	4,651,313	4,548,313	4,445,313	4,342,313	4,239,313

Retail Warehouse				0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
<b>CIL</b>	£/m2			<b>0</b>	<b>20</b>	<b>40</b>	<b>60</b>	<b>80</b>	<b>100</b>	<b>120</b>	<b>140</b>	<b>160</b>	<b>180</b>	<b>200</b>	<b>220</b>	<b>240</b>	<b>260</b>	<b>280</b>	<b>300</b>	<b>320</b>	<b>340</b>	<b>360</b>	<b>380</b>	<b>400</b>
<b>RESIDUAL VALUE</b>	Site			<b>5,039,450</b>	<b>4,957,050</b>	<b>4,874,650</b>	<b>4,792,250</b>	<b>4,709,850</b>	<b>4,627,450</b>	<b>4,545,050</b>	<b>4,462,650</b>	<b>4,380,250</b>	<b>4,297,850</b>	<b>4,215,450</b>	<b>4,133,050</b>	<b>4,050,650</b>	<b>3,968,250</b>	<b>3,885,850</b>	<b>3,803,450</b>	<b>3,721,050</b>	<b>3,638,650</b>	<b>3,556,250</b>	<b>3,473,850</b>	<b>3,391,450</b>
Existing Use Value	£/ha			1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	
Viability Threshold	£/ha			1,440,000	1,440,000	1,440,000	1,440,000																	



# Non-residential, Brentwood Enterprise Park



### Brentwood Enterprise Park

		CIL	£/m2	0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400	
Income	m2			112,466	112,466	112,466	112,466	112,466	112,466	112,466	112,466	112,466	112,466	112,466	112,466	112,466	112,466	112,466	112,466	112,466	112,466	112,466	112,466	112,466	
	£/m2			2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	
	Capital Value		100.00%	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	314,904,800	
	Buyers Costs		4.50%	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	14,170,716	
<b>Capital Value</b>				<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	<b>300,734,084</b>	
Costs	Land Used	Coverage		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
		ha		45.460	45.460	45.460	45.460	45.460	45.460	45.460	45.460	45.460	45.460	45.460	45.460	45.460	45.460	45.460	45.460	45.460	45.460	45.460	45.460	45.460	
	£/ha			1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
		Uplift £/ha		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Site Cost			20.00%	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000	240,000
		<b>Site Cost</b>			<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>	<b>65,462,400</b>
Stamp Duty (on VT)		4.00%	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	2,618,496	
Acquisition		1.50%	981,936	981,936	981,936	981,936	981,936	981,936	981,936	981,936	981,936	981,936	981,936	981,936	981,936	981,936	981,936	981,936	981,936	981,936	981,936	981,936	981,936	981,936	
Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Pre Planning			500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	
Construction	/m2		865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	
	£		97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	97,278,591	
Infrastructure		15.00%	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	14,591,789	
Abnormals		5.00%	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	5,593,519	
Fees		8.00%	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	9,397,112	
S106			13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	13,247,138	
<b>CIL</b>			<b>0</b>	<b>2,249,320</b>	<b>4,498,640</b>	<b>6,747,960</b>	<b>8,997,280</b>	<b>11,246,600</b>	<b>13,495,920</b>	<b>15,745,240</b>	<b>17,994,560</b>	<b>20,243,880</b>	<b>22,493,200</b>	<b>24,742,520</b>	<b>26,991,840</b>	<b>29,241,160</b>	<b>31,490,480</b>	<b>33,739,800</b>	<b>35,989,120</b>	<b>38,238,440</b>	<b>40,487,760</b>	<b>42,737,080</b>	<b>44,986,400</b>		
Contingency		5.00%	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	2,936,597	
Finance Costs			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Sales		2.50%	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	3,936,310	
Misc. Financial		0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	
<b>Subtotal</b>			<b>0.00%</b>	<b>151,091,488</b>	<b>153,340,808</b>	<b>155,590,128</b>	<b>157,839,448</b>	<b>160,088,768</b>	<b>162,338,088</b>	<b>164,587,408</b>	<b>166,836,728</b>	<b>169,086,048</b>	<b>171,335,368</b>	<b>173,584,688</b>	<b>175,834,008</b>	<b>178,083,328</b>	<b>180,332,648</b>	<b>182,581,968</b>	<b>184,831,288</b>	<b>187,080,608</b>	<b>189,329,928</b>	<b>191,579,248</b>	<b>193,828,568</b>	<b>196,077,888</b>	
Interest		6.00%	4,532,745	4,600,224	4,667,704	4,735,183	4,802,663	4,870,143	4,937,622	5,005,102	5,072,581	5,140,061	5,207,541	5,275,020	5,342,500	5,409,979	5,477,459	5,544,939	5,612,418	5,679,898	5,747,377	5,814,857	5,882,337	5,949,817	
Profit % GDV		15.00%	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	45,110,113	
<b>COSTS</b>				<b>200,734,346</b>	<b>203,051,145</b>	<b>205,367,945</b>	<b>207,684,745</b>	<b>210,001,544</b>	<b>212,318,344</b>	<b>214,635,143</b>	<b>216,951,943</b>	<b>219,268,743</b>	<b>221,585,542</b>	<b>223,902,342</b>	<b>226,219,141</b>	<b>228,535,941</b>	<b>230,852,741</b>	<b>233,169,540</b>	<b>235,486,340</b>	<b>237,803,139</b>	<b>240,119,939</b>	<b>242,436,739</b>	<b>244,753,538</b>	<b>247,070,338</b>	
<b>Residual Land Worth</b>	Site			<b>99,999,738</b>	<b>97,682,939</b>	<b>95,366,139</b>	<b>93,049,339</b>	<b>90,732,540</b>	<b>88,415,740</b>	<b>86,098,941</b>	<b>83,782,141</b>	<b>81,465,341</b>	<b>79,148,542</b>	<b>76,831,742</b>	<b>74,514,943</b>	<b>72,198,143</b>	<b>69,881,343</b>	<b>67,564,544</b>	<b>65,247,744</b>	<b>62,930,945</b>	<b>60,614,145</b>	<b>58,297,345</b>	<b>55,980,546</b>	<b>53,663,746</b>	
Existing Use Value	£/ha			1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000		
Viability Threshold	£/ha			1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000		
Residual Value	£/ha			2,199,730	2,148,767	2,097,803	2,046,840	1,995,876	1,944,913	1,893,949	1,842,986	1,792,022	1,741,059	1,690,096	1,639,132	1,588,169	1,537,205	1,486,242	1,435,278	1,384,315	1,333,351	1,282,388	1,231,424	1,180,461	

### Brentwood Enterprise Park

		0	20	40	60	80	100	120	140	160	180	200	220	240	260	280	300	320	340	360	380	400
<b>CIL</b>	£/m2																					
<b>RESIDUAL VALUE</b>	Site	<b>99,999,738</b>																				



**HDH Planning and Development Ltd** is a specialist planning consultancy providing evidence to support planning authorities, landowners and developers. The firm is regulated by the RICS.

The main areas of expertise are:

- Community Infrastructure Levy (CIL)
- District wide and site specific Viability Analysis
- Local and Strategic Housing Market Assessments and Housing Needs Assessments

HDH Planning and Development have clients throughout England and Wales.

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